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ValPAC

VALLEJO CHAMBER OF COMMERCE
POLITICAL ACTION COMMITTEE



Vallejo businessmen and current City Council members Tom Bartee and Hermine Sunga have been endorsed for re-election in November by ValPAC, the Vallejo Chamber of Commerce Political Action Committee.

Vote Yes on Measure U

The Vallejo Chamber Board of Directors voted unanimously at its regular meeting on August 18th, 2009 in support of Measure U, the Vallejo Communication Users Tax Reduction, Modernization and Services Protection Measure that will appear on the November 3rd, 2009 ballot.

The Utility Users' Tax (UUT) is a tax on certain utility bills, established to provide funding for vital City services. For 40 years, residents of Vallejo have paid a UUT on gas, electricity, telecommunication and video services. Due to a recent court ruling and new federal regulations, the City of Vallejo must update and modernize only the telecommunication and video services portion of the

UUT ordinance, to fully comply with current federal law.

The Chamber Board supports the passage of Measure U as it will reduce the tax rate on telecommunication and video services in the City of Vallejo from 7.5% to 7.3%. The Chamber Board also recognizes that the revenue generated from this Utility User's Tax supports critical police, fire and other community services, and that should Measure U fail to pass, then the City would be forced to make drastic cuts to those services.

The Chamber Board recognizes that any further cuts in services will be detrimental to the business community and therefore is asking all of its members, as well as the entire Vallejo community, to Vote Yes on Measure U. *✍*

ValPAC Endorses Business Advocates for City Council

The Vallejo Chamber of Commerce Political Action Committee (ValPAC) announced its endorsements for the 2009 Vallejo City Council Election that will take place on November 3rd. After individual interviews with each of the seven candidates who are vying for the three open council seats, ValPAC has endorsed the following: Tom Bartee and Hermine Sunga for City Council.

"ValPAC is most interested in ensuring that our future council members are experienced community members who are committed to responsible business growth and development," explained Freda Dill, ValPAC Board Chair.

"ValPAC has endorsed Tom Bartee and Hermine Sunga because they are committed to the retention and expansion of businesses in Vallejo, and facilitating major developments and job creation.

"They will continue to prioritize economic activity as a solution to the city's financial issues and have a clear understanding of the impacts of local issues and their impact on the local business community," added Dill.

"We feel they are the two most qualified candidates to ensure increased economic prosperity and a higher quality of life for Vallejo, and that is why we are marshalling all of our resources behind these

(Continued on page 7)

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REPORT FROM 2009 BOARD CHAIR FREDA DILL

The VBA Works for All Vallejo Business



For more than five years, the Vallejo Chamber of Commerce has been working with the Solano County

Black Chamber of Commerce, Filipino-American Chamber of Commerce of Solano County and the Solano Hispanic Chamber of Commerce to promote business and community in Vallejo through the Vallejo Business Alliance (VBA). The VBA represents over 1,000 combined members and began working together in early 2004 to promote communication and cooperation amongst all the business sectors in Vallejo. The Vallejo Business Alliance meets monthly to work on issues of mutual interest of the membership organizations.

Recently, I was honored to host the 5th Annual Vallejo Business Alliance All Chambers Business Mixer at my US Bank branch at 1200 Tennessee Street. More than 200 members and guests representing the four chambers were there to connect with each other, get to know one another, and share business opportunities. It was extremely gratifying to see all of the chambers well represented at this event. It is great to know that, even during these challenging economic times, this partnership that the Chamber leadership helped to foster five years ago, is still relevant and thriving.

By the time that you are reading this column, the Alliance will have helped to host its third City Council Candidates Forum, providing organizational leadership and volunteers to this very important endeavor. I would like to take this opportunity to thank the leadership of our Chamber partners, and in particular, Peggy Cohen-Thompson of the Solano County Black Chamber, Hermie Sunga of the Fil-Am Chamber, and Roberto Cortez and Guido

Preference Ordinance to the City nearly one year ago. In August, City Staff proposed an alternative version to the Chamber's proposal which was more restrictive and less favorable to local business. The City Council rejected this proposal and has directed staff to come back to the Council later this fall with a proposal that will likely closely resemble the one proposed the Chamber.

The Chamber's proposal calls for the City to give a preference to local businesses in making purchases or awarding contracts in an amount of 3-5% depending on the size of the procurement.

The City of Vallejo is one of the largest 'businesses' in the city. The Chamber strongly believes that the funds generated in and from the Vallejo community should, to the extent possible, be placed back into the Vallejo economy.

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City Council Promotes Shop Vallejo First

The Vallejo City Council, at the urging of the Vallejo Chamber, recently read into its official minutes, a Shop Vallejo First proclamation, encouraging the City and all the members of the community, to Shop Vallejo First whenever possible. Additionally, the Chamber provided the Council with a large Shop Vallejo First banner which is now hanging in front of the Council dais in Council Chambers at City Hall. *SD*

Minaya of the Solano Hispanic Chamber, for their efforts throughout these past few years to make the VBA an important vehicle for promoting the Vallejo business community. Here's to the next 5 years of the Alliance!

Shop Vallejo First Local Bidder Preference Policy

The Board of the Directors of the Vallejo Chamber submitted a proposal for an update of the City of Vallejo Local Business

CONNECTING THE COMMUNITY

Board Chair Freda Dill received the 2009 Women in Wine Country Award for Solano County from State Senator Patricia Wiggins at the Awards ceremony in August.



REPORT FROM BOB ADAMS CITY OF VALLEJO INTERIM CITY MANAGER

Measure U on November 3, 2009 Ballot



Thank you for this opportunity to give Vallejo Chamber of Commerce members some background information

about Measure U. Measure U, which affects the City's existing Utility Users Tax (UUT) will be on the November 3, 2009 ballot.

The most important thing to know is that Measure U is not a new tax. Measure U updates our existing UUT to include definitions for telecommunication and video services and technology that didn't exist when the ordinance was first adopted.

To ensure that Measure U is revenue neutral, it will slightly reduce the tax on telecommunication and video services by .2%.

In 1969, Vallejo adopted a UUT that applies to electricity, gas, video and telecommunication services. Due to recent court rulings and new federal regulations, the City must update the telecommunication and video components of the UUT to assure that the tax revenue will continue to be available to support vital City services, and that the UUT is fully compliant with federal law.

Because our existing UUT dates back to 1969, some newer

telecommunication and video technologies may not be covered by the existing UUT. Modernizing the UUT will safeguard that all telecommunications and video customers are treated equally, regardless of the telecommunication or video services they use.

Vallejo is not the only city that must update an existing UUT ordinance. Over 40 cities, including San Francisco, Sacramento, and

To ensure that Measure U is revenue neutral, it will slightly reduce the tax on telecommunication and video services by .2%.

San Jose have passed measures modernizing their UUT ordinances to address these technical issues.

Declining revenues from the economic recession and the state budget crisis have already led to reduced City services. The current telecommunication and video component of the UUT generates over five million dollars annually, used to support public safety and other services in Vallejo. Without our UUT, further cuts to services,

including police and fire services, will be necessary. By continuing our UUT, we can continue to stabilize Vallejo's financial situation.

Measure U will maintain local control over all funding generated by the UUT and will include strong fiscal accountability protections, requiring an annual independent audit.

Telecommunication customers might wonder if their bills will change. The answer is that it really depends on the type of services you use and the package you have with your service provider. We expect that some customers will actually see a reduction due to the reduced tax rate, and most will not see a substantial change to their monthly bill.

It is also important to note that Measure U only modernizes the telecommunication and video service components of the existing UUT. It will have no impact on gas and electric bills.

We encourage Chamber of Commerce members to contact the City if you have questions or would like more information about Measure U. You may find additional information on the City's website at www.ci.vallejo.ca.us or call the Measure U inquiry line at 707-553-7249.

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- Vallejo Yolano, L.P.

SELECT

- ARC Inc. Architects
- Cooper Crane & Rigging
- Jeffco/ABC Painting
- Sutter Health (SRMF/SSMC)
- Solano County Fair
- Photos by Shawn Miller
- M2 Mail
- Pacific Gas & Electric
- Avisotek

PLUS

- Petersen Janitorial Services
- Callahan DeSilva Vallejo
- Umpqua Bank
- Wells Fargo Bank
- Mare Island Golf Club

Celebrating our Vallejo Teachers

On Thursday, October 22nd, the Vallejo Chamber will be hosting our Annual Teachers Reception during the Networking @5 Business Mixer at the Vallejo Elks Lodge. This special event is in appreciation of all Vallejo Teachers and is made possible by the generous support of 1st Pacific Credit Union. This event will feature special raffles for the teachers as well as special Robotics and Bio-Tech presentations by students of Hogan High's career academies. For more information, call Connie Howard at 644-5551.

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REPORT FROM SOLANO COLLEGE SBDC

State Budget Cuts Economic Development Programs

The passage of the state budget came early this year compared to past years. To deal with the massive budget deficit, many valuable programs had to be trimmed back or eliminated. One program targeted for a 32-62% cut was the California Community College Economic and Workforce Development Program.

The Economic and Workforce Development Program (EWDP) was established in 1991, and in 1996, economic development became one of the primary missions of the California Community Colleges. The purpose of the Program is to advance the state's economic growth and global competitiveness through education, training, and services that contribute to continuous workforce improvement, technology deployment and business development consistent with the state's regional economies. There are ten EWDP statewide initiatives which include:

- Small Business Development

- Centers (SBDCs)
- Centers for International Trade (CITDs)
- Centers for Applied Competitive Technologies (CACTs)
- Multimedia and Entertainment (MEI)
- Health Care
- Applied Biological Technologies



- Advanced Transportation Technologies and Energy (ATTE)
- Business and Workforce Improvement Performance
- Environmental Health, Safety, and Homeland Security
- Workplace Development

Locally, Solano County has one EWDP funded center, the Solano College Small Business Development Center (SBDC). The Center is also part of the national

Small Business Development Center Program, which consists of over 1,100 Centers nationwide. While Economic Development is defined as both "workforce development" and "business development", the lion's share of grant funding recently has been directed to workforce develop-

ment leaving programs such as the SBDCs which serve business owners struggling to maintain services. Since demand for SBDC services tend to be counter cyclical to the economy, these cuts in funding to business development programs come at a time when demand for SBDC services are most critical. Federal Stimulus money was expected to backfill a portion of the state cuts and to reduce the

cuts from 62% to 32%. However, it now appears only 25% of the stimulus funding will be made available for backfilling the cuts. Fortunately, the Center also receives federal funding through Small Business Administration (SBA) and through local partners such as the City of Vacaville. Federal funding is actually up six percent for the Center this year. The Center also helped Solano County secure a two year \$300,000 Community Development Block Grant for a microenterprise assistance program. The SBDC will act as a subrecipient on that grant effort and provide training and counseling to microenterprises. This CDBG funding will help to offset the cut in state EWDP funding. For more information about business development services available to small businesses, contact the Solano College SBDC at (707) 864-3382 or visit www.solanosbdc.org.

REPORT FROM CHARLES EASON SOLANO COLLEGE SBDC DIRECTOR



The power of the entrepreneurial spirit will take California by storm when the Extreme Entrepreneurship Tour launches its month-long series of exciting events at 18 community colleges across the state. The tour is presented by the California Community Colleges Economic Workforce Development Program. Solano College will be hosting one of the stops on the tour on Monday, November 9th from 2 pm - 6 pm.

The Extreme Entrepreneurship Tour is run by three award-win-

ning young entrepreneurs who've made, earned or sold companies for millions of dollars before the age of 30. One speaker, Cameron Johnson (24) from Los Angeles, started a dozen profitable businesses and became a self-made millionaire while he was still a teenager. Another speaker, Rahim Fazal (27) from San Francisco, sold his first business for \$1.5 million as he was graduating from high school. Fazal is the co-founder and CEO of the venture-backed company, Involver.

Extreme Entrepreneurship Tour

ning young entrepreneurs – Sheena Lindahl (26), Michael Simmons (27), and Arel Moodie (25). Business Week named Simmons and Lindahl, founders of the tour, as two of the top 25 entrepreneurs under 25 in the U.S. The tour features many of California's top

young entrepreneurs who've made, earned or sold companies for millions of dollars before the age of 30. One speaker, Cameron Johnson (24) from Los Angeles, started a dozen profitable businesses and became a self-made millionaire while he was still a teenager. Another speaker, Rahim Fazal (27) from San Francisco, sold his first business for \$1.5 million as he was graduating from high school. Fazal is the co-founder and CEO of the venture-backed company, Involver.

Students who attend the tour events will be asked to take a pledge to create their own jobs by the end of 2009. Using social media, tour attendees, speakers and staff will be able to ask questions,

post updates on their businesses, and post comments about the tour on Twitter in real time and have them shared on <http://www.extremetour.org/ca>. The goal is to get 10,000 new pledges by the end of the year.

Both emerging entrepreneurs and students from all disciplines are invited to attend the tour to learn how they can apply the entrepreneurial mindset to their lives regardless of their choice of careers. Since the tour was created in 2006, it has presented 100 events in 30 states, reaching 100,000 students across the country.

For more information about the Extreme Entrepreneurship Tour, contact the Solano College Small Business Development Center at (707) 864-3382 or visit www.solanosbdc.org.

CHAMBER NEWS


Shop Vallejo-Opoly Is Here!

Shop Vallejo-opoly, the Chamber's new version of the Classic Game, is now in development for delivery this holiday season. This clever adaptation of the famous game allows our members to put "Your Business" in the middle of the action where everyone can see it.

You can choose to become a Major Sponsor, a Property Owner, a "Fate" card sponsor, a "Chamber" card sponsor or even the sponsor of the "Money" used in the game. Own any space on the board, including the coveted Corner Spots, or have your business name on the place where all the


Players "Start".

This is an opportunity to buy permanent advertising and get real value from continuous exposure whenever the game gets played. And your investment in advertising on the Shop Vallejo-opoly game board or cards will support the Shop Vallejo First program, as all proceeds from advertising and game sales will go towards supporting this chamber program.

Get in the Game! Support our Shop Vallejo First Program. E-mail Rich Geist at richgeist@vallejochamber.com to reserve the best spot on the board. 

County Board Awards Contract to Medic Ambulance

On August 13th, after receiving numerous letters and calls of support from the Chamber Board of Directors and individual Chamber members, the Solano Emergency Medical Services Cooperative awarded the new contract for Solano County

Ambulance Service to Vallejo Chamber member Medic Ambulance. The Chamber Executive Board voted unanimously at its August 4th meeting to support Medic Ambulance's bid for the contract. 

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Chamber Welcomes New Director of Membership and Sponsorship



The Vallejo Chamber of Commerce is pleased to announce that Anita Hawkes will be joining the Chamber staff in mid-November as our new Director of Membership and Sponsorship.

Anita comes to the Chamber after holding the position of Executive Officer for the Solano Association of Realtors since 2005. During her time at the Association of Realtors, Anita not only managed the local association, but worked with the National Association of Realtors and the California Association

of Realtors to ensure the members of the Solano Association were kept up to date on all new regulations and worked with the leadership to make sure the required education classes were available to all members.

Prior to her work with the Solano Association of Realtors, Anita worked for the Vallejo Chamber as Director of Marketing and Business Recruitment. In this position, Anita developed the marketing plan for the Business Recruitment Division of the Vallejo Chamber to market the City of Vallejo to potential commercial developers, businesses considering relocation, and new business enterprises. While in this position, she helped the City of Vallejo to attract more than fifty (50) businesses. Prior to coming to Vallejo, Anita also previously worked in Sales and Marketing for some of the largest convention hotels in San Francisco.

Anita is an active member of the Vallejo community, serving as a member of Soroptimist International of Vallejo and the Women's Council of Realtors. She has also served the community on the of the Solano Community College Bond Oversight Committee, the Soroptimist Board of Directors and the Vallejo Chamber of Commerce Board of Directors.

Anita lives in Vallejo with her husband Tom. She is originally from Kalispell, Montana and attended Boise State University. She holds the Professional Standards Certification and the Certified Meeting Planner Certification. *✍*

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MEMBER NEWS

Syar Foundation Donates \$50,000 to Joint Replacement Program

The Sutter Solano Charitable Foundation (SSCF) has reached its goal of \$500,000 to expand the joint replacement program at SSMC with a closing gift of \$50,000 from the Syar Foundation.

“The Board and I were thrilled with the opportunity to be the last piece of the fundraising puzzle for the Sutter Solano Medical Center’s two-year capital campaign for their Joint Replacement Program,” says Susan Syar, President of the Syar Foundation Board of Directors. “Quality hospitals like Sutter Solano Medical Center are key components in keeping our communities healthy, and we know our gift will provide real and significant benefits to the communities of Napa and Solano Counties. We think that C.M. Syar would be proud that his legacy will help so many joint-replacement patients maintain healthy, active lives.”

Providing comprehensive and integrated care from diagnosis through rehabilitation, the SSMC Joint Replacement Program offers free classes in which patients learn about treatment and care plans prior to surgery. The classes not only help educate patients, but also give them confidence in the equipment, the surgeons, the nurses, the orthopedic therapists, and the rest of the medical staff.

“With the help of community-oriented partners like the Syar Foundation, the campaign to enlarge the capabilities of the SSMC Joint Replacement Program proved to be one of the most successful in the history of SSCF—demonstrating once again the vital role community support has in sustaining the best in healthcare,” says Frank Malifrando, Executive Director of SSCF. *✎*



Klimisch's Inc. Honored for Customer Satisfaction

Klimisch's Inc. has been recognized for extraordinary achievement in customer satisfaction rating for the California State Automobile Association (CSAA) AutocheX CSI program in 2009. From the thousands of customer surveys AutocheX has performed throughout the year, Klimisch's Inc. is among only a handful that rated best in consistently delivering top-notch service. The company will be recognized at the AutocheX Premier Achiever Awards Ceremony in Las Vegas.

AutocheX is committed not only to measuring customer satisfaction fairly and accurately, but to promoting a genuine spirit of customer service in the Auto Repair Industry. Recognizing businesses whose dedication to service sets the standard for all others is critical to the success of that mission. *✎*

ValPAC Cont. from page 1

two candidates. Overall we believe each of the candidates show real promise for Vallejo's future.”

“ValPAC has chosen to endorse only two candidates in order to focus our resources and maximize our impact,” added Jerry Wilkerson, ValPAC Trustee. “Tom Bartee and Hermie Sunga are the candidates that best meet our criteria in this critical election. We are, however, supportive of the pro-business views of the other candidates.”

Those elected will serve 4-year terms and will join Mayor Osby Davis and current council members Erin Hannigan, Michael Wilson, and Joanne Schively to make up the 7-member council. *✎*

UPCOMING EVENTS

BUSINESS MEETINGS (MONTHLY)

Executive Committee	1 st Tuesday - noon
Ambassadors	1 st Tuesday - 5:30 p.m.
Political Advocacy	1 st Wednesday - 9:00 a.m.
Vallejo Business Alliance	2 nd Tuesday - 9:00 a.m.
Economic Development	2 nd Wednesday - noon
Board of Directors	3 rd Tuesday - noon
ValNet	Wednesdays - noon

AROUND THE CORNER

Teachers Recognition

October Networking @ 5

Vallejo Elks Lodge #559

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2850 Redwood Parkway

Thursday, October 22 from 5:00 - 7:00 p.m.

November Networking @ 5

Courtyard by Marriott Vallejo-Napa Valley

1000 Fairgrounds Drive

Thursday, November 19 from 5:00 - 7:00 p.m.

December Networking @ 5

City Lights Cantina

415 Virginia Street

Thursday, December 17 from 5:00 - 7:00 p.m.

For an updated listing of all Chamber and Community events please check out www.vallejochamber.com

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Vallejo Business

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