

2010 Vallejo Chamber of Commerce Officers and Directors

Officers

Jerry Wilkerson, Board Chair

Umpqua Bank

Terry Glubka, Treasurer

Sutter Health

Past Chair

Freda Dill

US Bank

Divisional Vice Chairs

Michael Coan, Political Advocacy

Favaro, Lavezzo, Gill, Caretti, & Heppell

Tom Atwood, Economic Development

Vallejo Insurance Associates, LLC

Linda Johnson, Community Promotion

Merrill Gardens Vallejo

Peter Wilson, Membership Services

Humane Society of the North Bay

Directors

John Bustamante, Enterprise Wireless Solutions

Derik Calhoun, Vallejo Transit Lines

Kathe Chandler, First Bank

Pippin Dew, RE/MAX Gold

Phil Elfstrom, Skyview Memorial Lawn

Norbert Frost, Law Offices of Norbert Frost

Carol Larson, Georgia House Graphics

Rudy Manfredi, Medic Ambulance Service, Inc.

Shane McAfee, GVRD

Kevin Miller, M2 Mail

Tony Shannon, Miyoji Productions

Management and Staff

Anita Hawkes - President and Chief Executive Officer

Rich Curtola - Membership Sales & Sponsorship

Constance Howard - Community Promotions Coordinator

Josette Lacey - Administrative Assistant

Gloria Thomas - Finance

John Moore - Administrative Assistant

Vallejo Chamber
427 York Street
Vallejo, CA 94590
www.vallejochamber.com



Times-Herald

2010 Pinnacle Sponsors



Vallejo Chamber 2010 Annual Report



Strengthening the Local Economy
Promoting and Connecting the Community
Providing Quality Networking Opportunities
Representing the Interests of Business to Government

www.vallejochamber.com

Message from the President and CEO



To Our Valued Members,

It is with great pride that we present the 2010 Annual Report. We have worked very hard this past year to provide the best benefits to our members. In doing so, we have tried to infuse the entire Vallejo business community with a sense of spirit and energy.

Our accomplishments in 2010 reflect the Chamber's continued commitment to Vallejo's future. We focused a great deal of our efforts promoting Vallejo businesses within Vallejo. We worked with the City of Vallejo to adopt the Vallejo Business 1st policy for city purchases. We held our third annual Shop Vallejo campaign and had success using the media and strategically placed stickers to get the word out about the benefits of shopping locally. We involved all the business community by placing Shop Vallejo flyers in their windows. We re-introduced our "Grab a Bite" program which involved several local restaurants (including many Chamber members) offering incentives to members of the community who dined at their restaurants in another show of support of local businesses. Through our education initiative we started the Vallejo Chamber of Commerce Education Task Force forming an alliance between the VCUSD, teachers, administrators, business leaders and faith based organizations to establish a plan to increase local graduation rates. This group has grown into the Career Academy Master Plan Partnership (CAMPP) Committee and has introduced a solid plan to increase the academy concept in our schools including funding opportunities through grants and other outside sources.

While our community continues to face significant challenges, local businesses remain a catalyst for future success. Only through growth and development of our business community will Vallejo reach its potential. There are exciting projects on the horizon for Vallejo; but local businesses must thrive if we expect to see them reach fruition. As your Chamber of Commerce, we are committed to work each day to help you, the members of this organization, grow and continue to invest in our community.

Thanks to our members, our Board of Directors, and to our dedicated staff. Through their help the Vallejo Chamber of Commerce will thrive and together we will continue to make the Vallejo business community stronger and more prosperous in 2011.

Anita Hawkes

Mission Statement

The Vallejo Chamber of Commerce is organized for the purpose of advancing the commercial, industrial, civic and general interests of Vallejo and the surrounding area.

Awards in 2010



California Chamber of Commerce
Compliance Partner of the Year
(5th consecutive year)

Accomplishments in 2010

Making A Difference – Your Business Advocate

Strengthening the Local Economy

- 1500+ Member Business Referrals
- Supported new Major Development projects including the Solano Fair 360 Plan; the Solano I-80 Center redevelopment; the new Downtown Transit Center; ADR Ship Dismantling venture; opening of Lowes; and many others
- Managed the "Shop Vallejo First" and "Grab a Bite" programs to encourage businesses and citizens to buy locally and promote economic development in the community

Political Advocacy

- Held the "Candidates Forum" for the community to hear our State Assembly, Senate and US Congressional candidates speak on the issues
- Provided "Legislative Day" to inform the community on relative issues from our local city, county and state representatives
- Advocated for ADR ship dismantling at BCDC committee
- Advocated for the City of Vallejo Downtown Streetscape
- Supported "Measure A", removing binding arbitration from Vallejo City Charter

Community Leadership

- In conjunction with Vallejo Rotary Club, proved almost 1500 dictionaries to every single 3rd Grade student in Vallejo for the 12th consecutive year
- Provided 4 Chamber Scholarships to Vallejo high school students through the Merchants Hall of Fame and the Ambassadors Scholarship Program
- Recognized business and community leaders via the Merchants Hall of Fame; Spirit of Solano Award Luncheon; Teachers Recognition Reception; Businesses of the Year, Vallejo Chamber Bud Butler Man of the Year and Athena Awards

Member Services & Networking

- Held 3rd Annual Winemakers Dinner and Auction with more than 100 members and guests in attendance
- Delivered 26 Vallejo BusinessWire Electronic Newsletters and 26 Biz Net networking advertisements for our members
- Provided 2010 Employment Notices Posters to almost 400 of our members.
- Represented all of our members to the community at major functions like the: Solano County Fair; VBA 2010 Business Expo; Vallejo City Council meetings; Solano 360 meetings; 13th Annual Great Ducky Derby; Pista Sa Nayan; Vallejo Wednesday Night Celebration; and the Annual 4th of July Parade

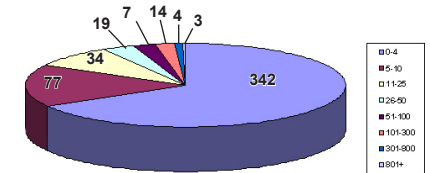
Chamber at a Glance - 2010

Number of Members: 479

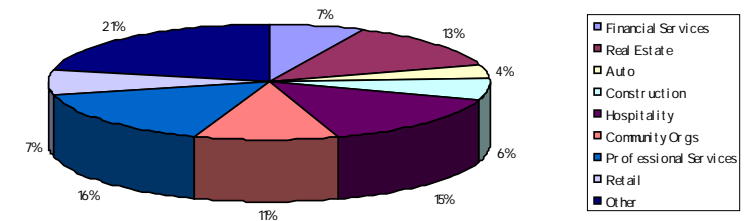
New Members in 2010: 35

Membership

By Size (Number of Employees):



By Category Type:

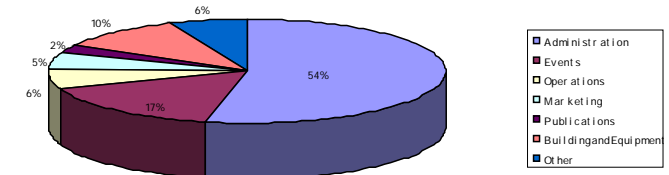


Financial Summary

Total Assets (Restricted and Non-Restricted) as of 12.31.10: \$251,841

2010 Operating Budget: \$430,040

Expense Breakdown:



Revenue Breakdown:

