



Business Comments

Vacaville Chamber of Commerce

www.vacavillechamber.com

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A New View Of Vacaville

by: Michael Ammann - President, Solano Economic Development Corporation

There's little argument that a brighter economic picture is out there – somewhere in the near future. But, that is little solace for those of us who recognize that our state, our county and our cities are hurting badly. Double-digit unemployment is getting very old. Continued cuts to budgets and furloughs make for longer workdays for business owners and local government.

However, little windows of economic statistical hope point toward a better economy in 2011 with a cautious optimism for follow through during 2012.

Vacaville has faired much better economically due to the earlier location and continued growth in life science companies such as Novartis, Genentech and newcomer State Compensation's growing Vacaville Campus. Most other California cities of similar size have not successfully targeted, prepared for and attracted these high tech manufacturing companies and professional services providers.

Meanwhile, Vacaville's small business owners are making the tough decisions and taking the necessary steps to maintain a high level of customer service while work-

ing hard to keep every hard-working employee on the payroll. A tough job faced by all of us each and every day.

In addition, Vacavilles government's frugal nature has made it possible to maintain employees providing a high level of service and quality of place while continuing physical improvements to a revitalized downtown. Major community social events like Merriment on Main grow larger even with major city budget cuts.

Throughout this recessionary period Vacaville's leaders have retained the true "Spirit of Solano" County, which is to provide citizens with optimism and solid leadership that will carry the day and provide a firm base from which to grow the future economy.

Vacaville Chamber members and staff have served the local business community admirably during those high growth years, while now going above the normal call of duty during these particularly tough times. It is even more important to continue to collectively join promotion of Vacaville together, while financially supporting

(continued on page 5)

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STAFF & CONTRACTORS

Gary H. Tatum

President/Chief Operating Officer

garyt@vacavillechamber.com

Jennifer Capoot

Administrative Assistant

jennifer@vacavillechamber.com

Chad Oakes

Marketing & Sales

chad_oakes@yahoo.com

Beth Lofthus

Leadership Vacaville

Darlene Chikeles

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To continually improve the economic prosperity of the business community by providing leadership, education and resources.

Your Chamber is Committed to Assuring Our Businesses Succeed

By Ed Forrest - Chairman of the Board



I am proud to have been elected to the Chair of the Vacaville Chamber of Commerce for the coming year. I consider this to be a great honor and recognize that I am following a tradition of service from a long list of outstanding individuals in our community.

The Vacaville Chamber of Commerce provides a tremendous service to our community. We are committed to an economically strong and personally satisfying community in which to live. Still, we should remember that the Chamber is not merely a service organization. There are numerous examples of fine service organizations in our communities. Yet, it is important that the Chamber be regarded as a

business - a business that supports its fellow businesses.

The Chamber does more than bring us together to exchange business cards. We exchange knowledge and ideas. We support each other. We work in many arenas: business, social, charitable, and political, to promote a better climate for business and to better our community in general. And by doing THAT, we serve our community. Our businesses are our energy, our lifeblood - our goods, our services, our tax base, our employers. A healthy business climate is critical to the vitality of Vacaville. Your Chamber of Commerce is continually working to ensure that our businesses succeed.

As with other businesses, your Chamber has a year of challenges ahead. We are committed to promoting the success of our clients, the businesses of the Vacaville Chamber of Commerce. In this way we will support the continuing prosperity of our community.■

Interested in Joining the Vacaville Chamber of Commerce?

For a complete description of membership benefits and pricing levels, visit our Web site at www.vacavillechamber.com and click on "Join Us".

You can get the process started by contacting Chad Oakes at 448-6424.

Vacaville Chamber of Commerce

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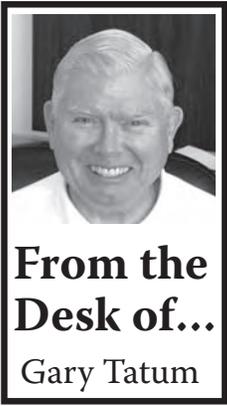
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From the Desk of...
Gary Tatum

New Year, New Ideas for Business Comments

Here we are at the beginning of a new fiscal year. The Board will meet this month and install four new directors and Ed Forrest of US Bank will assume the chairmanship from Gary Passama of NorthBay Healthcare.

Our four new directors will be Bryan Barr of PG&E, Debbie Egidio of DTS Egidio, Mary Lou Gray of Hampton Inn and Suites, and Katheryn Tuberty, an agent for Farmer's Insurance.

A new year deserves some new beginnings and your Chamber staff has been discussing a couple of ideas that might just add some meaning to this monthly newsletter. *Business Comments* has been serving our clients for many years and has been delivered to you by many methods. For most of the history of *Business Comments* it came by way of the mail as the Chamber had it printed and mailed each month. Then there was a great partnership with *The Reporter* and the last Thursday of each month the *Business Comments* was delivered along with the morning paper. As of last July *Business Comments* has come to you in PDF form, in racks at various locations around the city and as a part of our monthly mailing of "Hot Sheets." *Vacaville Magazine*, under the direction of Lauren Runow, has added greatly to our ability to deliver a viable business newsletter to you over the past year.

During the past year we have added monthly columns from Teresa Cunningham on Human Resources issues, as well as Chuck Eason reporting about what is happening at the Small Business Development Center. Therefore, now may be an excellent time to add something new.

I know many of you have questions about any variety of subjects relating to business. We are going to accept your questions, and publish them with the expectation that we will receive expert assistance – from our Chamber Clients – for you. There exists a great depth of knowledge amongst our clients and we know that the answers to your questions are available. All you need to do is ask. We will need your name and business as well as contact information, but we can, upon request, keep the author of the question confidential. Responses to your questions will not only be forwarded to you, but if you like you can open up communications with the individual respondent. We will also print those responses in a future issue of *Business Comments*.

The questions should be as succinct as possible in order to save space. We may need to adjust the manner in which we do this after we see just how much activity is generated. So, send us your questions and we will do our very best to get you an answer.

The second new venture for us will be to allow written comments concerning any of our articles, columns, etc. If you should like or dislike something you have read in *Business Comments* we invite your letter. A sort of "letter to the editor" page will be set aside for our clients to make comments about not only what is printed, but with suggestions or questions about any of your Chamber's activities and/or programs.

I realize this may well open up something your Chamber staff may come to regret. It could be time consuming and we will need to maintain some editorial prerogatives as to what we print. We will not print any personal attacks and will only print material that has a direct relationship with business.

Both of these new additions to *Business Comments* are meant to improve upon our ability to communicate with you, the clients of your Vacaville Chamber. The annual fees you pay for the service your Chamber renders needs to continue to address your needs and expectations.

We are your Number One Stop. Your 411 for anything business related. We are your Advocates.■

Celebrating
our first **100** *Years*

Together we've bought homes, started careers and businesses, sent our children to college, saved for retirement and worked together to build lives here in Solano County. And we're still going strong after 100 years. Together we share our successes, and together we weather the storms. As we celebrate this milestone, we look forward to new opportunities, great achievements and 100 more years!



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networking events



There was a great turnout for the Solano Community College Vacaville Center's (above) grand opening.

Pain Stop (below) held an open house and ribbon cutting.



CrossFit's (above) ribbon cutting was well attended.



It was a festive occasion at Demaray Chiropractic's (above) ribbon cutting.

Chair Elect Ed Forrest (below) of US Bank with his wife, Kim, at the Chamber Annual Dinner.



The Vacaville Chamber of Commerce offers many networking opportunities. Above are just some of the opportunities you can participate in when joining the Chamber. Ribbon cuttings and wake-ups are open to all members at no cost and mixers cost only \$5 to attend. For the full event calendar go to page 14 or visit the Chamber's Web site at www.vacavillechamber.com.

New View Cont.

(continued from page 1)

businesses though local purchases that drive our economic success.

This key partnership between the Vacaville Chamber, the City of Vacaville and Solano EDC provides a winning team for continuing to fight for an improving local economy, regional recognition and branding, while influencing positive changes at the state and federal levels.

Unfortunately the State Legislature, through its misguided legislative inaction to balance the budget, has broken its tradition of partnership with local communities, including Vacaville. State government's inability to balance the budget continues to be taken out on every city and county by holding us hostage to the \$20 billion-plus structural state deficit. Faced with the worst recession in more than a decade, Vacaville businesses and government cut spending, laid off and furloughed employees while finding new ways to become more productive in doing more with less. The state needs to follow our example.

But they haven't. Instead California lawmakers have continued to raid local community sources of income – most recently millions of dollars of economic development funding have been taken by the state from Vacaville's Redevelopment Development Agency. This results in less money flowing through and multiplying the community economy, which causes higher unemployment, social stress and lengthens the recovery period.

However, one thing that the State Legislature can't take is Vacaville's strategic location in the center of one of America's top 100 mega regions that stretches from San Jose through San Francisco onward though Solano County and Sacramento to Reno, Nevada.

Vacaville continues to be high on the radar of both retail, professional service firms and manufacturers, hoping to expand into this growing market of more than 10 million consumers. Major firms know that Vacaville provides great access to this growing mega region and has a long history of a business-friendly attitude toward retaining, growing and attracting businesses. In addition, all of us recognize that Vacaville is truly one of the most livable cities in the state. Long term Vacaville will prevail.

Recently, *Money* magazine predicted it would be 2028 before the State of California fully recovers from the current real estate crisis – meaning return to the high valuation levels seen during the 2007 peak. Most other states are predicted to return to full recovery in the next five to seven years. Don't believe this doomed outlook; Vacaville's housing industry is already showing a lower inventory of existing homes for sale while sales of new homes have restarted.

In closing, please remember – no matter what happens positively or negatively with the state budget or the continued negative economic reports about California's poor state of affairs in the news media – our strong working partnership between the Vacaville Chamber, the city of Vacaville and Solano Economic Development Corporation will continue to seek sound economic opportunities for the city of Vacaville to expand local business growth while seeking the continued location of major employers in Vacaville. ■

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NorthBay Hires Chief Medical Information Officer

Bolstering its position as a leader in electronic medical record technology, NorthBay Healthcare has hired its first-ever chief medical information officer.

Stepping in to assist Dr. Donald Denmark, vice president of medical affairs, is Justin V. Graham, M.D., M.S.

Dr. Graham, a medical informaticist and practicing infectious disease specialist and most recently was a physician executive for Dearborn Advisors, an Illinois-based firm specializing in healthcare information technology. He also saw infectious disease patients at Palo Alto Medical Foundation and Stanford University.

He previously served for nearly three years as chief medical information officer for the Federal receiver now running the California prison healthcare system. Dr. Graham supervised healthcare information technology projects and created and chaired the receiver's Healthcare Information Technology Executive Committee.

He also was an attending physician specializing in infectious diseases at California Medical Facility and California State Prison-Solano, both in Vacaville.

His previous roles include medical director for quality and informatics at Lumetra, and a senior consultant for healthcare strategy and operations at Deloitte Consulting.

NorthBay Healthcare ranks in the top 1.5 percent of all U.S. hospitals for systemwide use of the electronic health records for clinical care of patients. Just last month, NorthBay Healthcare hosted more than 300



health information technology professionals from across the country, when the Cerner NorthWest Regional users Group convened in its Green Valley Conference Center.

"NorthBay is looking forward to Dr. Graham's leadership and expertise in the process of optimization and expansion of our electronic health record," noted Dr. Denmark. ■

Member Reinvestments

39 Years

Ray's Cycle

28 Years

Summit Properties

26 Years

Travis Unified School District

15 - 20 Years

Auto Craft Collision Repair

Golden 1 Credit Union

10 - 15 Years

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1 - 9 Years

Fairfield Inn by Marriott

Mary's Pizza Shack

Federal Managers Assn., Chapter 167

Food Bank of Solano & Contra Costa

LeTip of Vacaville

Solano Land Trust

Vacaville Neighborhood Boys &

Girls Club

Browns Valley Cleaners

Edible Arrangements

Ghilotti Construction Company

D&D Plumbing

The Lessler Group

Display Technology

Member News

Local Skin Cancer Screening Event Saved Lives

Solano Dermatology Associates announced the success of its two free skin cancer screening events held during May, Skin Cancer Awareness Month. During the course of the two events, Solano Dermatology's doctors screened more than 100 Solano County residents. Two cases of melanoma, the most dangerous type of skin cancer, were found.

"I am pleased to report our team was able to arrange same-day referrals for these patients in order to get the melanoma treated immediately. Both patients are now doing well," explained Solano Dermatology Senior Partner, Dr. John Geisse. "As one of the cases was life-threatening, we are so glad to have found it and enabled treatment before it was too late."

With rising rates of skin cancer, dermatologists stress the importance of prevention education, early detection and prompt treatment of skin cancer. One American dies of melanoma almost every hour, with nearly 9,000 deaths from it last year alone. Early detection of melanomas has up to a 99 percent survival rate.

With five locations, Solano Dermatology Associates provides quality dermatological care to Solano County and the surrounding areas, including special expertise in Mohs Micrographic Surgery, dermatopathology, treatment of varicose veins, pediatric dermatology, allergic contact dermatitis, advanced treatment of psoriasis, phototherapy and cosmetic dermatology.

Praise Comes From the Vice Mayor

At the Vacaville City Council meeting on June 8, Vice Mayor Curtis Hunt spoke very highly of both Patsy Van Ouwwerkerk, the CEO of Travis Credit Union, and Gary Passama, CEO of NorthBay Health-



care. Hunt noted their community involvement and that of their organizations. The Vice Mayor was pleased that businesses such as Travis Credit Union and NorthBay Healthcare continue to place great efforts through time and money toward community events. He was especially pleased with their assistance and sponsorship of the Fiesta Days Golf Tournament that otherwise may not have been the great success it was.

Your Chamber is fully aware of not only how Travis Credit Union and NorthBay Healthcare show great concern for our community, but how many in our business community continue to be involved.

We here at the Chamber would also like to show our appreciation to Vice Mayor Hunt for his public accolades of two great business leaders. ■

Calendar of Events

July

- 8 - Ambassadors Meeting at the Hampton Inn & Suites. 8:00 a.m.
- 8 - Open House & Ribbon Cutting at North Bay Truck Center, 1245 Illinois St., Fairfield. 10 a.m. -2 p.m.
- 9 - Business Issues Committee Meeting. 9:00 a.m.
- 12 - Mixer hosted by Millennium Sports Club, 3446 Browns Valley Parkway. 5:30 p.m.
- 14 - Ribbon Cutting at Vacaville Wireless, 1020 E. Monte Vista, Suite A. 5:30 p.m.
- 21 - Ribbon Cutting at Keanu's, 500 Elmira Rd. 5:30 p.m.
- 22 - Wake Up Vacaville hosted by Edible Arrangements. 8:00 a.m.

August

- 2 - Mixer Hosted by Vacaville Premium Outlets, 321 Nut Tree Road. 5:30 p.m.
- 4 - Ribbon Cutting at J & S Center for Performing Arts located at 313 Parker St. 5:30 p.m.
- 12 - Ambassadors Meeting at The Hampton Inn. 8:00 a.m.
- 13 - Business Issues Committee Meeting. 9:00 a.m.
- 26 - Wake Up Vacaville hosted by Ryan Bates Photography, 542 Main St. 8:00 a.m.

Save the Date!

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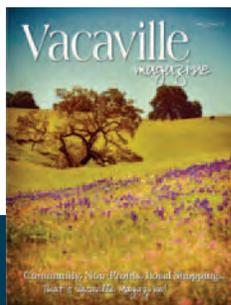
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A close-up photograph of a vibrant green leaf with numerous water droplets of various sizes. The droplets are glistening and reflect light, creating a sense of freshness and natural beauty. The leaf's veins are clearly visible, adding texture to the image.

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Local Employers Saluted for Hiring Youth

The Work Experience Program educators of Vacaville Unified School District sincerely thank the employers from the following businesses for their participation in the Work Experience Programs at Vacaville High School and Will C. Wood High School this academic year.

The VUSD Work Experience Program provides an on-the-job training component with related classroom instruction designed to maximize the students' success in their school-to-career transitions. We value the training and guidance provided by these employers for our high school students. We also appreciate the time given by the employers to meet with the school coordinators to discuss the students' progress, and their willingness to complete the evaluations, work permit forms, time sheets, and training agreements. Thank you to:

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Aerials Gymnastics	Cattlemen's	Hide-A-Way Grill	Reebok
Aeropostale	Chili's Grill & Bar	Hometown Buffet	Ross
All About You Beauty Salon	City of Vacaville	In-N-Out Burgers	Round Table Pizza
Alza Pacific Maintenance	City of Vacaville, Community Services Depart.	Iron Steed Harley Davidson	Safeway
Banana Republic	City of Vacaville, TGI Fun Club	Jack in the Box	Seven Flags Car Wash
Beauty Outlet	Clarks Bostonian	Jamba Juice	Six Flags Discovery Kingdom
Bernies City Garage	Country Waffle	Justice for Girls	Sonic Drive In
Brenden Theatres	Dr. David Aronson, DDS	Keva Juice	Sport Chalet
Burger City	El Azteca	Kohl's	Sports Cove
Burger King	Famous Footwear	Levis Outlet	Stars Recreation
Burlington Coat Factory		Lucky Stores	Subway
		Max Rave	Taco Bell
		McCune Garden Chapel	Tilly's
		McDonald's	Timberland Outlet
		Motoxotica	Tommy Bahama
		Murillo's	Tommy Hilfiger
		Nike Outlet	Vacaville Ice Sports
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		Outback Steakhouse	Western Ranch
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Member to Member Discounts

Below is a sampling of discounts available to Vacaville Chamber of Commerce members. For a full list, go to the Chamber's Web site at www.vacavillechamber.com.

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Coffee, Lunch and Penalties?

by: Teresa A. Cunningham, Esq.
Director and Employment Practice Chair with Gaw, Van Male

Employees continue to assert various wage and hour claims for missed rest and meal periods. Unfortunately, employers cannot defend these claims without proper compliance to the rules and supporting documentation.

Non-exempt employees must get a 10 minute paid rest break for every four hours worked and a 30 minute unpaid meal break if the shift cannot be completed in six hours or less. The meal break should begin no later than four hours and 59 minutes into the employee's shift.

Here are some helpful tips:

1. Monitor employee time with time cards or an electronic system.
2. Ensure that hours submitted are correct when compared to vacation and/or sick hours claimed for that time period.
3. Do not combine rest and/or meal periods or permit employees to leave early or come in late.
4. Employees can be asked to remain on the premises for rest breaks.

5. Employees should be relieved of all duties for meal breaks. However, the issue of whether the employer must ensure that the breaks are taken versus simply providing them is still unresolved and awaits a ruling from the California Supreme Court.

6. Meeting or training time at lunch must be treated as hours worked.
7. Failure to provide the rest break results in one additional hour of pay at the employee's regular rate no later than the next paycheck.
8. The three-year statute of limitations applies to the "one additional hour of pay" when meal and/or rest breaks are not properly provided.

Employers must maintain a solid understanding of the legal requirements for meal and rest breaks. Even minor deviations under the guise of being helpful or maintaining an informal work site may result in penalties. ■

This article is prepared with the understanding that the author or the firm is not rendering legal advice or opinions on specific facts or matters and, accordingly, assumes no liability whatsoever in connection with its use.

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At InterWest Insurance Services, our clients are from numerous industry groups, such as agriculture, banking, construction, country clubs, fitness, health care, hospitality, manufacturing, social services, technology, and transportation, as well as many others since 1910. They range in size from sole proprietors to those employing several thousand and paying premiums up to several million. As a result of the volume of business InterWest manages, we have established very important and extensive relationships in the insurance industry on a country-wide basis. It is these relationships that allow us to offer unique insurance solutions to our clients.

We write property & casualty, workers compensation, automobile, benefits, and other lines of business for both personal and commercial business.

Meet Jim Villa, Chair of the Ambassador Committee



Originally born in Alexandria, Louisiana, Jim is a long-time Vacaville resident with two beautiful children. Jim has a loving partner, Melinda, and her three wonderful boys. He migrated to Vacaville in 1969 when his father retired from Travis AFB. He attended Willis Jepson Junior High School and then graduated from Vacaville High school in 1974 where he was a wrestler on the Varsity team as a freshman. He also played baseball. He continued his education at the University of California, Davis, and California State University, Sacramento, where he received degrees in Marketing and Business Administration.

He worked for 10 years at your local Safeway while he was attending college. Upon graduation, Jim put his education to use as an Operations Manager for the Southland Corporation. He continued in the business industry, working as a project manager for Eastman Kodak.

As of April 2010, Jim became partners with Joseph Whitson in Adventures in Personal Computing (computer, repair and maintenance).

At AiPC, "we are committed to offering a solution to educate, train and develop our client's knowledge and skills in the computer industry."

Jim has been an Ambassador for the past four years and is committed to our community and the growth of the Vacaville Chamber of Commerce.

In his spare time he also enjoys golf, baseball and family barbecues. ■

Ambassador of the Month



Lynda Abeyta

I have been an Ambassador with the Vacaville Chamber for at least eight years now. It is a wonderful opportunity to meet people and grow your business. The networking available is invaluable to your business and the friendships made are for a lifetime.

Right now I am working for Gigi Warshawsky's "Dish it up Catering." She is only the best caterer in all of Vacaville. Her prices are low and quality is of the highest. You have to see what she does to believe it. Ask anyone at the Chamber and they will tell you Gigi is the best at what she does. Give us a call if you are having a party, as nothing is too small for us.

I have been married to a wonderful man Steve for 33 years this July, and we have three great daughters, all living in the area. They are all married and we have two grandbabies due this year adding to the three grandsons we already have. We are truly blessed with a wonderful family that keeps growing and growing. ■

photo by Ryan Bates Photography



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Business Recruitment and Sustainability

By: Michelle Trippi

What is the common denominator of all business owners? The answer -- no matter what type of business you own -- is simple: The need to recruit clients and sustain your client base. The Chamber of Commerce is no different. As a Vacaville business much like yours, we work very hard to recruit clients and we also work diligently to sustain our client base. Why? The answer is simple: We are in business for your business.

When you became a member of the Chamber, you may have done so for many different reasons: to network, gain referrals, become politically active in the community, obtain discounted insurance rates, or for one of the other many services the Chamber has to offer. In addition, you may not realize you have also become a part of a very integral force in Vacaville that is involved in keeping our business dollars local, therefore creating a stronger tax base for our city. You also have aligned yourself with a business-minded organization that backs your business politically, at the city, county, state and national government level.

We have been in business for your business for more than a century and a half – 158 years. Back in the days of the pioneers, the Vacaville Chamber of Commerce was formed and ever since has been in support of our local commercial and farming businesses.

One of the ways we support and advocate for your business is by working closely with the city and county governments to promote our region as a viable place in which to conduct business. Even before the Chamber's incorporation in the early 1900's, we encouraged everyone to shop locally. From buying groceries to cleaning carpets and even business-to-business commerce, shopping locally helps keep our money home and therefore our economy and community stable and strong.

"The Chamber has been instrumental in my business being what it is today. Not only does it provide great networking opportunities like the Mixers and Wake Ups, I have made some really great friends! The committees are a great way to get involved and get my business exposure; they also provide a wealth of information," says Katheryn Tuberty of Farmers Insurance. "I appreciate the way the Chamber supports local businesses in what can sometimes be a harsh business climate. I recommend to every business I work with to join the Chamber if they don't already belong."

Vacaville Magazine Owner and Publisher Lauren Runow tells us "When I first started [*Vacaville Magazine*] I know it would not have been as successful as it has been without the Vacaville Chamber of Commerce! I was already a member of the Chamber with my previous employers so I already knew a lot of business owners, which helped when I started my own business. Building the relationships within the Chamber has been priceless to me and my business!"

While some may question their reinvestment in this economic climate, businesses are opening up at an amazing rate and are investing in their local Chamber. "I'm seeing a lot of new business opening up and taking advantage of the many benefits that the Chamber has to offer as the economy is recovering. This is a perfect time to invest in your Vacaville Chamber. Remember, face-to-face networking develops into word of mouth," says Chad Oakes, who has worked as the membership director for the Chamber for more than seven years.

To back this up, the City of Vacaville's monthly business license report shows an amazing number – from 70 to 100 – businesses opening up in Vacaville per month! As a member yourself, or a prospective member, could you imagine the growth your business would experience if all of them joined the Chamber? It would be amazing to see all of the like-minded business owners coming together in support of each other and watching the growth! So if you recruit new members, you are taking advantage of a free service to build your own client base.

Sustain your business by talking to other members who may say they do not want to reinvest. Every client who says they cannot afford our services may be misinformed or not taking advantage of what the Chamber has to offer in full. Keep informed, join us in keeping Vacaville what it has been for more than 150 years...a great place to shop and play!

If you would like to join the Chamber, learn more about us, take advantage of our many benefits, have questions about benefits you may be missing, or have questions on an existing membership, give us a call at (707) 448-6424. ■

Michelle Trippi is an independent marketing and sales consultant with the Vacaville Chamber of Commerce. She can be reached at 707-410-6670 or via email at michelletrippi@gmail.com.

Chamber Chat

The Chamber has given me opportunities to meet new people and network with business, and keep my business strong. Ryan Bates Photography would not be as successful without my involvement in the Vacaville Chamber of Commerce.

- Ryan Bates, Owner
 Ryan Bates Photography



I've been a Chamber member and an Ambassador for six years. The Chamber has helped me in a number of ways, mostly through the networking opportunities. At a Mixer, I met a large commercial account whose existing insurance company wasn't handling their job requests timely and efficiently – and that's something we put top priority on! I ended up writing their insurance. At another Mixer, I met an electrical contractor, quoted them and saved them \$3,000 a year.

The Chamber has also kept me current on ADA issues. I attended a forum they hosted and learned the latest about ADA. I appreciate the Chamber keeping up to date and educating business owners, also.

We excel in commercial customer service. If you want your business policies reviewed to make sure you have the right coverages for your business, we'd love to help.

- Kathy Rybicki
 Dave LeGoullon/Kathy Rybicki
 Allstate Insurance.



I have been a Vacaville Chamber member since 2008 and have found there are several benefits to being a member that go far beyond golfing in the annual Cowtown Classic and having a less crowded place to watch the Christmas Tree Lighting.

After joining the Chamber I immediately became a Chamber Ambassador, where I was introduced to a very strong group of professionals. Working with such a tight-knit, dedicated group gave me the introductions I needed to form mutually beneficial relationships with other members. As a result, I not only have the pride that comes with being such an important part of the Chamber, but I have been able to utilize several ambassadors' businesses to help me meet the needs of my clients. I recently completed a public relations project due to a referral from a fellow Ambassador.

As a public relations and marketing professional, the Chamber has also helped me do my job. I am able to share press releases with Chamber members and advertise through The Source and the Business Comments and have

used the Hot Sheets to help draw an audience to upcoming client events.

Being a member of the Vacaville Chamber of Commerce means being influential in the local business community. It is important for your own business' success and the success of others.

- Cristina Spencer
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