



ELK GROVE'S

FOCUS on Business

The Cornerstone of Business Since 1952

Chamber Members Support Chamber Direction

Janet Toppenberg, President/CEO

The Chamber is on the right track, according to the vast majority of the Chamber members, and I am looking forward to continuing on that course in the coming year.

In 2006, the Chamber adopted a new logo, changing the public appearance of the Chamber. It is new, fresh, and exciting. But, more importantly, this logo symbolizes major changes made in 2006 in the way the Chamber represents its members and the services it provides for members and the community.

Last year, we increased our emphasis on public policy, local economic factors and the Chamber's role in local issues; we created a political action committee to facilitate business participation in local elections; we took an upfront role in local issues, speaking up for business before the City Council and other policy making bodies; and we solidified our member-to-member discount program to help members' bottom line.

The good news is that members support these moves and support continuing in this direction. In our recent Chamber Member Survey, members had the opportunity to share their thoughts on the Chamber's current programs and where the Chamber should head in the future. The 2007 Survey shows that more members think the main efforts of the Chamber should be focused on creating a strong local economy and representing business before government bodies than in previous years. In addition, the majority feel the Chamber is doing a better job in these areas.

The top challenge facing local business, according to the survey, is profitability and growth. The Board of Directors used that information to develop the work plan for the coming year. Based on this input from members, the Chamber's action plan for 2007 will include an emphasis on programs that will help small businesses succeed: enhanced educational programs, an upgraded website referral system, a leadership development program and increased participation by the Chamber in building the local economic base.

While more members this year see the Chamber as relevant to their business, that connection is not seen by many of our members. So this year the Chamber will concentrate on connecting with members – getting input from the members on what they need from the Chamber and providing that service to members, as well as informing the members of the Chamber's services and products. Look for more

www.elkgroveca.com

ISSUE: January 2007

In This Issue

Chamber Members Support Chamber Direction

New Members

Special Event

Leadership Recognition Dinner
Friday, January 12, 2007
6:00 p.m.
Wackford Community Center

Contact the Chamber for more information 916-691-3760 or chamber@elkgroveca.com

Continued on page 2



Elk Grove Chamber of Commerce
 9280 West Stockton Boulevard
 Suite 104
 Elk Grove, CA 95758
 Tel: 916.691.3760
 Fax: 916.691.3810
 www.elkgroveca.com

2007 Board Officers and Directors

Francisco Rodriguez, Chair
 Cosumnes River College
 (916)691-7321

Jack Williams, Chair Elect
 Smog 'N Go, LLC
 (916)712-4280

Ken Allred, Vice Chair
 Dunmore Homes, Inc.
 (916)771-7500

Gregg Mason, Past Chair
 Jackson Properties, Inc.
 (916)381-8113

Janet Toppenberg, President/CEO
 Elk Grove Chamber of Commerce
 (916)691-3760

Sheryl Carlson, Director
 Parisi Insurance Agency
 (916)396-5107

Chris Harris, Director
 Elk Grove Ford
 (916)478-7000

Lyndon Hawkins, Director
 Valley Oak Home Appliance Center
 (916)686-8877

Terry Haupt, Director
 Frontier
 (916)691-5800

Lynda Keylon, Director
 Safe Credit Union
 (916)971-2840

Paul Krueger, Director
 SureWest
 (916)746-3330

Nancy McGinnis, Director
 Kaiser Permanente
 (916)478-5503

Curtis Miller, Director
 Georgia Pacific Resins, Inc.
 (916)685-3964

Oscar O'Con, Director
 Elk Grove Nissan-Infiniti
 (916)405-5171

Richard Samra, Director
 Richard Samra Investments
 (916)275-3150

James Sweeney, Director
 Sweeney & Greene, LLP
 (916)388-5170

Todd Vermillion, Director
 River City Bank
 (916)685-390

Chamber Members Support Chamber Direction

opportunities to provide input to the Chamber on business needs, more individual contacts from the Chamber and more information on what the Chamber is doing that is relevant and helpful to local business.

The Chamber in 2007 will be taking the lead in establishing an Economic Development Corporation that will allow both the private and public sector to invest in the development of new jobs in Elk Grove. I urge you to invest in the program – every new job we are able to create contributes to our local economy through consumer spending, reduced highway commute time, deposits, and sales taxes, among other ways.

In 2007, the Chamber will continue to stand up for business. The Chamber will be working with a newly composed City Council. Based on the platforms of the newly elected council members, we look forward to seeing the impact on local business considered in the City's work.

In 2007, I look forward to working with the Board of Directors, the members, and our public agency partners to make Elk Grove a great place to work and do business. We have a great team here in the office – Paula Schroeder, Patricia McBride, Brookelea Lutton, and our newest team member Amber Lebben – ready to serve our membership. We are here to help make 2007 a healthy and prosperous year for business in Elk Grove.

2007 Worksite Posters Available at Chamber – Minimum Wage Increase and Paid Family Leave Drive Changes

The Chamber is urging employers to be aware of changes to the mandatory worksite poster and pamphlet requirements for 2007. To make compliance easy, the required new posters and other products will be available at the Chamber office.

Calendar of Events

January

- | | | | |
|-----------|---|-----------|---|
| 9 | 6:00 p.m. Board of Directors Meeting | 16 | 5:30-7:00 p.m. Mixer – Panera Bread, 8519 Bond Road, Suite 106 |
| 11 | 9-10:00 a.m. Member Orientation | 18 | 12 noon-1:00 p.m. Brown Bag Education Series – 2007 Employment Law Update |
| 12 | 6-10:00 p.m. Leadership Recognition Dinner, Wackford Community & Aquatic Complex, 9014 Bruceville Road | 26 | 11:30 a.m.-1:00 p.m. Membership Luncheon – Valley Hi Country Club, 9595 Franklin Blvd. |

New Members

Apartments

Terracina at Park Meadows
Tracy Foster
8875 Lewis Stern Road
Elk Grove, CA 95758
phone: (916)681-7402
fax: (916)681-7405
www.usapropfund.com

Banks & Banking Associations

Union Bank of California
Angela Casey
4730 Elk Grove Boulevard
Elk Grove, CA 95758
phone: (916)525-4651
fax: (916)683-1381
www.uboc.com

Car Wash

R-Z Carwashes, LLC
Monty Zorb
9175 Klagge Court
Elk Grove, CA 95758
phone: (209)474-5822
fax: (209)474-5885

Caterers

Asante Catering
Jinky Marie Canales
5450 Power Inn Road
Sacramento, CA 95820
phone: (916)387-8430
www.asantecatering.com

Dentist

Dentistry By Design
Horia T. Ionescu
9727 Elk Grove Florin Road,
Suite 260
Elk Grove, CA 95624
phone: (916)685-5662
fax: (916)686-5117
www.elkgrovedentistry.com

General Contractor

Saracino Construction
Nathan Saracino

9384 Hoyleton Way
Elk Grove, CA 95758
phone: (916)478-2766
fax: (916)478-2788

Sisters Construction, Inc.
Patricia A. McElroy
9031 Elk Grove Boulevard
Elk Grove, CA 95624
phone: (916)686-8964
fax: (916)686-8964

Hair Stylists

Best Haircuts In Town
Rose Phillips
9368 Elk Grove-Florin Road
Elk Grove, CA 95624
phone: (916)686-6261

Heating & Air Conditioning/Mechanical

Huff Heating and Air
Conditioning, Inc.
Brian Huff
9090 Union Park Way, Ste. 103
Elk Grove, CA 95624
phone: (916)686-2626
fax: (916)686-2627
www.huffheatingandair.com

Insurance

Allstate Insurance
Mary Beth Vargas
8937 Elk Grove Boulevard
Elk Grove, CA 95624
phone: (916)686-4663
fax: (916)686-8370
www.allstate.com

Office Supplies, Equipment & Furniture

Staples
Bill Abernathy
9146 East Stockton Boulevard
Elk Grove, CA 95624
phone: (916)686-2450
fax: (916)686-2455
www.staples.com

Organizations

eWomenNetwork Foundation
Karen Penfold
4910 Roselin Way
Elk Grove, CA 95758
phone: (916)425-5438
www.ewomennetwork.com/
foundation.html

Real Estate – Residential

Century 21 Select
Real Estate, Inc.
Dan Eveland
4805 Laguna Boulevard,
Suite #103
Elk Grove, CA 95758
phone: (916)394-2970
fax: (916)394-2968
www.c21selectgroup.com

Century 21 Select
Real Estate, Inc.
Lupe Salazar
4805 Laguna Boulevard,
Suite 103
Elk Grove, CA 95758
phone: (916)394-2970
fax: (916)394-2968
www.C21selectgroup.com

Refrigerated Warehouse

United Cold Storage
Jim Morgan
233 East Grand Avenue
So. San Francisco, CA 94080
phone: (510)685-8229
fax: (510)236-2070
www.unitedcoldstorage.com

Restaurants

Don Sammy's Taqueria
Maria Ibarra
8785 Center Parkway,
Suite B180
Sacramento, CA 95823
phone: (916)682-9379

School Transportation

Milestone Transportation, LLC
Cletus U. Duru
15 Business Park Way,
Suite #107
Sacramento, CA 95828
phone: (916)383-3389
fax: (916)383-3592
www.milestonetransportation.com

Wine Store

Jennings' Wine Cellar
Sondra Jennings
8351 Elk Grove Boulevard,
Suite #600
Elk Grove, CA 95758
phone: (916)684-6115
fax: (916)684-6775
www.jenningswinecellar.com

Welcoming Service

Bright Beginings Your
Community Connection
Ms. Sue Field
5220 Chicago Avenue
Fair Oaks, CA 95628.
Phone: (916)967-7039
www.bbwelcomesyou.com

Window Fashion Design & Sales

Today's Window Fashions
Mike Faughn
9526 Arbon Court
Elk Grove, CA 95624
phone: (916)956-0871
www.TodaysBlinds.com

Ribbon Cuttings





Elk Grove Chamber of Commerce
9280 West Stockton Boulevard
Suite 104
Elk Grove, CA 95758

PRESTD STD
U.S. POSTAGE
PAID
ELK GROVE, CA
PERMIT NO. 50

CHAMBER MISSION
To develop, promote and
advance the Elk Grove area
business community.



Premier Partners

frontier
CONNECTIONS™
TELEPHONE | TELEVISION | INTERNET

 **KAISER PERMANENTE®**

Comcast

100  **THE MECHANICS BANK**
A SMARTER WAY TO BANK SINCE 1905.
MEMBER FDIC

 **JACKSON**
PROPERTIES, INC.

Landmark
HOME LOANS
www.landmarkhl.com

SureWest

 **MADEIRA**

50 plus years of
quality service
DUNMORE
HOMES
More than you ever thought possible

**KRONICK
MOSKOVITZ
& GIRARD**
A PROFESSIONAL CORPORATION


River City Bank

MACKEY & SOMPS
ENGINEERS PLANNERS SURVEYORS
1771 TRIBUTE ROAD, SUITE E SACRAMENTO, CA 95815
(916) 929-6092


Pulte
Homes
Del Webb®

 **ELK GROVE COMMERCE BANK**
A Division of Bank of Stockton