



ELK GROVE'S

# FOCUS on Business

The Cornerstone of Business Since 1952

## You Can Make A Difference --- Support Local Business Janet Toppenberg, President/CEO

We hear a lot of talk these days about the state of the economy and everyone is concerned..... they are concerned about their homes, their jobs and the viability of their businesses. The old saying 'everyone complains about the weather, but not one does anything about it...' could fit this situation also. Can you as an individual do anything to make a difference?

The short answer is absolutely! You can support your local businesses.

Existing local businesses are the cornerstone of the local economy. Elk Grove businesses provide over 20,000 jobs right here in the City, jobs for Elk Grove residents. Sales and property taxes paid by these local businesses support local, county, state and federal public services. Specifically, sales taxes collected by local businesses provide major funding for police, safety, waste disposal, and other critical services provided by the City of Elk Grove.

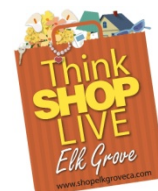
Every dollar that is spent locally circulates between seven to fifteen times. It pays for wages which in turn are spent on groceries or personal services, which again go toward wages, rent, etc.

On average, more than 75% of new jobs are created by the growth of small businesses. That is why it is so important for our residents to know the importance of supporting those local businesses

As part of its Shop Elk Grove Program, the Elk Grove Chamber was a major partner in the *Think, Shop, Live Elk Grove* program kicked off in May. The program is designed to increase public awareness of the benefits of local businesses to the community. The kickoff included i promotion by Herburger Publications of special events,

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*Remember...*  
Shop Local...  
Shop Chamber Members



[www.elkgroveca.com](http://www.elkgroveca.com)

July / August 2009

### In This Issue

You Can Make A Difference

Salute to the Red White & Blue

New Members

Ribbon Cuttings

### Special Event

Save These Dates!

#### July Calendar of Events

- 2<sup>nd</sup> Member Orientation
- 4<sup>th</sup> Salute to the Red, White & Blue
- 21<sup>st</sup> Mixer
- 31<sup>st</sup> Membership Luncheon

#### August Calendar of Events

- 18<sup>th</sup> Mixer
- 20<sup>th</sup> Brown Bag
- 28<sup>th</sup> Membership Luncheon

Visit the Chamber's website  
[www.elkgroveca.com](http://www.elkgroveca.com) or  
Call for more information  
916.691.3760



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 9370 Studio Court #110  
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 Chamber@ElkGroveCa.com

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(916) 478-2333

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sales or services by local businesses on May 16-17, creation of posters and car magnets encouraging residents to shop local, and a website with information on how a dollar spent locally can make a difference in the quality of life in Elk Grove.

*Think, Shop, Live Elk Grove* will be an ongoing effort in Elk Grove. Businesses can print out posters and educational material from the website, [www.ShopElkGroveCa.com](http://www.ShopElkGroveCa.com). The City will be placing banners on the light posts on the major streets reminding drivers to shop locally. Major sponsors of the *Think, Shop, Live Elk Grove* program included the Chamber, the City of Elk Grove, Herburger Publications, Frontier and Raley's/BelAir.

As a business owner/manager, you can also make a difference.

- Take a look at your supplier lists.....how many are local vendors? If you don't support local businesses, the result of losing any more local businesses, in the long run, will far outstrip any immediate benefit.
- Encourage your customers and clients to support local businesses. Download and post the *Think, Shop, Live Elk Grove* materials.
- Remind yourself that if your business is secure, if your job is secure, it's okay to shop – as long as you shop locally!
- Support other Chamber members and Chamber programs – help the Chamber keep providing programs that connect businesses with new customers and clients and provide training on how to gain new business and manage a business more efficiently and legally.

Watch for new ways that will help you support local businesses from the Chamber and the City. The Chamber and the City are working on new programs to increase the awareness of consumers about the value of supporting local businesses.

For its part, the Chamber will continue to provide quality services to its members and the community.....you can do your part by keeping your expenditures local: think before you spend and then SHOP ELK GROVE.



July 4<sup>th</sup> 2009  
 3:00 – 10:00 pm  
 Elk Grove Regional Park

Music Food Crafts Displays  
 Family Fun and Fireworks

<b>PARTNERS</b> Cosumnes Community Services District      City of Elk Grove
<b>RED SPONSOR</b> City of Elk Grove   Elk Grove Auto Mall   Frontier   Kaiser Permanente Metro Audio Visual Productions   Nugget Market   Richard Samra Investments Smog 'N Go   SureWest   Sutter Health
<b>WHITE SPONSOR</b> Allied Waste Services   Elk Grove Citizen   Jackson Properties, Inc The Mechanics Bank   Sacramento Municipal Utility District
<b>BLUE SPONSOR</b> Atlas Disposal   Raley's/Bel Air Supermarkets Sam's Club   Wal-Mart
<b>STAR SPONSOR</b> Fairfield Inn & Suites   Western Health Advantage Pro-Tech Fire Protection Systems Corp
<b>COMMUNITY SPONSOR</b> NuStar Energy   Sylvan Learning Center

- 6:00 am Gates Open
- 3:00 pm Opening Ceremonies
- 3:40 pm *A Curbside Ending*
- 4:55 pm *Northern Lights*
- 6:10 pm *Walking Spanish*
- 7:20 pm *Walk the Rio*
- 8:30 pm *Blues Attack*
- 9:30 pm Fireworks

\$10.00 parking fee

**Beauty Salon & Day Spa**  
**Sole Salon and Spa**  
 Kelly Ross  
 8815 Elk Grove Boulevard  
 Elk Grove, CA 95624  
 phone: (916) 714-3433  
 fax: (916) 714-3533  
[www.solesalonandspa.com](http://www.solesalonandspa.com)

**Cement/Concrete, Sand, Gravel & Stone**  
**Hanford Ready Mix, Inc**  
 Preston Hanford  
 9800 Kent Street  
 Elk Grove, CA 95624  
 phone: (916) 685-9774  
 fax: (916) 685-1911  
[www.hanfordreadymix.com](http://www.hanfordreadymix.com)

**Cosmetics**  
**Mary Kay Cosmetics**  
 Phyllis Enos  
 2405 McKeon Way  
 Elk Grove, CA 95757  
 phone: (916) 686-6882  
 fax: (916) 714-1062  
[www.marykay.com/penos](http://www.marykay.com/penos)

**Energy**  
**NuStar Energy LP**  
 Ana Bertolucci  
 2368 Maritime Drive #275  
 Elk Grove, CA 95758  
 phone: (916) 509-3257  
[www.nustarenergy.com](http://www.nustarenergy.com)

**Insurance**  
**Minard Insurance Agency**  
 Taji Sperber  
 7493-A Reese Road  
 Sacramento, CA 95828  
 phone: (916) 681-5554  
 fax: (916) 681-5552  
[www.greatquotes.com](http://www.greatquotes.com)

**Insurance**  
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**Stone Lakes Insurance Associates**  
 Isaac Price  
 P. O. Box 932  
 Lodi, CA 95241  
 phone: (916) 226-9344  
 fax: (888) 359-3210  
[www.stonelakesinsurance.com](http://www.stonelakesinsurance.com)

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[www.greatquotes.com](http://www.greatquotes.com)

**Landscape Architects, Contractors & Designers**  
**California Majestic Landscape Maintenance, Inc.**  
 Amy Gutierrez  
 7507 Reese Road  
 Sacramento, CA 95828  
 phone: (916) 638-2607  
 fax: (916) 638-2634  
[www.majesticlandscapemaintenance.net](http://www.majesticlandscapemaintenance.net)

**Martial Arts School**  
**School of the Tiger**  
 Jack Raderchak  
 2301 Longport Court  
 Elk Grove, CA 95758  
 phone: (916) 690-5321  
 fax: (916) 687-3195  
[www.schoolofthetiger.com](http://www.schoolofthetiger.com)

**Music Lessons**  
**Newsongs School of Music**  
 Michael Hemsworth  
 9609 E. Stockton Boulevard  
 Elk Grove, CA 95624  
 phone: (916) 714-4544  
[www.newsongssom.com](http://www.newsongssom.com)

**Plumbing**  
**Mac's Plumbing, Inc.**  
 Rosie MacDonald  
 9911 Kent Street #1  
 Elk Grove, CA 95624  
 phone: (916) 690-8787  
 fax: (916) 361-1442  
[www.macsplumbing.com](http://www.macsplumbing.com)

**Printers, Publishers, Typesetters & Graphics**  
**BPS Printing Services**  
 Michael Megna  
 9068 Elkmont Way  
 Elk Grove, CA 95624  
 phone: (916) 686-2400  
 fax: (916) 686-4061  
[www.bpsprintingservices.com](http://www.bpsprintingservices.com)

**Century Publishing**  
 Natalie Carlson  
 12120 Tech Center Drive #B  
 Poway, CA 92064  
 phone: (858) 486-7700  
[www.century-publishing.com](http://www.century-publishing.com)

**Real Estate - Leasing & Mgmt**  
**Lochan International**  
 Jim Strickling  
 9245 Laguna Springs Drive #200  
 Elk Grove, CA 95758  
 phone: (916) 509-7138  
 fax: (916) 509-7222  
[www.lochaninternational.com](http://www.lochaninternational.com)

**Real Estate - Residential**  
**Lyon Real Estate**  
 Carmen E. Bird, ePro, CMP, CDPE  
 9591 Laguna Springs Drive  
 Elk Grove, CA 95758  
 phone: (916) 479-0414  
 fax: (916) 683-6644  
[www.carmenbird.golygon.com](http://www.carmenbird.golygon.com)

**Storage Units**  
**Calvine StorageKings**  
 Kenneth Pratt  
 8740 Calvine Road  
 Sacramento, CA 95828  
 phone: (916) 479-4994  
 fax: (916) 681-7122  
[www.storagekings.com](http://www.storagekings.com)

**Swimming Pool Contractor**  
**Sage Pools, Inc.**  
 Shawn Sage  
 9158 W. Stockton Boulevard  
 Elk Grove, CA 95758  
 phone: (916) 479-3988  
 fax: (916) 686-5226  
[www.sagepools.com](http://www.sagepools.com)

**Swimming Pool Contractor /Maintenance/Supplies**  
**Sage Pools, Inc.**  
 Shawn Sage  
 9158 W. Stockton Boulevard  
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 phone: (916) 479-3988  
 fax: (916) 686-5226  
[www.sagepools.com](http://www.sagepools.com)

**Website & Database Design & Services**  
**Mason Bay Media**  
 Todd Dorff  
 9245 Laguna Springs Drive #200  
 Elk Grove, CA 95758  
 phone: (916) 801-8487  
 fax: (866) 352-2181  
[www.masonbay.com](http://www.masonbay.com)



Cybertary  
 (916) 206-3737



Elk Grove Fine Arts Center  
 9080 Elk Grove Boulevard  
 (916) 835-8366



Franklin Ranch Pet Hospital & Hotel  
 10207 Franklin Boulevard  
 (916) 683-4000



Schools Financial Credit Union  
 3848 Calvine Road, #110  
 (916) 569-2020



Newsongs School of Music  
 9609 E. Stockton Boulevard  
 (916) 714-4544



Capital SouthEast Connector -JPA  
 10640 Mather Road, #120  
 (916) 876-9094



Sage Pools Inc  
 9157 W. Stockton Boulevard  
 (916) 479-3988



Strawberry Creek Dental Group  
 8211 Bruceville Road.  
 (916) 525-7655



University of Phoenix  
 9280 W. Stockton Boulevard  
 (916) 226-8410


  
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 Suite 110
   
 Elk Grove, CA 95758-8047
   
 Chamber Mission
   
 to develop, promote and
   
 advance the Elk Grove area
   
 business community

PRESTD STD
   
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**PAID**
  
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Premier Partners



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