



ELK GROVE'S

# FOCUS on Business

The Cornerstone of Business Since 1952

## Chamber's Formation of Economic Development Corporation Gives Impetus to Creation of 1500 New Jobs

Janet Toppenberg, President/CEO

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

**ISSUE: March 2007**

### In This Issue

Chamber's Economic Development Corporation Creates 1500 New Jobs

New Members

### Special Event

State of the City  
March 30th, 2007  
11:30a.m. to 1:00p.m.  
Valley Hi Country Club  
9595 Franklin Boulevard  
Elk Grove, CA 95758

Contact the Chamber for more information 916-691-3760 or [chamber@elkgroveca.com](mailto:chamber@elkgroveca.com)

In February, the Elk Grove Economic Development Corporation (EGEDC) became a reality and will immediately begin implementation of the Community First Initiative. The Initiative lays out a five-year strategy to strengthen the local economy by adding 1500 commercial, professional and industrial jobs. The EGEDC will be funded through investments in the program by private industry and public agencies, with the majority coming from the private sector.

The Elk Grove Chamber, strongly believing that the creation of these jobs is crucial to the health of the local economy, invested heavily in the creation of the program and the EGEDC. The first phase of the program was to assess the need and support for a five year program and develop the goals of a program. The Chamber-funded research, conducted by National Community Development Services (NCDC), a nationally recognized firm specializing in local development, revealed a substantial need for a sound program – and that such a program is crucial to Elk Grove's future as a thriving municipality.

The vast majority of this city's employed residents export their talents, skills and experience for the benefit of business and community interests that are well beyond the city limits. This phenomenon results in a burden on the region's transportation system, increased pollution from required commutes, and, most importantly, the draining of resources, both financial and, more importantly, the quality of lives of local residents.

The NCDS research showed that an effective private and public sector partnership focused on economic development would be most effective in addressing this need. Based on the research, the Chamber developed the Community First Initiative, an outline of a five year program with three major initiatives: (1) New Business Recruitment, (2) Business Expansion and Retention and (3) Partnering with the Chamber, the City and other organizations.

The specific objectives of the Initiative include the creation of new jobs through assisting existing businesses grow and recruitment of new businesses resulting in 1500 new jobs over the five year period. Statistically, that gain would generate a total of 2,731 added jobs, resulting in a grand total of 4,231 jobs when auxiliary jobs are created to support the new jobs. The target of the program is to create

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

# Economic Development Corporation Gives Impetus to Creation of 1500 New Jobs

jobs that otherwise would not come based solely on population, e.g., retail, or jobs that are already in the pipeline such as the planned medical facilities expansions.

The study also showed that a campaign to provide \$2,250,000 over a five year period for the program implementation was found to be feasible. To fund the EDC and its programs, the Chamber launched the capital campaign in February. The funds generated through the campaign will be used exclusively to fund the creation and the program work of the EDC, including hiring of staff and securing office space, to facilitate implementation of the program. As a result of the capital campaign, the EGEDC and its programs will be financed by EGEDC memberships and managed by a Board of Directors, with input from an Advisory Board.

The NCDS study showed that the EGEDC Program would result in a return on these membership investments from a variety of sources, including an estimated \$83,224,707 in new local retail taxed expenditures yielding approximately an additional \$832,224 in sales tax revenues for the City of Elk Grove. With new jobs locally, patronage at local restaurants and other service providers would also be increased.

Funding and formation of an Elk Grove EDC through the Community First Initiative is Elk Grove's next great step, giving it a significant voice in determining its own economic future

For more information, contact Ron Gwitt, Campaign Manager, at 916-3895 or Janet Toppenberg, Chamber CEO, at 916-691-3760 or go to [www.elkgroveca.com](http://www.elkgroveca.com)

## Calendar of Events

## March

- |           |  |           |   |
|-----------|--|-----------|---|
| <b>13</b> | <b>6:00 p.m.</b> Board of Directors Meeting            | <b>18</b> | <b>12 noon-1:00 p.m.</b> Brown Bag Education Series   |
| <b>15</b> | <b>9-10:00 a.m.</b> Member Orientation                 | <b>30</b> | <b>11:30 a.m.-1:00 p.m.</b> Membership Luncheon – Valley Hi Country Club, 9595 Franklin Blvd. |
| <b>20</b> | <b>5:30-7:00 p.m.</b> Mixer – Methodist Mercy Hospital |           |   |

## Calendar of Events

## April

- |           |  |           |   |
|-----------|--|-----------|---|
| <b>10</b> | <b>6:00 p.m.</b> Board of Directors Meeting                              | <b>19</b> | <b>12 noon-1:00 p.m.</b> Brown Bag Education Series   |
| <b>17</b> | <b>5:30-7:00 p.m.</b> Mixer – Jackson Properties, 9245 W. Stockton Blvd. | <b>27</b> | <b>11:30 a.m.-1:00 p.m.</b> Membership Luncheon – Valley Hi Country Club, 9595 Franklin Blvd. |

## Accounting & Tax Service

Motes & Evans, LLP  
Lorraine D. Evans  
4827 Laguna Park Drive, Ste. 2  
Elk Grove, CA 95758  
phone: (916)563-7138  
fax: (916)563-7193  
www.MotesEvans.com

Motes & Evans, LLP  
Lorraine D. Evans  
777 Campus Commons Rd., # 220  
Sacramento, CA 95825  
phone: (916)563-7138  
fax: (916)563-7193  
www.MotesEvans.com

## Advertising Specialties

Aim High Specialties  
John Book  
6774 Dilusso Drive  
Elk Grove, CA 95624  
phone: (916)213-3612  
fax: (866)390-5467

## Animal Shelter & Adoption

SPCA  
Rick Johnson  
6201 Florin-Perkins Road  
Sacramento, CA 95828  
phone: (916)383-7387  
fax: (916)383-7062  
www.sspca.org

## Apartments – Senior

Regency Place  
Valarie Barclay  
8190 Arroyo Vista Dr.  
Sacramento, CA 95823  
phone: (916)681-7800  
fax: (916)681-7844  
www.regencyplaceseniorliving.com

## Associate Member

David Ling

## Chiropractors

Backs in Motion Chiro Spa  
Andrew Williams  
9281 East Stockton Blvd., # 130  
Elk Grove, CA 95624  
phone: (916)688-6062  
www.bimchiro.org

## Computer Services

1800905Geek  
Lee Hunter  
5960 South Land Park Drive,  
Suite #322  
Sacramento, CA 95822  
fax: (916)244-0618  
www.1800905geek.com

## Delicatessens

Beach Hut Deli  
Sharon Sungerist  
8235 Laguna Blvd., Suite #160  
Elk Grove, CA 95624  
phone: (916)691-4028  
www.beachhutdeli.com

## Education

Young Chefs Academy  
of Elk Grove  
Denise Burroughs  
8139 Elk Grove Blvd., Ste. 100  
Elk Grove, CA 95758  
phone: (916)684-1400  
fax: (916)691-1324  
www.youngchefsacademy.com

## Employment Agencies

Aerotek  
Anna Campbell  
1610 Arden Way, Suite 121  
Sacramento, CA 95815  
phone: (916)286-2177  
fax: (916)286-2193  
www.aerotek.com

Office Team  
Ryan Bailey  
2180 Harvard Street, Suite 250  
Sacramento, CA 95815  
phone: (916)922-5770  
fax: (916)922-5733  
www.officeteam.com

## Financial Services

Merrill Lynch  
Terry Hickey  
1435 River Park Dr., Suite 100  
Sacramento, CA 95815  
phone: (916)648-6264

## Fitness Center

Gold's Gym  
Perry Thomas  
2285 Longport Court  
Elk Grove, CA 95758  
phone: (916)753-1260  
fax: (916)753-1268  
www.goldsgym.com/  
sacramentoca

## Gift Baskets

Displays by Nan for All  
Occasions  
Nan Johnston  
6116 Laguna Villa Way  
Elk Grove, CA 95758  
phone: (916)684-4749  
fax: (916)684-4749  
www.displaysbynan.com

## Health & Fitness Centers

Butterfly Life - Healthy Living  
Solutions for Women  
Kimberlee Bearden  
9165 Elk Grove -Florin Rd., #110  
Elk Grove, CA 95624  
phone: (916)230-0697  
www.butterflylife.com

Laguna Creek Racquet Club  
Carol Wedel  
9570 Racquet Club  
Elk Grove, CA 95758  
phone: (916)684-8855  
fax: (916)684-8894  
www.lagunacreekracquet.com

## Insurance

Action Health Insurance  
Marketing  
Rhonda Mauer  
P.O. Box 292578  
Sacramento, CA 95829  
phone: (916)688-8110  
fax: (916)688-8599

## Massage Clinic

Massage Envy  
Robert Barnes  
4810 Elk Grove Blvd., Suite 190  
Elk Grove, CA 95758  
phone: (916)714-0222  
www.massageenvy.com

## Medical Spa

Rejuvenation Medical Spa  
Dayle Imperato  
9116 Elk Grove Boulevard  
Elk Grove, CA 95624  
phone: (916)670-7601  
fax: (916)670-7607

## Mortgage

Team Newington  
Todd Newington  
P.O. Box 366  
Wilton, CA 95693  
phone: (916)687-6868  
fax: (916)687-6904  
www.superiorloanteam.com

## Mortgage Loans

Weathers & Associates  
Jake Weathers  
8938 Elk Grove Boulevard  
Elk Grove, CA 95624  
phone: (916)686-2061  
fax: (916)405-3343

## Paper Shredding

Rapid Information  
Destruction Services  
Andrew Jacobs

3132 Dwight Road #300  
Elk Grove, CA 95758  
phone: (916)391-0190  
fax: (916)391-2063  
www.ridservices.com

## Pet Sitting, Dog Walking & Other Services

Camp Bow Wow  
Deanna Tymochko  
9263 Bendel Place  
Elk Grove, CA 95624  
phone: (916)473-3880  
www.campbowwow-elkgrove.com

## Photographers

Kristel Durand Photography  
Kristel Durand  
9675 Elk Grove Florin Road  
Elk Grove, CA 95627  
phone: (916)501-4266  
www.kristeldurand.com

## Thomas Photography

Thomas Kuhl  
9055 Locust Street, B-6  
Elk Grove, CA 95624  
phone: (916)670-7222  
www.thomas-photo.com

## Printers, Publishers, Typesetters & Graphics

Phenix Print & Image  
Victoria Rodarte  
2362 Maritime Drive, Suite 100  
Elk Grove, CA 95758  
phone: (916)683-1000  
www.phenixprint.com

## Property Managers

Washington  
Alex Sam-Anya  
7226 Novato Ct.  
Elk Grove, CA 95757  
phone: (916)675-1177  
fax: (916)405-4470  
www.washington.com

## Real Estate – Comm'l/ Residential

Solid Rock Brokers  
Rotimi (Timmy) A. Oladejo  
7000 Franklin Boulevard #320  
Sacramento, CA 95823  
phone: (916)912-4409  
fax: (916)428-7280  
www.solidrockbrokers.com



Elk Grove Commerce Bank  
8150 Laguna Boulevard  
(916) 405-4800



Flash Mobile Computers  
9090 Union Parkway, #112  
(916) 684-6761



Rejuvenation Medical Spa  
9116 Elk Grove Boulevard  
(916) 670-7601



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

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

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



**Premier Partners**

