



The Update

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E-mail: office@sanbrunochamber.com
July/August 2007

San Bruno Balloon Art

Grand Opening and Ribbon Cutting

July 12th
5:30-7:30

Benson Wong, D.D.S.

Mixer of newly remodeled office

July 26th
5:30-7:30

Skylawn San Bruno Funeral Home Mixer

September 20th
5:30-7:30

20th W. San Bruno Ave

Autumn Fest

October 6, 2007

San Bruno City Park

10:00 - 4:00 pm

Marketing Opportunity

join the President's Circle.

Click here for details

Executive Director Message



For many the New Year starts in January, a time of new beginnings and promises. For me, it's always been summer (it takes me that long to get into the New Year!). I love commencement ceremonies, commencement speeches and their inspirational and often motivational messages. I found this quote from a commencement speech from Ruth Westheimer:

"My favorite animal is the turtle. The reason is that in order for the turtle to move, it has to stick its neck out. There are going to be times in your life when you're going to have to stick your neck out. There will be challenges and instead of hiding in a shell, you have to go out and meet them!"

Well folks, I'm going to stick my neck out – because we have a challenge ahead of us! To be successful, our Chamber has to grow our membership and we cannot do it alone! We need your help – if you could bring one new member each – we could double our membership!

We also need members to become active in this very wonderful organization! Come join us at our mixers, spread the word about what your company has to offer, create a buzz about your latest ideas and share your enthusiasm with others! Where else can you join fellow peers who can help you sort through ideas – to brainstorm with? Where else can you try new restaurants, see new marketing ideas and explore the diversity of our city?

When you join a committee you have the opportunity to become a part of something that will make a difference in San Bruno! You will be able to open your world to new ideas, interesting concepts and have fun at the same time. You can contribute so much to our Chamber of Commerce. We value your input and your dedication – Help us become the best Chamber we can be. Together, we can accomplish so much!

Like those graduating students, from kindergarten to MBA's and PhD's – start fresh, get involved and make a difference!

Laura Baughman
Executive Director, San Bruno Chamber of Commerce
laura@sanbrunochamber.com

Executive Board

Executive Director
Laura Baughman

President
Danna Stephens
First National Bank of Northern California

Vice Chair/CFO
Scott Buschman
Scott Buschman Photography

Vice Chair/Communications
Lisa Teglia
Lisa Teglia Graphic Consulting

Past President
Tammy Del Bene
San Bruno Garbage Company

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2005-2007
Maria Arevalo
Wells Fargo

2006-2008
Karin Cunningham
Prudential California Realty

2005-2007
Emile Hons
The Shops at Tanforan

2006-2007
Ken Ibarra
Ibarra & Associates

2006-2008
Al Grochol
Allstate Insurance Company

2006-2008
Kristine Goddad
First national Bank

City of San Bruno Liaison

Terry Jackson
Director of Library Services



President's Message

School is out ~ Please pay attention when driving and watch out for these little guys!

We have a lot of fun things happening this fall and we need your support to help make them exciting and outstanding events!

October 6th is our 4th Annual Autumn Fest at San Bruno City Park! We are looking for businesses to show their community support by getting involved in this family day event! Watch for flyers soon start thinking about hosting a children's game or serving food!

October 17th is our 2nd Annual San Bruno Community Golf Tournament. We are joining the San Bruno Rotary Club and the San Bruno Lions Club once more for a fun-filled

day at Crystal Springs. We will have tournament prizes (there's been some talk of a competition going on between the three clubs and a trophy!). Mark the date and watch for our flyers!

President's Circle ~ Join me in becoming a part of your Chamber's elite Circle! Gain extra recognition for your business and show your support of the San Bruno Chamber of Commerce. Flyers will be in the mail soon!

Thank you for your continued support and I look forward to seeing each and every one of you at our next mixers!

*Danna Grochol First National Bank
2007 San Bruno Chamber President*

Protect Yourself from the Sun

By Debbie Mendes, Kaiser Permanente

This is the time of year that we enjoy company barbeques, vacations near the beach, and spending quality time in the sunshine. But how often do you and your employees spend a few minutes applying sunscreen before enjoying your activities outside in the sun?

According to the American Cancer Society, most of the more than 1 million cases of nonmelanoma skin cancer diagnosed yearly in the U.S. are considered to be sun-related. Melanoma, the most serious type of skin cancer, will account for an estimated 8,110 deaths in 2007.*

Most skin cancer can be prevented. Review the following tips to protect your skin from the sun. You may decrease your chances of developing skin cancer and help prevent wrinkles by doing the following:

Limit your exposure to the sun, especially between 10 a.m. and 3 p.m. Seek shady areas, and avoid direct sunlight.

Wear protective clothing, including a wide-brimmed hat, a long-sleeved shirt, and pants. Dark, tightly woven clothes are best.

Wear sunglasses that block ultraviolet (UV) rays.

Use a sunscreen every day, all year, even when it is cloudy. A sunscreen should block ultraviolet rays (both UVA and UVB)

and have a sun protection factor (SPF) of 15 to 30. Apply sunscreen 30 minutes before going out into the sun and every 2 hours while you are in the sun. Reapply after swimming.

Use a higher SPF at higher elevations or in tropical climates.

Be careful when you are on sand, snow, or water, because these surfaces can reflect 85 percent of the sun's rays. Don't stay out in the sun for long periods of time because you feel protected with sunscreen.

Do not use tanning booths to get a tan. Artificial tanning devices can cause skin damage and increase the risk of skin cancer.

For more information on how you can keep yourself and your employees safe from the sun, visit www.kp.org.

* *Cancer Facts and Figures: 2007*. American Cancer Society, 2007.



Mission Statement The mission of the San Bruno Chamber of Commerce is to promote and enhance the economic growth and vitality of San Bruno businesses and the community.

Chamber Events

Taqueria El Patio Mexicano Grand Opening

photo below
Ayar and her daughters,
Mayor Larry Franzella and Danna Grochol



Showcase of Businesses

photo on the right
San Mateo Credit Union,
Jeff Howell and Showcase
guest
middle right
Worldwide Chiropractic
Roz and Simon Yu
lower right Hula Dancers
from Hula Halau O
Makalapua Marama.



First National Bank Cinco de Mayo Mixer

Photo on the far left Tammy Del Bene, Frank Hedley and Carol Mobley
Photo in the middle Jim Black and Danna Grochol



Kids Cuts Grand Opening



photo above right, Catalina and Mayor Larry Franzella
photo above left Lily

Archstone Grand Opening



photo above
Danna Grochol, Michael Clark, Melanie Marquez,
Kyle Greenman and other Archstone associates

Members in the News

Don Pico's

Don Pico's was featured on Eye on the Bay on Channel 4 this month! The segment was covering places of interest along El Camino Real from Colma/Daly City to San Jose. Don Pico's has been open for a successful 32 years thanks to the warm hospitality of its owner, Isaac Mejia and staff. Isaac's parents first opened the restaurant in 1975 and Isaac grew up in the restaurant. The food is a mix of traditional Mexican American dishes such as tacos, enchiladas and chile rellenos, mixed with Sonoran emphasis on seafood and contemporary California ingredients. I personally recommend his Albondigas Soup! Don Pico's was the first Mexican Restaurant to receive 3 stars by the San Francisco Chronicle! Isaac Mejia is also the proud owner of the Rib Shack - that restaurant was just awarded "Best Ribs" by City Search! A Grand Opening and Ribbon cutting for Rib Shack was held on June 14th. Music, prizes, great food and fun for all - thanks Isaac! Phone 589-1163 and Fax 589-2501.

Grand Leader

Suzanne Sommer's Grandfather, Gene Pirelli was the original owner of Grand Leader's Sandwich Shop in 1947. Later, friends of Mike Kharsa's mother bought it and ran it successfully for several years. Hearing of their retirement, Mike Kharsa and his friend Miguel Mejia decided to quit their jobs at Orowheat and buy the deli. They immediately set to expand the deli portion and get rid of some of the less popular items. They have since tripled their lunch business in the last 10 years. They just hired Jamie Fong (another Chamber member) to help them renew their menu and re-design their logo. Jamie helped them develop a faxable menu for lunch orders. You can click on this menu through our website at www.sanbrunochamber.com, Grand Leader. We highly recommend their sandwiches and salads! Please remember them for your next luncheon. Phone 589-2928 and Fax 589-4100.

GRAND LEADER SANDWICH SHOP
(650) 589-2928
Home of the Oven Toasted Sandwiches

Sandwich Selection

Home Cooked Roasted Turkey	\$6.00
Delish Turkey	\$4.50
Roast Beef - Home Cooked	\$6.00
Pastrami	\$5.00
Smoked Ham	\$4.50
Honeybaked Ham	\$5.50
Black Forest Ham	\$5.50
Prosciutto (Ham)	\$6.00
Rotisserie	\$4.50
Martiniella	\$5.00
Dry Salami	\$5.00
Club Sandwich (Ham & Turkey)	\$5.50
Italian Combo (Ham, Salami, Bologna, Martiniella)	\$6.00
Coppa (Hot or Mild)	\$6.00
Meatballs - Home Cooked	\$6.00
Bar-B-Que Beef	\$6.00
Classic BLT	\$4.50
Tuna Salad	\$4.50
Chicken Salad	\$4.50
Veggie (Cheese & Avocado)	\$4.50
Hot Dog	\$4.50
Hot Link	\$5.50
Meatloaf - Home Cooked	\$6.00
Head Cheese	\$4.50
3-way Loaf	\$5.00
Hot Salami	\$5.00
Turkey Delish	\$5.00
Chicken Breast - Home Cooked	\$6.00

Bread Choices

- Sliced Wheat
- Sliced White
- Sour Rolls
- Sweet Rolls
- Dutch Crunch Rolls
- Lite Rye

Catering Menu
Catering available for special events.
Please, call and inquire about pricing.

Sandwich Spreads
All sandwiches include:
Mayonnaise, Mustard, Lettuce, Tomatoes, and Pickles.
Garlic Spread and Jalapenos available.

Cheese Selection

American	Cream Cheese
Swiss	Creamy Havarti
Mild Cheddar	Jarlsberg
Hot Pepper Jack	Smoky Sharp Cheddar
Provolone	Imported Swiss
Sharp Cheddar	Horseshoe Cheddar
Monterey Jack	

Extras

Avocado	\$0.95
Bacon	\$0.95
Extra Meat	\$1.00
Cranberry Sauce	\$0.75
Cheese	\$0.65

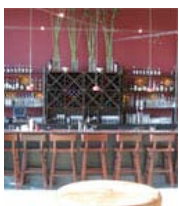
Homemade Salads (per pound)

Potato	\$3.99/lb
Micaroni	\$3.99/lb
Coleslaw	\$3.99/lb
Pesto Pasta	\$3.99/lb
Spaghetti	\$3.99/lb
Meatballs	\$4.99/lb
Fruit Salad - Seasonal	\$4.99/lb
Antipasto	\$5.99/lb
Three Beans	\$4.99/lb
Stuffed Olives	\$5.99/lb
Artichoke Hearts	\$4.99/lb
Tuna	\$4.99/lb
Chicken	\$4.99/lb

Grand Leader Market
600 San Mateo Avenue
San Bruno, CA 94066
Phone: (650) 589-2928
Fax: (650) 589-4100

Open 7 days a week
Monday - Friday: 7:00am to 10:00pm
Saturday: 8:00am to 10:00pm
Sunday: 9:00am to 10:00pm

PRICES SUBJECT TO CHANGE WITHOUT NOTICE



ZAGAT BUZZ

Butterfly's

A more mainstream spin-off of chef Robert Lam's butterfly embarcadero on Pier 33, the upbeat family-friendly Butterfly Bistro provides a pleasant yet affordable dining option in the recently renovated Shops at The Tanforan Mall in San Bruno; the kitchen prepares a wide range of regional standards, which can be enjoyed in its sleek bamboo-and-lantern-accented dining room or the adjacent cocktail lounge. Heated, outdoor seating on the patio is in the works for summertime.

By-Law Changes

Please respond (we need a majority to accept these changes) to the changes noted on the following by-laws by saying Yes and sending it to Deborah Franzella at office@sanbrunochamber.com. We have updated the by-laws to reflect our change from a fiscal year to a calendar year for our nominations for President and Board members. Thank you for your time in approving these changes.



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Membership Matters

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20 Plus Years of Membership
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Subway Sandwiches
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Roobik's Cut
Nor-Cal Signs
Denise's Laundry
Church of the Highlands
Crestmoor Auto Center
San Mateo Credit Union
Korea Garden BBQ
Lullaby Lane
Equity Properties

5 to 10 Years of Membership

AT & T
San Bruno Auto Center
Lunardi's Supermarket
Law Offices of David Butler, Jr.
Joseph Kelly Insurance
Postmaster
San Bruno Investments
Skyline College
Pasta Pomodoro
Crestmoor Auto
C.Kell-Smith & Assoc.
Robert George

1 to 5 Years of Membership

Besan's International Market
Sorooptimist International
Postal Annex #450
Comfort Inn & Suites
Bruce Construction
West Coast Cafe
Wells Fargo Bank
State Farm Insurance (Denise Granville)
Terrace Cafe@ El Rancho Inn
GAP
Howard Johnson Express Inn
Allstore Center
Grand Leader Market

Business to Business

THE KEYS TO EFFECTIVE NETWORKING

By David J. Bowman

It's Wednesday evening and there's a party for a retiring CEO at a local media outlet. You opt out to go home and either watch a DVD movie, or do house cleaning. Wrong decision! You might not realize it, but ditching such opportunities might well jeopardize your career and your association's future success.

Schmooze or lose - it's just as true today as it's ever been. Networking still is a key element in the success of associations and their directors today.

In order to become a player in the game of public exposure, we all have to form relationships. And, schmoozing at local and national events is a way to do that. As the seventeenth century philosopher Benedict Spinoza said, "Man is a social animal." And like it or not, we're apt to rise or fall based on how well we adjust and shine in social situations.

Of course, there's another old saying that's applicable here as well: "Out of sight, out of mind!" When social relationships haven't been formed, associations and their directors are out of sight and out of mind - they have no public exposure.

When done well, networking can uncover many opportunities for association expansion and change - from both inside and outside the membership. It's an information tree through which you can gain new perspectives about management best practices, economic and industry change, and ways to make your association better known.

But how does a director network well? Here are some tried and true methods.

- At social events, introduce yourself to new people. Don't limit yourself by speaking only with people you know. And, don't wait for others to make the first move. This can be intimidating for some, so before the event, decide on two or three subjects they might like to discuss (besides the weather or sports). You'll prevent those embarrassing pauses when both parties find it hard to converse with strangers.
- When talking with one person at an event, act like a host and bring others into the conversation. This may greatly expand your network, and make conversation easier.
- Take your business cards wherever you go, and collect as many as you can from others. Find time to write a few details about the person on the back of each card, so later you'll be able to recall who they are and why they're special.
- Remember names. Isn't it always flattering when someone remembers your name? So, remember others' names - and they'll remember yours. Look at the name on their business card, and say it as you read it. This will help you remember it.
- Make people feel special and they'll want to be with you. Ask questions of others - their work, families and lives in general. You'll make them feel unique, and they'll remember you for it.
- Be prepared with exit lines. You'll need to move around the room and meet as many people as possible. So, don't spend too much time with one person or group.
- Use electronic contact software, such as ACT or Goldmine, to create a contact database. This will be your depository of network information. Your contacts can be organized by contact type: personal friends, local business people, the media, club members, sporting event friends, other associations, etc. An unorganized shoebox full of matchbook covers or pieces of scratch paper isn't going to do you much good.
- Continually update your contact information. Old addresses and phone numbers are useless.
- Regularly send everyone on your contact list a "drip-on." This is an article or cartoon which might be of interest. Or, it can be some other reminder that you're thinking of them. These pay huge dividends. They can be sent by email or snail mail. And for addressing these mailings, your contact software can do most of the heavy lifting.
- Offer congratulations if you discover one of your network contacts has received an honor, achieved something special, or is in the running for an award. Send your good wishes via a note or email. It will make them feel good, and you'll stay in their network!
- Host networking meetings. This is a great way to be invited to other networking opportunities.
- Collaborate on a project. If asked, volunteer as part of a team. This not only will create new contacts, it might give you wider credibility both inside and outside your membership.

Networking - it's the staff of life for associations and their directors. So, schmooze or lose. It's your choice

David Bowman is chairman of TTG Consultants, a human capital consulting firm in Los Angeles. He often writes for print media, and he is a frequent guest on radio and television talk shows. He can be reached at 800.736.8840, or db1988@ttgconsultants.com. His website is www.ttgconsultants.com.



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Robert S. Nelson
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Upcoming legislation

The California Chamber of Commerce urges support and opposition of several pieces of potential legislation that are moving through committees right now. Consider writing a letter to your legislators on these important issues. For more information and to track these bills, see the California State Assembly at <http://www.assembly.ca.gov/defaulttext.asp> and the California State Senate at <http://www.sen.ca.gov>.

Workplace Mandate

OPPOSE SB 180 (Migden; D-San Francisco) Labor Representatives: Elections — It's been argued that this bill reduces the competitiveness of California agriculture producers, encouraging businesses to leave the state, and reducing jobs by increasing labor costs for California producers who must compete in a global market. The bill removes secret ballot election requirement for union representation and prohibits employer communication with employees. Currently in Assembly Labor and Employment Committee

OPPOSE AB 504 (Swanson; D-Oakland) Mandatory Payments for Striking Employees — Requires employers to pay striking employees by creating a new definition of lockout that requires an employer to pay restitution to employees. Currently in Senate Labor and Industrial Relations Committee.

Disaster Relief

SUPPORT SB 114 (Florez; D-Shafter) and SB 148 (Hollingsworth; R-Murrieta) — Helps sustain the California agricultural industry, a significant sector of the state's economy, by providing tax relief to help farm owners survive severe crop losses as a result of the January 2007 freeze. Currently in Assembly Revenue and Taxation Committee.

Tax Credits/Exemptions

SUPPORT SB 359 (Runner; R-Lancaster) Sales and Use Taxes — Promotes investments in and expansions of California-based operations and jobs by establishing key tax incentives that will improve California's tax climate by: 1) providing sales and tax relief for the airline industry, 2) increasing the research and development credit for all industries, and 3) reducing the tax burden on multi-state and multinational companies who locate and expand jobs and operations within the state. Expected to be heard in the near future in Senate Revenue and Taxation Committee or to be considered in state budget discussions.

Energy

OPPOSE SB 411 (Simitian; D-Palo Alto) Renewable Energy Resources — May increase energy prices by requiring 33% of the state's energy to come from renewable sources by 2020 without taking into account grid reliability and the need for adequate and sustainable energy infrastructure. Currently in Assembly Utilities and Commerce Committee.

Source: California Chamber of Commerce

Chamber of Commerce Names 'Job Killers'

By Katherine Geyer, Signal Staff Writer
Saturday May 26, 2007

With an always watchful eye on anything that could impact the state's economy, the California Chamber of Commerce recently released its list of "job-killing" legislation currently under review in Sacramento.

The list highlighted the negative economic impact of bills that place restrictions on housing developers, impose health care taxes and increase transportation costs for small businesses.

"Historically, it's the extreme side of the most liberal bills," said Larry Mankin, president of the Santa Clarita Chamber of Commerce.

"They have always been bills that have talked about different kinds of mandates that groups are trying to put on business," he said. "Generally, they are tax increases or they deal with some form of health care reform, all of which historically have been totally anti-business."

The California Chamber of Commerce annually releases its list of bills that it's believed would slow job growth in state. The chamber tracks the bills throughout the year and meets with legislators to discuss the negative impact their bills could have. "These bills are the worst of the worst by singling California out and making the state a less desirable place to do business," Allan Zaremborg, president of the California Chamber of Commerce, said in a statement. "Since Arnold Schwarzenegger has been governor, the state has seen a steady increase in new jobs - 850,000 to be exact - and billions of dollars in additional tax revenues. These 'job-killers' would reverse this trend by imposing new mandates and taxes that will stifle investment and job growth and decrease revenue to the state's coffers."

Assembly Bills 35, 888 and 1058 would impose "green building standards" for residential, commercial and government buildings, which could increase costs for businesses in their attempt to meet the standards.

AB 8 would impose a tax on employers who can't afford to provide health care coverage, and AB 493 would impose a new vehicle surcharge tax, which would increase transportation costs for small businesses.

He said that a lot of the bills on the list are bills that return year after year.

"Over the last few years, (the bills) have not been real successful," Mankin said. "I would be surprised if many of them passed, if any."

Copyright: The Signal

U.S. Chamber of Commerce Immigration Deal Reached; Guestworker, Visa Plan Included

Dick Castner

U.S. Chamber of Commerce
Western Regional Office

JUDICIARY

Senators negotiating a broad immigration bill announced an agreement today to create a 400,000-employee-a-year guestworker program and a system for issuing over 1 million permanent visas annually on the basis of job skills, education and family ties to legal residents. The bill also would provide a path to citizenship for millions of illegal immigrants who were in the United States before Jan. 1, 2007. The announcement came after a last-minute push when negotiators appeared to be backing away from concepts agreed to as late as last night. Among the last of the sticking points to be resolved was how points would be assigned to low-skilled workers. Under the deal, future guestworkers would be allowed to enter the country on two-year visas and would have to return home for one year before seeking to enter the country again. Total stays would be limited to six years. Guestworkers would earn points toward a green card while working in the United States.

The guestworker program could not begin until the enforcement provisions under the bill were implemented. They include a doubling of the border patrol and the construction of the fence along the Mexican border. Homeland Security Secretary Chertoff has estimated that job will take 18 months. The estimated 12 million illegal immigrants who arrived before Jan. 1 of last year could receive a "work authorization" immediately after enactment and subsequently be granted a "Z visa" putting them on a path to citizenship. But the heads of households would have to first pay a \$5,000 fine and return home within eight years to become eligible to file a citizenship application. The deal also carves out of the point system for all families that applied for green cards before May 2005 -- the "backlog" of applicants. All other applicants now awaiting green cards would have to reapply under the new point system. About 4 million families in the applicant backlog applied before the cutoff date, according to a memo describing the bill from the office of Senate Judiciary Immigration Subcommittee Chairman Edward Kennedy, D-Mass., who brokered the deal. Upon enactment, 1.1 million of the green cards issued under the new point system would be family-based, and 140,000 would be merit-based -- for a ratio of 89 percent to 11 percent. Over a period of eight years, the ratio would be reduced to 60 percent family-based (550,000) and 40 percent merit-based (380,000), according to the memo.

Agricultural workers would be included in the framework of the new system, but in a separate category with different standards. These workers would be issued a separate kind of visa and could apply for citizenship only after they had worked for a specified time in agriculture, according to Sen. Larry Craig, R-Idaho.

-- by Terry Kivlan and Fawn Johnson

Welcome Deborah Franzella!

Deborah took over for Christine on February 26th. Deborah comes to us as a San Bruno resident of many years. She will help us build our membership in the community as well as keep the office running smoothly!
You will meet her at our next Mixer

Advertise your Business In the Bimonthly Update Newsletter

Business Card Size AD

1 issue \$20.00

2 Issues \$35.00

3 Issues \$50.00

Flyers - 1 Issue

\$50.00 Mail & Scan Flyer

(Please Provided 250 Copies, when mailing)

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San Bruno Chamber of Commerce

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