

# THE Voice of Business



## THE HISTORY OF CHAMBERS

*Every chamber is unique, with different benefits, resources and opportunities*



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### History of Chambers

Local chambers tackle issues and trends taking place in their community, and offer resources and services to help businesses succeed.

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*The Voice of Business for Fairfield and Suisun City, California*

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**Debi Tavey**  
President/CEO

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# Chamber works hard to ensure businesses visible

Now more than ever, our businesses need Chambers of Commerce.

During these challenging times, businesses are in need of local support and assistance to ensure they remain afloat. To do this, many have turned to our very own Fairfield-Suisun Chamber of Commerce (FFSS), headed by Debi Tavey, who has been at the forefront during the Covid-19 challenges.

The work we've done at the chamber has certainly impacted all businesses, and assisted with information that helped keep our businesses open.

As soon as our cities implemented protocols, the chamber shifted gears and helped our businesses navigate through the CDC rules and regulations that would keep their doors open. Likewise, we acquired masks and provided them to companies and individuals, as well as presented a list of prospects for financial assistance. That is, we connected businesses with local financial institutions and grant opportunities.

Additionally, we have a seat at the table with the Economic Pandemic Impact Committee, led by Suisun City Mayor Lori Wilson, to discuss and implement best practices to jump start Suisun City's economy in a safe and healthy way; ensure businesses have the support they need to reopen; and identify ways to expand businesses or services.

The Chamber has been working hard to ensure all of our businesses are visible during these unprecedented times. From conversations with our local city offices to speaking at City Council meetings, the Chamber is there to advocate passionately and powerfully for our businesses.

Through its Advocacy Council, the FFSS Chamber leads the way in keeping the community connected and involved via website resources, Town Halls, and monthly meetings – all as a way to keep businesses apprised of local and legislative activities.

The Chamber also offers a variety of options to market and promote businesses. In addition to website listings, email blasts, profile pages, social media, grand openings/ribbon cuttings, and more, the chamber offers a one-on-one approach. Tavey, who has a pulse on the community, actively listens to our members through first-hand conversations and steadfastly works to find ways of steering them in the right direction. Whether it's connecting a University with the local school district or speaking with the city on behalf of a business owner, the voice of our businesses are heard and championed.

The Chamber is also working on a unique platform that will offer our businesses an opportunity to sell their products. More to come in the near future.

Every single board member, along with the FFSS Chamber team, believe in our two great cities of Fairfield and Suisun City. We believe in strong communities and understand that the Chamber is a conduit to maintaining its strength. We offer resources, support, and work diligently to keep businesses informed and educated. It's our promise to you.

So, do businesses need our Chamber? Now, more than ever.

**Andrea Garcia**

Chairwoman, Fairfield-Suisun Chamber of Commerce

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The Fairfield-Suisun Chamber of Commerce building in Fairfield.

# THE HISTORY OF CHAMBERS

*The earliest U.S. chamber created in 1912*

## CAL CHAMBER

**T**he best way to spread the word about your business is by making connections. Whether you're new to the local community or a veteran company that has been around for decades, your reputation grows as you engage in other influential entities within your community.

That's why so many businesses choose to join a chamber of commerce. These resourceful organizations are made to help local businesses thrive.





The U.S. Chamber of Commerce building in Washington, D.C.

From building your brand's presence to increasing sales, learn how you can use your membership to foster your company's growth.

## What is a Chamber of Commerce?

The earliest chamber of commerce in the United States came about on April 22, 1912. They named it the U.S. Chamber of Commerce, and it still exists today. Yet it's not the oldest.

The first chamber of commerce ever created came about in 1599 in Marseille, France. Its purpose was to gather merchants, industrialists, traders, and craftsmen in

order to discuss and tackle community challenges. The chamber of commerce was a place of unity, even among competitors.

Their voice soon became a persuasive power amidst public authorities and the community. So much so that more would pop up throughout the centuries, and even throughout the world.

The U.S. Chamber of Commerce is 118 years old as of April 22, 2020, and it's still serving as a spearhead which focuses on protecting the interests of American businesses.

Yet numerous smaller chambers have cropped up throughout the nation as a voice for local area businesses. Their purpose is the same, just on a smaller scale.

Local chambers tackle both issues and trends taking place in their community as well as offer resources and services to help local businesses succeed. It isn't just a goodwill effort, but an effective strategy.

Consider these statistics from American Business Magazine:

- 44% of consumers are more likely to think favorably of businesses who are members of their local chamber
- 63% of consumers are more likely to buy products or services from businesses who are members of their local chamber



Charles Nagel, United States Secretary of Commerce and Labor and founder of the United States Chamber of Commerce.

LIBRARY OF CONGRESS

- Consumers view chamber of commerce members as trustworthy and are 12% more likely to believe their products or services are better than competitors

So what is it about these organizations that make them so influential? Read on to find out.

## What Does a Chamber of Commerce Do?

Chamber of Commerce organizations are not out-of-the-box, cookie-cutter setups. Every chamber is unique, with different benefits, resources, and opportunities.

However, their end goal is the same: to serve as an influential voice and power that stands for the wellbeing of the local business environment. This includes helping to promote local businesses and improve their growth.

From regular networking and volunteer events to promotion and marketing packages, your membership will gain you access to opportunities to make connections, meet potential new clients, and gain exposure for your brand.

## Reasons Why You Should Join a Chamber of Commerce

The universal mission of chamber of commerce organizations sounds great, but how does it work for you? What can businesses expect when they sign up for their membership?

Below are several reasons why local companies take advantage of their chamber of commerce resources, and how they go about it.

### Being a Chamber of Commerce Member Gives You Credibility

A local chamber of commerce organization has a reputation for standing up for the local community and its economy. When your business is associated with their name, it gives the perception that you stand for these things, too.

As a result, consumers trust you more. This leads to more positive impressions of your business. Those seeking products or services related to your own will lean more toward your brand when faced with various options.

### Chamber of Commerce Memberships Provide Exposure

Gaining exposure is hard, especially if you're a new business. You have to find ways to permeate your brand into the community so consumers know who you are and what you offer.

With a Chamber of Commerce membership, you gain resources that make this much easier. If you browse various chamber websites, you'll note they all house a digital directory.

Members are featured on these directories, which are used frequently by individuals and businesses within the area. New members are also often given various forms of exposure when they sign on for the first time.

This may include exposure through physical newsletters, e-newsletters, social media posts, and other forms of publication.

## Chambers Provide Numerous Networking Opportunities

There is no lack of networking opportunities through an established chamber of commerce organization. From committees to mixers to ribbon cuttings and more, you'll find various opportunities to connect with other businesses every single month.

Most of these events are free or heavily discounted to members, making them an affordable way to network. Whether you're a B2B or B2C company, these events are beneficial. The connections you make can lead to new customers or partnerships.

## Chamber Members Receive an Influential Voice on Large-Scale Issues

A Chamber of Commerce does more than serve as a marketing vehicle for local businesses. It has an important role in local government affairs as well.

They serve as a voice for the local business owners and industries. This includes addressing issues that may arise with new regulations, fees, taxes, costs, or assessments applicable to the businesses they serve.

When you join a chamber, you become a part of that voice. Your role is relevant and your opinion becomes part of the many contributed voices that form the chamber's views.

## It's Like a Massive Rolodex of Untapped Contacts

Take a moment to consider just how large your chamber's directory is.

Now imagine having those contacts for your business. How advantageous would it be?

A chamber of commerce is a community within itself. It brings its members together to not only benefit the community but also to benefit each other. Through various events, you will meet, network, and connect with a wide array of

influential professionals.

It's up to you to make the connection, of course, but the opportunities are aplenty. Many businesses grow their customer base and their network through chamber sponsored or hosted events.

### Chamber Members are Kept in the Loop of Local Business News

Running a business is more than a full-time job. With so much to do, it can be difficult to keep up with what's going on outside your company's walls.

Chambers make it easier. Through regular newsletters, they update their members on various news and issues that are happening within the community, as well as spotlight features or new businesses that may pique your interest.

It's a great way to stay connected, even when you're on-the-go.

### Chamber of Commerce Memberships Open Doors to Referrals

Chambers are businesses just like you. Part of their job is linking companies and individuals to the resources they are seeking. This includes a slew of calls and emails, some of which may be looking for a solution that your product or service can offer.

When you're a chamber member, you become one of the organization's resources. When a need arises that your business can help fill, your chamber is likely to refer you.

Why? Because that's part of their core mission. They support their members just as your membership supports their daily operation.

### There are Numerous Opportunities to Engage the Community

Chambers actively arrange and execute events, many of which are covered by the press. By becoming an active member who attends, sponsors, or hosts these events, you can get your moment in the spotlight as well.

They are great opportunities for positive exposure. Engage



METRO SERVICES

A chamber of commerce brings its members together to not only benefit the community but also to benefit each other.

your community and make a difference while promoting your business at the same time. It's a win-win advantage.

### You Have Affordable Access to Promotional Tools

Most chambers offer promotion and publicity packages to help you grow your business. This may include ribbon cuttings, sponsorships, or advertising.

Members are offered these packages at a price that is often much lower than what it would typically cost to execute. It's a perk for being part of the chamber's organization.

### There are Many Ways to Save While You Grow

Chamber of Commerce organizations find ways to help their members get ahead. This may include member-to-member deals. These are special discounts or offerings provided to members by members as a way of supporting each other.

Other discounts may include reduced rental fees for conference room space, discounted event tickets, or affordable promotional tools like the ones mentioned above.

### Get Involved with Your Local Chamber of Commerce

While there are many events chamber of commerce organizations put on that are free to the public, you reap the best benefits when you sign up and participate as a member.

Explore the levels of membership available through the Fairfield Suisun Chamber of Commerce, as well as what unique benefits come with each one. Your level of commitment should be based on the results you want to see.

From directory listings to spotlight features, exposure, and sponsored events, you can gain access to valuable promotional opportunities at a fraction of the cost it would take to do them yourself.

Plus, with established chambers having numerous connections within the community, you will find that your ability to make a local impact grows exponentially.

Learn more about membership benefits and make your plans to get involved. Please visit us at [FairfieldSuisunchamber.com](http://FairfieldSuisunchamber.com) or call the office at 707-425-4625. ♦



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# First TAVR patient had no qualms

NORTHBAY HEALTHCARE

When Barbara Corotto, 89, of Napa learned that she needed a heart valve replacement, she had no doubt that she was in good hands with interventional cardiologist Mark Villalon, M.D. He earned her family's trust as her husband's doctor two years earlier.

The plan called for Dr. Villalon and his practice partner interventional cardiologist Saba Lahsaei, M.D., to perform Solano County's first Transcatheter Aortic Valve Replacement – aka TAVR – in March at NorthBay Medical Center.

Unfortunately, Barbara slipped on her deck and broke her leg. With 10 weeks in rehab, you might think she'd have plenty of time to fret about the upcoming procedure, but when it was scheduled for August, she had no qualms.

"When Dr. Villalon said I needed it, I didn't hesitate," she recalled.

The diagnosis was a surprise. Sure, she'd had some dizziness and fatigue, but she attributed it to her age. She'd never had a heart issue before. It turned out that she had aortic stenosis, which is a narrowing of the aortic valve opening. Like Barbara, many people don't realize they have it until it becomes critical.

Lucky for Barbara, medical advancements have made TAVR a minimally invasive procedure with a short recovery period. Not so many years ago, a valve replacement would have required open heart surgery, a multiple day stay in the hospital, and a painful recovery. Instead,



NORTHBAY HEALTHCARE

Interventional cardiologist Mark Villalon, M.D., left, visits with Barbara Corotto during a followup visit after her TAVR procedure.

her procedure was done in less than an hour.

"I was in the ICU overnight, and in the hospital only one day more, so they could keep an eye on me," she said. "It didn't hurt at all. Nothing like a broken leg."



The partnership of Drs. Villalon and Lahsaei was solidified shortly after both physicians joined NorthBay Healthcare in 2019. Both interventional cardiologists are passionate about their jobs and have solid experience with the TAVR procedure.

Dr. Villalon figures he has performed more than 150 TAVR procedures during a fellowship at UC San Francisco. Dr. Lahsaei performed more than 240 during a two-year fellowship at St.

Elizabeth Medical Center in Boston.

That, combined with a new, state-of-the-art hybrid operating room in NorthBay Medical Center's North Wing made it the perfect time to launch a TAVR program. They joined forces with cardiovascular surgeon Shea Pribyl, M.D., and a cardiac catheterization team that was eager to learn a new procedure.

"We've really bonded over this," said Dr. Villalon. "The Cath Lab team runs the show. They're prepared, smart, humble and hungry for knowledge. It's been great working with this team."

The procedure involves a half-inch incision in the leg. A catheter is inserted and guided to the heart, where it is used to replace the diseased aortic valve. "The arteries are like pipes, creating our window to the valve," explained



NORTHBAY HEALTHCARE

From left, Interventional cardiologists Mark Villalon, M.D., and Saba Lahsaei, M.D., teamed up with cardiovascular surgeon Shea Pirbyl, M.D., to offer TAVR procedures at NorthBay Medical Center in Fairfield.

#### Dr. Villalon.

“The technology has improved,” said Dr. Lahsaei. “The equipment has become better, smaller and more efficient.”

Dr. Villalon said it is estimated that the TAVR procedure could help up to 700 patients a year in Solano County and the surrounding region.

“Before we offered TAVR, patients had to travel to Sacramento, Walnut Creek or St. Helena for the procedure,” said Dr. Lahsaei. “Now it’s available close to home.”



“It’s not unusual that people don’t recognize the symptoms of aortic stenosis, but it’s actually easy for a physician to detect,” said Dr. Villalon. “A doctor can hear it by using a stethoscope during a regular exam.”

NorthBay Center for Primary Care physicians will be key in helping identify patients who can best benefit from the procedure.

“I can’t say enough wonderful things about the men and women who make up our primary care team,” said Dr. Villalon. “They’re compassionate doctors toward every single human being they see. I can tell when I get their notes and their referrals. Not only can we help them save our patients’ lives with TAVR, we give our patients an improved quality of life,” he said. “That’s a rarity to be able to give them both.”



Within weeks Barbara made a full recovery from the procedure and is feeling fine.

“I didn’t realize what was going on before,” she said. “Now I understand that I was experiencing some heart palpitations, like a rapid heartbeat, and that’s gone. No more dizziness, no symptoms. I feel great, really!”

Her message to the physicians and the cardiac cath lab team: “Thank you so much! Really, thank you.”

For more information, visit [NorthBay.org/TAVR](http://NorthBay.org/TAVR). ♦

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# Solano SBDC offers new 'Biz Rx' program

Caring for your business's health is as important as caring for your personal health. Register today for the Solano SBDC's new 'Biz Rx' program and receive a custom prescription for your business's future success.

'Biz Rx' includes two key components. The first is a no-cost webinar series, led by Solano SBDC's Lead Business Advisor Onna Young. The second is a no-cost, confidential one-on-one assessment with an SBDC advisor that will include an in-depth S.W.O.T. – Strengths, Weaknesses, Opportunities and Threats – analysis of the participant's business.

Solano SBDC Director Tim Murrill designed 'Biz Rx' in response to the many conversations he has had with area business owners navigating through a tumultuous 2020, the Covid-19 pandemic, and state ordered shutdowns.

"We know this year has been challenging for our small businesses," he said. "People are concerned for the health and future of their businesses moving into 2021. Many would like to pivot their business or are looking for new opportunities, but do not know where to start.

"Look at 'Biz Rx' as a check-up or re-charge for your business and future opportunities," he added. "Each assessment will be personalized and geared specifically to you and your business and will reveal key areas of opportunities. We want our business owners to get as much value from this experience as they possibly can."



METRO SERVICES

Solano SBDC's new Biz Rx program offers a custom prescription for your business' future success.

The free webinar series kicks off in November with 'Biz Rx: Diagnosing Marketing and Revenue Improvement Opportunities'. The webinar will include a guided assessment of your business's marketing and sales strategy.

"We'll ask you a series of easy to answer questions that are designed to provide insights about where to head next with your marketing and sales strategy," Young said. "There's no pre-preparation needed to gain the clarity you seek. Whether you feel clear or confused, we are here to help shine a light on what's missing and on where to head next."

The webinar is free to attend. For more information on this and other upcoming SBDC webinars, visit [solanosbdc.org/calendar](http://solanosbdc.org/calendar).

Attending the webinar is not a requirement for the assessment. The assessment is available and free to all business owners.

To register for a 'Biz Rx' assessment, contact Barbara Gilbert with the Solano SBDC at [bgilbert@solanowdb.org](mailto:bgilbert@solanowdb.org) or call 707-646-1071.

The Solano SBDC offers free individualized and confidential advising for existing businesses and start-ups with 500 or fewer employees. Business advisors are experienced in a variety of areas, including lending, business plans, marketing, sales, strategy, leadership, restaurant operations, human resources, retail, and product pricing.

Learn more and apply to be a business client at [www.solanosbdc.org](http://www.solanosbdc.org).



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# WDB of Solano County & Solano's SBDC help over 200 small businesses with \$2M in CARES Act funding

The Workforce Development Board (WDB) of Solano County and Solano's Small Business Development Center (SBDC), in partnership with the County of Solano, are pleased to announce the awardees of the Rebuild Solano's Small Businesses grant program.

Recognizing that many of Solano County's small businesses were facing significant financial impacts and layoffs this year due to Covid-19, the Solano County Board of Supervisors unanimously approved \$2 million in CARES Act funding in September to be administered by the Solano WDB & SBDC. The Rebuild Solano's Small Businesses grant program received grant applications from small businesses throughout Solano County, and helped assist over two hundred small businesses prevent layoffs and keep their business operating during the pandemic.

The Solano WDB, in coordination with the SBDC, partnered with local cities and chambers of commerce to provide technical assistance and targeted outreach to small businesses and industries that were disproportionately impacted by Covid-19. Beginning on September 15th through September 30th the Solano WDB, SBDC and partners worked closely with numerous small business owners to submit grant applications designed to help pivot their business operations in response to the Covid-19. Through that process two hundred and eighteen (218) small businesses were selected, representing every city in Solano County and many of the unincorporated

areas. Of the awardees, 94% had an employee count under 20, and 85% were minority-owned, woman-owned, or LGBTQ-owned small businesses.

"We want to maintain a strong Solano County base of small businesses that represent the diversity within our community," says Heather Henry, President and Executive Director at the WDB of Solano County. "Small businesses are the essential component of our business community."

The small businesses eligible to apply included those that were for-profit businesses, locally owned in Solano County, and could demonstrate a need for funding due to the Covid-19 pandemic health emergency. The grant awards were issued based on eligibility and altogether, the grantees represented sixteen different industry sectors, including food service & accommodations, arts & entertainment, healthcare, education, administrative & professional services, and transportation & warehousing. Amongst the grant proposals, PPE and sanitation supplies were common requests across all industries, as was equipment to allow for remote work capabilities and new Point of Sale systems for online ordering.

However, there were more direct requests related specifically to individual business sectors such as healthcare, childcare, education, manufacturing and food service. For instance applicants in healthcare, which included doctors, dentists, and optometrists, requested advanced PPE equipment, air purifiers, gowns, N-95 masks, face shields, and other special equipment mandated by

their industry in order to open and safely care for patients.

Childcare and education providers had to pivot to offer virtual services to their clients and students and needed new IT equipment to facilitate distance learning and online access to services. Many restaurants, wineries, breweries, and other businesses in food service and accommodation requested outdoor dining furniture, heaters, shade structures, and other accessories in order to reopen their businesses under the State's new Covid guidelines.

"The last six months have been especially brutal on many of our small businesses," said Tim Murrill, Director of the Solano Small Business Development Center. "This \$2 million in grant funding from the County really went a long way to help provide a much-needed boost for the small businesses most severely impacted the Covid-19."

Through the Solano WDB, Solano SBDC and County of Solano's collaborative efforts with the Rebuild Solano's Small Businesses grant program our employers were keep their businesses open and help the local economy during the Covid-19 health pandemic. For a complete list of the Rebuild Solano's Small Businesses grant awardees please visit [solanoemployment.org](http://solanoemployment.org) or contact Heather Henry, at [hhenry@solanowdb.org](mailto:hhenry@solanowdb.org)

Follow the Workforce Development Board of Solano County on social media @SolanoWDB, the Solano County Small Business Development Board @SBDCSolano. ♦

## Rebuild Solano’s Small Businesses Awardees

The Workforce Development Board (WDB) of Solano County and Solano’s Small Business Development Center (SBDC), in partnership with the County of Solano, are pleased to announce the awardees of the Rebuild Solano’s Small Businesses grant program. Two hundred and eighteen (218) small businesses were selected, representing every Solano County city and the unincorporated areas. Of the awardees, 94% have an employee count under 20, and 85% are minority owned (minority-owned, woman-owned, or LGBTQ-owned).

Business Name	City	Number of Employees	Award Amount
1 Hand Up, LLC	Suisun City	2	\$2,248
2 <sup>nd</sup> Street Gym	Rio Vista	7	\$8,963
7 Square LLC DBA Supercuts	Benicia	17	\$12,500
A “Little” Twisted	Suisun City	1	\$2,750
A. Brantley’s Revolution Training and Martial Arts	Fairfield	2	\$9,084
Aardvarks & Others Pet Sitting Services	Vallejo	23	\$3,280
Aasiki, LLC DBA Mountain Mike’s Pizza	Benicia	13	\$3,000
Adair Dental Corporation DBA GV Smiles	Fairfield	7	\$16,523
Affinity Creative Group DBA Packagingarts, Inc.	Vallejo	31	\$8,500
After Hours Cocktails	Vallejo	7	\$15,000
Alegria Dental Care	Vallejo	5	\$9,000
All About Finances & Notary, LLC	Fairfield	6	\$16,700
All Day Fun & Plan Preschool & Child Care Center, Inc.	Suisun City	3	\$14,120
All Day Wine Tours	Vacaville	1	\$5,000
Altrain	Fairfield	3	\$15,400
AM Interpreting and Notary Services	Vallejo	1	\$1,298
Andrea Fong Photography	Fairfield	1	\$13,241
Angel’s Learn and Play	Fairfield	3	\$5,250
Annie’s Nail and Hair	Benicia	5	\$800
Arjuna Transportation, LLC	Fairfield	20	\$23,750
Aseyori, LLC DBA Mountain Mike’s Pizza	Vallejo	13	\$3,000
Audio Visual Consulting & Operations	Vallejo	1	\$7,232
Balloons and More	Fairfield	1	\$12,800
Balraj Dhami Enterprises, Inc DBA Hometown Carwash	Fairfield	10	\$7,412
Bambino’s Vallejo	Vallejo	18	\$7,862
Bantum Enterprises DBA Paul Mitchell Salon	Fairfield	7	\$1,738
Bassignani Insurance Agency	Fairfield	3	\$3,550
Bay Foot Spa	Fairfield	3	\$5,286
Bay Hauling, LLC	Vallejo	12	\$7,900
Beacon Day Program	Fairfield	5	\$25,000
Beasley Stansberry Enterprises DBA Noonie’s Place	Vallejo	4	\$3,350
Bedazzled Ink Publishing, LLC	Fairfield	1	\$19,295
Bender and Associates	Fairfield	1	\$4,832
Benicia Hucks, Inc	Benicia	22	\$25,000



**WORKFORCE DEVELOPMENT BOARD**  
OF SOLANO COUNTY



**SMALL BUSINESS DEVELOPMENT CENTER**  
SOLANO

Business Name	City	Number of Employees	Award Amount
Benicia Restaurants, Inc DBA Sailor Jacks	Benicia	39	\$25,000
Black Stone Clean & Sober Living Homes	Vallejo	5	\$4,820
Blink Twice Lash Lounge	Fairfield	7	\$6,350
Blissful Massage & Wellness Center	Vacaville	2	\$8,055
Bradbury & Bradbury Art Wallpapers, Inc.	Benicia	7	\$2,300
Brain Ways	Rio Vista	1	\$5,997
BrandGOV	Vallejo	4	\$1,100
BrassDogs DBA Americana Miniature Products	Rio Vista	1	\$1,033
Brickspace	Benicia	8	\$4,985
Brightbird Tutoring	Vallejo	2	\$2,288
Broussard Financial, LLC	Suisun City	2	\$4,625
Budget Inn Vallejo	Vallejo	2	\$8,400
Burgerlicious	Rio Vista	8	\$12,500
Business Technology Western	Vallejo	1	\$6,850
Cakes by Karl	Vallejo	3	\$15,094
California Bear Hauling	Vacaville	1	\$1,800
Capital City Pharmacy	Vallejo	8	\$7,239
Caspian Auto Center	Vallejo	1	\$5,500
Cecy's Salon	Vallejo	2	\$7,165
Central Vallejo Physical Therapy, APC	Dixon	3	\$8,844
Chakra Cleanse Pranic Healing & Psychotherapy	Vacaville	1	\$4,400
Clean America Janitorial, LLC	Vallejo	8	\$10,000
Cochitta Films	Vacaville	1	\$767
Community Playgrounds, Inc.	Vallejo	27	\$9,941
Corina Marler State Farm Agent	Fairfield	5	\$3,950
Cornelia Gibson	Fairfield	1	\$6,093
Cosmebar Academy	Vallejo	4	\$15,719
Creative Stars Care	Suisun City	1	\$8,600
Culinary Mercenary	Vallejo	3	\$538
Cullen-Sherry & Associates, Inc.	Benicia	4	\$8,452
Curious Ones Family School	Vallejo	3	\$6,780
Curves/Jenny Craig	Dixon	1	\$4,753
Custom Valve Solutions	Vallejo	17	\$2,500
D&D Hurn Solutions, LLC DBA Miracle Math	Fairfield	13	\$12,900
Delgado's Martial Arts	Vallejo	2	\$5,143
Dickey's Barbeque Pit	Vallejo	10	\$18,900
DigitalTrack Digital Marketing	Fairfield	1	\$2,500
Diversity RD Global	Fairfield	1	\$20,300
Dr. Wayne Ogata O.D., Inc	Vallejo	7	\$3,000
DYM Print & Design, LLC	Fairfield	6	\$7,300
Ebony Smith Realty	Vallejo	1	\$4,176





**WORKFORCE DEVELOPMENT BOARD**  
OF SOLANO COUNTY



**SMALL BUSINESS DEVELOPMENT CENTER**  
**SOLANO**

<b>Business Name</b>	<b>City</b>	<b>Number of Employees</b>	<b>Award Amount</b>
Ebuen, Inc. DBA Good Day Café	Vallejo	19	\$14,460
Eco Refill Systems, LLC	Benicia	3	\$8,000
Edge of Colors Barber Shop	Vallejo	1	\$2,200
Express Inn	Vallejo	2	\$6,820
Fairfield Huckleberry's, Inc.	Fairfield	16	\$25,000
Family Cleaners	Vallejo	3	\$8,700
Fit Solutions DBA Jackson Hewitt Tax Services	Vallejo	10	\$8,500
Five Star Balanced Books	Vallejo	2	\$5,315
Flamingo Restaurant and Banquet Hall	Vallejo	7	\$25,000
Four Corners Academy	Vallejo	5	\$10,456
Fran J. Chen, DDS and Judy Su, DDS, A Professional Dental Corp.	Fairfield	19	\$24,090
G2D Design	Suisun City	2	\$10,000
Glen Cove Dental	Vallejo	9	\$15,216
Golden Tires and Wheels	Vallejo	1	\$4,089
Griffin Fitness, Inc.	Benicia	4	\$3,205
GT Trucking	Fairfield	2	\$5,050
H.S. Dhami Corporation DBA Jack's Food and Liquor	Vallejo	3	\$4,800
Haas van Huuksloot, LLC (HvH Specialty Growers)	Unincorporated	7	\$25,000
Hank & Hazel's	Vacaville	11	\$8,000
HCS Billing, LLC	Fairfield	6	\$887
Holly D Photography	Suisun City	1	\$12,301
Horton Bath Collection	Vacaville	2	\$3,031
Hwy 12 Diner	Rio Vista	13	\$14,235
Hyper Wipers	Vallejo	2	\$10,340
Imageicon Video and Photography	Vallejo	1	\$8,576
Integrity Alpacas & Fiber	Vacaville	1	\$3,265
Interpreting and Consulting Services, Inc.	Benicia	4	\$12,340
Jackson Consulting	Benicia	1	\$2,346
Jackson Thomas Management Consulting	Vallejo	1	\$1,701
Jayda Learning Center	Fairfield	1	\$8,401
JC Enterprises, LLC DBA The Brass Tap	Vacaville	24	\$5,732
Jennifer J. Liu, DDS, MD, Inc.	Fairfield	7	\$7,140
Joe Leon, Caterpillar Puppets	Benicia	1	\$9,298
Jumpity Bumpity Fairfield	Fairfield	9	\$8,500
Just Like Mommy Childcare	Vallejo	1	\$4,550
Kaigan Sushi	Vallejo	3	\$6,500
Karinderya ni Joshua at Arya	Fairfield	3	\$9,540
Kaz and Associates, LLC DBA Harmony Organics	Benicia	4	\$17,833
Koong Jyun Korean Restaurant	Fairfield	5	\$11,140
Koop, Mai FCCH DBA Mai's Rainbow Daycare	Fairfield	1	\$2,309



**WORKFORCE DEVELOPMENT BOARD**  
OF SOLANO COUNTY



**SMALL BUSINESS DEVELOPMENT CENTER**

SOLANO

Business Name	City	Number of Employees	Award Amount
Kristina Wiley, DDS	Dixon	12	\$18,075
Kyber Cave	Fairfield	4	\$8,000
Lanza Vineyards, Inc. DBA Wooden Valley Winery	Fairfield	49	\$15,005
Lave Wash Laundry Delivery, LLC	Fairfield	2	\$5,000
Libby Wan Interpreting	Vallejo	1	\$2,300
Limbani Clothing Company	Vallejo	1	\$5,945
Linda's Love Christian Preschool & Childcare	Suisun City	1	\$1,900
Looking Out for You (LOFY)	Vallejo	1	\$3,600
Loupe Graphics	Vallejo	1	\$11,180
LoveLeigh Hair	Vacaville	1	\$3,750
Lucy's Café	Rio Vista	16	\$19,144
Lupe Finch Nutrition Coach	Rio Vista	1	\$1,597
Luxe Nailscape, LLC	Fairfield	12	\$5,000
Lydia's Nuts and Bites DBA Light Rockets	Fairfield	2	\$6,000
Lyerly Insurance Agency	Vallejo	1	\$5,800
M&K Travel Services, Inc.	Fairfield	1	\$9,500
Maid Two Shine	Fairfield	1	\$2,600
Makbrows	Fairfield	1	\$3,500
Mare Island Brewing Co.	Vallejo	45	\$6,081
Milk & Honey Consulting	Vallejo	3	\$3,000
Million Services, Inc.	Vallejo	1	\$24,307
NAB Developments, Inc. DBA HOA Zoom	Fairfield	2	\$20,172
Naran Investments, LLC DBA Washing Well Laundry	Vallejo	3	\$5,125
Never Alone Childcare	Vallejo	3	\$6,400
New Image Salon	Rio Vista	6	\$1,710
Noble Star Insurance Services, Inc. (AllState)	Vallejo	4	\$5,440
NUDExLASH	Vallejo	10	\$10,000
Official Multimedia	Vallejo	1	\$3,948
Parside Dental Care	Fairfield	28	\$19,354
Patricia Ebright, OD, Inc	Vallejo	9	\$6,200
PC Carpet Care	Fairfield	1	\$3,160
Personal Network Computing, Inc. DBA Valley Internet	Fairfield	17	\$7,254
Premier Group Ventures, Inc. DBA Little Caesar's Pizza	Fairfield	12	\$3,000
Psychic Reality, Clairvoyant Readings & Those Healing Hands	Vallejo	3	\$14,375
R&R Craftails, Inc. DBA The Rellik Tavern	Benicia	14	\$9,009
Rafael's Catering, LLC	Vallejo	2	\$9,000
Ramos Daycare	Vallejo	1	\$2,595
RealTalk Consulting	Suisun City	1	\$9,355
Refresh Therapeutic Massage and Bodywork	Vallejo	1	\$3,798
Richard's Dream Inn's, LLC DBA Union Hotel	Benicia	4	\$4,300



**WORKFORCE DEVELOPMENT BOARD**  
OF SOLANO COUNTY



**SMALL BUSINESS DEVELOPMENT CENTER**  
**SOLANO**

<b>Business Name</b>	<b>City</b>	<b>Number of Employees</b>	<b>Award Amount</b>
Rio Vista Insurance and Financial Services, LLC	Rio Vista	2	\$4,888
RK Enterprises, LLC DBA Hide-A-Way Lounge & Grill	Vacaville	13	\$9,100
Robert Boche Associates, Inc.	Benicia	5.5	\$25,000
Rosemary's	Dixon	12	\$24,000
Ruhstaller	Dixon	15	\$5,300
RxD Nova Pharmaceuticals, Inc.	Vacaville	23	\$25,000
S Khan Food, Inc. DBA IHOP	Fairfield	26	\$22,500
Safety Plus Consulting	Vallejo	1	\$8,870
Schultz & Schultz Builders, Inc.	Dixon	3	\$22,307
Selam Holding, LLC DBA BJs Petal Pushers	Fairfield	4	\$1,200
SH Mechanical, Inc.	Suisun City	8	\$4,500
Shipyards Tattoo Company	Vallejo	4	\$7,500
Sisters N Style	Vallejo	1	\$3,000
Soaring Phoenix, LLC	Vallejo	2	\$7,676
Solar Power Couple	Vacaville	2	\$10,000
Sousa Land Surveys, Inc.	Fairfield	9	\$25,000
Spanish Language Consulting	Fairfield	1	\$1,565
Special Investigations Group	Fairfield	4	\$25,000
Special Touch Learning Homeschool/Childcare #2	Vallejo	4	\$25,000
Special Touch, Inc.	Vallejo	4	\$4,575
Speechgeek, Inc.	Vallejo	8	\$11,516
Stellar California	Vallejo	1	\$8,200
STLR Entertainment	Vallejo	4	\$2,750
Suisun Valley Filling Station	Unincorporated	Q	\$10,382
Super 8 Dixon	Dixon	7	\$7,150
Sushi Grill	Vallejo	13	\$9,000
Swan Spa Salon	Suisun City	2	\$4,145
Tenbrink Farms	Unincorporated	8	\$4,310
Tenbrink Winery	Unincorporated	1	\$1,190
Tess Shoes for Less	Vallejo	5	\$15,000
The A-Lyst	Vallejo	2	\$7,500
The Baby Shop	Vacaville	5	\$5,991
The Bishop Concept	Vallejo	1	\$13,259
The Frying Pan	Dixon	8	\$3,807
The Gumshoe Group	Vallejo	5	\$7,309
The Little Art Shop	Benicia	1	\$5,000
The Pip Wine Bar & Shop	Dixon	1	\$6,058
The Point Restaurant	Rio Vista	27	\$3,793
The Village Childcare & Learning Place	Vallejo	4	\$3,050
The Wilkerson Company	Fairfield	1	\$9,497
Think Tank Industries DBA Waste Not Recycling	Vallejo	1	\$10,500



**WORKFORCE DEVELOPMENT BOARD**  
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**SMALL BUSINESS DEVELOPMENT CENTER**  
SOLANO

Business Name	City	Number of Employees	Award Amount
Tia L. Horie Optometry	Vacaville	6	\$5,421
Tina's Little People Daycare	Suisun City	1	\$4,524
Tolenas Winery	Unincorporated	1	\$11,617
Top Nails	Fairfield	5	\$4,400
Top Notch Painting and Restoration	Rio Vista	1	\$7,800
Tortilla Flats	Rio Vista	9	\$18,500
Trap Meals on Wheels	Vallejo	4	\$2,090
Treated Holistic Care, LLC DBA Tune Up Holistic Care	Vallejo	6	\$7,402
Triche Entertainment Enterprise	Vallejo	1	\$5,730
Vacaville Pediatric Dentistry	Vacaville	5	\$4,179
Vallejo Childrens Dentistry	Vallejo	3	\$5,298
Vallejo Grocery Outlet	Vallejo	36	\$14,950
Vallejo Tint Shop	Vallejo	4	\$10,130
Virtue Juice Bar	Vacaville	14	\$6,300
Vlazville Music	Vallejo	1	\$2,378
Wah Sing Mongolian Hotpot & Barbeque, LLC	Vacaville	6	\$6,073
Watch Me Grow Childcare	Vallejo	3	\$16,633
Wheeler's Landscape Consulting	Vacaville	4	\$6,000
Whitney Smith Pottery	Vallejo	1	\$4,700
Windsmile Dental	Suisun City	13	\$17,639
Wrights Transportation, Inc.	Vallejo	2	\$7,000
Yogurt Delicacies	Fairfield	7	\$5,884



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# PG&E supports vulnerable customers affected by 2020 PSPS events

**HUNDREDS OF BACKUP BATTERIES, HOTEL AND FOOD VOUCHERS DISTRIBUTED IN PARTNERSHIP WITH COMMUNITY GROUPS THIS YEAR**

**PG&E**

In partnership with local community organizations, Pacific Gas and Electric Company (PG&E) continues to support customers who depend on power for medical equipment and independent living needs with access to critical resources during Public Safety Power Shutoff (PSPS) events this year. That support includes backup batteries as well as accessible transportation, hotel accommodations, and food stipends for customers impacted when a forecast of gusty winds and dry conditions combined with a heightened fire risk prompts PG&E to turn off power for public safety.

In April, PG&E and the California Foundation for Independent Living Centers (CFILC) launched the Disability Disaster Access and Resources Program, a joint effort to aid people with disabilities, medical and independent living needs, and older adults. In August, PG&E's Portable Battery Program, which provides no-cost backup portable batteries for income-qualified[1] customers enrolled in PG&E's Medical Baseline program and living in high fire-threat districts[2], was launched.

Through the end of October, these two programs have provided emergency preparedness outreach and energy assessments to thousands of customers, distributed more than 2,500 backup batteries, coordinated hotel stays for more than 400 customers, and provided more than 525 food stipends to individuals with disabilities and older adults who are more

greatly impacted when the power goes out. PG&E began working with the CFILC during the October 2019 PSPS events, when approximately 200 batteries, more than 200 hotel stays, and more than 100 food stipends were provided to individuals affected by the events.

"These programs are administered by dozens of local organizations who understand the specific needs of vulnerable customers in the communities that they serve and that PG&E serves. We don't take the decision to proactively turn off power for safety lightly, and knowing these local organizations are ready to provide resources to minimize impact to disabled or aging customers is important to all of our employees," said Laurie Giammona, PG&E Senior Vice President and Chief Customer Officer.

Coordination of resources takes time, so customers are encouraged to engage with their local organizations and formulate a plan long before a safety shutoff is imminent. Applications for the Disability Disaster Access and Resources program are available online. Customers can find locations of participating Independent Living Centers administering the program by visiting [www.pge.com/disabilityandaging](http://www.pge.com/disabilityandaging). Hours of operation may be impacted due to the Covid-19 pandemic.

The Portable Battery Program is administered by the following five Low-Income Home Energy Assistance Program (LIHEAP) providers: Butte Community Action Agency, Central



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Women's Council of REALTORS



Coast Energy Services, Community Resource Project, North Coast Energy Services, and Redwood Community Action Agency. Richard Heath & Associates, a third-party energy program implementer focused on underserved communities, is also working with PG&E on the program. These PG&E partner organizations have been actively reaching out directly via mail and phone to customers who meet the criteria to qualify for the Portable Battery Program. Customers do not need to apply for the program.

PG&E offers additional support for customers affected by a PSPS event who don't qualify for the Disability Disaster Access and Resources and Portable Battery programs, including:

Customers can apply for CARE online at [pge.com/CARE](http://pge.com/CARE). Applying is easy and only takes about five minutes. Qualifying customers will begin receiving the CARE program discount within their next billing cycle. Qualified households

**Customers who experience food loss due to a PSPS event can visit participating food banks to obtain a box of food that will feed a family of 4 for a week. Food replacement is provided for three days following power being restored.**

can save 20 percent or more each month on their energy bill.

Customers who experience food loss due to a PSPS event can visit participating food banks to obtain a box of food that will feed a family of 4 for a week. Food replacement is provided for three days following power being restored.

Customers on the Medical Baseline program will not be asked to re-certify through a doctor or other eligible medical professionals for up to one year. Residential customers who have special energy needs due to certain qualifying medical conditions can receive a lower rate on monthly energy bills.

Customers who already participate in the Meals on Wheels program and live in a county impacted by a PSPS may be given an additional meal per day for each day of the PSPS event.

For additional support and resources log onto [pge.com/psps](http://pge.com/psps).

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**Independent Living**

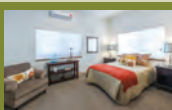
- Allow a person to maintain independence
- Include meals so residents don't have to worry about cooking or dining alone
- Offer more social interaction than living at home
- Some supervision from the staff for a discreet layer of safety for our active residents
- Activities & Excursions
- Housekeeping
- Laundry

**Assisted Living**

- Residents maintain their dignity while aging
- Assistance with everyday tasks, like bathing, dressing and meals or medication management
- Trained staff available and monitoring 24 hours a day
- Scheduled transportation to doctor appointments
- Activities & Excursions
- Housekeeping
- Laundry

**Memory Care**

- Residents maintain their dignity while aging in an secure and specialized environment to meet their personal needs
- Assistance with everyday tasks, like bathing, dressing, meals and medication management
- Trained staff available and monitoring 24 hours a day
- Scheduled transportation to doctor appointments
- Specialized Activity Program Housekeeping
- Laundry



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# Medical Trip Concierge Service For Solano County Residents 60 Years & Older And/Or ADA Eligible

## GoGo Grandparent *EXPANDED SERVICE DUE TO COVID-19*



Medical trips within Solano County are subsidized\* by 60% for residents who are age 60 and older\*\*



Expanded program now includes:

- ADA eligible Solano County Residents
- Up to 20 rides per individual, per month
- Pharmacy & other Essential Trips



Call the Solano Mobility Call Center to register and for the latest program information



\* Subsidized by 80% for low income individuals  
\*\* All riders must be able to enter and exit vehicle independently



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