


SUMMER 2008

BUSINESS ACTION

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Help for Entrepreneurs and a Voice in Washington, D.C.

BY RUBEN BARRALES

IN THIS ISSUE of *Business Action*, you will learn about a new member benefit—the Chamber's entrepreneurship training program. This new program provides complimentary professional development training for small-business owners. Training is exclusively for Chamber members.

In the coming weeks, we will continue to prepare for the next Chamber delegation of San Diego business leaders to travel to our nation's capital. This year's trip, scheduled for September 21-24, 2008, will focus on regional issues such

We met last year at the Pentagon with Donald Winter, Secretary of the Navy, to discuss military priorities in San Diego, including the proposed Pacific Gateway Center. We discussed border infrastructure, a new border crossing, and public-private partnerships to help finance highway improvements with Under Secretary of Transportation Jeffrey Shane. We also met with members of our region's congressional delegation, including Senators Feinstein and Boxer.

Our 2007 mission to Washington, D.C. was a crucial step to advocate for issues



is important to be in our nation's capital regularly to make our region's voice heard. This is a unique opportunity to meet and network with other business leaders from San Diego and put important issues and initiatives in front of Washington, D.C. officials.

To learn more about this year's "One Region, One Voice" delegation to Washington, D.C, visit: www.sdchamber.org.

As always, feel free to contact me with questions, comments, or suggestions at president@sdchamber.org. ❖

“ Last year, our “One Region, One Voice” mission proved to be a **SUCCESSFUL UNDERTAKING** with more than 40 Chamber members participating. ”

as transportation, border infrastructure, water and energy resources, healthcare and more.

Last year, our “One Region, One Voice” mission proved to be a successful undertaking. More than 40 Chamber members participated in high-level meetings with Washington, D.C. officials to advocate for policies and legislation that would help San Diego businesses continue to thrive.

important to businesses in San Diego. As a result of the trip, we have increased our role in support of transportation funding, the new third border crossing and the passenger crossing into Tijuana's Rodriguez Airport. We have increased our connections with Washington decision makers.

We hope to keep up last year's momentum and plan another successful and productive trip. We have learned that it

ABOUT THE AUTHOR: *Ruben Barrales is the President and CEO of the San Diego Regional Chamber of Commerce, and can be reached at president@sdchamber.org.*

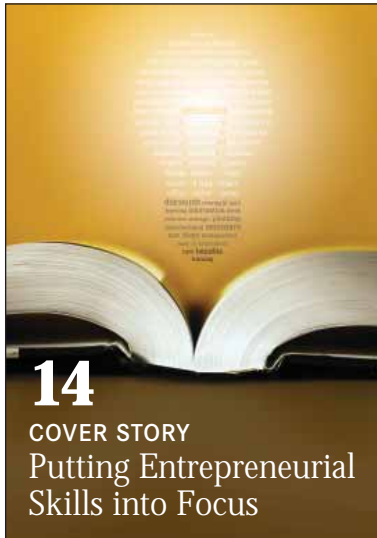
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GOOD FOR BUSINESS.
GOOD FOR SAN DIEGO.

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Business Action

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On the cover:

JOANNA HERR HANKS, an award-winning photojournalist with more than 35 years' experience and owner of Herr Photography, Inc., shares her experience with the Chamber's entrepreneurship training courses. Photo by Herr Photography, Inc.



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Qualcomm, Inc. saves \$72,940 yearly with their 248-kW solar system. To offset the cost of going solar, Qualcomm received a \$739,353 incentive via the California Solar Initiative rebate program. How much can your business save by installing solar? Find out by calling 866-SDENERGY, or visit www.energycenter.org.



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Important Choices for City Hall

BY PHIL BLAIR

IT IS NOW POST-PRIMARY election time and candidates are heating up for the November election. Congratulations go out to Mayor Jerry Sanders on his reelection; we look forward to his first full term. We are now set for an additional four years under his excellent leadership. Mayor Sanders has always understood the concerns of the Chamber and the San Diego business community, and we have been allies on many issues that keep San Diego a vibrant and healthy region for business and job growth.

The Chamber will be closely monitoring the runoff elections to make sure the candidates who align with Chamber views have the support they need to win. Mayor Sanders cannot accomplish what he needs to do for San Diego if he does not have the support of a majority of the City Council.

The long-term policy of the Chamber Board is that we do not endorse candidates unless we see a “clear and present

danger” to our business community if a particular candidate is elected to office. If a candidate requests our endorsement, there is a multilevel process culminating with full Chamber Board discussion and support before we officially endorse a candidate for any office. As I said when I became Chair of the Chamber, it is important for the Chamber to show leadership by endorsing candidates who align with our goals and need our support.

On another note, the effects of the price of gasoline on our pocketbooks and economy are becoming more and more

mental laws that may dampen competition between vendors of gasoline.

As always, I thank you for being a member and supporter of the Chamber. I will continue to keep you abreast of any and all initiatives we are involved in to make San Diego the best possible region to do business. ❖

ABOUT THE AUTHOR: *Phil Blair is Chairman of the Board of Directors for the Chamber, and Executive Officer of Manpower Staffing Services. He can be contacted at pblair@manpower-sd.com.*

“Congratulations go out to **MAYOR JERRY SANDERS** on his **REELECTION**; we look forward to his first full term.”

of a burden on San Diego residents. In response, the Chamber plans to set up an ad hoc committee to review research about the price of gas being higher in San Diego than almost anywhere else in the United States. We want to better understand the market dynamics effecting the price of gas nationally and in our community. In addition, we want to research plans to assure a source of gasoline in case of a disaster, and see if this is the time to review our zoning and environ-

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Small Business Awards Luncheon & Business Expo

THE CHAMBER'S Small Business Awards Luncheon & Business Expo, held May 28, 2008, served up an exciting day of activities highlighted by a small-business awards ceremony, the 20th annual Business Expo and remarks from Ken Blanchard, featuring his new book—*The One Minute Entrepreneur*.

The expo proved to be a one-of-a-kind event that allowed businesses of all sizes to make connections, build relationships, exchange referrals and learn about local products and services.



1



2



3



4

1. Paul Hering, CEO of Barney & Barney LLC; Sal Convento, Owner of the United States Karate Academy; and Ruben Barrales, Chamber President and CEO. **2.** Ken Blanchard speaks at the Small Business Awards Luncheon. **3.** YTB Travel's booth at the Business Expo. **4.** The San Diego County Water Authority's booth at the Business Expo

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2008 Congressional Luncheon

THE SAN DIEGO Regional Chamber of Commerce’s popular Congressional Luncheon, sponsored by BAE Systems, was held March 26, 2008, at the San Diego Marriott Hotel & Marina. Nearly 500 attendees had the opportunity to dialogue on regional issues with local Congress members Susan Davis, Bob Filner and Duncan Hunter through real-time question-and-answer polling.

Dennis Morgigno of Channel 4 San Diego moderated the interactive question-and-answer session. The event provided an eye-opening and interesting insight into how the opinions of congressional and local business leaders agree or differ on issues such as water conservation, arts funding, healthcare reform, career technical education and cross-border efficiency.



1. Members of Congress Bob Filner, Susan Davis and Duncan Hunter with Chamber President and CEO Ruben Barrales. **2.** Dennis Morgigno of Channel 4 San Diego moderated the event.

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2008 Legislative Bills

Chamber Positions

ADA REFORM/LAWSUIT ABUSE:

Support:

AB 2533 (Keene) - Disability access: remedies, 'Access and Opportunity to Cure Act of 2008'

SB 1608 (Corbett) - Disabled persons: equal access rights: civil actions

SB 1766 (McClintock) - Disability: access

EMPLOYMENT & HUMAN RESOURCES:

Support:

SB 1539 (Calderon) - Meal periods

Oppose:

AB 2716 (Ma) - Employment: paid sick leave

SB 1661 (Kuehl) - Unemployment compensation: family leave: good cause

SB 1717 (Perata) - Permanent disability workers' comp

INFRASTRUCTURE:

Support:

AB 642 (Wolk) - Design-build: counties, cities and special districts

SB 1486 (Ducheny) - Otay Mesa East Toll Facility Act

AB 2219 (Parra) - Subdivisions: water supply

AB 2723 (De la Torre) - safe drinking water, water quality and supply, flood control.

Oppose:

AB 2046 (Jones) - Water supply assessments: groundwater

SB 375 (Steinberg) - Transportation planning: travel demand models: sustainable communities strategy: environmental review

SB 1165 (Kuehl) - Environment: environmental impact report

SB 1550 (Florez) - Corporations: climate change disclosure

LAND USE/CONSTRUCTION:

Support:

SB 1185 (Lowenthal) - Subdivision Map Act: tentative map extension

SB 1237 (Cox) - Subdivision Map Act: lot-line adjustments: designated remainders and omitted parcels: dedications for public purposes

SB 1473 (Calderon) - Building standards: green buildings

MILITARY:

Support:

AB 1919 (Silva) - Sales and use taxes: exemptions: military thrift stores

Oppose:

AB 1832 (Saldaña) - Tidelands and submerged lands: City of San Diego

RESTAURANT INDUSTRY:

Support:

AB 2572 (Parra) Menu labeling

SB 1539 (Calderon) Meal periods

Oppose:

SB 1420 (Padilla) - Menu labeling

SB 1443 (Oropeza) - Food facilities' donated food

SMALL BUSINESS:

Support:

AB 2773 (Price) - Public contracts: Small Business Procurement and Contract Act

AB 2127 (Benoit) - Employment: alternative workweek schedules: small business option.

TECHNOLOGY:

Oppose:

AB 1840 (Calderon) - Sales and use taxes: retailers.

AB 1956 (Calderon) - State Board of Equalization: sales and use taxes: tangible personal property: digital property report

AB 2505 (Brownley) - Hazardous waste: Polyvinyl chloride packaging containers Reduction of California Research & Development (R&D) Tax Credit

MISCELLANEOUS:

Support:

SB 1150 (Corbett) - New judgeships

Oppose:

AB 2610 (Davis) - Salvageables/unattended collection bins

AB 3025 (Lieber) - Solid waste: polystyrene packaging

SB 1057 (Migden) - Rental cars

Legislative Watch 2008

BY CARMEN SANDOVAL

THE CHAMBER'S Public Policy staff is monitoring dozens of bills during this California Legislative session. We have developed a Watch List (left) of legislation that impacts business in San Diego. Chamber members serving on the various Public Policy committees provide input and guidance as the bills progress through the legislative process.

“ We continue our work to ensure **BUSINESSES** in the San Diego region remain competitive and **VIBRANT.** ”

It is a challenging year with the huge state budget deficit casting a shadow over all policy matters. Water, healthcare and transportation issues, to mention a few, are in critical need of attention and action. The difficult economy and rising fuel costs add further political pressure. Despite this, we continue our work to ensure businesses in the San Diego region remain competitive and vibrant, with opportunities for growth and innovation. ❖

New East Otay Mesa Port of Entry

BY GREG COX

BECAUSE OF ITS PROXIMITY to the U.S./ Mexico border, East Otay Mesa plays a critical role to the regional economy. Never has East Otay Mesa's economic potential been so important to our region than now, during this time of economic downturn.

That is why I was so enthused to read the San Diego Regional Chamber of Commerce's recent study on the economic impact that a new Port of Entry (POE) in East Otay Mesa would have on our regional economy.

The 20-page study noted that U.S. trade in goods with Mexico has increased from \$297 billion in 1993 to \$883 billion in 2006. Increased commerce between San Diego County and Mexico has stretched the capacity of existing infrastructure.

Seventy percent of truck traffic between California and Mexico travels through San Diego County POEs. According to estimates from the San Diego Association of Governments, \$6 billion in gross revenue was lost in 2005 due to lengthy border wait times.

A new POE at East Otay Mesa would create an alternative border crossing to San Ysidro, Otay Mesa and Tecate, thereby reducing border wait times and facilitating trade and cross-border invest-

ments. By cutting wait times at border crossings, we will also be saving fuel and reducing pollutants and emissions from idling cars and trucks.

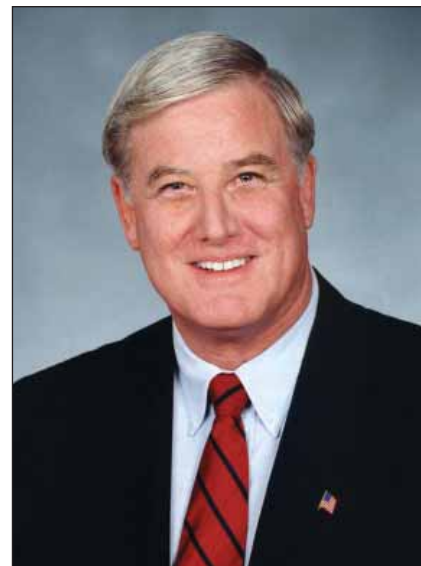
The study estimates that the positive economic effects for the State of California from the new POE would exceed \$31.6 billion over the first 10 years of operation, from 2015 to 2024. Our regional economy would benefit by more than \$14 billion in that period.

Gains from the new border crossing would be based mainly on increased

“ According to estimates from the San Diego Association of Governments, **\$6 BILLION** in gross revenue **WAS LOST** in 2005 due to lengthy border wait times. ”

output due to enhanced freight crossings, as well as increased personal vehicle crossings and travel. Shorter wait times will also increase the number of cross-border trips to purchase goods and services.

As anyone can see, the benefits of an additional border crossing would be



substantial to our region. A new crossing will help turn East Otay Mesa into the region's next great economic engine.

I plan to continue doing all I personally can to further this effort. The study is a great boon to our mission, and I want to commend the San Diego Regional Chamber of Commerce for commissioning this report. As we continue to speak as one region with one voice on this important issue, we will be able to point to this study to bolster our case.

Download a copy of the study at www.sdchamber.org. ❖

ABOUT THE AUTHOR: *Greg Cox is Chairman of the San Diego County Board of Supervisors, District One.*



Sandy Alderson

San Diego Padres

Q: How long have you been involved with the San Diego Padres?

A: I became Chief Executive Officer of the San Diego Padres in April 2005. Previously, I served as Executive Vice President of Baseball Operations for Major League Baseball (MLB).

Q: What was it like working as one of Major League Baseball's highest-ranking officials?

A: Rewarding. I joined the Office of the Commissioner in New York in 1998 after spending 17 years with the Oakland A's. I was responsible for baseball administration, umpires, international development and some other things. Two memorable events internationally were the games between Baltimore and Cuba in 1999 and the Sydney Olympics in 2000. Team USA won the gold medal that year.

Q: What was your background before you became involved in MLB?

A: I was in the Marines after college and then attended law school. I was practicing law in San Francisco in 1980 when I joined the Oakland A's as general counsel. Two years later, without any real baseball experience, I was the general manager.

Q: What would you list as your greatest accomplishments?

A: Winning the World Series in 1989 was great, but I get real enjoyment from building an organization that can be sustained at a high level of performance. We

is a community resource and we try to position ourselves to help a broad spectrum of interest groups.

Q: What has your involvement with the Chamber Board of Directors been like?

A: I've enjoyed my involvement in the Board. I am still getting to know the business and military communities in San Diego, but I have enjoyed working with the people I have met, as well as being part of a very capable Board. I have felt very welcome in San Diego.

“Winning the World Series in 1989 was great, but I get real enjoyment from building an **ORGANIZATION** that can be sustained at a **HIGH LEVEL** of performance.”

achieved that in Oakland; I think we are almost there in San Diego. I'm also proud of the new MLB Urban Youth Academy in Compton, which I was involved with from its conception in 1998.

Q: What other activities and organizations are you involved with?

A: Locally, I have become involved with many nonprofit organizations through my affiliation with the Padres. The team

Q: What do you see for the future of the San Diego Padres?

A: The Padres have a great future. The ballpark is tremendous and the fans are supportive. Players are attracted to San Diego and enjoy playing and living here. We've been modestly successful on the field in recent years, but our best days are ahead. ❖

New Season of Urban Trees Coming Soon to the North Embarcadero

THE PORT of San Diego's yearlong public art exhibit, Urban Trees 4, came to an end on June 22, 2008. The trees will be replaced with the Urban Trees 5 exhibit, scheduled to begin on August 2, 2008.

Positioned along the North Embarcadero of San Diego Bay from Broadway to Laurel Street, the 30 tree sculptures have piqued the interest of both tourists and locals. There have been sleek metal trees, such as *Slice*, the stainless steel and copper creation by Linda Joanou, and a bronze and steel design by Alber De Matteis, *Ascent*.

Other trees promote environmental sustainability, such as Nicole David's recycled rubber palm tree, *RT-6A89*. Many others celebrate ocean wildlife.

To create the Urban Trees, artists were supplied with a 12-foot-tall pole placed in a concrete planter to serve as the tree's base. The artists were allowed to alter the pole by attaching materials that would create their sculptures. A loan fee was paid to each artist for the Port to install the trees on the waterfront for a period of one year. The artwork remains the property of the artist.

Ten urban trees from the previous three Urban Trees exhibits have been purchased and donated to the sculpture gardens at Scripps Memorial Hospitals

in La Jolla and Encinitas.

"Thanks to the generosity of our donors and staff, we are able to offer a beautiful, healing environment during what oftentimes can be a stressful experience for our patients and families," says Gary Fybel, Chief Executive Officer for Scripps Memorial Hospital in La Jolla.

Other urban trees have found new locations. One is installed at the Chula Vista Library Civic Center Branch, 365 F Street, another is located at the Chula Vista Nature Center, and several have been purchased for private homes.

The fifth edition of urban trees will feature 31 sculptures. Some of the stand-

outs include *Break-dancer* by Michael L. Barrows. His artwork personifies a dancer memorializing the '80s urban craze of break dancing. *Tailwalking Sun-catcher* by Stephen Fairfield is a 17-foot-tall sailfish made of steel with blue Plexiglas scales that catch the reflection of the sun. Frank Mando's sculpture, *Pele, the Goddess of Fire*, is another unique urban tree. This 15-foot-tall, cast aluminum and steel representation of the mythological fire goddess will be sure to catch the eye of passersby.

For more information, visit www.portofsandiego.org/public-art. ❖



PHOTO BY PAUL JAMASON



International Tribute Awards Gala

BY JAMES CLARK

MEXICO'S SECRETARY of Communications and Transportation, Luis Téllez Kuenzler, will be honored at the Mexico Business Center's eighth annual International Tribute Awards Gala on Wednesday, September 10, 2008. Téllez is responsible for all communications, infrastructure projects and transportation facilities in Mexico, such as highways, railways, airports and seaports, including the Mega-port Punta Colonet.

President Felipe Calderon appointed Téllez Secretary of Communications and Transportation in December 2006. In the private sector, Téllez served as Co-Director for The Carlyle Group in Mexico from 2004 to 2006, one of the world's leading private capital investment groups. Prior to that, Téllez acted as Executive Vice President of the Mexican industrial conglomerate Desc, S.A. de C.V., from 2002 to 2004. In the public sector, Téllez was Secretary of Energy in Mexico from 1997 to 2000. As Secretary, he promoted the

expansion of electrical generation and transmission infrastructure in the country, as well as the development of the Cantarell hydrocarbons megafield. He also promoted and established the conditions and private construction for the supply and distribution of natural gas in Mexico, which has been fundamental for Mexico's economic development.

Téllez has a B. Sc. degree in Economics from the Instituto Tecnológico Autónomo in Mexico (ITAM) and a Ph.D. in Economics from the Massachusetts Institute of Technology (MIT).

2010 initiative, will be named the San Diego/Tijuana Citizen of the Year for 2008. Rounding out the awards, a Special Recognition Award will be presented to Luis Cabrera and David Stewart, who served the region as the Consuls General of Mexico and the United States, respectively. Luis Cabrera is now Mexico's Ambassador to South Africa, and Minister/Counselor Stewart is serving at the United States embassy in Berlin.

The Gala will take place from 5 to 8:30 p.m. at the San Diego Marriott Hotel & Marina at 333 West Harbor Drive,

“ Mexico Business Center's **INTERNATIONAL TRIBUTE AWARDS GALA** will be held on Wednesday, **SEPTEMBER 10, 2008** from 5 to 8:30 p.m. ”

San Diego/Tijuana regional awards will also be presented at the gala. Classical radio station XLNC1, which transmits from Tijuana and broadcasts from Chula Vista, will receive the Outstanding Cultural Achievement Award. The Institute of the Americas in La Jolla will be presented the Distinguished Service Award for its 25 years of service to the people of the Western Hemisphere. Malin Burnham, Chairman of the Project Smart Border

San Diego. Tables of eight are available for \$1,000, with individual tickets being sold at \$125 each. For more information, please contact Viviana Ibanez at vibanez@sdchamber.org or (619) 544-1362. ❖

ABOUT THE AUTHOR: James Clark is the Director General of the Chamber's Mexico Business Center.



Red Marlin

BY LISA GESNER

WITH STUNNING VIEWS of San Diego’s Mission Bay from nearly every table, Red Marlin offers a superb dining experience, anchored on ambiance, ocean-fresh entrées and excellent service.

Red Marlin offers an extensive and unique bar menu, with specialty cocktails such as the strawberry-basil martini or the spicy cucumber gimlet, as well as various appetizers. A far cry from an average hotel bar or restaurant, the cozy, sophisticated bar area is situated in the middle of the restaurant around an open “fire pit.”

The menu features a selection of Asian-inspired entrées from land and sea, as well as light but hearty sides, salads and starters. Chef Danny Bannister received his formal training at the French Culinary Institute in New York City, where he studied and worked with renowned chefs Jacques Pepin, Alain Sailhac and Andre Soltner. Those familiar with San Diego’s restaurant scene may recognize him from his former work in some of the

finest kitchens in the area, including Laurel, 3rd Corner, Island Prime and Pamplemousse Grille.

My dining partners and I were lucky enough to visit Red Marlin just before sunset and were greeted with a beautiful panoramic view of the sun setting behind yachts in the marina. We sampled two starters: a delicious homemade blue crab cake served with preserved lemon aioli and a micro green salad, and the crispy fried calamari served with a pleasantly spicy tobiko dynamite dipping sauce.

My entrée, the smoked salt and chili-dusted scallops, served with sweet chili sauce and a fava bean and edamame mash, consisted of four large, succulent scallops with a slightly smoky, sweet and spicy flavor from the salt dusting and sauce. My companions sampled the miso-marinated sea bass, a distinctively fresh seafood dish served with braised daikon, baby bok choy and maitake mushrooms, and, at the

waiter’s recommendation, the Kurobuta pork chop with sautéed apples, baby potatoes and smoked bacon. The pork chop was tender and perfectly cooked, lending the feeling of a “comfort food” favorite.

We also sampled two of the vegetable sides: the jumbo grilled asparagus with toasted hazelnuts and olive oil crushed potatoes—a light and very flavorful rendition of ordinary mashed potatoes. Red Marlin has a decidedly unique dessert menu, featuring specialties such as the Fuji apple and mixed berry cobbler, a crumbly, hearty fruit-compote-filled pastry with vanilla bean ice cream, or the roasted pears and chocolate, a dish of warm, sweet pears with a sinfully rich chocolate sauce on the side.

Red Marlin is open for breakfast, lunch and dinner and is located in the Hyatt Regency Mission Bay Spa & Marina at 1441 Quivira Road. For more information, visit Red Marlin’s Web site: www.redmarlinrestaurant.com. ❖

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PUTTING Entrepreneurial Skills INTO focus

BY LISA GESNER

IN TIMES OF ECONOMIC UNCERTAINTY, many small businesses simply don't have the resources to invest in training and skills improvement programs. Yet skilled and knowledgeable entrepreneurs may be the competitive edge these companies need to remain viable in difficult times. Owner-operators must be able to effectively manage numerous, if not all, aspects of their business to respond to changing industry and customer related needs.

The San Diego Regional Chamber of Commerce recently secured funding from the state of California that will allow us to offer free comprehensive training for small-business owners. The Chamber's entrepreneurship training consists of three complimentary, high-quality courses that will provide targeted information for small-and emerging-business owners. Each course is made up of six to 10 classes designed to deliver relevant information quickly, with practical examples that will help small-business owners sustain and grow their businesses. Programs are offered at no cost to members. The San Diego Regional Chamber of Commerce is the only chamber in the region to offer this benefit!

"The Chamber's new entrepreneur training is a great way for business owner-operators to enhance strategic planning, customer service and sales skills, resulting in a more profitable bottom line for the company," says

Chamber President and CEO Ruben Barrales.

The new entrepreneur training will be offered as an initiative of the San Diego Regional Chamber of Commerce's Chamber Academy, with funding provided by the California Employment Training Panel (ETP). The Chamber Academy is dedicated to educating and culti-

HERR PHOTOGRAPHY

Herr Photography is a small San Diego-based business with five contracting photographers, headed by Joanna Herr Hanks, an award-winning photojournalist with more than 35 years of



photographic experience. Herr knows firsthand the challenges of running a small business, and is excited at the prospect of entrepreneur training.

"I attended the first qualification meeting and, needless to say, I was extremely impressed with the three options, the instructors and the curricula," says Herr. "After reading the course curriculum, I decided to enroll in Relationship First Training."

vating the entrepreneurial spirit of small-business owners and operators throughout the region by providing informational seminars that help these entrepreneurs create self-sufficiency and prosperity.

The ETP helps to fund training that would often be a burden for small companies to finance during tough

MEET THE INSTRUCTORS

Joon Hahn is the Founder of Better San Diego, where he serves smart business leaders in his role as strategy specialist. It's his passion to work with leaders to develop and understand solutions so that they "learn how to fish" instead of "just getting a fish for today." Hahn also writes the "Small Business Tip of the Week" in Business Online, the Chamber's monthly e-zine, and facilitates various Chamber workshops and courses.

Darren Cecil is President of San Diego Sales, Inc. He leads the Sandler Sales Institute, which offers ongoing reinforcement coaching and training at USD. He works with clients such as American Express, Qualcomm, the San Diego Regional Chamber of Commerce, SeaWorld and the Padres. "Small businesses can benefit immensely from strategic, expert advice on how to build and retain a client base," states Cecil. "The Chamber's entrepreneurship training gives just that."

Robert Moberg is the President of CT Consulting and currently directs Business Development for Executive Business Services in Temecula. Robert is closely connected to the book *The Referral of a Lifetime*, a Ken Blanchard series, and has been involved with the Referral Institute Training, DISC and GEM Training, and Relationship First Training for the past several years. In addition, Robert enjoys strong business tenure, previously holding the position of Vice President with Petco and owning a thriving consumer products company.

For more information on the Chamber's new entrepreneur training program, visit: www.sdchamber.org and click "Free Training."



small-business members by identifying appropriate curricula and contracting professional trainers, and we will manage compliance directly with the state. Members simply sign up and the Chamber takes care of the rest."

The Chamber's goal with this new benefit is to help small-business members expand their knowledge base and grow their businesses. Small employers

with fewer than 100 employees represent more than 98 percent of all businesses in the state, and employ 54 percent of all California workers. "These businesses are a viable economic engine of our region, yet these same companies tend to be the most underserved business class in the state," comments Douglas Holman, Vice President of Membership at the Chamber. "Supporting smaller businesses is essential to building a strong economy. We certainly hope that every eligible member company takes advantage of this unique opportunity."

HOW TO REGISTER

Registering for the Chamber's entrepreneurship training is easy. Simply download and fill out the registration form at www.sdchamber.org and click "Free Training." Completed forms can be e-mailed to Doug Holman at dholman@sdchamber.org or faxed to (619) 744-7491. This program is an exclusive benefit of membership and is only available to businesses with nine or fewer employees. The training will consist of three topics in three separate sessions: Relationship First Training, the Sandler Selling System and Everyday MBA™ Small Business Booster. Visit www.sdchamber.org and click "Free Training" to review eligibility requirements and for full descriptions of each course.

"Relationship First" will explore customer relationship and retention skills. The course begins Monday, August 25, 2008, and runs for 10 weeks (eight sessions with two holiday breaks—Labor Day and Columbus Day). *The Wall Street Journal* released an article that published this finding: Statistically, 85 percent of your clients say they buy because of you, not because of your products or

economic times. The entrepreneur training through the ETP is funded without impacting the state's General Fund by a special Employment Training Tax paid by California companies to promote the development of an improved state workforce.

Entrepreneurial training is an excellent way for employers to introduce themselves to the concept of practical workforce training and is easy to implement. Training is not for the employees, but instead for the business owners, who can then transfer their knowledge onto their employees. "Until now, Employment Training Panel monies generally went to larger businesses that had personnel and resources in place to manage the burdensome application and compliance requirements," says Chamber CFO Bill Scarfia. "We have simplified the process for our

services. This interactive workshop tackles the challenge of finding new customers by providing practical tools and advice on developing relationships with prospective customers—and staying connected with them. Join this session for a solid plan to build stronger relationships and learn how to define core market strategies, utilize your database to its fullest and effectively network with your target market.

Learn more about the “Sandler Selling System” at the Chamber’s enhanced sales-training workshop. The course begins Tuesday, August 26, 2008, and runs for 10 consecutive weeks. Each session will highlight a different segment of the Sandler Selling System and explore selling weaknesses that can cripple any salesperson or business owner. Anyone who is responsible for selling, client or business development, is a business owner or sales manager, or simply anyone who wishes to learn insights into selling should attend this session! Experienced veterans and new sales associates will benefit equally from this hands-on course.

“Everyday MBA™ Small Business Booster” will cover strategic planning and business processes, beginning Thursday, August 28, 2008, for 10 consecutive weeks. Every class will be hands-on, so attendees can improve their business in real time. Learn how to tackle the biggest challenges facing small-business owners by creating a more strategic and effective business, build loyal-customer-generating business processes, nurture marketing and improve your time-management and leadership skills. This course will explore how to maximize resources you already have in place and even didn’t know you had, as well as explore new no or low cost technology and resources to boost your profits. ❖

TO REGISTER, download and fill out the registration form at www.sdchamber.org and click “Free Training.” Completed forms can be e-mailed to Doug Holman at dholman@sdchamber.org or faxed to (619) 744-7491.

CHAMBER BENEFITS

The Chamber offers various other members-only benefits to assist businesses small and large with their bottom line for healthcare insurance, office supplies and more. Below is a sampling of benefits the Chamber provides:

Workers’ Compensation Insurance Program from Arrowhead General Insurance Agency

Receive special pricing on workers’ compensation insurance exclusively for San Diego Regional Chamber of Commerce members. Ask your independent agent for a quote or contact the Chamber for a referral to a Chamber member agent.

Group Healthcare Coverage from Blue Shield of California

Blue Shield of California offers preferred rates and no medical questions to qualified Chamber member firms with five to 50 enrolled full-time employees who are not currently with Blue Shield. Plan options include HMOs, PPOs and Point of Service. Also available are high-deductible PPO plans that are HSA-compatible.

New Dental Choice Discount Dental Program

Chamber members and their employees can subscribe to the new Dental Choice program and gain access to discounts from 1,500 local dentist locations. Chamber members pay an annual fee of \$96 for individuals and \$120 for families.

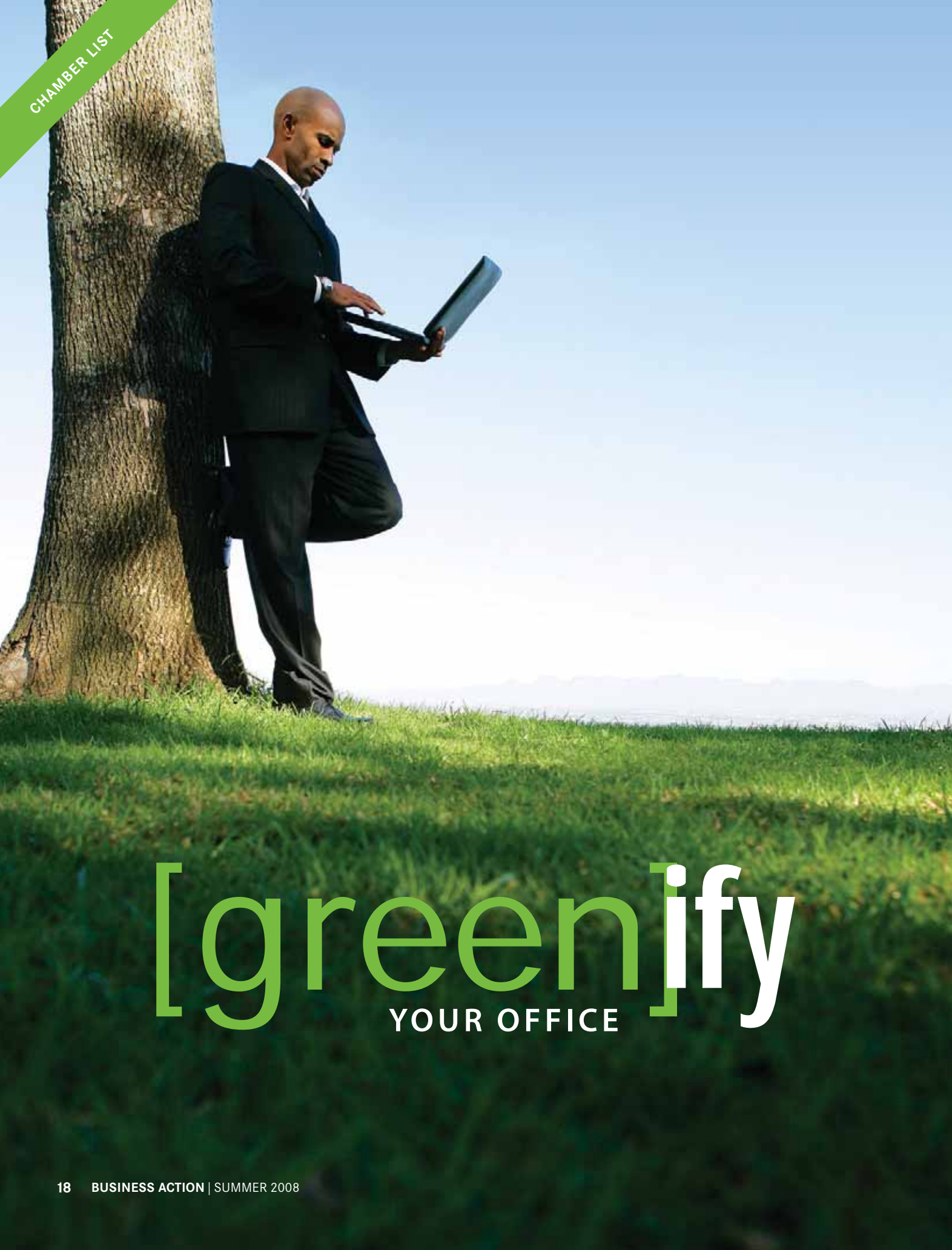
Office Products Program from Office Depot

Save 15 to 25 percent annually on office supplies from Office Depot and a variety of other products and services: technology, copy and print, furniture, promotional products, private brands, technology, coffee and break room supplies, green products and more.

DHL Overnight Mail Service

Save up to 25 percent off standard rates on DHL’s full suite of shipping services: next day, second day, ground delivery, Ship Ready prepaid overnight shipping and international express to more than 220 countries and territories.

For more information, visit www.sdchamber.org/benefits/memben.html.



[green]ify

YOUR OFFICE

Going green has become the trend for businesses around San Diego County

as conserving water and energy resources become more and more important.

Has your office taken steps yet to do your part in protecting the environment?

These members can help you “greenify” your business

by recycling, reusing, conserving and more.

E-WORLD RECYCLERS

E-World Recyclers, an electronic-waste-recycling company in Vista, provides assured recycling and destruction services for the disposal of all types of electronic devices. Computers, monitors, laptops, copiers, cell phones and just about any device with a plug are disposed of properly, keeping hazardous substances and clunky devices out of our landfills. E-World Recyclers create commodities that can go on to be reused in new products. Shredding services are available for hard drives and other proprietary information. Go green by utilizing E-World for your e-waste solutions! www.eworldrecyclers.com

CLEAN & GREEN

Clean & Green is a distributor of EPA-certified green cleaning products. Unlike many green products that take an existing formula and dilute or remove ingredients, Clean & Green's products are made from totally new formulas that work! Products are safe and effective. Help protect the environment by replacing harmful chemical cleaners in your office with these earth-friendly products. Clean & Green offers a Stain Stop degreaser/cleaner, Spot Stop carpet and fabric cleaner, and a high performance, multipurpose Go-Green absorbent. www.cleanandgreendist.com

ENVIRONS LANDSCAPE ARCHITECTURE, INC.

Environs is a full-service landscape architecture firm focusing on the conceptualization and creation of estate residential, office complex and shopping center imagery and landscapes. Environs has more than 25 years' experience in San Diego and specializes in the design and implementation of native California landscapes and water-conserving landscapes, renovating existing facilities to reduce water consumption, and implementing irrigation concepts and systems to help your office use

less water. Environs can redesign your outdoor environment or office property into a new landscape that is sensitive to the changing global environment. www.environs.us

CABOODLE CARTRIDGE

Each year, more than 300 million ink and toner cartridges end up in landfills as they leak toxins into our soil and water sources. Caboodle Cartridge offers cartridge recycling, drop shipping and delivery, with great prices on remanufactured ink and toner cartridges, refilling and more. The plastic it takes to make a cartridge requires 400 million gallons of oil annually, and reusing and recycling cartridges is a great way to pitch in and do your part to protect the environment. Reusing cartridges can reduce expenses by 15 to 60 percent! www.caboodle.com

SAN DIEGO OFFICE INTERIORS (SDOI)

San Diego Office Interiors is a full-service commercial design/build office interiors firm focused on making green the new “normal.” If you are considering moving into a new building or remodeling your existing offices, San Diego Office Interiors is a one-stop solution for your interior needs. The firm not only designs sustainable options for customers, it is the only design firm, general contractor or office furniture provider that actually works in a building designed to a LEED CI Platinum level—proof of a steadfast commitment to green building! www.sdoi.com

SOLARCITY

SolarCity can help San Diego business owners do something great for the environment and save money at the same time. The company recently rolled out a first-of-its-kind SolarLease, an affordable option that can make solar power less expensive

continued on page 22

Neighborhood House Association

Committed to excellence



NEIGHBORHOOD HOUSE ASSOCIATION (NHA) was founded in 1914 as a settlement house, assisting immigrants transitioning into the San Diego Community. In the last 100 years, it has evolved into San Diego County's largest non-profit social services provider, serving the community with nine programs at more than 130 locations throughout the county.

With an annual operating budget of more than \$100 million and about 1,500 employees, NHA has become one of San Diego's largest employers and, in the process, has assisted thousands of needy San Diegans each year.

"Today, over 350,000 individuals in our area live below the federal poverty

threshold," says Rudolph A. Johnson III, NHA President and CEO. "NHA has taken it upon itself to help these individuals achieve a better quality of life and develop innovative strategies to secure necessary funding and revenues to continue to make a difference for future generations."

NHA has established a high standard for itself and, through its commitment to improve the programs and services it offers within the community, has developed a unique way to generate financial support for its programs. In 2007, NHA introduced the Virtual Gala, which cuts event-related costs by more than 200 percent (compared to a live gala) and assures that more funds are distributed

to much-needed programs.

In addition, NHA has received leadership and support from Virtual Gala Co-Chairs Carol Wallace, President & CEO of the San Diego Convention Center Corporation, and David Peckinpaugh, President & CEO of the San Diego Convention & Visitors Bureau. With their participation, NHA has set a precedent in how non-profit organizations can generate financial support within the community.

NHA is moving forward and continues to provide support to individuals and families every day, helping improve their quality of life through a variety of vital social services. NHA provides child development services and education through Head Start, teen pregnancy prevention through the Connection Program, senior services through the Senior Service Center and the Adult Day Health Care program, mental health services such as Project Enable and the Friendship Clubhouse, a housing counseling program, and HIV/AIDS services such as case management and transportation. NHA also provides emergency assistance services to people in the community who need immediate one-time help.

For further information on NHA, visit www.neighborhoodhouse.org. Information on the 2008 Virtual Gala is available at www.nhagala.org. ❖

California Center for Sustainable Energy

Greening your world

SUMMER TEMPERATURES have Southern Californians looking for a break from the heat. To escape the beating sun, many of us make hasty retreats to air-conditioned buildings, thinking nothing of the energy and cost to power our comfort. Summer utility bills confirm that air conditioners are the leading cause for higher rates during the hottest months.

Despite the heat, more and more home and business owners are seeing that radiant ball of energy in the sky as a way to cool comfort. Solar energy is a renewable resource that can both power an air conditioner and lower utility costs. At the California Center for Sustainable Energy (CCSE), renewable energy is an everyday buzzword. As the one stop shop for “Greening Your World™,” CCSE is dedicated to providing programs, such as the California Solar Initiative (CSI), that encourage the adoption of clean and renewable energy practices and technologies.

The CSI program offers incentives to business owners for installing solar photovoltaics (PV) to power their energy needs. “About 100 businesses participated in our first full year,” according to John Supp, CSI’s program manager. The Solar Water Heating Pilot Program and the Self Generation Incentive programs also offer incentives for adopting

renewable energy alternatives. In fact, reducing energy costs during the summer months can be achieved through a variety of practices that are easy to implement.

Simply planting shade trees cools the home and significantly reduces energy costs and the need for air conditioning. CCSE’s Cool Communities shade tree program offers qualified San Diego homeowners up to 10 free shade trees. Trees not only help reduce energy costs, they also improve the environment by converting greenhouse gases into oxygen. Through the process of photosynthesis, trees help reduce carbon emissions.

At CCSE’s Energy Resource Center (ERC), visitors can learn about all the programs offered while perusing the many

energy-efficiency displays in the showroom. The ERC also hosts free energy-efficiency workshops and a resource- and tool-lending library, and sends out a monthly e-newsletter.

This year, thousands of residents and business owners attended CSI’s workshops at the ERC, which makes Supp optimistic about the future of the program. “[This year] we have seen an upswing in applications,” he says. CCSE welcomes the public to the Energy Resource Center at our central offices to make use of the resources available for “Greening Your World™.”

For further information on the California Center for Sustainable Energy, visit www.energycenter.org. ❖



Greenify Your Office *continued from page 19*

than electricity from the power company. SolarLease provides the option of leasing a solar-power system from SolarCity for a low monthly payment that is typically less than a monthly power bill. The system produces electricity without creating any pollution, using any gasoline or emitting any greenhouse gases. www.solarcity.com

SWINERTON BUILDERS

Building a new facility? Swinerton Builders' green building team of LEED-accredited professionals is continuously researching and implementing new green products and technologies that save initial construction costs and reduce ongoing energy consumption. Past projects include The Orchard Garden

Hotel in San Francisco, which was built with green construction features to include extensive recycling, high-volume fly ash concrete and recycled materials throughout; and a LEED Gold-registered replacement building for the Behavioral and Social Sciences Building on the Humboldt State Campus in Arcata. www.swinertongreen.com

SAGE GREEN

Sage Green, LLC is a supplier of the reusable shopping bags that were chosen by the Discovery Channel television series *Wa\$t*ed as products that are emblematic of the need to focus on reusing products over and over throughout our daily lives. One reusable shopping bag eliminates 300-500 plastic bags from our landfills. Encourage employees to use reusable shopping bags to carry office supplies, lunches and more! Help alleviate litter and change habits that will promote a cleaner planet. Sage Green offers reusable bags for sale in groups of five or 10, as well as custom bags in lots of 100. www.environmentbags.com

PE CONSULTING, INC.

PE Consulting, Inc. is a multidiscipline engineering and consulting firm specializing in transforming companies and institutions into highly efficient, sustainable enterprises. PE Consulting specializes in solving energy problems by making existing facilities more efficient, utilizing renewable energy through waste-to-energy programs, and providing efficient design and building. Whether you are looking for ways to use less energy in your current office or seeking to build new, PE Consulting can assist you in all your engineering needs. www.peconsulting.com

SUNTECHNICS

Suntechnics can support your office's plans for large-scale photovoltaic systems and building-integrated solutions, from double-digit kilowatt projects and megawatt-sized solar parks to customized PV panels. Suntechnics has experience with some of the largest solar power installations in the world, as well as award-winning installations, allowing you to generate electricity for your home or business independent of your utility company. This not only helps lower your energy bill, but your business's impact on the environment. www.suntechnics.com ❖

Green Business Alliance Group



Does your business have a passion for the environment? The Green Business Alliance Group seeks to bring together people who have a green business or have customers actively concerned with the environment, and people otherwise interested in meaningfully addressing environmental issues. The goal of the Green Business Alliance Group is to educate each other, network, inform of

upcoming events, and unify the green-business movement. If this sounds like your business, we encourage you to explore this group further. Contact Erin Chapman at echapman@sdchamber.org or (619) 544-1382.

Allison Appraisals & Assessments

Business valuation and advisory services since 1954



ALLISON APPLIES

a team approach in identifying and creating value. Recently, they responded to a business owner who needed his \$25 million manufacturing company to improve its bottom line and stock price, and was worried about the tax implications of gaining liquidity and transferring part of his 65 percent ownership interest (shares) to his family.

Allison recommended the creation

and funding of a buy-sell agreement with his partners through the purchase of insurance. After careful review and implementing several of Allison's recommendations, company earnings almost tripled and the company value grew accordingly. The owner established an Employee Stock Ownership Plan to reward and preserve loyal staff with the added benefit of providing a comfortable cash nest egg. He also created "NewCO" through outside equity funding and was able to gift his shares without incurring taxes with the assis-

tance of his legal and financial advisor and our valuation team. Whether for legal, tax or transfer purposes, it often starts with knowing what your business is worth.

For more information, contact Managing Partner Carl L. Sheeler, Ph.D., at carl@allisonappraisals.com or visit Allison on the Web at: www.allisonappraisals.com. ❖

San Diego Chargers

Commitment to community

THE SAN DIEGO CHARGERS have been a part of life in San Diego since the team planted its roots here in 1961. The franchise's on-field success includes an AFL Championship, a berth in Super Bowl XXIX and most recently, an appearance in the 2007 AFC Championship Game. Owned by the Alex Spanos family since 1984, the Chargers are leaders both on the football field and in the San Diego community, bringing national exposure and economic benefit to America's Finest City.

Alex and Dean Spanos played crucial

roles in bringing Super Bowls XXXII (1998) and XXXVII (2003) to San Diego, resulting in huge economic windfalls for the entire community. The Spanoses are among the world's leading philanthropists, donating millions of dollars each year in San Diego and around the globe. They recognize the importance of education, donating more than \$400,000 annually to San Diego schools and students through the Chargers Champions Education and Fitness Initiative. Twice when San Diego has been hit by devastating wildfires, the Spanoses have stepped forward with

million-dollar donations to assist the fire-fighting and relief efforts. The Spanos family's commitment to support education and disaster relief is unmatched in the private sector in San Diego. Visit www.chargers.com. ❖



Beacon Economics

California's most credible economic forecasters



IN A SHORT TIME, Beacon Economics has built a reputation for precision, daring and truthfulness by way of highly regarded economists, rigorous research, independent conclusions and lively communication with audiences. Beacon's track record includes advising the record-setting Wall Street hedge fund Paulson & Co. for the past two years, winning contracts with some of California's largest cities, and hosting successful economic forecast conferences around the state. One of Beacon's principals was also recently appointed to California

State Controller John Chiang's Council of Economic Advisors.

Young and forward-looking, Beacon is not afraid to push the envelope and is committed to providing the economic research and consultation our clients need to survive upheaval and seize opportunity.

For more information, contact Victoria Pike Bond at Victoria@BeaconEcon.com or visit Beacon Economics online at www.beaconecon.com. ❖

Cooley Godward Kronish, LLP

Meeting the challenges of today's global marketplace



RANKED AS the #1 law firm that San Diego public companies turn to for counsel by *Corporate Board Member Magazine*, Cooley Godward Kronish, LLP offers a premier, full-service business practice for both public and private companies. In addition to representing clients in all phases of their business cycle, Cooley excels at high-stakes litigation, includ-

ing securities, class action, white-collar crime, employment and labor, intellectual property, and venture capital litigation.

Cooley boasts the most substantial corporate and transactional practice dedicated to high-growth technology and life-science companies. The firm's list of notable San Diego clients includes Amylin, Gen-Probe, DivX and Qualcomm, but it also provides fund formation and portfolio counsel to nearly every venture capital firm in the region, including Forward Ventures, Avalon Ventures, Mission Ventures and JMI Equity. Cooley

is counsel to 31 San Diego companies listed on the major public exchanges and represents 31 percent of local, private companies that raised venture capital from January 2006 to present. Cooley is also engaged in the most high-profile real estate matters in San Diego. For more information, please visit www.cooley.com. ❖

Lake Arrowhead Resort and Spa

Southern California's best-kept secret

SITUATED AT 5,106 feet in the San Bernardino National Forest, the new Lake Arrowhead Resort and Spa offers a welcome escape from the frenzied pace of the city. The lakefront, mountaintop location is easily accessible from the San Diego area and boasts stunning lake views, unique venue options, superb amenities and accommodations, and guaranteed peace and quiet. Lake Arrowhead Resort and Spa creates an ideal setting for meetings and events that inspire creativity and produce results.

Fresh from an exquisite \$20 million

transformation, the resort features 173 superbly remodeled guestrooms including 11 spacious suites, completely renovated meeting and public spaces, soothing spa and salon treatments at Spa of the Pines, wine-inspired dining in a cozy atmosphere at BIN189, and a dramatic new lobby.

The resort also offers 12,000 square feet of indoor function space furnished with the latest technology. A 4,000-square-foot ballroom accommodates receptions with up to 400 guests, and a self-contained boardroom features



its own business center, wet bar, lounge and restroom, and offers conference-style seating for 17. Unique outdoor meeting areas include a private beach, manicured lawn and a large terrace overlooking the lake.

For more information, visit www.laresort.com or call (800) 800-6792. ❖

Century 21 Award

Real estate and change

THERE IS ONE COMMON denominator in the real estate business that will always be a factor and cannot be ignored: change. The market changes, the products (houses, condos, buildings, etc.) change, and the economic climate changes. And now, the buyers have changed. Today's real estate buyers are much more sophisticated than they ever have been in the past.

Jim Miller, Commercial and Residential Realtor with Century 21 Award, encourages any buyer, whether residential or commercial, to make sure their agent

is part of the change. The agent who has sold homes in the same neighborhood for 30 years may no longer be the best choice for new ventures. The time is right to buy a home, an office condo, rental property or commercial building. The seller pays for the cost of a buyer's agent, so be sure you get the best agent for their money. Ask hard questions and expect crisp and concise answers—not rhetoric or dogma.

For help finding an agent, call Jim Miller at (619) 668-2889, or visit him on the Web at www.JimSellsSanDiego.com. ❖



Fitness, Inc

Life is a strategy—live like you mean it!



MOVE OVER DAIRY, there are better bone-strengthening tools in town! While dairy products contain calcium, they are not necessarily the best source of absorbable calcium. The body absorbs calcium differently from different foods.

Example? About 32 percent of the calcium in milk is usable by the body, while 54 percent of the calcium in bok choy is usable. Other cultures consume calcium from plant foods, such as green leafy vegetables, fresh or dried fruit, nuts and seeds, and maintain osteoporosis rates lower than in the United States.

For more information, contact Stacy Farrar at stacy@fitnessinc.biz or visit www.fitnessinc.biz. ❖

HelmsBriscoe

The global leader in meeting procurement

FOUNDED MORE THAN 15 years ago, HelmsBriscoe was formed to address the needs of meeting planners seeking a more efficient process for site selection and RFP response. HelmsBriscoe is recognized today as the highest volume purchaser in the meetings and event industry, providing services for more than 8,000 corporate, association and government clients that plan off-site conferences.

HelmsBriscoe offers preferred rates and more hotel partnerships than any other third party, with virtually every major hotel chain and most independent properties both domestically and internationally.

For more information, contact Nicole Bonfiglio, Regional Manager, at (619) 319-5407 or by e-mail at nbonfiglio@helmsbriscoe.com. ❖

Gordon Binder & Weiss Vision Institute

Creating life-changing experiences

IF YOU ARE CONSIDERING vision correction procedures such as LASIK, Advanced Lens Implants or cataract surgery, choose the corneal specialists at Gordon Binder & Weiss Vision Institute. Dr. Michael Gordon, Dr. Perry S. Binder and Dr. Jack L. Weiss are among the most well-trained surgeons in the world and have performed thousands of successful vision correction procedures. The institute provides a remarkable level of care through a commitment to breakthrough vision-correction techniques.

Learn more at www.gbvision.com. Or, call (800) NEW-VISION to schedule a complimentary consultation. ❖



JPS Global Investments

Building green pathways to wealth



JPS GLOBAL INVESTMENTS, LLC is a San Diego-based investment advisor, focusing on sustainable investing. It is their belief that one

does not have to sacrifice return potential by adding environmental and social criteria to the investment process. As a long-term investor, JPS Global Investments believes that over time, companies that create and maintain sustainable businesses will outperform those that have unsustainable business models. Their strategy has financial, societal and environmental rewards, which are all paramount to clients' future.

Schedule a free consultation by e-mailing info@jpsglobalinvest.com. Or, call (619) 269-0329. ❖

EMERALD PLUS

Wells Fargo Bank - Lemon Grove

EMERALD

Union Bank of California - Mission Valley

PLATINUMCourtyard by Marriott - Rancho Bernardo
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Merrill Lynch - University Towne Center
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XTRA SPORTS 1360AM**BRONZE**A-1 Self Storage - Chula Vista
A-1 Self Storage - Downtown
A-1 Self Storage - El Cajon 1
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A-1 Self Storage - La Mesa Ctr. Dr.
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A-1 Self Storage - Lakeside
A-1 Self Storage - Main
A-1 Self Storage - Mid Town
A-1 Self Storage - Mission Valley 1/3
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A-1 Self Storage - Morena
A-1 Self Storage - Oceanside 1
A-1 Self Storage - Oceanside 2
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Collins Psychological Therapy and Consulting, Inc.
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Crohn's & Colitis Foundation of America, Greater San Diego Chapter
Davies Investments, Inc.
Emeritus
ENTRIQ
EOS-Electronic Output Solutions
Erwin Financial
Fortis Capital Solutions, Inc.
Gunlock Industries
Hallmark Mortgage, Inc.
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San Diego Technology Group
SDSU Alumni Association
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Storage West Self Storage
Storage West Self Storage
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Youth Tennis San Diego**STANDARD**5 Palms Travel
AZZ Logos
Abacus Data Systems, Inc.
After Dark Grafx
Air Tek Air Duct Cleaning
Akeena Solar: San Diego
All 4 Design
All Star Auto Detailing, Inc.
Americorp Financial And Realty Services
Amerisource Worldwide
Anchor Point Design
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ARC Electronic Recycling
Axel Bail Bonds
Benefit Management Systems of CA
Binational Business Network, Inc.
Bloom Natural Health, Dr. Amanda Ward
Body Alchemist
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BST Realty and Mortgage, Inc.
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Cafe Virtuoso, LLC
California Miramar University
California Overland Excursions
Caltrop Corporation
CAMP RUN-A-MUTT
Caring Hearts of San Diego
Catering by Charles Rubin
CB Urban Development, LLC
Chris Keith Personal Training
Christopher Cremis DDS, Inc.
Clean & Green
Clear Life Financial, Inc.
Conscious Nutrition
Contact Golf Business Networking
Creative Solutions Realty Investments
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