



Chamber CHATTER

355 Gellert Boulevard, Suite 138, Daly City, CA 94015 | (650) 755-3900 | dalycity-colmachamber.org

SUMMER 2016

OUR CHAMBER IS THE PIPELINE FOR BUSINESS.

Small businesses, corporations and entrepreneurs have made the discovery that the Chamber is indeed, the Pipeline which provides vast opportunities for the Chamber members to educate, grow, showcase and develop their services and business products to our local community, global constituency and ever-changing world.

Together, our Chamber offers businesses and customers a multitude of experiences they will remember. We provide a platform for new and existing businesses to expand their business by offering cutting edge publicity such as Comcast, Social Media, the Chamber Chatter newsletter, E-Mail Blasts, Television and all forms of media transmissions. We have a greatest group of Chamber members; professionals, shop owners, entrepreneurs, health service workers, restaurateurs,

hospitality workers, craft people and more, who live and work here, side-by-side, creating new and repeat business possibilities.

Chamber members develop and grow invaluable connections to each other that provide many tangible and valuable benefits. I thought it would be interesting to note that some newly divulged facts that clearly support the concept that the Chamber is the Pipeline to business. Demonstrating this is the survey conducted by IBM of over 1,700 prominent CEOs from more than 60 countries which acquired findings that doing business with face-to-face interactions is ranked as the most important channel to engage customers. In another survey based on 1,000 respondents from CIO,

>>Pipeline For Business,, continues on p. 13



High School Scholars, Business and City Leaders at the Access to Higher Education Scholarship Evening.

Daly City/Colma Chamber of Commerce | 355 Gellert Blvd., Ste. 138, Daly City, CA 94015
phone: (650)755-3900 | e-mail: staff@dalycity-colmachamber.org | website: www.dalycity-colmachamber.org
Chamber Chatter Newsletter - Now Available On-Line and In-Print ... Call the Chamber for Details.

NEW MEMBERS

WINTER 2016 - SUMMER 2016

Alpine Inn and Suites
BDO Remit USA, Inc.
CalCare
Cruise One
Daly City Youth Health Center
Digital World Pay
Jesus Miracle Crusade -
International Ministry
Julie Roebing Mary Kay Cosmetics
Nick's Kitchen
Papa Ray's Pizza
UFC Gym

RENEWING MEMBERS

RENEWING MEMBERS YEAR JOINED

Daly City Public Library 2012
Associates
Gateway Christian Church.... 2015
Holiday Inn, San Francisco . 2015
International Airport
Steak & Shake 2015
Unitek College 2013

BOARD OF DIRECTORS

PRESIDENT / CEO
GEORGETTE SARLES
GEORGETTE'S OF WESTLAKE

1ST VICE PRESIDENT
/ CFO

MANNY REBURIANO
ALLSTATE INSURANCE

2ND VICE PRESIDENT
ROSS SIT
REALTY ONE GROUP ALLIANCE

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BETTER HOMES AND GARDENS
REAL ESTATE

IMMEDIATE PAST
PRESIDENT
JOHN HUI
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COMCAST BUSINESS

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CLASSIC BOWLING CENTER

SPENCER HOLEMAN
CHILDREN'S EMPOWERMENT, INC.

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OUTBACK STEAKHOUSE

MARIANA LANDEROS
HAMPTON INN BY HILTON

DAISY LI
MOONSTAR SEAFOOD BUFFET

LIZETTE TRAN
SAN MATEO CREDIT UNION

MARIE VILLAROSA
SERRAMONTE CENTER

EX-OFFICIO
Hon. Adrienne J. Tissier

DIRECTOR EMERITUS
HON. ALBERT TEGLIA

CHAMBER STAFF
FELICIA LEONG

SALES DIRECTOR

CECE BARROS
CHAMBER ASSISTANT

ALISON WILSON
PHOTOGRAPHER, IT CONSULTANT

MISSION STATEMENT



The role of the Daly City/Colma Chamber of Commerce shall be to encourage business development and networking, providing members with useful information and services. The Chamber shall take a leadership role in promoting economic, professional, commercial and civic vitality for our communities, while seeking to preserve the unique qualities that are good for business and make Daly City and Colma very special places to live, work and do business.

MARK YOUR CALENDAR - JOIN US !*



NOTHING BUNDT CAKES

GRAND OPENING
RIBBON CUTTING
AUGUST 5TH - 3:00 P.M.
WESTLAKE SHOPPING
CENTER

221 Lake Merced Blvd.
DALY CITY, CA 94015

ANNUAL BUSINESS TO CONSUMERS SHOWCASE

FREE TO THE PUBLIC

SATURDAY, SEPTEMBER 10TH
10:00 A.M. TO 4:00 P.M.



SERRAMONTE SHOPPING CENTER
DALY CITY, CA 94015

Visit the Daly City / Colma website
www.dalycity-colmachamber.org
and download Exhibitor/Sponsor Form

60TH ANNUAL GOLF TOURNAMENT

OCTOBER 17TH

10 A.M. GOLF 6 P.M. DINNER

LAKE MERCED GOLF CLUB
2300 JUNIPERO SERRA BOULEVARD
DALY CITY, CA 94015



HALLOWEEN SPOOK PARADE & COSTUME CONTEST

OCTOBER 31ST - 3:30 P.M.
SERRAMONTE SHOPPING CENTER
DALY CITY, CA 94015



ANNUAL BOWLING TOURNAMENT

NOVEMBER 14TH
CHECK IN 4:30 P.M. BOWLING 5:30 P.M.
CLASSIC BOWLING CENTER
900 KING DRIVE
DALY CITY, CA 94015

Check out the Daly City /Colma Chamber Website www.dalycity-colmachamber.org for more information, dates plus photographs of past events. * All dates subject to change.



MEMBERS TO MEMBERS

A benefit of membership is being featured in the Member to Members Column. The Daly City/Colma Chamber of Commerce encourages business development and networking, provides members with useful information and services to maintain economic vitality and quality of life.



Nothing Bundt Cakes Daly City – Opening Summer 2016
Local Bakery Owners
Linda Lam and Jane Pang
Westlake Shopping Center
221 Lake Merced Blvd.
Daly City, CA 94015
650-300-2233
Coming Soon
dalycity@nothingbundtcakes.com
www.nothingbundtcakes.com

NOTHING BUNDT CAKES

Grand Opening Ribbon Cutting
August 5, 2016 3 p.m.

Nothing Bundt Cakes is the perfect place to pick up a delicious treat for yourself, a gift for someone special or a hand-decorated bundt cake to wow any crowd. Every delicious bite-sized bundtini, miniature bundtlet and sharable bundt cake is baked fresh daily and crowned with our signature cream cheese frosting. With nine classic flavors and a seasonal Featured Flavor to choose from along with over forty festive hand-crafted



Delicious Wishes Cake

>> *Members to Members, continues on p. 5*



2731 Geneva Ave
Daly City CA 94014
415-468-5300
10:00 am ~ 1:00 am Fri & Sat
10:00 am ~ 11:00 pm Sun - Thurs
www.paparayspizzasf.com

Papa Ray's Pizza

Eliezar [Eli] Tejares was born and raised in Cebu, Philippines. When Eli was 15 he moved to Manila in search of his dream of making quality fresh pizza. After working several jobs, he decided to he wanted a better job and landed a job in Saudi Arabia as a pizza maker. Eli said, "I worked hard crafting pizza. My boss noticed it and promoted me to Store Manager. One year later, I won the Domino's Pizza International Manager of the Year award for the entire Middle East and European Countries."



California Combo Pizza

>> *Members to Members, continues on p. 13*

CHAIRMAN'S CIRCLE

PLATINUM



Georgette's of Westlake

GOLD



Westlake Village Apartments



LUCKY CHANCES
Casino & Fine Dining



Seton Medical Center
Seton Coastside



SILVER



COPPER

Jonathan CanoComcast Business
John HuiColdwell Banker
Rebecca HustedBetter Homes and Gardens Real Estate
Manny Reburiano...Allstate Insurance
Ross SitRealty One Group Alliance



Advertising Opportunities

Where can businesses reach over 35,000 consumers in one day? Serramonte offers a range of mall advertising opportunities to fit your budget and needs. Advertising at the Center allows you the opportunity to place your brand, message, product and more in front of millions of consumers with expendable income.

Contact:
Marie Villarosa
(415) 799-2100
mvillarosa@equityone.net

serramonte

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MEMBERS TO MEMBERS



Cora C. Mandapat
415-272-2427
Ramon Guevara
650-271-7009
Arsenio Silva
650-817-5386

Digital World

ATTENTION BUSINESS OWNER: want to reduce operational costs and increase profits?

Digital World offers YOU a way to recover, recapture, reduce and save money on your top business expenses. Digital World Audits Serve Many Industries

Digital World (DW) is known for excellence in merchant card processing, but we also offer a wide variety of merchant solutions to a wide variety of industries. We bring complex specialized tax incentives to small and midsize business owners, without a hassle. We understand most owners are focused on their core business, and do not have the time or resources to look for available programs. We have hundreds of specialists available to work for you!

Our team understands the value of your time, and will work quickly to determine which programs you may qualify for. In as little as 15 minutes we can determine if you qualify for any programs, and even provide an estimate of how much benefit you may be looking at.

If you meet any of the following criteria:

- Own Commercial Property
- Directly Employ U.S. Staff
- Pay Real or Personal Property Tax
- Pay State or Federal Income Tax



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Our programs, from hiring incentives to credit card processing and everything in between, fit each businesses' special needs, while delivering outstanding customer service, superior rates, and state-of-the-art technology. We have over

15 years of successful business-to-business experience. With our excellent support, **our free equipment offer, and our \$500 lowest rate guarantee, we offer both honesty and integrity. A+ rating with Better Business Bureau!**

We get paid for performance: contingency fee only. We have recovered over \$400 million for our clients in the past decade. Call to schedule your Discovery Call today.

CONTACT: Cora C. Mandapat 415-272-2427 or Ramon Guevara 650-271-7009 or Arsenio Silva 650-817-5386



>> *Nothing Bundt Cakes continued from p. 3*

designs, you'll find the perfect bundt cake for any occasion. Browse our supply of



charming cards and unique gifts, too, and you'll see why our bakery is your one stop party destination.

Mention the Daly City/Colma Chamber Chatter Newsletter when we open to receive a FREE BUNDTLET with the purchase of a bundtlet! Limit one free bundtlet per guest with the purchase of one bundtlet. Valid at Nothing Bundt Cakes Daly City only. No cash value. Not valid with any other offer. Offer valid through 8/31/16.

Please come see us when we open this summer at Westlake Shopping Center, 221 Lake Merced Blvd. Daly City, CA 94015. Give us a call at (650) 300-2233.

24-Hour customer service



John Leland LUTCF
Personal Financial Representative

Allstate Financial Services, LLC
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Daly City, CA. 94015

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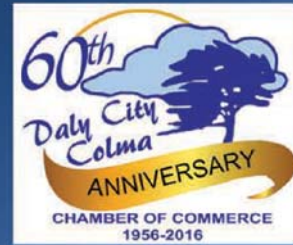
Call 1-800-GAMBLER for any gambling problems. Must be 21 years old to play.

GEGA - 002963; 000530



Presented by the Daly City / Colma Chamber of Commerce

19TH ANNUAL Business to Consumers SHOWCASE



Saturday, September 10, 2016
Serramonte Shopping Center
10:00 AM to 4:00 PM

PLEASE SEND PAYMENT TO:

Daly City / Colma
Chamber of Commerce
355 Gellert Blvd., Suite 138
Daly City, CA 94015

For more information call:
(650) 755-3900
Fax (650) 755-5160

staff@dalycity-colmachamber.org
www.dalycity-colmachamber.org
f dalycity.colmachamber
t dccchamber

Company Name: _____

Contact Name: _____

Address: _____

City: _____ Zip: _____ Fax: _____

Phone: _____ E-mail: _____

SPONSOR:

- Major Sponsor at the \$1000 level:** includes special attention and placement throughout the Showcase. Premium location near Center Court, pipe and drape exhibitor booth with 1 six-foot table, table cloth, 2 chairs, signage, and special placement of business name or logo on all marketing materials for the event.
- \$500 Sponsor:** includes placement close to Center Court, pipe and drape exhibitor booth with 1 six-foot table, table cloth, 2 chairs; signage, and business name on all marketing materials for the event.

EXHIBITOR:

- \$300 Exhibitor:** includes placement away from the Center Court, pipe and drape exhibitor booth with 1 six-foot table, table cloth, 2 chairs, and signage.
- \$150 Exhibitor:** includes placement away from the Center Court, with 1/2 pipe and drape exhibitor booth with 1/2 six-foot table (3 feet of a shared 6 foot table), table cloth, 1 chair, and signage.

Please Check One:

- Enclosed is my door prize: print door prize description here
"These prizes will be used in the "passport to prizes" raffle designed to increase visits to your booth.
- I've added \$25 to the cost of booth, instead of providing a door prize.
- Yes, I will need electricity.
"This is a No-Sale show, pop up booths and back drops are not allowed by Serramonte Center."

DEADLINE FOR RESERVATION IS SEPTEMBER 2, 2016 by 3 p.m.

PAYMENT: TOTAL DUE \$ _____

Check Visa MasterCard Security Code: _____

Name on Card: _____ Signature: _____

Card Number: _____ Expiration Date: _____



Daly City / Colma Chamber of Commerce Photo Gallery

Photos can be found at http://www.dalycity-colmachamber.org/Photo_Gallery.php

BUSINESS TO BUSINESS EXTRAVAGANZA / TASTE OF OUR CITIES

APRIL 21ST



INTERNATIONAL HOUSE OF PANCAKES (IHOP) VIGNETTE

APRIL 19TH

BETTER HOMES AND GARDENS REAL ESTATE, REBECCA HUSTED AND RICK WHIPPLE VIGNETTE

APRIL 18TH

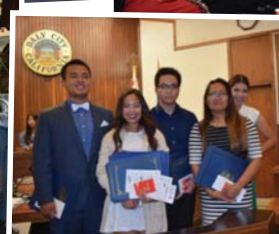
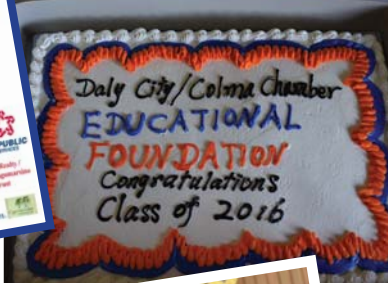
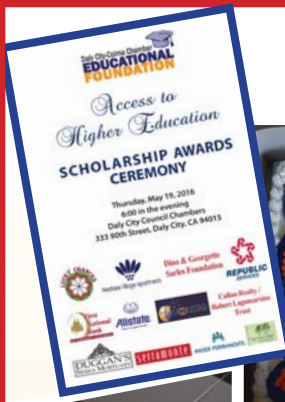


CRUNCH VIGNETTE

APRIL 20TH



ANNUAL SCHOLARSHIP CEREMONY MAY 19TH



SAVE THE DATE

Daly City / Colma Chamber of Commerce



Lake Merced Golf Club hosted numerous Collegiate, NCGA and USGA events and regularly hosts sectional qualifying for both the U.S. Open, the U.S. Women's Open, hosted the 2012 U.S. Girls' Junior Championship, and 2014-2016 Swinging Skirts LPGA Classic.

MONDAY, OCTOBER 17, 2016

LAKE MERCED GOLF CLUB

2300 Junipero Serra Boulevard, Daly City, CA 94015

OPEN TO THE PUBLIC

More details to follow

Daly City / Colma Chamber of Commerce

(650) 755-3900 | staff@dalycity-colmachamber.org

355 Gellert Boulevard, Suite 138 | Daly City, CA 94015





Discover new business opportunities!



Daly City / Colma Chamber of Commerce

355 Gellert Boulevard, Suite 138
Daly City, CA 94015
Tel: (650) 755-3900
Fax: (650) 755-5160
E-mail: staff@dalycity-colmachamber.org
www.dalycity-colmachamber.org

Daly City-Colma Chamber of Commerce

355 Gellert Blvd., Suite 138 • Daly City, CA 94015 • (650) 755-3900 • E-mail: flcong@dalycity-colmachamber.org

APPLICATION FOR MEMBERSHIP

Company Name: _____ Business Type: _____

Address: _____ City: _____ Zip Code: _____

Contact: _____ Title: _____ No. of Employees: _____

Phone: _____ Fax: _____ Email: _____

Website: _____

I hereby subscribe, as the annual dues, the amount of **\$99.00** for the purpose of underwriting the activities of the Daly City-Colma Chamber of Commerce. I understand that this is a special introductory rate with a 2 year commitment. I will be billed for the second year at standard membership rates. Dues are subject to approval of the Board of Directors and may be a TAX DEDUCTABLE item. **Membership shall be continuous unless cancelled by written resignation.**

Signature: _____ Date: _____

DCCCC/09



Whatever you need, we'll handle it from here.

Every step (and pickup) of the way.

Did you know that the State is requiring businesses to recycle their yard trimmings and food scraps starting in April 2017? As your community partner, Republic Services is here to help our Daly City, Colma and Broadmoor businesses understand the regulations – and compliance is easy with our new expanded Commercial Compost Collection Program!



We'll handle it from here.™



RepublicServicesDalyCity.com • 650-756-1130



>> **PAPA RAY'S PIZZA** continued from p. 3

Eli managed the San Francisco Domino's Pizza store for 10 years. Eli spoke about how in 2011 he had the opportunity to purchase a pizza place called **Papa Ray's Pizza**. He said, "My dream came true; I made it happen and bought my first store at 2731 Geneva Ave. Daly City. I have a great deal of experience managing a pizza place so I was confident that it could be successful." He continued, "In May 2014, I started my second store at 301 Miriam St. Daly City. Hopefully, in the future, Papa Ray's Pizza will have more stores operating around the Bay Area."

Papa Ray's Pizza creates a quality pizza using a combination of daily freshly made dough inside their store, proprietary pizza sauce using their own recipe, and exceptional cheeses combined with locally purchased fresh vegetables and meat. Eli said make sure you tell people we use Grande cheese, the best tasting real cheese, on the market. **Papa Ray's Pizza's mission is to deliver the best tasting pizza in the Bay Area.**

Please visit Papa Ray's Pizza at 2731 Geneva Ave Daly City CA 9401. Papa Ray's Pizza does deliver. They are on the web www.paparayspizzasf.com, phone 415-468-5300. Hours of operations are 10:00 am ~ 1:00 am Fri & Sat and 10:00 am ~ 11:00 pm Sun – Thurs. Stop by and say hello.

TAKE A SLICE OF THESE AWESOME DEALS!

Menet Enriquez
I'LL GUARANTEE EACH PAPA RAY'S PIZZA I MAKE.

Hi, I'm Menet, of your Favorite Neighborhood Independent Pizzeria. I personally guarantee you will get a freshly made freshly baked pizza, safely delivered to you **HOT**. That's a promise only Papa Ray's Pizza will deliver. If you have any comments or suggestions about our products and service, please call, fax or email me. I want to hear from you.
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1 Pizza, 1 Topping
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1 (2lt) Soda
Medium 21.99 +tax
Large 25.99 +tax

YUMM

>> **PIPELINE FOR BUSINESS** continued from p. 1

Computerworld, CSO, InfoWorld, ITworld and Network World it was learned that 93 percent of IT decision makers have attended industry events to learn about new concepts (79 percent), see and try new products (72 percent) and learn about new vendors and their offerings (69 percent).

Face time is another noteworthy, invaluable marketing strategy to the success of business. Your Chamber through its Pipeline effect allows



Preparing for the Opening of 2016 Business to Business Extravaganza / Taste of Our Cities

businesses to interact with their peers, contractors, freelancers, remote workers and clients for strategy, brainstorming and communication for strategic advice, making events a valuable channel to expose their business.

What a whirlwind arrived with the arrival of the months of April and May. April brought the celebration, courage and wisdom of our businesses who shared and interacted with other businesses at our Small Business Week Festivities - widely acclaimed all over the United States and here in Daly City and Colma.

This annual Small Business celebration week was started by three of our members hosting vignettes. Rebecca Husted & Rick Whipple of Better Homes and Gardens Real Estate started with the first vignette with good conversation and hors d'oeuvre; followed by scrumptious tastes at our very own Daly City International House of Pancakes (iHOP) Mixer; and not to be out done last was CRUNCH Fitness where we experienced beverages, bites to eat, and an informative tour of the gym. The week events culminated in the Business Extravaganza / Taste of Our Cities with 25 food vendors and 50 exhibitors.

May ushered in a glimpse of the future. The Chamber's 2016 Access to Higher Education Scholarship Drive came to completion as the Chamber experienced another successful fund-raising campaign to amass \$40,000 for deserving graduating high school seniors in our community. The students were judged on their

>> **Pipeline For Business, continues on p. 14**



REBECCA Says.....



Regular Real Estate Tips, Tidbits & Resources provided by Rebecca C. Husted, Realtor/Real Estate Consultant with Better Homes and Gardens Real Estate, Daly City . E-mail Rebecca@RebeccaHusted.com. Website: www.RebeccaHusted.com 415.706.4722,

Appraised Value Vs. Market Value You?

There's a long list of variables to wade through when buying or selling a home. One of the biggest and most important, however, is pricing. For a seller, figuring out the right price tag for your home could make or break the speed of your sale. For a buyer, offering too low can kill a deal before it even begins. When it comes to pricing, something that many buyers and sellers struggle to understand is the appraised value of a home versus the market value. Below, we differentiate between the two.

APPRAISED VALUE

The appraised value of a home determines the exact value number of the property. This value is based on a variety of data, gathered by a professional appraiser, trained to provide the estimated value of a home. The appraised value is based on comparable sales, the condition of the property, and several other factors.

MARKET VALUE

The market value will vary more than your appraised value. This is because unlike the appraised value, buyers have influence over the market value of a property. Why? Because ultimately, a property is only worth what someone will pay for it. So in short, the market value is the price the house will bring at a given point in time, once the buyer and seller establish a "meeting of the minds" on price.

The main thing to remember about the difference between an appraised and market value of your home is that market values are consumer-driven, while appraised values are driven by experts.

As a Member of the Top 5 in Real Estate Network®, I have a wealth of real estate and homeownership information that may be of help to you. Feel free to contact me any time to learn more about this important information, and be sure to forward this article on to any friends or family that may be interested as well.

high academic and career goals, extracurricular activities and community service. Community, business and government leaders were on-hand to be a significant part of the awarding of these scholarships to our future workforce, entrepreneurs and business leaders. Namely these terrific scholars, who were joined by family, friends, dignitaries and community leaders, alike, for this truly gratifying experience that made this Chamber deeply appreciative and truly honored.

Please take a moment to look ahead for our fall events that provide Face Time to our businesses and register today for Business To Consumers, Aloha Golf and Bowling for Turkeys.

We take pride in offering excellent opportunities for our Chamber businesses to be visible and impactful. For more details, please visit our website at www.dalycity-colmachamber.org, check out our fliers in this issue of the Chatter, or contact the Daly City / Colma Chamber at (650) 755-3900. We'd love to hear from you. Your Chamber is passionate about your success.

Membership application and benefit information can be found on-line www.dalycity-colmachamber.org/Membership.php; contact the Chamber office at (650) 755-3900 or by e-mail staff@dalycity-colmachamber.org. Special thanks to our Chamber Circle and our new and renewing members for your support and vision. If you are a member, we thank you. If you are not a member, we invite you to join!

Wishing you good business and great summer!

**LIVE/WORK/SHOP/PLAY...
DALY CITY / COLMA!**

**Thank you,
Georgette Sarles
President/CEO
Daly City / Colma Chamber of Commerce**

**Jonathan Cano
Area Manager**



**1485 Bayshore Blvd.
San Francisco, CA 94124**

T. 415.715.0537

M. 415.264.7238

F. 415.715.0582

**Jonathan_Cano@cable.comcast.com
business.comcast.com**





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Care Centric PVT*



Home Health Care & Hospice Inc.

Nafees Subedar

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Daly City, CA 94015



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Fax: 650.756.7713
Email: nafees@calcarehc.com
www.calcarehc.com

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Dinner Buffet 4PM to 9PM

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Join the Chamber

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Chamber of Commerce

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(650) 755-5160 Fax
staff@dalycity-colmachamber.org

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