

THE **Voice** OF BUSINESS

FAIRFIELD-SUISUN CHAMBER OF COMMERCE

WINTER 2023



Advocacy Council

works for Chamber members

2023 CHAMBER
BUSINESS
DIRECTORY INSIDE

THIS ISSUE OF THE VOICE OF BUSINESS
IS PRESENTED TO YOU BY





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open to all

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Fairfield-Suisun ^{California}
CHAMBER OF COMMERCE

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Looking forward to 2023 being another year of growth

We are officially into 2023, and boy is this going to be a great year for the Fairfield-Suisun Chamber of Commerce. As our Board Chair Darelyn Pazdel says, “We’re getting back to basics.” This means growing good leaders in our organization that will support our mission and ensure that we continue to adjust and adapt to our membership’s needs.

We are also very committed to support and growing our membership base in 2023. Coming out of COVID has been difficult for everyone. However, it has also generated some really great things, such as: Innovativeness, restructuring and overall changes in the lenses we all used in the past to navigate business.

I am so grateful to have a board that is forward-thinking and wants to move our Chamber in a direction that will keep allowing us to help and support our local business community now and for years to come.

So much was accomplished in 2022 and I expect 2023 to be yet another year of great change and growth. You may or may not be aware that the Fairfield-Suisun Chamber of Commerce supports not only our local business community but also, the men and women of Travis Air Force Base, local youth, local hospitals, Chamber Ambassadors, and business Advocacy just to name a few. If you identify as a leader in our community and want to really get involved, then please do not forget that the Fairfield-Suisun Chamber of Commerce has a place for you.

One of the changes I aim to encourage in 2023 is giving our business community a voice. A voice in the Chamber, and local government.

This type of collaboration is crucial to our success in serving and supporting our local businesses. This means there is a call to action! A call to action to be engaged, participate and be willing and flexible to work with us to make your voice that much stronger. This means participating in conversations, meetings, and yes, the horrible and dreaded task of completing “surveys.” I realize that we are all very busy and have so many other things on our plates, but when called upon; your involvement can create so many ripples of change that will be monumental in providing the information needed to truly support and understand your perspectives and narratives.

A special thanks and shout out to all our current members for their continued and ongoing support. Without you we would not have the resources needed to provide Advocacy, Community Engagement, Credibility, Networking/Connecting, and Professional Development to our local business community.

And for those of you that are not members of the Fairfield-Suisun Chamber of Commerce, I encourage you to become an active member. Not all receive the same benefits from being a Chamber Member, but I can tell you that we work hard and diligently to be your advocate for you and connections. Your membership will always be put to good use even if those funds are paid forward to help your neighboring businesses.

Happy New Year and may we all be prosperous in 2023!

Jared Neumayr

President/CEO, Fairfield-Suisun Chamber of Commerce



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Let's get back to basics, give back to our community

Happy New Year Fairfield-Suisun Chamber of Commerce members! While I was looking for a holiday calendar for 2023, I found a few national days recognized in January. January contains Clean Off your Desk Day, Vision Board Day, and Get to Know your Customers Day. It is also Blood Donor, Mentoring, and Human Trafficking awareness month.

While this information will not impact your chamber benefits, there is a theme of back to basics in our organization and giving back to our community.

The Denver Business Journal published a great article, "Why it's important to get back to basics in business." (S. Bedford). She discusses two ways to get back to basics; the holistic approach that ensures both internal operations and clients or customers get back to basics. She cites 5 ways to do this; Financials, Client Services; Internal and External Leadership, Communication, and Marketing.

All of these are relevant to your Fairfield-Suisun Chamber, and I would like to focus on two of them. As we kick off 2023, Your Board of Directors will be discussing how we can continue to grow leaders for our organization and support your CEO, Jared in ensuring member services remain aligned with our member's needs.

We are fortunate to live and work in a community where volunteerism is a natural part of our lives. If you are looking for opportunities to give back, please reach out for suggested organizations and activities. Your Chamber of Commerce supports the men and women of Travis Air Force Base, local youth, local hospitals, Chamber Ambassador team, business advocacy efforts, to name a few areas where you can plug in and volunteer.

Your Board of Directors are a committed group of chamber members and are engaged in growing your Chamber of Commerce. If you are interested in how to become part of this dynamic leadership team, please reach out for more information.

I encourage you to visit our website, <https://www.fairfieldsuisunchamber.com>, for event details and how to stay connected with your Fairfield Suisun Chamber of Commerce.

Thank you for your membership and your commitment to Fairfield and Suisun partner businesses. We appreciate you!

Wishing you all a prosperous and safe 2023.

Darelyn Pazdel

Chair, Fairfield-Suisun Chamber of Commerce



ADVOCACY COUNCIL

presentations open to all Chamber members

Advocacy is defined as public support for or recommendation of a particular cause or policy. The Fairfield Suisun Chamber of Commerce Advocacy Council does just that, advocates for what's in the best interest of its chamber members. We are all advocates at some point, it's simply human nature. And we are fortunate to live in a country that allows us to exercise our beliefs and "advocate" for our causes.

The dedicated members of the Chamber Advocacy Council study, analyze and recommend support or opposition of government issues, regulatory statutes, non-partisan ballot measures and legislation – local, state and national – affecting businesses and consumers. To fulfill its purpose the Advocacy Council organizes monthly presentations open to all chamber members and community on topic areas that affect businesses and consumers. Here are a couple of the topics presented during Advocacy Council meetings this year:

Suisun City Community Based Transportation Plan (CBTP)

Debbie McQuilkin, Mobility Program Coordinator from Solano

Transportation Authority (STA), spoke on the Suisun City Community Based Transportation Plan (CBTP). STA is partnered with the City of Suisun City to implement a CMTP to study and listen to transportation challenges facing Suisun City residents. The CBTP was designed to help the City and STA better understand current transit conditions, the impacts of the COVID-19 pandemic, and opportunities to make mobility services more accessible and efficient for all residents across the community. The survey was made available to community members through the Chamber website. Since the presentation, the Suisun City Community-Based Transportation Plan was published (https://sta.ca.gov/wp-content/uploads/2022/01/Att-A-Suisun-City-CBTP-FINAL-Plan_v2_081722.pdf). The Advocacy Council will schedule a follow-up presentation by STA to inform our members of recommendations and next steps.

SB1383 Organic Waste

Corey Beavers for City of Fairfield and Sandra Gonzalez from Republic Services presented on SB1383 Organic Waste. SB 1383 sets statewide targets to reduce organic waste disposal by 75% and to recover at least 20% of currently disposed surplus food for people to eat

by 2025. Organic waste in the context of SB 1383 refers to green waste, wood waste, food waste and food soiled-paper. The goals of SB 1383 organics diversion are largely two-fold: the first goal is to directly reduce the emissions of short-lived climate pollutants and subsequently help mitigate the effects of climate change. Landfilling organic waste leads to anaerobic breakdown of that material which creates short-lived climate pollutants and potent greenhouse gases such as methane. Reducing methane and other similar short-lived climate emissions is paramount in combating the impacts of climate change and air pollution. The second goal of SB 1383 is to recover edible food from disposal to combat food insecurity/hunger in California. A CalRecycle study found that organic waste comprises nearly two-thirds of California's total waste stream and food waste specifically composed about 18%, or six million tons, of the total waste stream in California.

To comply with SB 1383 mandates, ALL commercial businesses and residents must be provided with organic waste recycling services. Businesses and residents must comply with organic recycling services and will need to sign up for organic recycling service through Republic Services.

Fairfield-Suisun Unified School District Preparing Students for Careers in the Community

Sheila Barrett McCabe, Assistant Superintendent of Educational Services for the Fairfield-Suisun Unified School District and her amazing team provided information on the impact of Career Technical Education to graduation rates and a pathway to employment in the community. Sheila also spoke of community partnerships and work-based opportunities. Based on the presentation and further discussion, the Chamber is now exploring the possibility of posting work experience and volunteerism opportunities for students on the Chamber website. This would allow for Chamber businesses to post openings for student engagement and employment. More to follow as we continue to explore this possibility.

The Advocacy Council also recommended endorsing two non-partisan ballot measures

Measure M (Travis Unified School District): This measure would provide

funds to repair aging schools by replacing plumbing, electrical, heating, and air conditioning systems; updating/adding classrooms for math, science, English, robotics/technology instruction; and improving safety and security. Measure M would authorize the sale of general obligation bonds of the Travis Unified School District in series in the aggregate amount of up to \$64,000,000.

Measure S (Fairfield-Suisun Unified School District): This measure would provide funds to improve the quality of education; make health, safety and handicapped accessibility improvements; repair or replace leaky roofs; and construct/modernize classrooms, restrooms and school facilities. In 2002 and 2016 FSUSD voters approved Measure C and Measure J to fund repairs and upgrades needed at that time. As these old bonds are paid off, Measure S extends the expiring tax rate so that new funds can be generated for classroom and school improvements without increasing the tax rate above the amount local taxpayers already. The measure would authorize \$249,600,000 of bonds at legal rates, generating on average \$17,700,000 annually.

Additionally, the Advocacy Council

recommended, and the Chamber provided STA a letter of support for the Safe Streets and Roads for All Program Implementation Grant Request for Solano Countywide Systemic Bike and Pedestrian Safety Improvements Project. STA is seeking \$19,000,000 in SS4A Implementation Grant funding, which will fund programmatic, as well as pre-construction and construction phases of the Project. The systemic safety improvements are designed to fulfill the goals of SS4A. This includes improving roadway safety by constructing safety improvements that reduce fatal and serious injury crashes. The improvements also include providing education and enforcement programs that encourage safe driving behaviors and practices. The Project also prioritizes delivering safety improvements in underserved or neglected communities, as well as encourages multi-modalism, thereby reducing vehicles miles travelled and greenhouse gas emissions by minimizing conflict points between motorized and non-motorized road users through bike and pedestrian safety improvements. We wish STA good luck in seeking this important funding.

As you can see the Advocacy Council plays a critical role in advocating on issues affecting businesses and consumers. We will continue to monitor and advocate on issues that may affect Chamber members, such transportation and health care for employers and employees. Your Council will be a cheerleader of change for the better.

Currently, there are openings for members on the Advocacy Council. We are seeking members that are open to hearing all sides of an issue and truly advocating for what is best for the Chamber membership at large. If you interested in being a member of the Advocacy Council reach out to Susan Labrecque (slabrecque@solanocoe.net) or Brian Bottari (brian_bottari@comcast.com). ♦



Solano Rail Hub Project

At Suisun-Fairfield Train Station



Background

Designated in 2021, the Solano Rail Hub Project - located at the site of the current Suisun-Fairfield Amtrak/Capitol Corridor Station - will serve as an important mobility hub that will connect local and regional modes of public transportation (such as rail, bus, carpooling, and active modes) at one central location in Solano County. This project advances key state and regional transportation goals, as it delivers the vision for the hub in the 2018 State Rail Plan, supports the Capitol Corridor Joint Powers Authority (CCJPA) Vision Implementation Plan and is a key station in the future Link21 Project.

The STA has been working with the cities of Suisun City and Fairfield, the County of Solano, CCJPA, Amtrak, and Caltrans Division of Rail and Mass Transit to advance this important project.

Three project components:

- 1) Installation of a grade-separated island platform with a wider center
- 2) Replacement of the existing non-ADA-compliant pedestrian bridge
- 3) Allowance for a third mainline track to improve freight train fluidity and increase passenger train reliability

Project Benefits

Once completed, the Solano Rail Hub will result in the following project benefits:

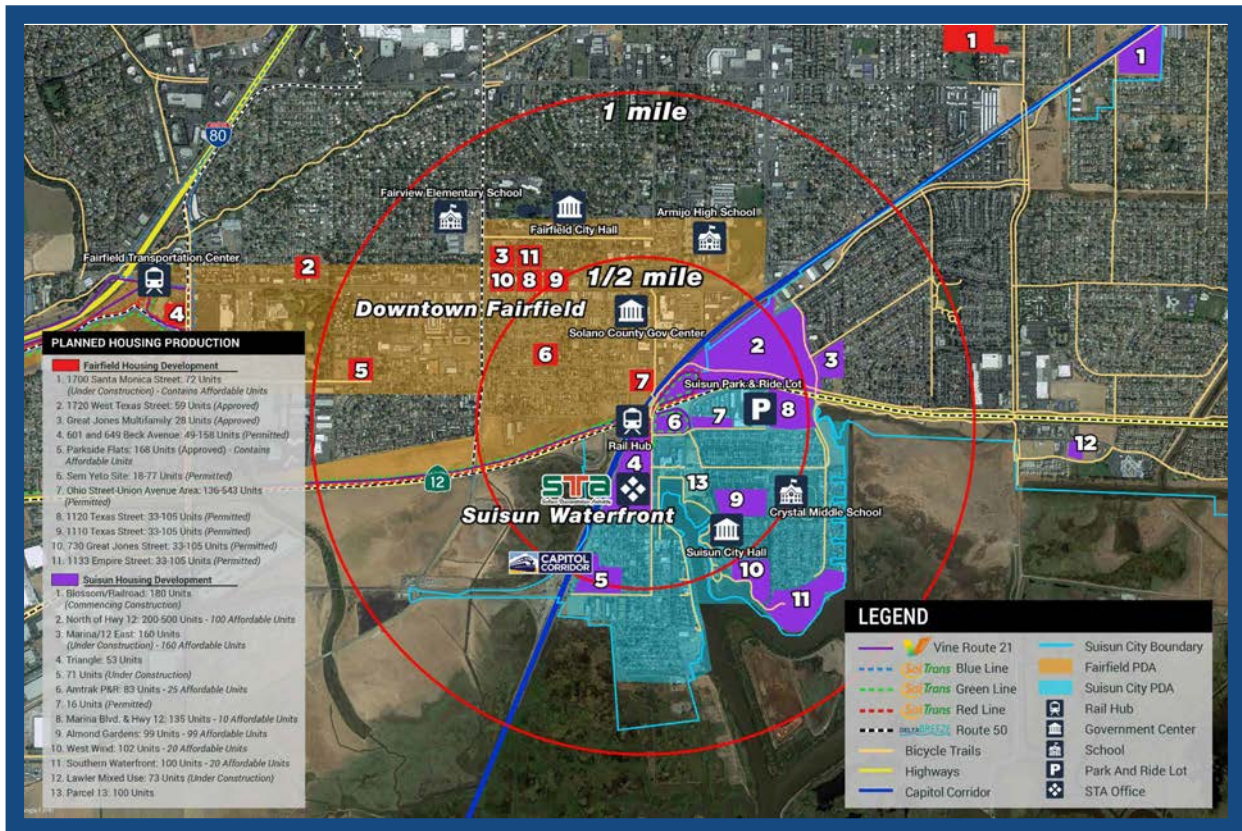
- Improve train passenger and pedestrian safety and comfort
- Improve the existing connection between downtown Suisun City and downtown Fairfield with a viable and attractive pedestrian and bicycle access, reconnecting the two communities
- Support and enable the vision of the cities of Suisun City and Fairfield for downtown development at the station-adjacent Priority Development Areas (PDAs): the Suisun Waterfront PDA and Downtown Fairfield PDA



Project Partners



Project Area Map



Current Phase

The STA and project partners are currently developing the Planning Studies for the project, which is estimated to be completed in Spring 2023.

At the same time, the STA is working with the CCJPA to apply for the upcoming Transit and Intercity Rail Capital Program (TIRCP) Cycle to secure funding for the Project Development Phase (Environmental and Initial 30% Design).



For additional information, please contact:

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If you're like many people, you're in the dark about your finances. You pay your bills each month and do your best to prepare for the future. But the truth is, there's only so much money to go around and preparing for the future can be overwhelming.

One of the most important building blocks in establishing a firm financial foundation is determining the difference between "wants" and "needs." Sounds simple, doesn't it? A "want" is something you don't require for basic survival and a "need" is something you must have to live. Yet, sometimes it can be hard to tell where a "want" begins and a "need" ends - especially where immediate family is concerned. Financial health is all about the choices you make over the long term.

It's 2023... Improve your financial life.

Embrace the allure of a fresh start. The beginning of a new year is a great time to commit to your money goals, budget better, pay down debt, ditch bad habits and improve your financial picture to reach your goals.

Having a plan in place is one of the most important things you can do for your finances. Whether you're tweaking an old plan or starting from scratch, it's always better now than never.

Even a few months of using a personal finance app or a good ol' spreadsheet can help you understand the relationships among your income, spending, savings, and

“investments. But to start, you should set or revisit your savings and investing goals for both the short and long term.

It’s never too late to start getting the most out of every single buck. Even if the economy is down, it doesn’t mean you have to be — especially if you’ve got the know-how to make smart financial decisions or partner with a financial professional. Even one takeaway or small habit change when it comes to your regular, discretionary spending can help you save big in the long run.

When it comes to investing

When you think of investing there are 3 main things to remember. Diversification, Discipline, and Dollar-cost-averaging. We refer to this as the Three D’s of Investing.

Diversification

By owning a piece of many different types of investments within a fund, you may soften the blow if any single investment suffers a downturn. At the same time, you increase the chances of benefiting if one security gains favor over another.

Discipline


A commitment to saving is one of the key ingredients to successful investing. Once you’ve figured out how much you need to reach your long-term goals, persevere! Don’t let temporary setbacks derail your financial dreams.

Dollar-cost averaging

Dollar-cost averaging allows you to chip away at your long-term goals. Basically, it involves contributing a smaller, preset amount at regular intervals — monthly or quarterly — instead of a large, one-time sum. This approach can reduce the average cost per share and spread out your investment risk over time.”

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Perhaps nothing better illustrates the need for an asset allocation plan than the chart below, which shows how various asset classes performed on a year-by-year basis from 2012 through 2021. The best-performing asset class for each calendar year is at the top of each column. Please remember, past performance does not guarantee future results.

	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021
HIGHER RETURN	Small Stocks 18.2%	Small Stocks 45.1%	LT Gov't Bonds 23.9%	Large Stocks 1.4%	Small Stocks 25.6%	Int'l Stocks 25.6%	30-Day T-Bills 1.8%	Large Stocks 31.5%	Large Stocks 18.4%	Small Stocks 33.48%
	Int'l Stocks 17.9%	Large Stocks 32.4%	Large Stocks 13.7%	30-Day T-Bills 0.0%	Large Stocks 12.0%	Large Stocks 21.8%	LT Gov't Bonds -0.6%	Int'l Stocks 22.0%	LT Gov't Bonds 16.7%	Large Stocks 28.71%
	Large Stocks 16.0%	Int'l Stocks 23.3%	Small Stocks 2.9%	Int'l Stocks -0.4%	LT Gov't Bonds 1.8%	Small Stocks 11.2%	Large Stocks -4.4%	Small Stocks 20.1%	Int'l Stocks 8.3%	Int'l Stocks 11.78%
LOWER RETURN	LT Gov't Bonds 3.3%	30-Day T-Bills 0.0%	30-Day T-Bills 0.0%	LT Gov't Bonds -0.7%	Int'l Stocks 1.5%	LT Gov't Bonds 6.2%	Small Stocks -11.6%	LT Gov't Bonds 12.2%	Small Stocks 6.6%	30-Day T-Bills 0.04%
	30-Day T-Bills 0.1%	LT Gov't Bonds -11.4%	Int'l Stocks -4.5%	Small Stocks -3.6%	30-Day T-Bills 0.2%	30-Day T-Bills 0.8%	Int'l Stocks -13.4%	30-Day T-Bills 2.1%	30-Day T-Bills 0.4%	LT Gov't Bonds -5.41%

- 30-Day Treasury Bills:** Short-term discounted securities issued by the U.S. government with a maturity of 30 days.
- International Stocks:** Stocks of companies that are traded in foreign markets.
- Large Cap Stocks:** Stocks of companies with a market capitalization, or total stock value, of \$10 billion or more.
- Long Term Government Bonds:** Interest-bearing or discounted debt securities issued by the U.S. government, essentially a loan that earns interest for the bondholder.
- Small Cap Stocks:** Stocks of companies with a market capitalization, or total stock value, of less than \$1 billion.



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member highlight



Jackson Medical Supply announced the appointment of Kia Lutte to Business Development Manager.

"Kia has been an intricate part of the Jackson Medical Supply family as well as deeply involved in the local community, bringing 15+ years of medical supply sales and marketing experience to the role," a press release stated Friday. "Kia has been a valued team member for us and I'm excited that she will continue to be a huge part of Jackson Medical Supply's future success," said Tracy Helmer, JMS General Manager, in the statement. "She

is a great friend to me and to everyone she meets." Lutte is deeply involved in the community. She was named Vacaville Chamber of Commerce Ambassador of the Year, is a Vacaville Chamber of Commerce Leadership Today graduate and was named the

Fairfield-Suisun Chamber of Commerce Young Professional of the Year 2022.

Her affiliations include past Downtown Vacaville Business Improvement District board member, Honorary Commander at Travis Air Force Base,

founding board member of the Vacaville Chambers Young Professionals of Vacaville, Fairfield-Suisun Chamber of Commerce Ambassador and Vacaville Chamber of Commerce Ambassador.

"Her passion for bringing people together and supporting the local community through medical crises and aging with dignity," the statement points out. "Applying Kia's devotion to focus on revitalized outreach to our ever-changing local community to help streamline and bridge the gaps in needs of both medical providers and patients."

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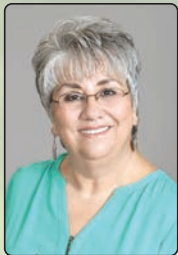
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