CONNECTIONS...

HELLO OPPORTUNITY

By: GEORGETTE SARLES, President and CEO, Daly City/Colma Chamber of Commerce, georgettesarles@gmail.com, (650) 755-4080

Welcome Summer! Summer is the middle of year with fall and holiday celebrations happily anticipated. Annual business plans are developing and arriving, our future workforce and leaders radiating and receiving degrees; and our business economy is blooming. While our economy is improving, we are all seeking innovative and meaningful ways to connect on a face-to-face basis to build and socialize with others for the purpose of growing a successful career and business. I have been reflecting on the rise of social media and the chamber both are similar, in that they know the importance of creating relationships. The axiom, “It’s not what you know, it’s who you know” still rings true today. But, the art of relationships is not simply making contacts and building a list of people in your address file, business and life, you must work closely with others to build and maintain success. In short, success is built on a foundation of personal contact with others. A core value of the chamber is to provide vibrant, valuable, events that help businesses meet, engage, build and learn about each other. Your Chamber thanks the businesses for working together to serve the community and each other. Together we achieve our full business potential by focusing and promoting the commercial and economic growth of Daly City and Colma, we are focused on finding effective approaches and solutions to address business opportunities and issues in today’s economic climate. Together we thrive!

Kicking off the new year, we heard from Daly City Mayor Juslyn C. Manalo and Colma Mayor Raquel “Rae” Gonzalez on the changes, economic viability, safety, walkability, transportation and community improvements for their respective cities. Closely following was the Chamber’s Business News and Views where city and business leaders discussed and exchanged ideas and facts about our changing economy.
NEW MEMBERS

Agbayani Construction Corporation
Asia Pacific Groups
Black Bear Diner
California Fish Grill
California MENTOR
CarMax
Cost Plus World Market
Daly City Host Lions Club Foundation, Inc.
Ericson Ay Mires – Direct Marketing & Copywriting
Jaymi Wessell State Farm
HSBC Bank
OrangeTheory Fitness
New York Life
Pagudpud Sands Resort Inc.
Supervisor David Canepa, District 5
Think Together
Westlake Realty Group

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.

RENEWING MEMBERS

A & E Building Maintenance……….. 2010
A.S.F. Electric, Inc. …………………… 2000
AGS Quality Linen Sales…………….. 2005
Allstate Insurance Manny Reburiano 1988
Audrey’s Wheelchair Getaways …….. 2001
Bay Truck Accessories………………. 1994
BDO Remit USA, Inc.………………… 2016
Bocci Realty………………………… 1975
Bread Basket Bakery………………… 2016
Broadmoor Police Department……….. 1992
Buffalo Wild Wings………………….. 2012
Campus Heights Dental……………… 2014
CG Appliance, Inc.………………….. 1982
CG Moving Company……………….. 2015
Chinese Community Health Plan…… 2012
City Toyota………………………… 2000
Classic Bowling Center……………… 2005
Colma Historical Association……….. 1989
Comcast……………………………… 2008
Commerce Holding Company……….. 1993
Cowlick Inc. ……………………… 2015
Cow Palace………………………… 1975
Crown Colony Homeowners Assn... 1998

>> Renewing Members, continues on p. 15

Check the Chamber Website for Updates
MARK YOUR CALENDAR - JOIN US !*

ANNUAL
BUSINESS TO CONSUMERS SHOWCASE
Saturday, September 8, 2018
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
to download Exhibitor/Sponsor Form

UPCOMING EVENTS:
10/31 – HALLOWEEN SPOOK PARADE & COSTUME CONTEST
11/9 – ANNUAL BOWLING TOURNAMENT
12/13 – ANNUAL HOLIDAY SOIREE and
64TH CYPRESS BUSINESS AWARDS & INSTALLATION CEREMONY

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.

BOARD OF DIRECTORS

PRESIDENT / CEO
GEORGETTE SARLES
GEORGETTE’S OF WESTLAKE

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MANNY REBURIANO
ALLSTATE INSURANCE

SECRETARY
REBECCA HUSTED
BETTER HOMES AND GARDENS REAL ESTATE

IMMEDIATE PAST
PRESIDENT
JOHN HUI
SKYLAWN FUNERAL HOME & MEMORIAL PARK

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AT&T

DUSTIN CHASE
LUCKY CHANCES CASINO

BILL CHIANG
PG&E

SPENCER HOLEMAN
CHILDREN’S EMPOWERMENT, INC.

STEVE HOUSE
WILD BUFFALO WINGS

MARIANA LANDEROS
HAMPTON INN - DALY CITY

DAISY LI
MOONSTAR SEAFOOD BUFFET

MIKE MAHONEY
REPUBLIC SERVICES

LIZETTE TRAN
SAN MATEO CREDIT UNION

MARIE VILLAROSA
SERRAMONTE CENTER

DIRECTOR EMERITUS
ALBERT TELGIA
ANTHONY ZIDICH

CHAMBER STAFF
Jorge Gonzalez
OFFICE ASSISTANT

ALISON WILSON
COMMUNICATIONS
and business leaders spoke about our changing community. We learned about changes in our shopping centers, community, health, communication and safety concerns.

In March, we ate crab to raise money for our future workforce and leaders, as we built for funds for scholarships. The crab was so fresh and sweet and the conversation spot on. In April, we celebrated National Small Business Week by providing an invaluable opportunity for, small and large business owners and entrepreneurs alike to form relationships, taste culinary treats, mingle, share ideas, ask questions and let others know about their products and services.

May culminated in one of the Chamber’s prized events, celebrating the excellence of our education, the support of our businesses in acknowledging and celebrating our future workforce leaders, by honoring our bright and future graduating students with “Access to Higher Education”: the awarding of 40 scholarships.

Upcoming Events: Your chamber is hard at work preparing and planning events that offer opportunities and tools for our businesses to grow and prosper. Make sure your keep an eye on our calendar found on our website www.dalycity-colmachamber.org for new events, dates and new information. Planned events include long-standing favorites, celebrating new business openings, and anniversaries, bowling, Business To Consumers Showcase, and our eagerly anticipated Holiday Soiree and Cypress Business Awards.

Membership: On the note of membership, I want to welcome our new and renewing members! Membership application and benefit information can be found on-line at http://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 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!

The Chamber’s reputation, as a unified voice of business, gives our members the best return on their investment – a vibrant, thriving business community situated in the best place to Live/Work/Shop/Play…. Daly City and Colma, California! The future is bright with innovation and opportunity.

Georgette Sarles, president/CEO of the Daly City/Colma Chamber of Commerce is a real estate investor, community leader, event strategist and proprietor of 2 successful small businesses for 50+ years.
San Francisco Bay Area’s Luckiest Place to Be!
LUCKY CHANCES CASINO

The most Vegas-style games in San Francisco Bay Area

THREE CARD POKER

EZ BACCARAT

ULTIMATE TEXAS HOLD’EM

EUROPEAN BLACKJACK

Vegas Style Blackjack • Double Hand Poker
Pai Gow • Poker • 24 Hour Dining

(650) 758-2237 • www.luckychances.com

1700 Hillside Blvd. Colma, California (15 min. south of San Francisco)

Call 1-800-GAMBLER for any gambling problems. Must be 21 years old to play.
Big Changes Proposed for Westlake Shopping Center

BY: MICHAEL STRAHS, Director of Development, Kimco Realty

Big changes are coming to the Westlake Shopping Center! Kimco Realty has submitted a proposal, currently being processed by the City, to replace the Westlake Medical and Dental Building and adjacent retail with 179 residential apartment units, over 34,000 square feet of new retail, and underground resident parking. The proposed project will incorporate high-quality architectural design and landscaping to improve the shopping center for residents, customers and neighbors across the Daly City/Colma community.

The Westlake Medical and Dental Building was built in the 1950s, and it has served the community well over the years. Kimco plans to repurpose the site and relocate the majority of the valued tenants within the shopping center. The existing medical offices will move to newly renovated facilities in the rear of the shopping center, where parking is more readily available during the daily peak hours of operation. Existing retail tenants will be relocated to available spaces along the shopping center’s Main Street.

The addition of the apartment buildings will create an exciting, 24/7 live-work-play experience at the shopping center – and just imagine the convenience of living steps away from quality food operators such as Trader Joe’s, Safeway and 20+ diverse restaurants, with additional access to more affordable fashion options, banks, services, dentists and even Home Depot. BART is within walking distance, bike paths are accessible, too, and if someone must drive, Interstate 280 is straight up John Daly Boulevard.

Kimco’s proposal also improves circulation in and around the Westlake Shopping Center. Adding a possible new Park Plaza Drive access point between the new building and the Mattress Firm store will provide alternatives to the John Daly Boulevard main entrance and the Park Plaza Drive Safeway driveway. Kimco is proposing a new open-air staircase addition to the Ross garage, both for functional use and to modernize the structure’s exterior appearance. The apartment residents will enter their underground garage directly from Park Plaza Drive, so those cars won’t enter the shopping center’s parking lots. Retail and medical spaces generate more car trips than apartments, and with the commercial portion of the shopping center shrinking in size, there will be less traffic overall around the project.

The retail at the Westlake Shopping Center benefits from a significant investment, existing tenants get renovated facilities, circulation and traffic are improved, and the additional property taxes and sales taxes provide a huge boost to the general fund of the City of Daly City as well. Kimco’s project is a big win for the Daly City/Colma community. Email westlakemarketing@kimcorealty.com with any questions.
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 DEDUCTIBLE item. Membership shall be continuous unless cancelled by written resignation.

Signature: ______________________________ Date: ______________________________
The Town of Colma is pleased to contribute to this month’s Chamber Chatter! The Town’s business community is currently doing well, and looking forward to a year of continued progress. We appreciate the support of the Chamber and Chamber Members. Here are a few things that the Town is looking forward to:

- The Town is continuing work with consultants to prepare a Serramonte and Collins Avenue Streetscape Masterplan. Updates and drawings will be posted on the Planning Department portion of the Town’s website: https://www.colma.ca.gov/departments/planning/.
- Continuing improvements at the 280 Metro Center, including a new freeway pole sign and opening of Orange Theory Fitness and a nail salon.
- Continuing exterior upgrades at Serra Shopping Center, a new multi-tenant pole sign and potentially new tenants this year.
- The Babies ‘R’ Us property will be going to auction through the bankruptcy court in late June. The Town is monitoring this process.
- Construction of the 66-unit Veteran’s Village project is on schedule and will host a grand opening about one year from now.
- The remodeling of Town Hall is going well, and we look forward to welcoming everyone the summer or fall to the opening.

Finally, the Town encourages continued registration of residents, businesses and their employees in the SMC Alert system. This will allow individuals to be aware of emergencies happening in the County and Colma/Daly City area. Please sign-up by going to the San Mateo County at https://member.everbridge.net/index/892807736723485#login

The Town would like to wish the entire business community, Chamber members and the residents of Colma and Daly City a healthy and prosperous year.
BUSINESS TO BUSINESS
EXTRAVAGANZA - APRIL 19, 2018

ACCESS TO EDUCATION
- MAY 17, 2018

GRAND OPENING
ORANGETHEORY FITNESS
RED RIBBON - MAY 4, 2018
Advertising Opportunities

Where can businesses reach over 35,000 consumers in one day? Serramonte Center 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
MarieVillarosa@RegencyCenters.com
SerramonteCenter.com
21st Annual

Business to Consumers
Showcase

FREE TO THE PUBLIC – SERRAMONTE CENTER

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: ____________________________

☐ “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 backdrops are not allowed by Serramonte Center.”

DEADLINE FOR RESERVATION IS AUGUST 31, 2018 by 3:00 p.m.

PAYMENT: TOTAL DUE $____________________

☐ Check ☐ Visa ☐ MasterCard Security Code: ______

Name on Card: __________________________ Signature: __________________________

Card Number: __________________________ Expiration Date: __________________________

For more information, please call (650) 755-3900, fax (650) 755-5160, e-mail staff@dalycity-colmachamber.org or visit www.dalycity-colmachamber.org
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 2016? 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!
WHY JOIN THE CHAMBER?

Your Chamber Membership is Your Connection to people, programs, information and resources. Whether you prefer connecting to businesses face-to-face, working right from your office, and using social media tools, the Chamber offers the opportunities and the tools to help your business success.

Membership is an investment in your community, your business, your brand and the environment. No other business organization is as deeply plugged into what is happening in Colma and Daly City, bringing the decision makers and leaders together.

YOUR CHAMBER PROVIDES

- Networking opportunities and connections to existing customers and potential new customers.
- Access to influencers in government both on the local, state and federal government.
- Business advocacy.
- Enhance your company’s visibility.
- Promotions and marketing opportunities for your products and services.
- Communications and educational resources.
- Opportunity to foster valuable business connections that turn into rewarding business relationships.

For more information, please contact our office at 650-755-3900 or staff@dalycity-colmachamber.org.
Cybersecurity has never been more important. Every day the number of connected endpoints increases, fueled in large part by the growth in IoT and mobility. Every one of those devices might offer a potential access route for the cybercriminal. Allow one compromised device to enter a network, and the potential exists for cybercriminals to steal data. Sometimes it is for a nation state, for revenge or to make a political statement. Often it’s to make money.

Cybersecurity has never been more important. Every day the number of connected endpoints increases, fueled in large part by the growth in IoT and mobility. Every one of those devices might offer a potential access route for the cybercriminal.

Here are 10 Cybersecurity Tips for Small Businesses:

1. Train employees in security principles — Establish basic security practices and policies for employees, such as requiring strong passwords, and establish appropriate Internet use guidelines that detail penalties for violating company cybersecurity policies. Establish rules of behavior describing how to handle and protect customer information and other vital data.

2. Protect information, computers, and networks from cyber attacks — Keep clean machines: having the latest security software, web browser, and operating system are the best defenses against viruses, malware, and other online threats. Set antivirus software to run a scan after each update. Install other key software updates as soon as they are available.

3. Provide firewall security for your Internet connection — A firewall is a set of related programs that prevent outsiders from accessing data on a private network. Make sure the operating system's firewall is enabled or install free firewall software available online. If employees work from home, ensure that their home system(s) are protected by a firewall.

4. Create a mobile device action plan — Mobile devices can create significant security and management challenges, especially if they hold confidential information or can access the corporate network. Require users to password-protect their devices, encrypt their data, and install security apps to prevent criminals from stealing information while the phone is on public networks. Be sure to set reporting procedures for lost or stolen equipment.

5. Make backup copies of important business data and information — Regularly backup the data on all computers. Critical data includes word processing documents, electronic spreadsheets, databases, financial files, human resources files, and accounts receivable/payable files. Backup data automatically if possible, or at least weekly and store the copies either offsite or in the cloud.

6. Control physical access to your computers and create user accounts for each employee — Prevent access or use of business computers by unauthorized individuals. Laptops can be particularly easy targets for theft or can be lost, so lock them up when unattended. Make sure a separate user account is created for each employee and require strong passwords. Administrative privileges should only be given to trusted IT staff and key personnel.

7. Secure your Wi-Fi networks — If you have a Wi-Fi network for your workplace, make sure it is secure, encrypted, and hidden. To hide your Wi-Fi network, set up your wireless access point or router, so it does not broadcast the network name, known as the Service Set Identifier (SSID). Password protect access to the router.

8. Employ best practices on payment cards — Work with banks or processors to ensure the most trusted and validated tools and anti-fraud services are being used. You may also have additional security obligations pursuant to agreements with your bank or processor. Isolate payment systems from other, less secure systems that they need for their jobs, and should not be able to install any software without permission.

9. Limit employee access to data and information, limit authority to install software — Do not provide any one employee with access to all data systems. Employees should only be given access to the specific data systems that they need for their jobs, and should not be able to install any software without permission.

10. Passwords and authentication — Require employees to use unique passwords and change passwords every three months. Consider implementing multi-factor authentication that requires additional information beyond a password to gain entry. Check with your vendors that handle sensitive data, especially financial institutions, to see if they offer multi-factor authentication for your account.

For more information about how to improve your Cybersecurity posture, 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. Mobile: 415-802-8994-mail: jonathan.cano@att.com
### RENEWING MEMBERS

<table>
<thead>
<tr>
<th>Business Name</th>
<th>Year</th>
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<tbody>
<tr>
<td>Cypress Abbey Co.</td>
<td>1984</td>
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<tr>
<td>Cypress Golf Course</td>
<td>1979</td>
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<td>Cypress Lawn Cemetery</td>
<td>1985</td>
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<tr>
<td>Daly City Auto Repairs Inc.</td>
<td>1996</td>
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<td>Daly City Baseball Association</td>
<td>2016</td>
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<td>Daly City Farmers Market</td>
<td>2006</td>
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<td>Daly City Fire Department</td>
<td>1998</td>
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<td>Daly City Fire Fighters Assn</td>
<td>1984</td>
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<tr>
<td>Daly City Partners</td>
<td>1996</td>
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<tr>
<td>Daly City Youth Health Center</td>
<td>2016</td>
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<tr>
<td>Duggan's Serra Mortuary</td>
<td>1975</td>
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<tr>
<td>El Camino Inn</td>
<td>1975</td>
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<tr>
<td>Falcon Associates Inc.</td>
<td>2002</td>
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<td>Farmers Insurance</td>
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<td>- Patrick Cayabyab</td>
<td>2017</td>
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<tr>
<td>Garrison Properties</td>
<td>1998</td>
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<td>Gateway Christian</td>
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<td>Church of Daly City</td>
<td>2015</td>
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<td>Goldilocks Bakeshop</td>
<td>2011</td>
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<td>Hampton Inn Daly City</td>
<td>2002</td>
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<tr>
<td>Harding Park Golf Course</td>
<td>2009</td>
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<tr>
<td>Hildebrand Real Estate Group</td>
<td>2010</td>
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<td>Hills of Eternity Memorial Park</td>
<td>2010</td>
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<tr>
<td>Home Instead Senior Care</td>
<td>2014</td>
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<td>Homewood Suites Brisbane</td>
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<td>Jefferson Union High School</td>
<td>1991</td>
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<td>John Mangini, Attorney at Law</td>
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<td>Kaiser Permanente</td>
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<td>Kimco Westlake, L.P.</td>
<td>2003</td>
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<td>Kollmann and Sutter</td>
<td>1997</td>
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<td>Lagomarsino Properties</td>
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<td>Lake Merced Golf Club</td>
<td>1975</td>
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<td>Landmark 2000</td>
<td>1996</td>
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<tr>
<td>Law Offices of Robert L. Ferris</td>
<td>2014</td>
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<tr>
<td>Liberty Tax</td>
<td>2009</td>
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<td>Mid-Peninsula Boys and Girls Club</td>
<td>2009</td>
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<td>Mission Villa DBA Pacifica</td>
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<td>- Senior Living</td>
<td>1999</td>
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<td>Moonstar Restaurant</td>
<td>2007</td>
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<tr>
<td>Nothing Bundt Cakes</td>
<td>2016</td>
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<td>Nor Cal Veterinary Emergency</td>
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<tr>
<td>- &amp; Specialty Hospital</td>
<td>2013</td>
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<td>O'Neill Glass, Inc.</td>
<td>2003</td>
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<tr>
<td>Original Joe's Westlake</td>
<td>2016</td>
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<tr>
<td>Our Lady Of Perpetual Help School</td>
<td>2006</td>
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<tr>
<td>Pacific Gas and Electric Company</td>
<td>1975</td>
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<tr>
<td>Peninsula Traffic Congestion</td>
<td>1995</td>
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<td>Relief Nursing Services</td>
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<td>Rockaway Construction, Inc.</td>
<td>2010</td>
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<tr>
<td>Serra Center Property</td>
<td>1997</td>
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<tr>
<td>Serra Commons Apartments</td>
<td>2006</td>
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<td>Serramonte Center</td>
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<td>Serramonte Honda</td>
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<td>Serramonte Ford</td>
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<tr>
<td>Serramonte Ridge Apartments</td>
<td>1989</td>
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<tr>
<td>Seton Medical Center</td>
<td>1975</td>
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<tr>
<td>Shoe Depot, Inc.</td>
<td>1997</td>
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<tr>
<td>Sterling Bank &amp; Trust</td>
<td>2013</td>
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<tr>
<td>Sutton Financial</td>
<td>2010</td>
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<tr>
<td>Tempo Enterprises</td>
<td>1999</td>
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<tr>
<td>Wave Broadband</td>
<td>2000</td>
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<tr>
<td>Westlake Tow</td>
<td>1995</td>
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San Mateo, CA 94402  
[www.ca-mentor.com](http://www.ca-mentor.com)

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