The mission of the Davis Chamber of Commerce is to promote, support, and advocate the general economic vitality of its membership and the quality of life for the community.

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Davis Chamber of Commerce presents

REGIONAL BUSINESS SUMMIT

Monday, November 13, 2017
Woodland Community Center
8:30am - 12:00pm

Innovative Strategies for Growth

Connect with the resources your business needs and learn tips from the pros.

Topics include:
- Human Resources - Finding Talent
- Financial Resources - Acquiring Capital
- Non-Profit Resources - Starting a 501(c)3

Cost: $20.00
Register Today at www.davischamber.com

Sponsorships still available!
Contact Holly Claus at 530.756.5160

Event Sponsors:
DAVIS CHAMBER OF COMMERCE
BUSINESS DIRECTORY & WELCOME GUIDE

Showcasing Chamber Members and Highlighting What Makes Davis a Great Place to Live, Work, Learn, and Play!
15,000 copies of this 52-page, full-color 2017-2018 Davis Chamber Business Directory & Welcome Guide will be distributed to students, tourists, prospective residents, business owners, and others interested in what makes Davis a model city for business and living. Business listings for all Chamber members in good standing will be included. The publication will contain less than 30% advertising, making ad space incredibly limited. We will not redesign this publication until next year—don’t miss out on the opportunity to reach Davis visitors, students, and residents NOW!

Ads are sold on a first-come, first-served basis. Final ads are due by Friday, December 6th at 4:00pm. The Chamber will provide design specifications for your particular ad. The publication will be printed and ready for distribution by February 2018. The business directory measures 5.75"x8.75" and will be printed on high quality paper. All ads without specific placement will be strategically placed at the Chamber’s discretion to maximize members’ exposure.

How Does Your Ad Reach Customers?
• Copies will be distributed to students, alumni, parents, and other visitors at the UC Davis Welcome Center and other campus destinations.
• Tourists; new UC Davis students, faculty, and staff, and other visitors regularly come to the Chamber office and Yolo County Visitors Bureau for guides on what to see, where to eat, and what to do in Davis.
• Conference and event organizers, and hotels distribute Davis collateral to guests, future residents, and incoming businesses.
• Real estate agents include business directories in homeowner welcome baskets.

RESERVE YOUR SPACE TODAY!
Contact Bobbi Vaughn at bvaughn@davischamber.com or (530) 756-5160

AD SIZES & PRICES
(TO SCALE)

FULL PAGE
5.75”x8.5”
$4,400 - Outside Back Cover Sold
$4,000 - Inside Front Cover Sold
$3,600 - Inside Back Cover Sold
$3,000 - Placed in Guide

HALF PAGE
5.38”x4”
$2,400 - Below Table of Contents*
$1,400 - Placed Throughout Guide§

QUARTER PAGE
3.5”x4”
$900 - Placed Throughout Guide§
300 Complimentary Copies

BUSINESS CARD
3.5”x2.25”
$600 - Placed Throughout Guide§
200 Complimentary Copies

POSTAGE STAMP
1.75”x2.25”
$300 - Placed Guide§
150 Complimentary Copies

* Advertisers receive priority business listing upgrade with purchase
§ Advertisers receive expanded business listing upgrade with purchase

HIGH-VISIBILITY BUSINESS LISTINGS
(All Members Receive FREE Basic Listing)
$250 - Priority Business Listing - Top of category listing and 180-character description
First-purchased, first-listed within category. Advertisers receive top spaces. Subject to availability.
$150 - Expanded Business Listing - 180-character description
Subject to availability.

Board Member Profile

Jason Taormino - West Davis Active Adult Community & DCOC Board Chair.

Spouse: Dale
Children: Nico, Beatrice & Eszti

Hobbies/Interests: Flying, Swimming & Skiing

What profession other than your own would you like to attempt? Software

What is your key to success? Positive attitude

What motivates you? Family

Why are you a chamber member? Helping my community prepare for a bright future

A chamber member you use most often? Cunningham Engineering

COME ONE,COME ALL!
Upstander Carnival
Davis Vets Memorial
203 E. 14th St

Join our community in standing up to bullying
-Entertainment
-Music
-Bounce House
-Resources for Parents
-Mini tote bags to 1st come

FREE FREE FREE

Oct 15 2017
from 2 to 4 PM

FOOD - GAMES - PRIZES
## Calendar of Events

*Detailed event information is available online at davischamber.com*

<table>
<thead>
<tr>
<th>October</th>
<th>November</th>
<th>December</th>
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| Tuesday, October 10  
Discover Davis  
4:30 pm–7:00 pm  
E Street Plaza, Downtown Davis | Tuesday, November 7  
**Networking Social**  
8:00 am–9:30 am  
in collaboration with Woodland Chamber of Commerce University Retirement Community | Wednesday, December 6  
**Community Luncheon**  
11:30 am–1:30 pm  
Sponsored by Kaiser Permanente  
El Macero Country Club |
| Thursday, October 12  
Ribbon Cutting  
5:00 pm–6:00 pm  
3P Partners | Monday, November 13  
**2017 Business Summit**  
8:30 am–12:00 pm  
Woodland Community Center | Tuesday, December 12  
**Seminar for Success**  
11:00 am–12:00 pm  
Erreco Strategies |
| Tuesday, October 24  
**Homeless in Davis Forum**  
6:30 pm–7:30 pm  
Veterans Memorial Center Theater | Thursday, November 16  
**Evening Social**  
5:00 pm–6:30 pm  
Davis Ace | Thursday, December 14  
**Evening Social**  
5:00 pm–6:30 pm  
Hyatt Place UC Davis |
| Thursday, October 26  
Ribbon Cutting  
5:30 pm–6:30 pm  
Wildhorse Golf Club | | |

The chamber office will be closed in observance of Thanksgiving on November 23-24 and Christmas December 25. Wishing you and your family a wonderful holiday season!

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**HOMELESS IN DAVIS**

Join us at the Veterans Memorial Center Theater on Tuesday, October 24, 2017 at 6:30pm for a panel discussion on homelessness in Davis.

Featured speakers include Mayor Pro Tem Brett Lee, Chief of Police Darren Pytel, Communications and Strategy Manager Homeless Coordinator for Yolo County Tracy Dickinson, Davis Community Meals Executive Director Bill Pride, Yolo County District Attorney’s Office, Christopher Bulkeley, Business owner/Froggy’s Tommy Jobst, R2Properties, Anthony Ruebner, Dignity Health, Tandy Burton and Radio Talk Show Host and Davis Resident, Jack Armstrong

Each panelist will give a brief overview of their work or experience and then facilitate a Q&A session. This forum is free and open to the public, but seating is limited. Please RSVP at [http://bit.ly/2ykxeCD](http://bit.ly/2ykxeCD).
Custom Embroidery for Businesses, Teams & Personal Apparel

ORDER ONLINE www.Stitchet.com
facebook.com/stitchetembroidery
As we plan for the Davis Chamber of Commerce’s 113th year of promoting, supporting, and advocating the general economic vitality of our membership and the quality of life for the community, we are excited to announce nominations for our organizations governing body, the Board of Directors.

We are pleased to announce the nominations for service on the 2018 Davis Chamber of Commerce Board of Directors:

Reappointments for a 2nd three year term
- Joe DiNunzio, Davis Roots
- Jay Errecarte, SunWest Foods
- Susan Kirby, Da Vinci Charter Academy
- Carolyn Stiver, Edward Jones

New appointments for 1st three year term
- Gerrit Buddingh, Wells Fargo
- Lis Harvey, Davis Food COOP
- Lorne Silverstein, Silver Solar & Integrate
- Steven Willhoff, Carbahal & Company

Nominated officers elected to fill the 2018 terms on the executive board are:

President: Dr. Rob White, Sierra Energy
- 1st Vice President: Carolyn Stiver, Edward Jones
- 2nd Vice President: Joe DiNunzio, Davis Roots
- Treasurer: Susan Kirby, Da Vinci Charter Academy
- Secretary: Nicole Arnold, Mother & Baby Source
- Legal Counsel: Justin Lownethal, Lownethal APC

We hope you will join us at the 113th annual Installation Gala scheduled for Saturday, January 27, 2018 during which we will celebrate our new board members and incoming chair, Dr. Rob White of Sierra Energy.

---

The Davis Chamber will once again be participating in Downtown Davis’ treat trail.

Bring your little ghosts, goblins, super heros and the like to our office on Tuesday, October 31, 2017 between 2:00 pm - 4:30 pm to showoff their costumes and trick or treat in downtown Davis.
Advertise
With the Davis Chamber of Commerce

NEW RATES!

E-BLASTS

- The Davis Chamber of Commerce e-blasts are sent to over 1,850 subscribers and maintain above industry standard open and click-through rates.
- Highlight events, promotions, employment opportunities, and more!
- Pricing is per e-blast. Limit one e-blast per member per quarter.

<table>
<thead>
<tr>
<th>Level of design assistance*</th>
<th>The DIY</th>
<th>The Assist</th>
<th>The Works</th>
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<tbody>
<tr>
<td></td>
<td>$125</td>
<td>$150</td>
<td>$175</td>
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* For more information, click here for our e-blast policy and guidelines handout or contact us.

NEWSLETTER

- The Davis Chamber of Commerce newsletter is sent quarterly in January, April, July, and October.
- In addition to being sent to over 1,850 e-blast subscribers, the newsletter is posted to our facebook, twitter, and website.
- Pricing is per issue.

<table>
<thead>
<tr>
<th>Front Page*</th>
<th>Interior Page</th>
<th>Ads Per Issue</th>
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<tbody>
<tr>
<td>Full Page - 8.5” x 11”</td>
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<tr>
<td>Half Page - 8.5” x 5.5”</td>
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<tr>
<td>Quarter Page - 4.25” x 5.5”</td>
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<tr>
<td>2.5” x 2.5”</td>
<td>$100</td>
<td>$50</td>
</tr>
</tbody>
</table>

*Front Page advertising reserved for annual sponsors.

WEBSITE

- The Davis Chamber of Commerce website consistently receives 9,000 to 10,000 pageviews per month!
- Highlight your business on one of the more frequently visited pages: homepage, directory homepage, or events homepage.
- Pricing is per month. Only two advertisers per page, per month.

<table>
<thead>
<tr>
<th>Home</th>
<th>Directory Home</th>
<th>Events Home</th>
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<tbody>
<tr>
<td>20” x 3” (header)</td>
<td>$300</td>
<td>n/a</td>
</tr>
<tr>
<td>4” x 4”</td>
<td>n/a</td>
<td>$150</td>
</tr>
</tbody>
</table>

For more information, contact us at (530) 756-5160 or email communications@davischamber.com
News from the City of Davis

News from the Chief Innovation Officer

by Diane Parro
Chief Innovation Officer, City of Davis

The Chamber and the City have had some good conversations about the upcoming introduction of permitted cannabis businesses. Thank you to all the Chamber members that participated in the recent online survey on the topic prepared by the Chamber.

Davis City Council has adopted zoning and regulatory ordinances which will allow for the establishment and operation of cannabis manufacturing, distribution, research & development, testing, retail sales and sales through delivery services. Commercial cultivation of all types continues to be prohibited within our city limits.

While it is reasonable to assume that some types of transactions for cannabis are occurring in Davis already, it has still been a major undertaking to create the framework for permitting and regulating these types of businesses. City regulation calls for security practices, financial review and other requirements which are significant. Cannabis businesses will pay their own way with regulatory fees and fees to apply for Conditional Use Permits which are based on estimates of full cost recovery of staff time. In addition, the business excise tax, which was approved by Davis voters in 2016, is significantly higher than similar businesses. Only retail sales of medicinal cannabis are exempt from this tax.

No business will open in Davis prior to 2018 which is when State licenses will become available. We anticipate 6-10 cannabis businesses could be up and running at some point in 2018. This will create the need for specialists in services such as accounting, insurance and more. Therefore, I urge all Chamber members to carefully consider the ways in which they may want to engage in this new business activity.

To learn more about the actions on behalf of the City, check the City's website Cannabis Information | City of Davis, CA.
State Licensed Complementary Nursing Assessment
(Available Nights & Weekends, too!)

All Levels of Care Offered:
(Homemakers • Caregivers • Licensed Nurses)

All Care Managed by an RN

Since 1989
Napa Valley • Sonoma • Solano Co. • Yolo Co.

www.YourHomeNursing.com • Yolo County: 530-753-7478
Enjoying an evening of networking with Carlton Senior Living at our July evening social.

Mixing and mingling with University Retirement Community at our July morning social.

Informative presentation from Yolo County Administrator Patrick Blacklock at our August Community Luncheon sponsored by Royal Guest Hotel.

John & Laura Carminati welcoming guests during the ribbon cutting at their new All Seasons Paint location in downtown Davis.

Mayor Robb Davis helping to welcome Chancellor May and his family at our August welcome reception honoring our new UC Davis Chancellor.

Speed Networking with Vanessa Errecarte of Erreco Strategies at our September luncheon.
Another great Oktoberfest at our September evening social hosted by First Northern Bank!

Enjoying an evening with our host and sponsor, El Macero Country Club at our August evening social.

Get Help from the SBDC

Over the past two and a half years, the SBDC has assisted over 1,500 entrepreneurs with business formation, business plan development, access to capital, marketing initiatives and more.

These efforts have resulted in over 100 new business starts, 600 jobs created/retained and $32 million in new capital infused into these companies.

The Capital Region SBDC has partnered with the Davis Chamber to grow our region’s small businesses and sustain the city’s economic health.

If you would like more information on how to obtain no-cost business consulting please contact the Capital Region SBDC office at (916) 319-4268 or visit our website at www.capitalregionsbdc.com

Let’s Connect!

The Davis Chamber wants to connect with your and your business. We currently utilize Facebook, Twitter, Instagram, and LinkedIn to stay connected and engaged.

Be sure to “like” our page and we’ll be sure to do the same!

Anytime you have an upcoming event or major announcement that you want help promoting, share it to our Facebook page! Be sure to tag us in your relevant posts!

#davischamberofcommerce @DavisChamber

Resource Lobby

Membership includes access to our resource lobby! Businesses can utilize this space for promotional materials such as business cards, brochures, or pamphlets.

If your business or organization has an upcoming event, members can additionally post flyers in our window to market to visitors and locals.

The Chamber office receives many visitors everyday looking for local resources! Let us help market your business to our visitors!
Davis Community Meals
202 F Street, Davis, CA  95616
(530) 756-4008
www.daviscommunitymeals.org
Davis Community Meals and Housing is a 501c3 nonprofit, non-denominational organization whose mission is to provide low-income and homeless individuals and families with housing, food, and human services to help them rebuild their lives.

Verizon by AWireless
4647 2nd Street, Ste. 115, Davis, CA  95616
$530) 601-9655
www.awireless.com
Their knowledgeable and dedicated store consultants and managers offer a full range of wireless devices including phones, tablets, mobile broadband, wearable technology, accessories and product insurance. Getting the best performance for this technology matters, and Verizon delivers.

Davis Parent Nursery School
426 W. 8th Street, Davis, CA  95616
(530) 757-5377
www.davisparentnurseryschool.com
Davis Parent Nursery School (DPNS) is a non-profit parent participation cooperative nursery school possessing a long history of enriching families in the Davis community. We offer play-based and family-centered nursery school and playgroup programs in two Davis locations.

Davis Community Network
1930 5th Street, Ste. C., Davis, CA  95616
(530) 750-1170
www.dcn.davis.ca.us
DCN’s current primary mission is to see the DavisGIG network built. Davis GIG is a network built on fiber optic infrastructure, owned by the City, operated by a community non-profit, and lease to private ISP’s to sell Internet Access to homes and businesses.

Crowl Law
641 Fulton Ave, Ste. 200., Sacramento, CA  95825
(530) 760-6625
www.crowl-law.com
Pat Crowl, founder of Crowl Law in Sacramento, knows how to litigate cases to jury verdict and negotiate settlements that reflect justice for workers whose rights have been violated on the job. He is an avowed, established champion of “the little guy” — the target of discrimination, the disabled worker wrongfully terminated, among others.

Lorain & May Design Associates
527 G Street, Ste. B., Davis, CA  95616
(530) 760-6625
www.lorainandmay.com
Lorain & May Design Associates
Interior designers Penny Lorain and Jennifer May enjoy creating aesthetically pleasing, coordinated yet imaginative spaces for both businesses and homes. Their design talents have been applied in a wide variety of projects from medical and dental offices, senior housing communities and apartment complexes to modest family homes and spacious, private estates.

State Farm Insurance - Heather Copeland
231 G Street, Ste. 1., Davis, CA  95616
(530) 753-7897
www.heathercopeland.com
Our mission is to help people manage the risks of everyday life, recover from the unexpected and realize their dreams.

Computer Doctor
214 J  Street, Davis, CA  95616
(530) 902-2632
www.daviscomputerdoctor@com
Computer Doctor Works on both Windows and Apple products and provides repair services and support for Iphone, Ipad, Imac, laptops, chromebooks, tables and kindles. Let us help you set up programs, remove viruses, resolve your operating system issues or help recover data from external hard drives.

Dark Heart Nursery
717 Kevin Court, Oakland, CA  94621
(888) 627-3275
www.darkheartnursery.com
Since 2007, Dark Heart Nursery has specialized in cultivating high quality clones for growers across Northern California. Our years of experience allow us to bring you consistently premium clones from
both popular and emerging genetic lines that will perform well in a variety of settings. We take pride in our work and continually adapt our process and selection to meet the diverse needs of growers large and small.

Lownethal, APC
1123 Olive Drive, Davis, CA 95616
(530) 231-4949
www.lowenthalapc.com
I am an attorney, real estate broker and business strategist with start-up and general counsel experience. My practice emphasizes comprehensive legal representation for entrepreneurs, small to mid-sized businesses, and traditional corporate clients from various industries.

Three Ladies Cafe
130 G Street, Ste. A., Davis, CA 95616
(530) 760-8606
www.threeladiescafe.com
The Three Ladies Cafe opened in September 2017 is a family friendly cafe serving healthful, quality foods with an emphasis on plant-based & local ingredients.

Truth Enterprises
1100 11th Street, Ste. 10., Sacramento, CA 95814
www.cultivatetruth.com
Commercial cannabis development, investment and operations.

Lucas Public Affairs
1215 K Street, Ste. 1120, Sacramento, CA 95814
(916-502-1131
www.lucaspublicaffairs.com
Public relations, strategic communications, legislative and regulatory advocacy

DGA
1720 8th Street, Sacramento, CA 95811
(650) 943-1660
www.dgaonline.com
DGA is one of California’s leading advanced firms specializing in the design of technical facilities for the advancement of the life sciences, technology, mission critical, healthcare and education. Built around the concept of “The Union of Design and Technology.” Our focus is on providing an exceptional combination of design, systems integration and technical expertise to create a solution that joins the “Technology” created by the Client with the “Design” created by the Architect.

THANK YOU TO THE FOLLOWING MEMBERS FOR TABLING AT DISCOVER DAVIS 2017!
3P Partners • A Grand Affair • Angel Eye Care • City of Davis • Davis ACE • Davis Cards & Games • Davis Creamery • Davis Food COOP • Davis Swim & Fitness • Davis Waste Removal • Davisville Travel • Engage 3 • European Wax • Farmers Market • Fleet Feet • Froggy’s/Tommy J’s • H2O to Go• Ink Monkey Graphics • International House • Ken’s Bike-Ski-Board • Ketmoree Thai Restaurant • Love Laundry • Open Rice Kitchen • Papa John’s Davis • Raja’s Tandoor • Rotary • Sacramento City College Davis • SPCA • Steve’s Pizza • Stonesfair • The Davis Enterprise • The Good Life Chiropractic • Thomas Dental • T-Mobile • Travis CU • UCD Athletics • UCD Unitrans • USE CU • Woodland Army Recruiting • Woodstocks Pizza • Yolo Hospice • Yolo Property Management • Zumapoke & Lush Ice

Please help us welcome our new Director, Marketing & Events, Holly Claus.

Holly relocated from Canton, Ohio and is excited to learn more about Davis and taking the time to get to know our members and business community.

Profile:
Hometown: Canton, Ohio
Hobbies/Interests: Hiking, Singing & Sports
Fun Fact: She has a twin sister
What profession other than your own would you like to attempt: Real Estate
What is your key to success? Being organized and detail oriented
What motivates you? Family and Friends
What chamber event are you most excited about? Celebrate Davis

Staff Member Profile
HOLLY CLAUS
DIRECTOR, MARKETING & EVENTS
2017 Board of Directors

Jason Taormino, Chair
West Davis Active Adult Community

Rob White, Vice Chair
Sierra Energy

Carolyn Stiver, 2nd Vice Chair
Edward Jones Investments

Christina Horne, Treasurer
Brooks Painting, Inc.

Justin Lowenthal, Secretary - Legal Counsel
Business Realty Co.

Jennifer Nitzkowski, Immediate Past Chair
Carbahal & Company

William Alger
El Macero Country Club

Nichole Arnold
Mother & Baby Source

Bryan Belden
Sutter Davis Hospital Foundation

Bruce Colby
Davis Joint Unified School District

Joe DiNunzio
Davis Roots

Jay Errecarte
SunWest Foods, Inc.

Nancy Hannell
Davis Enterprise

Susan Kirby
Da Vinci Charter Academy

John Costa
PG&E

Don Palm
Sacramento City College, Davis Center

Ted Parks
Woodstock’s Pizza

Mabel Salon
UC Davis

2017 Ambassador Committee

Aaron Wedra, Co-Chair
Davis Enterprise

Raul Zamora, Co-Chair
Z1 Properties

George Barden
New York Life

Katie Curran
Dignity Health

Bianca Filak
First Northern Bank

Jessica Heiser
Royal Guest Hotels

Jaime Heppler
UC Davis Alumni Center

Erik Larum
Lowenthal Realty Co.

Tommy Heppler
UC Davis Athletics

Brianne Maloney
Royal Guest Hotels

Michael Manning
Michael Manning Wellness

Amanda Mason
Lyon Real Estate

Meredith Roberts
Sierra Energy

Paul Romo
Impact Financial Advisors

Kaylin Street
Tandem Properties

Claire Tauer
Sola Bee Farms

Emily Ziser
Carbahal & Company

Follow us on Social Media!