

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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A Message from the Chair

The Chamber is excited to start 2018 with a positive outlook on the collaboration between businesses, the community, and our local and regional agencies. We have many opportunities this year to see some incredible projects break ground – including hotels, student housing, and mixed-use development – as well as embark on an 18-month process looking at our city's core and what changes in policy might bring about the most livable and sustainable

community in the region.

I want to also thank several of our outgoing Board members, including Jennifer Foote Nitzkowski, Christina Horne, and Justin Lowenthal. Each of these Board members have served the Chamber and the community in numerous ways, but I want to note the following: Jennifer served as the immediate past-president for 3 years, providing stability as we saw some turnover at the President position over the last few years; Christina's time on the Board as the Treasurer helped us get to a positive and focused financial footing (and with considerable assistance by our CEO, Christina Blackman); and, Justin has had so much success at growing his businesses that he has had to turn his full attention there, requiring him to step down from the Board earlier this month.

I should note, that even though Justin has agreed to stay on as pro-bono legal counsel for the foreseeable future, the Board is actively looking for a member that would like to fill the essential spot of acting as legal counsel and sitting on the Executive Committee of the Board. If you are interested, please contact the Chamber.

And though there is sadness to see some members of the Board leave and go on to do other things, we are excited to welcome 6 new Board members for 2018. Yes, we grew our Board to include more diversity, more industries, and a greater ability to do the work of the Chamber.

Having just completed a Gala that was quite literally 'out of this world', I am happy to report we were sold out and had a record attendance. And though we had a few less sponsors, we exceeded our budget expectations and had a great time as well.

Spotlight



NOT JUST A REAL ESTATE COMPANY!

At Lowenthal Realty Co., they understand that buying or selling a home is more than just a transaction: it's a life-changing experience. That's why their team of highly-seasoned real estate professionals at Lowenthal is dedicated to providing exceptional, personalized service for all of our clients. We take great pride in the relationships we build and always work relentlessly on the client's behalf to help them achieve their real estate goals. Get started today!

Calendar of Events

Detailed event information is available online at davischamber.com

January	February	March
<p>Friday, January 5 Ribbon Cutting 5:00 pm–5:30 pm Edward Jones Investments Jen Kukis - AAMS</p> <p>Wednesday, January 10 Community Luncheon 11:30 am–1:00 pm Sponsored by: Yolo Federal Credit Union El Macero Country Club</p> <p>Wednesday, January 17 Job Readiness Fair 4:00 pm–6:30 pm</p> <p>Saturday January 20 Installation Gala 5:00 pm–10:00 pm</p>	<p>Wednesday, February 7 Community Luncheon 11:30 am–1:00 pm Sponsored by: Cushman & Wakefield Odd Fellows Lodge</p> <p>Thursday, February 15 Evening Social Sponsored by: Woodstocks Pizza 5:00 pm–6:30 pm</p> <p>Monday, February 19 Chamber Office Closed</p>	<p>Wednesday, March 7 Community Luncheon 11:30 am–1:00 pm Sponsored by: SwimAmerica El Macero Country Club</p> <p>Thursday, March 15 Evening Social Sponsored by: Royal Guest Hotels 5:00 pm–6:30 pm</p> <p>Tuesday, March 20 New Member Orientation DCOC Conference Room</p> <p>Tuesday, March 20 Ribbon Cutting 5:00 pm–5:30 pm Engage3</p>

The chamber will be closed on January 15th, and February 19th.

Chair's Message Continued

Which gets me to the last topic for this newsletter... Sponsorships. If you haven't signed up for an annual sponsorship, there is still time. If you want to be a sponsor for an upcoming event, like Celebrate Davis or a morning social, now is the perfect time to call the Chamber and ask to speak to Christina Blackman (our CEO). And if you just haven't had the time to consider any of these, think about it now. We are always looking for people to serve, support, and provide contributions to make our business community the best place to own, operate, and grow.

Thank you for your time, and consideration, and I wish for you the best year of success in your business ventures!

Dr. Rob White, Sierra Energy

Community Luncheons

In January, we sent a followup survey requesting feedback on topics of interest that you, our member, would like to hear at an upcoming chamber luncheon. Here is the list of upcoming luncheons scheduled based on your feedback:

February 7th
Economic Development
Odd Fellows Lodge - 11:30am - 1:15pm

March 7th
Community, Yours, Mine, Ours
An update from the City of Davis
El Macero Country Club - 11:30am - 1:15pm

April 4th
Human Resources - Finding and Retaining Talent
El Macero Country Club - 11:30am - 1:15pm

To learn more or purchase tickets, visit davischamber.com



The Power of Networking

Many business owners understand the value of networking, but finding the time, not to mention actually putting yourself out there, can seem a bit daunting. Here are a few tips from Forbes.com to get you started.

Be yourself - Networking events bring business owners together and provides an opportunity for introductions and relationship building. Try not to over-think you or others expectations. Be authentic and genuine.

Set realistic expectations - You are taking the time away from your business so be sure your focused on the goal at hand whether its meeting three new people or introducing yourself to a specific company.

Take notes - You learn a lot at these events and details are important in relationship building. Take notes on the business cards your receive for future follow up.

Ask questions - People often love to share their story. Asking thoughtful questions will help you learn more about a new contact and assist you in future follow up.

If you still find your palms sweating just thinking about networking, perhaps its time to use one of your chamber most important resources, the Ambassadors! This group of mighty sales minded individuals are ready to help you connect and network with other business owners, potential clients and likely new friends at chamber events such as evening socials or our community luncheons.

They can assist with making personal introductions and help you feel more comfortable at your first event. For more information, contact Bobbi Vaughn at communications@davischamber.com

Board Vacancy

It is with regret that we have accepted Justin Lowenthal's resignation from the chamber board as legal counsel. Justin currently runs two very successful businesses (Lowenthal APC & Lowenthal Realty) and as the companies have grown, so has the need for more of Justin's time and attention. We thank Justin for serving in this volunteer role since 2015!

With Justin's resignation, it leaves a vacancy on our board for a legal counsel position. If you are interested in serving or would like to nominate a fellow member for this position which serves on both our executive committee and board of directors, please forward your interest via email to Chamber CEO Christina Blackman at ceo@davischamber.com no later than Monday, February 19, 2018.

This voluntary position will help guide and counsel the Chamber's leadership on legal matters and regulations and ensure compliance with the organizations bylaws. As a member of the executive committee, this position participates in strategic planning and visioning for our growing organization.

Interested candidates must be a chamber member in good standing upon nomination. For more information about this position or our other committees, please contact Chamber staff at (530) 756-5160, or by email at communications@davischamber.com.

Join a Committee!

The Davis Chamber of Commerce has a variety of options to get more engaged with the chamber and the business community. Help drive change in areas like education, government, business and quality of life.

The Chamber currently has the following active committees:

- Ambassadors
- Davis Next - Young Professionals
- Membership Committee
- Government Relations
- School Business Partnership

If you would like to learn more, call Bobbi at (530) 756-5160 or by email at bvaughn@davischamber.com.

New Member Orientation

Calling all new members! Our biannual new member orientation is coming up on March 20th from 9:00-10:00 a.m. Join the chamber staff and ambassadors to learn about the basics of membership, get tips on using our website and online member portal, and learn how to take advantage of all the services we offer and make the most of your membership!

RSVP to Bobbi at (530) 756-5160 or bvaughn@davischamber.com.

Use A Chamber Member For All Your Business Needs!

Looking for a new hair stylist? Or a restaurant to cater your dinner party? Or a new bike lock?

We have a member for that! And the best part? The value of your own membership goes up every time you shop with another chamber member.

Members of the Davis Chamber of Commerce create a valuable support network by providing each other with referrals and using each other's services. And with our online directory, the entire membership base is at your fingertips.

So the next time you're looking for a new product or service, [check our online directory](#) or give us a call. Make sure to let that business know you chose them because they're a chamber member, too.

Let's grow together!



THANK YOU TO OUR 2018 INSTALLATION GALA SPONSORS!

UC DAVIS
UNIVERSITY OF CALIFORNIA



ROYAL GUEST
HOTELS



Table Sponsors:



FIRST NORTHERN BANK



SPECIAL THANKS TO
Buckhorn Catering, Tommy J's Grill & Catering,
Action Flipbooks, Strelitzia Flower Co.,
UCD ARC staff and all our amazing volunteers!

Advertise

With the Davis Chamber of Commerce

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.

Level of design assistance*	The DIY	The Assist	The Works
	\$125	\$150	\$175

* 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. *Front Page advertising reserved for annual sponsors.

	Front Page*	Interior Page	Ads Per Issue
Full Page - 8.5" x 11"	n/a	\$150	1
Half Page - 8.5" x 5.5"	n/a	\$75	2
Quarter Page - 4.25" x 5.5"	n/a	\$50	3
2.5" x 2.5"	\$100	\$50	3 Front, 4 Interior

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.

	Homepage	Directory Homepage	Events Homepage
20" x 3" (header)	\$300	n/a	n/a
4" x 4"	n/a	\$150	\$150

For more information, contact us at (530) 756-5160 or email communications@davischamber.com

Chamber Photo Gallery



A smokey but fun Discover Davis in October!



An update on the Davis School District with Dr. John Bowes at the October luncheon!



Mixing it up at the University Retirement Community's November morning social!



Vanessa Errecarte of Erreco Strategies at the Business Summit 2017!

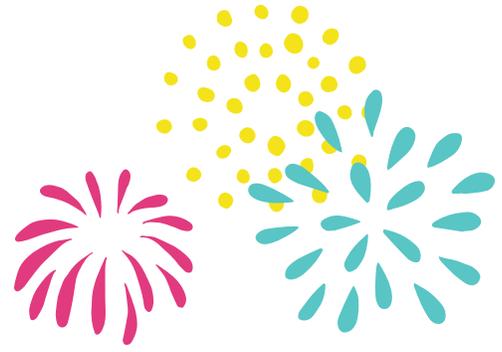


Jennifer Anderson, Owner of Davis Ace, welcomed members and visitors to the November evening social.



A candid conversation with Chief Pytel at the December Community Luncheon.

**RESERVE YOUR SPOT TODAY!
SPONSORSHIPS SELL OUT FAST!**



CELEBRATE DAVIS

**DAVIS
CHAMBER OF
COMMERCE**
CULTIVATING LOCAL PROSPERITY

FIREWORKS SPONSOR \$6000 - Only 1 spot available!

Event Booth

- Central booth placement at event

Media Presence - Top Logo Placement

- Advertisements (top logo placement)
 - Davis Enterprise (8,500 subscribers)
 - Davis Dirt (5,000 copies)
- Logo recognition in summer newsletter
- Half page ad in summer newsletter

Banners and Signs - Top Logo Placement

- 3 "Fireworks Sponsored By" banners strategically placed at the event
- Huge event sign in downtown for two weeks
- One banners placed in high traffic areas in Davis
- 100 lawn signs throughout Davis
- Hundreds of event posters and flyers
 - Sent home with DJUSD students
 - Handed out at Davis Farmers' Market
 - Displayed in local businesses

GOLD SPONSOR \$2000 - Only 2 spots left!

Event Booth

- One end-cap (two corner booths) and placement choice

Media Presence

- Logo on window flyers
- Logo on all media publicity
- Logo recognition in summer newsletter
- Quarter page ad in summer newsletter

BRONZE SPONSOR \$600 - Only 5 spots left!

Event Booth

- 1 corner booth

Media Presence

- Logo on window flyers
- Logo on all media publicity
- Name recognition in summer newsletter

SILVER SPONSOR \$1200 - Only 2 spots left!

Event Booth

- One corner booth and one linear booth

Media Presence

- Logo on window flyers
- Logo on all media publicity
- Name recognition summer newsletter

BOOTH SPONSOR

Corner Booth: \$350 Non-Profit: \$200

Linear Booth: \$250 Food Booth: \$250

05/17/18
COMMUNITY PARK
4:30PM FUN 9:00 PM FIREWORKS

SHOP/PLAY/WORK/LEARN/LIVE

Chamber Photo Gallery



Enjoying an evening with Hyatt Place at UC Davis for our December evening social!



Another successful Toys for Tots Drive!

Get Help from the SBDC

The Davis Chamber of Commerce is proud to be the Yolo County hub of the Capital Region SBDC.

The Capital Region SBDC is the leader in providing access to capital for small business owners and entrepreneurs. Our experienced Business Advisors give you the tools and guidance needed to improve your business and grow your bottom line. With direct and personalized business assistance to entrepreneurs through one-on-one consulting as well as satellite offices in eight counties across our marketplace, The Capital Region SBDC offers easy access to professional consulting in all aspects of small business management.

SBDC consulting services are offered free of charge and your information is completely confidential. SBDC has experienced and knowledgeable business advisors who are uniquely qualified to assist small businesses in creating an effective strategy, discover ways to generate revenue and grow your bottom line. For more information, visit capitalregionsbdc.com.



Come to a Social!

One of the greatest benefits of chamber membership are the many networking options available. Socials are a fun and easy way to meet interesting people, get to know your chamber staff and volunteers, and make the most of your chamber membership. Stay up-to-date on all of our events on the online calendar!

Attendees run the gamut from interested residents, to other business owners, to chamber board members and ambassadors, to UC Davis and City of Davis officials.

Increase Your Social Media Presence

Want to get more views, likes, and shares on your social media posts? Tag the Davis Chamber of Commerce!

We like and share posts that we're tagged in, and encourage you to do the same! With over 1,100 followers on our Facebook page alone, this is an easy way to put your business in front of more Davis residents.

Don't forget to follow us on Instagram and Twitter, too! If you're a chamber member, we're already following you!

#davischamberofcommerce
@davischamber

New Member Spotlight

3R Rescue

PO Box 608, Winters, CA 95694
(707) 529-4643

AirMedCare Network

1305 Southwind Drive, Yuba City, CA 95991
(916) 342-3221
amcnrep.com

American Red Cross Gold Country Region

1565 Exposition Boulevard
Sacramento, CA 95815
(925) 459-8440
redcrosscrc.org

Angel Eye Care and Family Optometry

1411 W. Covell Blvd., Ste 103, Davis, CA 95616
(530) 758-3937
angeleyecare.com

California Grown

1605 2nd Street, Davis, CA 95616
(916) 865-6474

Davis Cannabis Collective

PO Box 2092, Davis, CA 95616
(916) 230-4466

Milestones Movement

2732 5th Street, Unit A, Davis, CA 95618
(530) 219-6527
milestonesmovement.com

The Wardrobe

206 E Street, Davis, CA 95619
(530) 756-1128
thewardrobe.com

AAA

95 W. Lincoln Ave, Woodland, CA 95695
(530) 406-3521
aaa.com

Davis Lacrosse Association

PO Box 72251, Davis, CA 95617
(530) 219-4251
davislax.org

Oodles Corporation

3626 Sandalford Way, San Ramon, CA 94582
(310) 740-0794
oodlesdeals.com

Star-Crossed Properties

PO Box 2275, Davis, CA 95617
(530) 757-7368
scprent.com

The Laundry Lounge

1801 Hanover Drive, Suite E
Davis, CA 95616
(530) 757-7837
thelaundrylounge.com

VFW Post 6949

P.O. Box 415, Davis, CA 95617
(831) 238-2573
sites.google.com/site/vfwpost6949davis/

Judy Higginson

Higgins Team at GoodHome Group RE/MAX Gold

334 Madson Pl, Davis, CA 95618
(530) 574-3329

New Members - Grow with us!

Congratulations to all our new members on becoming a part of the vibrant Davis business community!

As a chamber member, you now have a voice to local government and connections to hundreds of other local business owners and managers. Whether your target market is consumers or other businesses, the chamber can provide many opportunities for you to network and cultivate relationships.

All new members are paired up with one of our amazing chamber ambassadors to share the many networking opportunities and tips on how to get the most from their membership.

We love referrals so if you know of a business that could benefit from chamber membership, let us know!

2018 Board of Directors

Rob White, Chair
Sierra Energy

Carolyn Stiver, Vice Chair
Edward Jones Investments

Joe DiNunzio, 2nd Vice Chair
Davis Roots

Susan Kirby, Treasurer
Da Vinci Charter Academy

Nichole Arnold, Secretary
Mother and Baby Source

Jason Taormino, Immediate Past Chair
West Davis Active Adult Community

William "Bill" Alger
El Macero Country Club

Bryan Belden
Sutter Davis Hospital Foundation

Gerrit Buddingh
Wells Fargo Commercial Banking

John Costa
P G & E

Bruce Colby
Davis Joint Unified School District

Michael Faust
MEF Consulting

Jay Errecarte
SunWest Foods, Inc.

Lis Harvey
Davis Food Coop

Nancy Hannell
The Davis Enterprise

Don Palm
Sacramento City College

Ted Parks
Woodstocks Pizza

Trevor Warren
AGR Partners

Dr. Sang Tran
Varsity Dentistry

Mabel Salon
UC Davis Govt & Comm Relations

Lorne Silverstein
Silver Solar & Integrate

Steven Willhoff
Carbahal & Company

2018 Ambassador Committee

Aaron Wedra, Co-Chair
The Bike Campaign

Meredith Chalfant-Roberts
Sierra Energy

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

Brianne Maloney
Royal Guest Hotels

Michael Manning
Michael Manning Well-ness Consulting

Amanda Mason
Lyon Real Estate

Jill Moss
Soroptimist of Greater Davis

Paul Romo
Impact Financial Advisors

Kaylin Street
Tandem Properties

Claire Tauzer
Sola Bee Farms

Emily Ziser
Carbahal & Company



Chamber Staff

[Christina Blackman](#)
Chief Executive Officer

[Holly Claus](#)
Director of Marketing and Events

[Bobbi Vaughn](#)
Membership and Office Administrator

[Stephanie Chang, Makayla Nordgren](#)
Office Interns

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2017 ANNUAL SPONSORS

EXECUTIVE LEVEL



CHAIRMAN LEVEL



PARTNER LEVEL



DIRECTOR LEVEL

