

## This Week's Friday Report

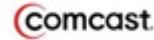


### San Francisco Hispanic Chamber of Commerce

703 Market Street, Suite 609  
San Francisco, CA 94103  
P: 415-278-9611  
<http://www.sfhcc.com/>



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## FRIDAY REPORT: October 19, 2007

Sponsors

### Upcoming Events

**ABC Committee (Northern Region) invites ALL members of the Hispanic Chambers of Commerce in Northern California to the following events:**

- Oct 19 - Bay Area Capital Connections II
- Nov 09 - Access to Business Capital Seminar
- Nov 09 - Pitch to Investors

**Oct 23 - Dollars & Sense Financial Literacy**

**Oct 25 - Spotlight on Immigration**

**Oct 30 - New Credit Options for New Businesses**

**Nov 13 - Small Business Is Good Business for San Francisco**

Check the "Mark Your Calendars" Section for more information about these events.

## Weather

### San Francisco Weekend Weather



## FEATURED CORPORATE MEMBER

**PMI Group**



## NEWS

### SFHCC Announces Board Openings; the SFHCC Is Accepting Nominations for Those Interested In Serving on the Board of Directors for the 2008-2010 Term

**Position title:** Member, Board of Directors

**Description:** Candidate should have background in any of the following key areas: finance, fund development, program development, organizational development, marketing/public relations, or strategic planning. Prior experience in the non-profit arena is desired but not necessary.

**Board member responsibilities:**

1. Provide governance and oversight to ensure quality program delivery to membership and partnering organizations;
2. Provide financial development leadership, including financial support of the SFHC at a level appropriate to the individual member;
3. Recruiting four new members annually;
4. Fiduciary and ethical obligation to proactive effective decision making;
5. Assist in developing, monitoring and evaluating strategic plans;
6. Regular attendance at board and committee meetings;
7. Willingness to contribute time, ideas and expertise to the work of the board;
8. Willingness to leverage relationships in the workplace, community and social circles to benefit the SFHCC;
9. Participation in SFHCC special events and functions; and
10. Willingness to participate as a mentor to new board members.

**Expected financial contribution from board members:** Minimum financial commitment to the SFHCC in the amount of \$2500.

**Expectation of board member involvement in fundraising:** In one or more of the following ways: 1) Through a personal contribution; 2) Through opening doors to other potential donors within their sphere of influence; 3) Corporate Contributions; 4) Through fund raising activities; 5) acquiring in-kind donations for the SFHCC to offset operating costs; 6) Through opening the door for workplace training programs, etc.; and 7) Through event ticket sales.

**Other skills and characteristics sought:** There are six key criteria we use in assessing a candidate's suitability for the chapter's board: 1) The person's ability to support the chapter financially; 2) The person's sphere of influence within corporate and/or community circles; 3) The person's functional expertise relative to the SFHCC strategic needs; 4) The person's ability to well represent the SFHCC in public forums; and 5) The person's passion for the mission of the SFHCC.

**Other information this organization wants you to know:** 1) The SFHCC has gained significant visibility and reliability; 2) The SFHCC has taken the lead of regional development working closely with regional leadership; 3) The SFHCC's Isabela Project is positioned for implementation; 4) the SFHCC will have a strong focus on supplier diversity and lending for membership; and 5) The SFHCC will have a strong focus on member alignment for future opportunities.

**Process to apply for the board:** All prospective directors meet with the C.E.O. and/or Board Chair, and eventually with the Nominating Committee chair. A tour of the office and introduction to key staff and volunteers are usually incorporated as part of these meetings. Background material intended to educate a potential director in the programs and services of the chapter is provided. Once elected to the board, a mentor (fellow board member) is assigned to help ensure the new member's assimilation into the board.

**Location of board meetings:** Normally at the SFHCC office located at 703 Market Street, Suite 609.

**Day and time of board meetings:** Executive Committee normally meets the 4th Monday of month from 6:30p to 8:30 p.m. The General Board normally meets the same time on a quarterly basis.

**Board Hours per month** (including committee work): 3-6

**Each candidate is assessed on the basis of the following six criteria:** 1) candidate's willingness to make San Francisco Hispanic Chamber of Commerce one of his/her top three financially-supported charities; 2) candidate's sphere of influence within corporate/government/community circles; 3) the candidate's functional expertise relative to the chapter's strategic needs; 4) the candidate's ability to well represent the chapter in public forums; and, 5) the candidate's passion for the mission of the San Francisco Hispanic Chamber of Commerce.

**Primary Contact:** Richard Ventura, President & C.E.O, (415) 278-8611, [richard@sfhcc.com](mailto:richard@sfhcc.com), cell (415) 308-5206

## Davies Symphony Hall November 4 -- Orchestra's Mini-Residency to Include Educational Session with Music Students from Around the Bay Area and Dudamel Rehearsal with San Francisco Symphony Youth Orchestra

The acclaimed young Venezuelan conductor Gustavo Dudamel, recently appointed music director of the Los Angeles Philharmonic, leads his Simón Bolívar Youth Orchestra (SBYO) in concert Sunday, November 4 at 7 p.m. at Davies Symphony Hall as part of the San Francisco Symphony's Great Performers series. The Orchestra is the crown jewel of Venezuela's National System of Youth and Children's Orchestras (El Sistema), a national musical and social organization that is changing the lives of young people by giving them musical training and the opportunity to play and perform orchestral music. El Sistema now reaches 250,000 young people in music schools and has spawned 125 youth orchestras across Venezuela.

The November 4 concert program includes music from Bernstein's West Side Story, Shostakovich's Symphony No. 10, music from Argentine Alberto Ginastera's Estancia Suite, and Arturo Márquez's Danzon No. 2, the unofficial "second national anthem" of Mexico. The Simón Bolívar Youth Orchestra also will participate in a two-day mini-residency at Davies Symphony Hall that includes an educational session led by conductor Thomas Clamor and the Venezuelan Brass Ensemble, a 60-piece brass and percussion ensemble composed of members of the SBYO. Middle and high school music students from around the Bay Area will attend the November 5 event, at which the young SBYO musicians, many of whom grew up in Venezuela's barrios, will share how classical music has transformed their lives. San Francisco Symphony Youth Orchestra conductor Benjamin Shwartz will also participate. Also, as part of the San Francisco Symphony mini-residency, Dudamel will lead the San Francisco Symphony Youth Orchestra in rehearsal.

The National System of Youth and Children's Orchestras of Venezuela was founded in 1975 by José Antonio Abreu, who joins the orchestra on its San Francisco visit. El Sistema's purpose is to change lives. That means recruiting anyone who is interested, including those from the poorest slums, and offering them the chance to play great music. 400,000 young Venezuelans have been part of El Sistema since its inception, and in addition to its thriving youth orchestras, the country now supports more than 100 music centers through combined private and government funding.

Youth Orchestra bassoonist Edgar Monroy, 22, told The Guardian (U.K.) that he and his orchestral colleagues share the bond of getting out of the slums where most of them live. Monroy still has friends outside his new world, "people I've known since I was a kid who've become delinquents.... But now most of my friends are musicians;

we're a family as well as an orchestra.... You see, it's not just about music-it's a way of looking at life and yourself. I mean, look at me and where I live. There are kids here who never leave the barrio for weeks, and never will. But I'm off to England, Germany, and the USA to play. Maybe it's ironic...that the music is classical, from Europe. But it's a strong tradition and has opened up our world, told us who Mozart and Beethoven were, that they could be ours and give us an escape."

Lennar Acosta, now a clarinetist in the Caracas Youth Orchestra and a tutor at the Simón Bolívar Conservatory, had been arrested nine times for armed robbery and drug offenses before the sistema offered him a clarinet. "At first, I thought they were joking," he recalls. "I thought nobody would trust a kid like me not to steal an instrument like that. But then I realized that they were not lending it to me- they were giving it to me. And it felt much better in my hands than a gun."

Dudamel will return to make his San Francisco Symphony conducting debut March 20-22 at Davies Symphony Hall.

Program: Shostakovich / Symphony No. 10 in E minor, Opus 93; Bernstein, orchestrated by Kostal/Ramin / Symphonic Dances from West Side Story; Arturo Márquez / Danzon No. 2; Bernstein, orchestrated by Kostal/Ramin / Mambo from Symphonic Dances from West Side Story; and Ginastera / Malambo from Estancia Suite, Opus 8a

Join us Sunday, November 4 at 7:00 p.m. Gustavo Dudamel leads the Simón Bolívar Youth Orchestra in concert at Davies Symphony Hall, 201 Van Ness Avenue, San Francisco. Tickets: \$25-\$81; all tickets available through SFS Ticket Services at (415) 864-6000 or online via the SFS Web site at [sfsymphony.org](http://sfsymphony.org).

## Judge blocks U.S. illegal worker crackdown

By Leonard Anderson, Reuters  
SAN FRANCISCO (Reuters) -

A U.S. federal court judge on Wednesday blocked a key part of the Bush administration's stepped-up efforts to crack down on illegal immigrant workers and those who employ them. Judge Charles Breyer of the U.S. District Court for the Northern District of California granted a preliminary injunction against a program that would force employers to verify Social Security numbers and fire workers whose numbers did not match official records. The federal program developed by the Department of Homeland Security is at the heart of a new crackdown on the estimated 12 million illegal immigrants in the country, after Congress failed to pass comprehensive immigration reform. But the "no-match letter" program was challenged in a lawsuit by the American Civil Liberties Union, the AFL-CIO and other labor groups claiming it was unlawful and hurt all workers, including legal ones affected by errors in the data base. "The balance of hardships tips sharply in plaintiffs' favor and plaintiffs have raised serious questions," Breyer said in his ruling. Breyer still has to rule on a permanent injunction, but workers' rights groups celebrated Wednesday's decision.

"This was really about targeting workers rights generally," said Ana Avendano, director of immigrant programs at the AFL-CIO. "The win is about preventing the Bush administration from causing further harm to workers in this country." White House spokesman Scott Stanzel said the administration was disappointed with the ruling and added: "Coupled with the near daily stories about local communities taking immigration matters into their own hands, this ruling serves as another reminder that Congress needs to enact comprehensive immigration reform to establish a system that is secure, productive, orderly and fair." Breyer had already blocked the Social Security Administration from sending out 140,000 letters to employers with 8 million employees whose names did not match their nine-digit identification numbers.

Under the proposed program, employers notified of a "no-match" would have 90 days to confirm that an employee was in the country legally or fire him if not. Employers also could face fines as well as criminal charges if they did not comply with the program. The judge also said the threat of a criminal prosecution against an employer "reflects a major change in Department of Homeland Security policy." Mailing out new no-match letters to employers "would result in irreparable harm to innocent workers and employers," Breyer wrote.

Homeland Security Secretary Michael Chertoff, in a statement, defended the program as giving employers "clear guidance" if they receive a no-match letter for an employee. He said the department was reviewing Breyer's decision with the Justice Department to "examine all of our options, including appeal." The judge told the parties in the case to prepare and submit proposals by October 12 for a hearing to reach a final decision. President George W. Bush earlier this year pushed a comprehensive immigration package that included a guest worker program and procedures for many illegal immigrants to move toward citizenship. But many in Congress, including Bush's fellow Republicans, balked at the worker and citizen provisions so the administration concentrated on protecting the borders and cracking down on illegal workers.

Download the Court Injunction at [http://www.aclu.org/images/asset\\_upload\\_file505\\_32133.pdf](http://www.aclu.org/images/asset_upload_file505_32133.pdf)

## No To Numbers Plan -- Advocates For Immigrants Protest Use Of Social Security Against Workers

*By Kelly Brewington, Baltimore Sun reporter*

A day after a federal judge ruled that the government could not use mismatched Social Security numbers to crack down on employers who hire illegal immigrants, a coalition of immigrant advocates, faith leaders and workers gathered near the Social Security Administration headquarters in Woodlawn to voice their outrage at the proposal. The regulation is part of a recent Bush administration push to get tough on employers and weed out illegal immigrant workers. But advocates said yesterday that the proposal encourages employers to fire millions of workers with questionable Social Security numbers, harming immigrants and citizens. A judge in San Francisco issued a preliminary injunction to block nationwide enforcement of the regulation, but advocates pledged to continue fighting. Wednesday "was a historic day in the fight for worker rights," said Liz Weiss, senior policy analyst with Interfaith Worker Justice, a Chicago-based group of faith leaders who advocate for immigrant and low-income workers. "But we have a long way to go to prevent this devastating rule from coming to pass." Weiss said the administration could appeal the decision.

Homeland Security Secretary Michael Chertoff said he was disappointed by the judge's ruling, but that his agency would continue to clamp down on the hiring of illegal immigrant workers. A study last year from the Pew Hispanic Center estimated the illegal immigrant work force at about 7.2 million. Interfaith Worker Justice and Maryland immigrant advocacy group Casa of Maryland sponsored the gathering of about 100 people yesterday at St. Gabriel Roman Catholic Church, just blocks from SSA headquarters. Some hoisted signs representing faith groups, while a group of workers held a banner in Spanish that read: "Justice for day laborers and the immigrant community." Weiss said agency officials declined her group's request for a meeting to express their concerns. So after yesterday's gathering, faith leaders and advocates walked to Social Security headquarters to deliver a letter of opposition addressed to Commissioner Michael J. Astrue. "The Social Security Administration exists to help people live with security," the letter stated. "Your Administration should never be turned into the immigration police."

In August, the Department of Homeland Security unveiled the rule related to "no-match" letters - notification that employers receive when the Social Security number listed on an employee's W-2 tax form does not match agency databases. If the worker cannot sort out the discrepancy within 90 days, the employer risks harsher penalties including fines and even criminal prosecution. The American Civil Liberties Union, the AFL-CIO and business groups banded together to sue the federal government, arguing that homeland security did not have the legal capacity to implement the regulation. The rule was scheduled to go into effect in September, and Social Security officials planned to send about 140,000 "no-match" letters. On Aug. 31, a federal judge issued a temporary restraining order, and a hearing was held this month.

On Wednesday, Judge Charles R. Breyer of the U.S. District Court in San Francisco blocked the rule, warning the implementation could cause "irreparable harm to innocent workers and employers." The plaintiffs said Social Security's database is rife with errors, and that many citizens receive letters. Maria Welch, president of the Baltimore Hispanic Chamber of Commerce, said that six years ago she received a "no-match" letter after she married and changed her name. "It took six months to get straightened out," she said. "The government doesn't do anything in 90 days." She said many chamber members fear the rule could force them to fire their employees.

"Large corporation or small, they are scared," she said. "They desperately need workers and want to do the right thing. They have processes in place, but they are not INS experts." The SSA does not have the resources to handle the crush of people responding to letters, said Witold Skwierczynski, president of the local American Federal Government Employees, which represents the agency's employees. "We have the lowest staffing levels since 1973," he said. "Anyone who has tried to visit a Social Security office or call the 800 number knows how difficult it is to get service. ... We likely will not be able to meet the 90-day requirement, resulting in people losing their job through no fault of their own."

Source: The Baltimore Sun

## **San Francisco Takes Top Honors Again As America's Favorite City; Conde Nast Traveler 20th Annual Readers' Choice Awards ranks San Francisco as the "Best-of-the-Best"**

*San Francisco CA*

Mayor Newsom announced today that San Francisco has again taken top honors as the country's number one city. Conde Nast Traveler Magazine, considered as one of the world's top travel and destination guides, has ranked the city of San Francisco as the top travel destination among US Cities for the 18th consecutive year. San Francisco has garnered the number one spot 18 out of the 19 years the magazine has conducted its reader's poll. In its 20th annual Readers' Choice Awards to be featured in next month's edition, approximately 28,000 readers choose San Francisco as their top travel destination. "This is an exceptional honor that speaks volumes to the genuine hospitality visitors experience while visiting our City," noted the Mayor. "San Francisco is proud of its diversity that keeps visitors coming back year after year."

San Francisco was followed by New York City and Charleston, SC in the Top Cities - United States category. Each city was judged according to specific criteria such as ambiance, friendliness, culture/sites, and restaurants, lodging and shopping. Full details will be published in the November issue of Conde Nast Traveler available on newsstands on October 25th. Conde Nast Traveler Magazine is known for its insider travel tips, well-respected writers, and beautiful pictorials featuring some of the most scenic and inviting places in the world to visit. The magazine does not accept free travel and accommodations, and its correspondents, as far as possible, travel anonymously. The annual Reader's Choice Awards are voted on by readers who rank what they consider to be the best-of-the-best in the world of travel including islands, cities, resorts, hotels, airlines, cruise lines, and rental car companies.

## **USHCC Lauds Passage of Small Business Contracting Procurement Improvements Act of 2007; Bill Passage includes small and minority business priorities such as raising the net worth limits.**

Washington, DC

The United States Hispanic Chamber of Commerce (USHCC), the nation's largest advocate for over 2 million Hispanic owned businesses, applauded the passage of the Small Business Contracting Procurement Improvements Act (SBCPI) of 2007. The bill passed by a vote of 21 to 4 in the House Small Business Committee. "Today, the Small Business Committee passed an important measure that increases opportunities for small firms in the federal marketplace," said Chairwoman Nydia M. Velázquez. "The support of USHCC was crucial in ensuring this legislation passed with strong provisions for our nation's minority and underrepresented entrepreneurs. This is a pivotal step forward for the nation's small businesses and I thank the members of USHCC for their involvement." USHCC spearheaded an effort by a cross-section of the minority business and civil rights communities in urging House Committee members to pass the SBCPI Act without the Akin Amendment. Organizations joining the USHCC included the National Association for the Advancement of Colored People (NAACP), National Black Chamber of Commerce (NBCC), Mexican American Legal Defense and Education Fund (MALDEF), National Council of La Raza (NCLR), and the Latin American Management Association (LAMA).

The SBCPI Act included many improvements to the SBA 8(a) program, the single most important vehicle for minority business participation in federal contracting, and established to build strong companies. Since its inception, the 8(a) program has contributed to the development of over 20,000 firms over the past two decades, and these firms have received almost \$100 billion in federal contracts. One of the provisions in this legislation increases "net worth limits," which are a key determinate in establishing a firm's acceptance into the SBA 8(a) program. Rep. Akin had proposed to offer an amendment to strike the increase in the "net worth limits," but was ultimately withdrawn. If the amendment had been added to the bill, the current practice of limiting participation in the 8(a) program to the smallest firms would have excluded many small businesses from much-needed contract opportunities. The average failure rate of all small businesses is almost 70 percent during the first 8 years of business. "We congratulate members of the House Small Business Committee for passage of the bill, and Congresswoman Nydia Velazquez for her leadership on the issue," said Michael L. Barrera, USHCC CEO and President. "Improvements in the SBCPI Act are critically important to the minority business community, and will ensure that the federal marketplace is more competitive and diverse, and therefore offer the federal government and taxpayers a better value in procurement and services contracts."

Findings from the SBA Office of Advocacy, found that although minorities make up 32% of the population in this country, they constitute only 18% of all businesses. In addition, according to the Minority Business Development Agency at the U.S. Department of Commerce, in analyzing the same 2002 census data, noted that, although minority firms continued to grow at a fast pace during the five-year period of the census survey, the average gross receipts for these firms dropped by 16%. It is clear, therefore, that small minority businesses need additional assistance to close the economic gap. At slightly over 4 million firms, minority businesses represent almost 20% of all firms in the country generating nearly \$700 billion in annual revenues and employ almost 5 million workers." "The U.S. Hispanic Chamber of Commerce thanks the members of the House Small Business committee for the passage of this important bill," adds David C. Lizáaga, USHCC Board Chair. "The USHCC strives to enhance the growth of local Hispanic chambers through the provision of entrepreneurial resources, and continue the needed support to make small businesses more competitive. USHCC will work to continuously improve our ability to meet the needs of our chambers and the Hispanic business community."

Over 9,000 firms are currently participating in the 8(a) program. More than half of all federal minority business contracting is accomplished through the 8(a) program. Despite these impressive statistics revealing the importance of the minority business community and the importance of the 8(a) program, the program has not been revamped since 1988. As Chairwoman Velazquez has indicated repeatedly in recent months, that is a period spanning almost two decades. For more information about the Small Business Contracting Procurement Improvements Act of 2007, log on to <http://www.house.gov/smbiz/>.

## MARK YOUR CALENDARS

**ABC Committee (Northern Region) invites ALL members of the Hispanic Chambers of Commerce in Northern California to the following events:**

### **Bay Area Capital Connections II**

**Friday, October 19, 8AM - 6:30PM**

City Hall, 200 East Santa Clara Street, San Jose, CA.

Special Discounted Rate for CHCC Members:

[www.acteva.com/booking.cfm?bevaaid=138812](http://www.acteva.com/booking.cfm?bevaaid=138812)

\$95/person for early registration before 9/19 (vs. \$110/person), and \$130/person for regular registration 9/20-10/17 (vs. \$150/person).

This 1-day event provides critical information on accessing equity and/or debt capital and management resources. Topics covered include angel investing, venture capital, debt capital, building management teams, marketing strategies, valuation, and exits.

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**Access to Business Capital Seminar**

**Friday, November 9, 8:30 AM - 10 AM**

San Francisco, CA

Financing Alternatives Seminar: This program is designed to educate small business owners about other private investment or financing opportunities and government investment programs.

The program is **FREE** and RSVP is suggested.

If you have any questions or to RSVP, please contact [walter@tijiboyassociates.com](mailto:walter@tijiboyassociates.com)  
(415) 515-4240

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**Pitch to Investors**

**Friday, November 9, 10:30 AM - 12 PM**

San Francisco, CA

Meeting with Investors: The ABC committee can secure and arrange for Investors to meet with Latino and Minority businesses from our Region. These growing businesses must be ready to receive private equity financing to help grow and expand their companies. Once the companies are identified the ABC program experts will provide coaching to these businesses, free of charge, to prepare them for their pitch to investors.

If your company is looking for investment please contact [walter@tijiboyassociates.com](mailto:walter@tijiboyassociates.com) ASAP or call 415 515-4240

For information about the ABC program please visit <http://www.cahcc.com/abc/index.html>

## Oct 23 - Dollars & Sense Financial Literacy

Want to know some of the fundamental steps that can help make your small business a successful enterprise? Then join us for a special presentation from 5:30pm-8:00pm at the Cartwright Hotel(<http://cartwrighthotel-px.trvlclick.com/index.html>) located at 524 Sutter Street. Nearest Public Garage - Sutter Stockton Garage. You will get insights and tips that you can use to put you on a sound financial footing.

This workshop will include a dynamic question and answer session so that participants can walk away with valuable information that meets their specific financial needs and helps them to build financial security. Join the San Francisco Hispanic Chamber of Commerce (SFHCC), the California Society of Certified Public Accountants, and the Latino Business Professionals (LBP).

**Registration:**

This event is FREE to the community. Seating is limited to 45 people.

[Register Online](#)

Registration will begin at 5:30 p.m. Main program will start at 6:00 p.m.

## Oct 25 - Spotlight on Immigration

**PRESENTING SPONSOR**



Immigration is one of the most pressing and heated issues of our day, with debates raging from the halls of Congress and state legislatures to local referendums and vigilantism. With this flurry of activity, it is often difficult to keep track of what is really happening across our state. "Spotlight on Immigration" will address this need by discussing the current state of affairs surrounding immigration.

**This educational program will address such topics as:**

- California's changing population?and the impact on State and local communities
- Views of Californians toward immigration, and the status of immigration legislation
- What it means for San Francisco to be a "Sanctuary City," and models other communities are exploring to address immigration issues

**Featuring:**

- **Larissa Casilla**  
Bay Area Immigrant Rights Coalition
- **Laura Hill**  
Research Fellow, Public Policy Institute of California
- **Isabel Valdes**  
Author and In-Culture Marketing Consultant
- **Wade Crowfoot**  
Office of Mayor Gavin Newsom

**Moderated by:**

- **Anamaria Loya**  
Executive Director, La Raza Centro Legal

**Thursday, October 25, 2007**

The San Francisco War Memorial, Green Room  
401 Van Ness Avenue, San Francisco

5:30-6:00pm Registration and Reception

6:00-8:30pm Program

**Cost: \$10**

[Register Online](#)

**Oct 30 - New Credit Options for New Businesses**

**Presented by**



Join us for this interactive workshop where you will learn about new options to get the capital your business needs. Learn about new opportunities for brand new businesses to access the funds needed for the first stages of business and beyond. You'll also learn about resources to maximize growth in year one and into the future.

**Time:** 5:30pm - 7:30pm

**Location:**

Cartwright Hotel  
524 Sutter Street  
San Francisco, California 94102

[Register Online](#) and see more details about the pricing of this event

## Nov 13 - Small Business Is Good Business for San Francisco

Join Mayor Gavin Newsom for a Small Business Procurement Workshop & Networking Event "Small Business Is Good Business for San Francisco" Building Partnerships Together.

- Learn basic "Nuts & Bolts" of Doing Business with the City
- Receive One-To-One Technical Assistance from City staff
- Leave with a list of department contacts responsible for day-to-day purchases, general and professional services and construction contracts

The Small Business Procurement Workshop & Networking Event is hosted by the Small Business Commission and the Office of Contract Administration.

For further information visit our website at [www.sfgov.org/sbc](http://www.sfgov.org/sbc).

To RSVP contact Martha Yañez, [martha.yanez@sfgov.org](mailto:martha.yanez@sfgov.org) or call (415) 554-6134.

**Time:** 4:00 - 8:00 PM

**Location:** City Hall, South Light Court.

## Procurement

### City & County of San Francisco

Want to know how to do business with the City & County of San Francisco? You can download a manual at <http://www.sfgov.org/site/uploadedfiles/oca/HowToDoBusinessWithCCSF.pdf>.

New Bid Opportunities Listed for the City & County of San Francisco. Search opportunities at <http://sunset.ci.sf.ca.us/pbids.nsf/>.

Details about free workshops for city contractors can be found at <http://www.sfgov.org/site/uploadedfiles/sfhumanrights/2007%20LBE%20Workshop%20Flyer1.DOC>

Get more information about the City's certification at [http://www.sfgov.org/site/sfhumanrights\\_page.asp?id=45141](http://www.sfgov.org/site/sfhumanrights_page.asp?id=45141).

### Northern California Supplier Development Council

The Northern California Supplier Development Council (NCSDC) is an affiliate of NMSDC, Inc., a national organization made up of 39 regional councils with a combined constituency of over 3,600 corporate members and 16,500 certified MBE (Minority Business Enterprise) suppliers. Our mission is to facilitate access to contracting opportunities between certified MBEs and corporate/public purchasers. NCSDC provides MBE certification, networking opportunities at our events as well as partner organizations and access to corporate and MBE contacts through our local and national databases. NCSDC serves the Northern California region and the state of Hawaii.

Learn how to get certified as a minority supplier at <http://ncsdc.org/Certification.aspx>.

## State of California

In most cases, your California Small Business certification or Non-Profit registration will be completed online in one business day or less when you have at hand the necessary information from your tax returns and business documents to enter into the online system. State law requires that those applying for Disabled Veteran Business Enterprise (DVBE) certification provide to the DGS a current award of entitlement letter from the U.S. Department of Veterans Affairs or the Department of Defense and copies of Federal tax returns. DVBE firms are encouraged to apply online, with the review and approval process to be completed in less than 30 days after all documents are received.

Find out what the State of California buys at <http://www.pd.dgs.ca.gov/sell2state/default.htm#buys>.

Get more information about the State of California's Online Certification at <http://www.pd.dgs.ca.gov/smbus/getcertified.htm>.

## EVENTS BY OTHER ORGANIZATIONS

### Oct 20 - Lights Out San Francisco

On the night of Saturday, Oct. 20, between 8-9 pm, the entire city of San Francisco is invited to turn off all non-essential lighting and install one energy-efficient compact fluorescent bulb (CFL).

To assist in this effort, Lights Out San Francisco with partners PG&E and Safeway are distributing free CFL bulbs throughout the city. It's estimated that turning lights out in the city for even one hour could save as much as 15 percent of the energy consumed on an average Saturday night.

For energy-saving tips and to join Lights Out San Francisco, visit [www.lightsoutsf.org](http://www.lightsoutsf.org).

### Nov 8-12 - LULAC Veterans Summit

The 2nd annual LULAC Veterans Summit is scheduled November 8-12 in Orlando Florida. The Summit will kick off the Community Prosperity Partnership (CPP) in the state of Florida.

The CPP is a LULAC Initiative serving our nation's veterans and the local community in which they live via our community based centers. It is a great recruiting opportunity for Federal Agencies. 20,000 persons are expected to attend.

There will be a job fair series of Veteran Program workshops given by government agencies.

The website address is <http://www.lulac.org/events/others/cpp2007.html>

### Nov 15 - EXPANDING HORIZONS: A Workshop About Investing Overseas for Minority and Women-Owned Businesses

Minority and women-owned businesses in the San Francisco area will have an opportunity to learn how products and services offered by the Overseas Private Investment Corporation (OPIC) and other government agencies can help them expand into emerging markets overseas, thanks to an upcoming workshop sponsored by OPIC. The workshop, called Expanding Horizons, will be held at the Crowne Plaza Hotel- Union Square on November 15. It will be the seventh in a series that has drawn representatives of more than 600 minority and women-owned businesses, and is being held in cooperation with the U.S. Department of Commerce's Minority Business Development Agency (MBDA) and the National Women's Business Council (NWBC).

We strongly urge you to register for the workshop in advance by completing the online registration at [www.trademeetings.com](http://www.trademeetings.com).

If you have any questions about the event, please contact myself or Ms. Judyth Gilbert, Outreach Coordinator for Minority and Women-Owned Businesses at 202-336-8641 or email [jgilbert@opic.gov](mailto:jgilbert@opic.gov).

## FEATURED MEMBERS

### Mail Services

#### United States Postal Service

P.O. Box 7838  
San Francisco CA, 94120  
P: (415) 550-5710  
[www.usps.gov](http://www.usps.gov)

## NEW MEMBERS

Chamber members have access to exclusive benefits that build relationships, increase visibility, and generate business leads. They're the first to learn about economic trends and developments that shape the City's business environment and their own companies' growth. And they influence decision makers in San Francisco and beyond, helping ensure that San Francisco means business-in every sense. Welcome additions to the San Francisco Hispanic Chamber of Commerce. Memberships can be purchased online using the following link:  
<https://sfhccregistration.chamberbusinesssuite.com/>

#### Esther Burciaga

337 Fulton St #26  
San Francisco, CA 94102  
Student Membership

#### James Standfield Catering

425 Littlefield Avenue  
South San Francisco, CA 94080  
Small Business

**Alicia Kite** P: (650) 583-3180

F: (650) 583-3023

[www.jamesstandfieldcatering.com](http://www.jamesstandfieldcatering.com)

#### Pennbrook Insurance Services, Inc.

300 Montgomery St, Ste#450  
San Francisco, CA 94104  
Small Business

**Juan Torres** P: (415) 820-2227

F: (415) 394-8332

[www.pennbrookins.com](http://www.pennbrookins.com)

## SBA Programs

### Small Business Administration Workshops

The Small Business Administration offers a variety of classes for business owners in their Entrepreneur Center, located at 455 Market St., 6th Floor in downtown San Francisco. To register for classes, go to <http://www.acteva.com/go/sba>.

SCORE classes are available at [www.acteva.com/go/sfscore](http://www.acteva.com/go/sfscore)

**10/22 - 8:30 AM - 5:00 PM - Food Safety Certification (Spanish) - Golden Gate Restaurant Association**

California Assembly Bill 1978 requires that specified food facilities employ at least one person who has successfully passed a California State approved and accredited food safety certification exam. As of January 1, 2000, certification is mandatory and re-certification is required every three (3) years. Registration and information is available at [www.ggra.org](http://www.ggra.org) The July 16 class will be taught in Spanish.

**10/22 - 6:00 PM - 8:30 PM - Connect to the Net- How to Launch Your Website Quickly**

This course will outline steps to either create the web site yourself, or how to go about selecting a company to create your web site, the average time and cost, how to identify and create content for the web site and how to maintain the site going forward.