

This Week's Friday Report

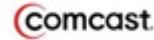


San Francisco Hispanic Chamber of Commerce

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Pacific Gas and Electric Company

FRIDAY REPORT: October 26, 2007

Sponsors

Upcoming Events

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

Nov 09 - Access to Business Capital Seminar

Nov 09 - Pitch to Investors


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

Saturday ²⁷	Sunday ²⁸
 Partly Cloudy High 72°F Low 56°F	 Sunny High 73°F Low 58°F
Precip: 0%	Precip: 10%

FEATURED CORPORATE MEMBER

Delta Dental



NEWS

Latinos in Information Sciences and Technology Association Honors Comcast Executive with 2007 Corporate Citizen Award

Washington DC--(HISPANIC PR WIRE)--October 24, 2007

Latinos in Information Sciences and Technology Association (LISTA) announced today that it is presenting Susan Gonzales, vice president of the Comcast Foundation, with the 2007 LISTA Corporate Citizen Award. Gonzales earned the honor for her long-standing commitment to philanthropic and diversity initiatives, as well as for her work in the Latino community in the past 2 years. LISTA will honor seven other industry executives, including Gonzales, and Staples' Kenneth Brooks at its 2007 National Latino Technology Achievers Gala Awards Dinner on Thursday, October 25, 2007, at 6 p.m. at the Fairmont Hotel in Washington DC.

In her role at Comcast, Gonzales is responsible for negotiating and creating comprehensive partnership agreements with national Hispanic organizations. "Susan Gonzales' commitment to serving the Hispanic community is a model for others to follow," said Andres Jordan, president of the LISTA DC Technical Council. "She brings strong leadership and a sincere devotion to building an inclusive culture at Comcast, while also creating partnerships that address the needs of diverse communities across the country." In her role at Comcast, Gonzales is responsible for negotiating and creating comprehensive partnership agreements with national Hispanic organizations, and has created national opportunities to increase the company's visibility and expand its commitment to diverse organizations. With Comcast's commitment, she champions causes that positively impact the Latino community, such as providing the leadership to improve the educational experience and opportunities for Hispanic youth. Gonzales is also committed to the education and leadership development of the Hispanic community, and ensuring that they have the resources and role models to help them effectively navigate a successful career path.

Gonzales's leadership and commitment to empowering the Latino community reflects the consummate values that are part of LISTA's mission. "She has opened doors for many Latino Technology Professionals and she continues to develop new ideas to strengthen the image of Latinos in corporate America," said Jose A. Marquez-Leon, President and Chief Executive Officer, LISTA. "On behalf of Comcast, I am truly honored to receive this award and to be recognized in the same category as so many other great Hispanic leaders," said Gonzales. A native of California, Gonzales joined Comcast in 2003 as Regional Senior Director for Communications. She is a graduate of the UCLA Anderson Graduate School of Business executive program and holds a Bachelor of Science in Business Administration from San Diego State University.

Newsom Announces New Homeownership Downpayment Assistance Program; Would Help Teachers And Police Officers To Afford To Live In The Communities Where They Work

SAN FRANCISCO, CA

In an effort to expand homeownership opportunities for low and moderate income households, Mayor Gavin Newsom today announced two new programs to address the need for downpayment assistance for credentialed public school teachers and police officers working in the San Francisco Police Department. "When young, middle-class families with children flee for the suburbs, a city is robbed of its heart and soul," said Mayor Newsom. "We must do whatever we can to retain those that give the most to our community - our children's teachers and the police who keep us safe. These programs are an excellent reminder that we need to keep San Francisco affordable for all who wish to live here." The Mayor's Office of Housing (MOH) worked in coordination with the Department of Children, Youth and Families, and the San Francisco Unified School District to create the Teacher Next Door program, a downpayment assistance program for teachers.

United Educators of San Francisco (UESF) President Dennis Kelly said, "This is a meaningful step forward in our efforts to stabilize our workforce of teachers. Educators who are housed in the community in which they teach are more likely to stay in their jobs and gain the experience necessary to better the school district." Loans of \$20,000 will be made available to teachers to purchase their first home. The loan will require no payments, and will accrue no interest. If the teacher remains employed with the district for five years, the City will begin to forgive the loan on year 6 at a rate of 20% per year, so that by year 10 the entire loan is forgiven.

Additionally, through the Police in the Community program, MOH will make loans of \$20,000 to police officers in good standing to purchase their first home in San Francisco. The loans accrue no interest nor require monthly payments. The loans are forgiven five years after they are made, if the officer remains in the service of the City, or if the officer is permanently disabled or killed in the line of duty at any point during those five years. This program has been funded through the collective bargaining agreement negotiated between City's Department of Human Resources and the Police Officer's Association this year. Gary Delagnes, President of the Police Officers Association (POA) said, "Recruiting and retaining police officers is a national crisis. This local program gives our officers an attractive opportunity to make San Francisco an affordable place in which to live in or relocate to." Both programs require that the borrowers live in the homes they purchase and remain employed with the SFUSD or the SFPD while the loan is active, or be required to pay it back to the City. Both programs also require that this loan be used in the purchase of the borrower's first home in San Francisco.

A Missed Opportunity to Lead on Immigration and Education: The Veto of the California Dream Act

By Fabiola Inzunza

As a witness to the diverse struggles, achievements, and potential of undocumented students, and as a student advocate who worked tirelessly on this campaign this year, I was disheartened upon hearing the veto message from the Governor's Office this past weekend regarding Senate Bill 1, the California Dream Act. As a leader of a student organization that works closely with undocumented students and their supporters, each day I see the great need for a bill like the California Dream Act. Low-income undocumented students who have impressive GPAs must juggle multiple jobs in order to pay the \$2,500 price of tuition every ten weeks, they must also endure long commutes from distant cities because they cannot find affordable housing near their campus, they are forced to turn away research opportunities, private scholarships, more quarters in school,...In short, Thousands of students across the state were looking for Governor Schwarzenegger to increase their chances of achieving their educational dreams.

Now that the California DREAM Act has been vetoed, I will again receive the too familiar phone calls from many bright students at UCLA, who will be forced to drop out of school for yet another quarter because of a lack of financial support from the STATE they call home. Again, I will have to tell them that their Dream Act, OUR Dream Act has been vetoed. Again, I will watch as my colleagues get turned away from their educational aspirations. Our governor had the opportunity to lead the nation on this issue, by enacting a law that had the potential of voicing loud and clear that we must place policy before politics when dealing with the education of our nation's future leaders. This issue is not going away soon. It will be back. The California DREAM Act is a low-cost and sensible way to open up the doors of higher education to more students without taking money away from other students. This is why it won such broad support from the UC Student Association, California State Student Association, community colleges, UC Regents, The California State University Board of Trustees, Los Angeles and San Francisco Chambers of Commerce, as well as the Hispanic Chamber of Commerce and the editorial boards of several of the state's largest newspapers.

I would like to honor the thousands of diverse students across the state who worked diligently on this campaign. I would also like to thank Senator Gil Cedillo (D-Los Angeles) for being more than a co-sponsor of the bill and putting his livelihood into its passage and Assembly Speaker, Fabian N? (D-Los Angeles), for lending his support and influence to this bill. Although the Governor's veto of SB 1 is a set back, it is certainly not the end of our efforts. We plan to ensure that the California DREAM Act is re-introduced next year. AB 540 students and their supporters will persist with strength, courage, and most importantly, with our passion, to continue promoting affordability in California's higher educational system.

Fabiola Inzunza is a fourth-year international development studies student and co-chair of Ideas UCLA, a group

that helps undocumented students pursue higher education on campus.

MARK YOUR CALENDARS

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

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

(415) 515-4240

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 ASAP or call 415 515-4240

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

Oct 30 - New Credit Options for New Businesses

PRESENTING SPONSORS



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.

To RSVP contact Martha Yañez, 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.

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://ncsd.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

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.

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.

FEATURED MEMBERS

Marketing

CommuniQue

2 Elsie Street
San Francisco CA, 94110
Phone: 415-378-4360
Category: Marketing Communications

BuyCultural Marketing

208 Third Avenue
San Francisco CA, 94118
Phone: 415-668-4748
Category: Marketing Consultants

Isabel Valdes Consulting

3701 Sacramento St. Apt. 259
San Francisco CA, 94118
Phone: 415-752-2257
Fax: 415-752-2157
www.isabelvaldes.com
Category: Marketing Consultants

Marketeer Unlimited

826 Algona Blvd. North
Algona WA, 98001
Phone: 253-939-2467
Fax: 253-939-2834
Category: Marketing Consultants

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/>

Grupo Entrada

917 Cole Street #3
San Francisco, CA 94117
Small Business Membership

Mitch Posada

P: (415) 420-1518
www.grupoentrada.com

Libio Latimer

1050 Masonic Ave
Albany, CA 94706
Student Membership

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

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

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

10/29 - 8:30 AM - 4:00 PM - How to Start and Manage A Small Business

Speakers who are experts in their fields will discuss an array of topics new businesses face such as financing, accounting, legal structure, marketing, business planning, and insurance. \$50 registration fee in advance; or \$60 on day of event. For information, contact SCORE at (415) 744-6827, register at www.acteva.com/go/sfscore

10/30 - 6:00 PM - 8:30 PM - Greater Efficiency = Greater Profits

Not sure where to focus your time and energy? Does your to-do list leave you feeling overwhelmed and the piles on your desk leave you depressed? Would you like to learn how to work smarter, not harder? Whether it is your first year in business or your fifth, efficiency is critical. Success in business depends on your ability to focus on those activities with the biggest payoff, and on organizing your work life for maximum effectiveness. In this interactive workshop, you will learn a transformative goal setting process; how organizational techniques can increase your productivity; how to pinpoint your strengths and challenge areas; and innovative ways to make the most of your time, your space and your resources.

10/31 - 3:00 PM - 5:00 PM - Restaurant Series: The Art of the Table-The Real Power Behind the Buzz

Learn to bring clarity to your restaurant and its mission. Every person working in your restaurant is an extension of your brand. Engage your staff in the mission and promotion of your business. Create a "we", not "me" attitude. Your staff can become your customer evangelists by working as a team and by understanding the collective energy that is created. Also learn to develop PR strategies that build upon personal relationships. \$25 registration fee. Presented by the SF Small Business Development Center.

11/1 - 1:00 PM - 4:00 PM - Basic Bookkeeping, Part One

Learn basic accounting and bookkeeping terms and processes. Topics include cash vs. accrual accounting, proper accounting data flow processes, the importance of budgeting, the purpose of different financial reports, the differences in computer accounting systems, cash management, and more. \$25 registration fee. Presented by the SF Small Business Development Center.

11/1 - 6:30 PM - 8:00 PM - From Kitchen to Market: Selling Your Specialty Foods

You have a specialty recipe you think the market would crave - BBQ sauce, homemade cookies or jams? How do you transition from your kitchen to the outside world? It pays to understand the huge specialty food industry as you maneuver through it. This class will focus on the planning and production process, contacts to help you get started, capitalization options, marketing strategies, the distribution network and more. You will receive a take home

package with worksheets, resource guide and trend analyses. \$25 registration fee. Sponsored by the SF Small Business Development Center.

11/5 - 8:30 AM - 5:00 PM - Food Safety Certification - 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