

## 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/>

## FRIDAY REPORT: Jun 06, 2008

### Upcoming Events

**Jun 17 - Legislative Day - SAVE THE DATE**

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

### Weather

### San Francisco Weekend Weather



### NEWS

### Have Administrative Experience? The SFHCC Seeks an Administrative Assistant

The SFHCC is recruiting for an Administrative Assistant Position who is mature, responsible & organized who can easily multi-task.

Job Requirements Include:

- Eligible candidates **MUST** have functional knowledge of Microsoft Office, particularly Excel and Word, no exceptions.
- Must be organized & detail orientated
- Support Client Requests

- Comfortable working in a fast-paced environment, can easily multi-task
- Have Strong Customer Service Skills
- Manage mass emails & merging
- Have proven Time Management & Organizational Skills
- General filing, faxing & telephone skills

This is an excellent position for someone who thrives in a fast-paced & challenging environment. Please contact Richard Ventura at 415-308-5206 or submit resume via email to [richard@sfhcc.com](mailto:richard@sfhcc.com).

## **NFIB and Visa Inc. Announce 2008 'Young Entrepreneur of the Year' Winner -- Washington State Teen Experiences Sweet Taste of Business Ownership Success**

*WASHINGTON, June 3 /PRNewswire-USNewswire/*

The eighteen-year-old owner of a Washington state chocolate and coffee business, Peter Crabtree, has won the 2008 National Federation of Independent Business/Visa Inc. "Young Entrepreneur of the Year" Award. In recognition of his entrepreneurial achievements and spirit, Peter Crabtree of Kingston, has been awarded a \$10,000 educational scholarship to help defray the cost of tuition at Seattle University. Peter was chosen for this top honor from more than 8,000 candidates who applied from across the country.

"Peter is an outstanding example of how young people can succeed when they take a risk and invest in their entrepreneurial talents," said Don V. Cogman, chair of the NFIB Young Entrepreneur Foundation Board of Directors. "NFIB is thrilled to be working with Visa to reward Peter and all of this year's YEF Award recipients for their impressive entrepreneurial achievements. We hope our awards will assist these young entrepreneurs as they continue on their paths towards successful futures."

Called CBC Chocolates, Peter founded his company at the age of 15 as a way to earn money for college. His interest in making chocolate started in a culinary class at school. From there, he started making chocolate at home and selling them to classmates. During the summer he expanded his line of chocolates and began selling them at a farmers' market. By 2006, CBC Chocolates was a licensed wholesale producer and in 2007, he opened a 1,200-square-foot store front with a kitchen where all of the chocolates are made. To help increase sales for his growing business, he has since added a coffee and espresso bar.

"Peter's drive, passion and determination should be an inspiration to all aspiring business owners," said Raghav Lal, Head of Global Small Business Products, Visa Inc. "We are pleased to, once again, be working with NFIB and their Young Entrepreneur Foundation to help ensure that young leaders who have either started, or want to start, their own business have the resources to succeed."

Visa's sponsorship of the program is part of its comprehensive corporate social responsibility program, which focuses on programs that help unleash entrepreneurial talents critical to economic development.

"I want to thank both NFIB and Visa for their generosity, support and recognition of my efforts," said Crabtree. "It has been an exciting journey full of hard work, frustration, ingenuity and most importantly, joy and success. This scholarship will most certainly help to further my knowledge of the business world as I pursue my college degree."

The NFIB/Visa Inc. "Young Entrepreneur of the Year" award is given annually to the top applicant in the NFIB Young Entrepreneur Awards program, sponsored by NFIB's Young Entrepreneur Foundation. To earn a scholarship, students were asked to demonstrate their entrepreneurial achievement by answering a short, personal questionnaire defining their efforts. Standardized test scores, GPA and class rank were also taken into consideration.

The four other winners of the NFIB/Visa Inc. National Young Entrepreneur Award will each receive a \$5,000

scholarship. They are:

- Jim Cerenzie of Spanish Fork, Utah: Plans to attend California State University in Long Beach. Jim's company uses e-Bay to sell brand new "old" stock, bought from a sporting goods wholesaler in Ariz.
- John Kirkpatrick of Beckley, W. Va.: Plans to attend Wake Forest University. John is the owner of an Internet marketing business -- ZeroPricetags -- that offers "gadgets," from video games worth \$40 to plasma TVs worth \$2000, to reward people who agree to test products or participate in surveys.
- Eric Knudson of Boyds, Md.: Plans to attend Stanford University. Eric is the co-owner of Serve It Up Tennis, LLC. The tennis lesson company boasts more than 700 clients in the last year and has 20 coaches on staff.
- Jacob Lindemann of Manitowoc, Wis.: Plans to attend University of Wisconsin in Milwaukee. Jacob operates 360 Board Shop, a skateboard supply shop that recently expanded when Jacob bought out another skateboard store near Milwaukee.

This is the fifth consecutive year Visa has been the primary corporate sponsor of the NFIB Young Entrepreneur Foundation Young Entrepreneur Awards Program. Since 2003, the NFIB Young Entrepreneur Foundation has awarded 1,900 Young Entrepreneur Award Scholarships totaling \$2 million.

The National Federation of Independent Business Young Entrepreneur Foundation, in partnership with Visa, also manages an online curriculum to teach budding entrepreneurs the basics of how to start a business. Teachers can download the free program from Visa's Practical Money Skills for Life financial education program, <http://www.practicalmoneyskills.com> and the NFIB Young Entrepreneur Foundation's Entrepreneur-in-the-Classroom programs <http://www.NFIB.com/EITC>.

## PMI Launches Website to Help Prevent Unnecessary Foreclosures

*WALNUT CREEK, Calif., June 4 /PRNewswire-FirstCall/*

PMI Mortgage Insurance Co., the primary subsidiary of The PMI Group, Inc. (NYSE: [PMI](#)), today launched a new consumer-focused website at <http://www.homesafepmi.com> to help homeowners save their homes from foreclosure.

The website features unique video and web content designed to make distressed homeowners aware of their options and alternatives to foreclosure. It also provides direct links to non-profit organizations that can help borrowers explore workout options with their lenders.

"Freddie Mac released a study in January of 2008, which showed that lenders are unable to contact borrowers in more than half of the foreclosures they conduct," said John Jelavich, PMI's Vice President of Homeownership Preservation Initiatives. "We believe many foreclosures can be avoided through some basic education about options and alternatives to foreclosure."

Jelavich continued, "The internet is the most powerful education tool available, and video content is the fastest growing and most popular media type on the web. We know that homeowners at risk are turning to the internet for help, and we wanted to provide accurate sources of information that directs people to the resources and help they need."

The PMI videos can also be found on [YouTube.com](#) by searching "PMI Workout Programs" and "PMI Selling Your Home."

## At Hunters Point Naval Shipyard, Mayor Newsom Unveils 2008-2009 Budget -- Newsom's Budget Eliminates 1,085 positions, Preserves Funding for Healthcare, Streets, Police Officers, Homelessness,

## Education, and Housing

06/02/08

Today at the San Francisco Police Department Tactical Operations Center on Hunters Point Naval Shipyard, Mayor Gavin Newsom submitted his proposed 2008-2009 budget to the Board of Supervisors.

"This year we faced some tough choices," said Newsom. "This budget makes careful, balanced decisions to invest in our city's basic needs and infrastructure while supporting our residents with vital services and housing. Through creative approaches, diligent management, and a commitment to working in new and efficient ways, we will continue to protect the priorities that make San Francisco a safe, healthy, and vibrant place to live."

The proposed 2008-2009 budget was balanced through a series of savings ideas and reductions that included position eliminations and layoffs, across-the-board reductions to department budgets, reductions in overtime, and savings from labor contracts. The budget also benefited from a series of mid-year cuts and a hiring freeze.

**Healthcare** -- Newsom's budget invests \$37 million for Healthy San Francisco, San Francisco's universal healthcare program, an increase from \$25 million last year, to ensure that all uninsured San Franciscans have access to healthcare.

**Streets** -- Newsom's budget invests \$2.3 million more for street repaving over last year, for a total of \$38.7 million. This investment, for the second year in a row, meets the city's repaving needs.

**Public Safety** -- Newsom's budget improves public safety by investing \$4.9 million for three more academy classes, ensuring that the San Francisco Police Department will reach full mandated staffing levels for the first time in the City's history.

**Homelessness and Housing** -- Newsom's budget continues to fight the battle of chronic homelessness by investing \$196 million for services and to place homeless clients into permanent supportive housing. In addition, Newsom invests \$30.8 million towards development of 410 units of senior affordable housing, \$28.6 million to support construction of 668 units of rental housing for families, and \$28.6 million to support homeownership programs, including down payment assistance for first-time homebuyers.

**Education** -- To ensure that San Francisco continues to be the highest performing urban school district in the state, Newsom's budget invests \$48 million in education, including \$14.8 million for Wellness Centers, Anti-truancy programs and new service-learning initiatives and \$22.5 million through Prop H for sports, libraries, arts and music.

**Community Investment** -- Newsom's budget expands jobs for at risk 16-24 year olds by investing \$3.5 million to add at least 800 more jobs in partnerships across the city and with the nonprofit community. In addition, Newsom invests \$5 million more for Hope SF to rebuild San Francisco's worst public housing developments, including \$3 million for Hunters View predevelopment work and \$2 million for Housing Authority immediate repairs.

The [Mayor's 2008-2009 Proposed Budget is available online \(PDF\)](http://www.sfgov.org/ebudget). The interactive e-budget, featuring high level summaries of the proposed 2008-2009 expenditures and investments for major service areas, can be found at [www.sfgov.org/ebudget](http://www.sfgov.org/ebudget).

## 5/15/08 - New Jobs, Houses Spur S.F. Population in 2007

*By Robert Selna, San Francisco Chronicle*

Thousands of new technology industry and other professional jobs and a burst of new housing construction

attracted more new residents to San Francisco in 2007 than in any year in nearly a decade and drove the city's population to a new high of more than 824,000.

The 12,284 arrivals were drawn to an estimated 10,000 new jobs and the city's enduring panache - good weather, views, arts and culture, restaurants, and access to the outdoors.

But San Francisco still has some of the highest housing prices in the world and a long-standing housing shortage, so where will all these people live?

At least some of them will occupy the 2,500 new homes added in 2007 - the most housing created in the city in at least 19 years - and in the 3,281 units the city authorized for construction last year, the tangible result of city government's efforts to make up for minimal housing production in past decades. Parts of the South Bay kept pace with San Francisco's job and housing growth - with San Mateo County adding jobs and San Jose constructing slightly more housing - but other neighboring counties fell behind San Francisco in both categories, according to statistics recently released by several state agencies.

### **Professional job market good**

Workforce observers say that computer-systems designers and people who perform other professional, scientific and technical services have seen San Francisco as a good job market in recent years. Meanwhile, technology companies such as Yahoo and Google have opened offices in the city in part to accommodate employees and clients who don't want to commute to Silicon Valley. "San Francisco has had a lot going for it for a long time, but some of those things matter more now than ever before," said Jed Kolko, a California economy expert at the Public Policy Institute of California. "There's a very educated and skilled workforce here, and it's a place where a lot of people want to live."

Compared to much of the United States, San Francisco's economy is not dependent on housing development and therefore was not hurt by a loss of construction and other housing-related jobs that were lost elsewhere as part of the mortgage crisis, Kolko said.

Some observers said the city's economy is tied to the success of the technology industry more than ever before, and, for that reason, it is affected less by national economic trends.

"The economies of San Francisco and Silicon Valley appear to increasingly be merged into one economy focused on technology and not necessarily tracking the rest of the U.S.," said Gabriel Metcalf, executive director at the civic think tank San Francisco Planning & Urban Research Association. Metcalf said that while a handful of major corporations have abandoned San Francisco as their headquarters over the years - Bank of America Corp. and Chevron Corp., for example - major companies continue to open offices in town.

In 2006 and 2007, Yahoo Inc., Microsoft Corp. and Google Inc. farmed out some of their work to San Francisco offices, and new companies have begun to spring up the way they did a decade ago. Businesses' interest in San Francisco may be partly explained by a shift in the technology industry. The growing number of online-media and business-software firms are drawing on the city's traditional strength in design, advertising and programming, as opposed to producing computers and microchips in Silicon Valley.

"San Francisco is significant to Google, as we have many users, employees, advertisers and publishers here, and it is an important base for recruiting," said Sunny Gettinger, a spokeswoman at Google. "We are happy to have a presence in the city that will allow us be more responsive to customer needs and cut down commute times for many of our employees." The state groups San Francisco with San Mateo and Marin counties as one employment region when calculating job growth, and San Francisco has accounted for roughly 55 percent of new jobs in recent years. Last year, the region gained roughly 21,000 jobs after adding about 23,500 in 2006.

In contrast, the employment region that includes Alameda and Contra Costa counties lost about 8,500 jobs in 2007, according to Paul Fassinger, the research director at the Association of Bay Area Governments. The decline was partly due to a drop in construction and other home-building jobs as a result of the nationwide mortgage and credit crisis, he said.

### **Building boom**

In San Francisco, the opposite was true: About 2,500 housing units were added in 2007, up from 1,900 in 2006 and 1,800 in 2005 - and 70 percent higher than the city's 20-year average. San Francisco placed sixth in the state behind

San Jose, Sacramento and several other cities in the number of homes added last year. The building boom is in line with goals set out by the city's Planning Commission and Mayor Gavin Newsom to add more housing to comply with state mandates and to help ease the city's long-standing housing shortage.

City statistics suggest the trend will continue. In 2007, the 3,281 units authorized for construction was a 41 percent increase from 2006. Projects on the horizon - including Rincon Hill, the Transbay Terminal area, Hunters Point Shipyard and Candlestick Point and other new rezoning in neighborhoods in the city's east side - could add tens of thousands of homes.

## June 3, 2008 Election Results

### *State Propositions*

#### Proposition 98 Government Acquisition, Regulation of Private Property - FAILED

Bars state and local governments from condemning or damaging private property for private uses. Prohibits rent control and similar measures. Prohibits deference to government in property rights cases. Defines "just compensation." Requires an award of attorneys fees and costs if a property owner obtains a judgment for more than the amount offered by the government. Requires government to offer to original owner of condemned property the right to repurchase property at condemned price when property is put to substantially different use than was publicly stated. Summary of estimate by Legislative Analyst and Director of Finance of fiscal impact on state and local government: Increased costs to many governments due to the measure's restrictions. The fiscal effect on most governments probably would not be significant.

Proposition 99 Eminent Domain. Acquisition of Owner-Occupied Residence - PASSED Bars state and local governments from using eminent domain to acquire an owner-occupied residence, as defined, for conveyance to a private person or business entity. Creates exceptions for public work or improvement, public health and safety protection, and crime prevention. Summary of estimate by Legislative Analyst and Director of Finance of fiscal impact on state and local government: The measure would likely not have a significant fiscal impact on state or local governments.

### *Local Measures*

#### Proposition A School Parcel Tax -- City of San Francisco (Two-Thirds Majority Approval Required) - PASSED

To enhance quality educational programs for children; attract and retain quality teachers and staff by increasing salaries; provide teachers with additional compensation for extra work at hard-to-staff schools and in hard-to-fill subject areas; and increase teacher training, resources and classroom support, technology, innovation, and accountability, shall the San Francisco Unified School District be authorized to levy \$198 per parcel annually, adjusted for inflation, with mandatory citizen oversight?

#### Proposition B Changing Qualifications for Retiree Health and Pension Benefits and Establishing a Retiree Health Care Trust Fund -- City of San Francisco (Majority Approval Required) - PASSED

Shall the City increase the years of service required for new City employees and certain employees of the School District, the Superior Court and the Community College District to qualify for employer-funded retiree health benefits, establish a separate Retiree Health Care Trust Fund to fund retiree health care costs, and increase retirement benefits and retirement cost-of-living adjustments for certain City employees?

#### Proposition C Forfeiture of Retirement Benefits for Conviction of a Crime Involving Moral Turpitude in Connection with City Employment -- City of San Francisco (Majority Approval Required) - PASSED

Shall the City prohibit San Francisco Employees' Retirement System members who are convicted of a crime involving moral turpitude in connection with their employment from receiving any retirement benefits funded with employer contributions?

#### Proposition D Appointments to City Boards and Commissions -- City of San Francisco (Majority Approval

Required) - PASSED

Shall it be City policy that the membership of City boards and commissions reflect the interests and contributions of both men and women of all races, ethnicities, sexual orientations and types of disabilities and that City officers and agencies support the nomination, appointment or confirmation of female, minority and disabled candidates to fill seats on those bodies?

Proposition E Requiring Board of Supervisors' Approval of Mayor's Appointments to the Public Utilities Commission and Creating Qualifications for Commission Members -- City of San Francisco - PASSED

Shall the City set qualifications for members of the Public Utilities Commission (PUC) and change the process for appointing members to the PUC by requiring a majority of the Board of Supervisors to approve the Mayor's appointments to the PUC?

Proposition F Affordable Housing Requirement for the Candlestick Point and Hunters Point Shipyard Mixed-Use Development Project -- City of San Francisco - FAILED

Shall it be City policy that any mixed-use development plan the City approves for Candlestick Point and Hunters Point Shipyard require 50% of all new housing units developed in the area be affordable, give preferences for the rental or purchase of new affordable housing to families of low and moderate income, and, if Alice Griffith housing is rebuilt, replace the units on a one-to-one basis; and shall the City be prohibited from selling, conveying or leasing any City-owned land at Candlestick Point unless the Board of Supervisors finds that the mixed-use development plan for this area incorporates these policies?

Proposition G Mixed-Use Development Project for Candlestick Point and Hunters Point Shipyard -- City of San Francisco - PASSED

Shall it be City policy to encourage timely development of a mixed-use project in the Bayview on Candlestick Point and Hunters Point Shipyard, including a new 49ers stadium or a non-stadium alternative; shall the City be authorized to transfer park land in Candlestick Point for non-recreational use if the land is replaced with new public parks or open spaces of at least equal size and the transfer meets the measure's policy objectives; and shall Propositions D and F, approved by the voters in June 1997, be repealed?

Proposition H Prohibiting Elected Officials, Candidates, or Committees They Control from Soliciting or Accepting Contributions from Certain City Contractors -- City of San Francisco - PASSED

Shall it be unlawful for City elected officials, candidates or political committees they control to solicit or accept campaign contributions from contractors who are prohibited from making contributions to these elected officials, candidates and political committees because the contractor has a pending contract or a recently approved contract before the official or the Board on which the official or an appointee of the official sits?

## MARK YOUR CALENDARS

**Jun 17 - Legislative Day - SAVE THE DATE**



California Hispanic Chambers of Commerce  
Legislative Day - Sacramento



## SAVE THE DATE

Legislative Day  
June 17th, 2008

Sacramento, CA

Sheraton Grand Hotel  
Downtown Sacramento

General Session: 9:00am - 2:30pm  
Capitol Visits: 2:30pm - 5:00pm  
Reception: 5:00pm - 7:00pm  
- Masons - 14th & L St.

For more information or to RSVP,  
please contact the CHCC at  
Phone: 916.444.2221  
Web: [www.cahcc.com](http://www.cahcc.com)

### PROCUREMENT

#### Contracting Newsletter

The Business Outreach Committee has introduced a Contracting Newsletter to assist DBE and SBE firms in doing business with Bay Area Transportation Agencies. It will provide one document that offers links to agency procurement information, information on upcoming DBE and SBE events, and agency contact information for AC Transit; BART; Central Contra Costa Transit Authority; Golden Gate Bridge, Highway and Transportation District; Metropolitan Transportation Commission; San Francisco Municipal Transportation Agency; SamTans; and VTA.

[Newsletter](#)

**Jun 19 - "Let's Do Business" Supplier Diversity Bid and Contract Opportunities with Major Financial Institutions - SCHOLARSHIPS AVAILABLE DEADLINE TODAY**



In recognition of the important value that diverse small businesses and suppliers play in both the success of corporations and the economic viability of our communities, Merrill Lynch is pleased to be co-sponsoring a diversity procurement conference in Los Angeles with several other financial institutions. "Let's Do Business" is a one-day business development forum designed to provide qualified diverse suppliers and small businesses with opportunities to meet with major corporations and several of their prime suppliers. To review contract opportunities for qualified diverse suppliers with their companies.

The event will take place on June 19, 2008 from 8 a.m. to 5 p.m. at the Westin Bonaventure Hotel at 404 S. Figueroa St. in downtown Los Angeles. The program will also include one-on-one time with companies and prime suppliers, workshops, and a luncheon with financial journalist and author Kelvin Boston as the keynote speaker. If you are interested in attending, please register free-of-charge through the attached website: [www.seeuthere.com/letsdobusiness](http://www.seeuthere.com/letsdobusiness). The site has additional details about the program agenda and hotel/parking information.

California Hispanic Chambers of Commerce through Greenling has secured 20 scholarships, however you must act QUICKLY, as these scholarships are FIRST COME FIRST SERVE!! We are privileged to have this opportunity to choose 20 scholarships for the ENTIRE state because of Wells Fargo's kindness to the community. All businesses that receive scholarships MUST BE REGISTERED AND ATTEND the June 19th event. ([www.seeuthere.com/letsdobusiness](http://www.seeuthere.com/letsdobusiness)).

Attached is a nomination form that needs to be filled out to help in selecting the small business scholarship recipients. The classes of businesses (1-4) are guidelines to ensure that businesses of different sizes are included in the scholarship process. Also, while the submission deadline on the form is May 30th, there is flexibility in this date (though the sooner we gather the recipients the better).

#### Scholarship Explanation:

Each organization that gets selected receives a \$2000 scholarship to attend a technical assistance course (we will match the particular organization's needs to the program that best suits them). The courses will be at universities that have management training "bootcamps" and at non profits that offer technical assistance and management development programs (which is why they need recommendations of good community based programs such as ours).

#### Requirements:

Fill out the attached Networking Scholarship Nomination Form ([see attached document](#))

Submit the form back to myself ([Sophia@cahcc.com](mailto:Sophia@cahcc.com))

The business that you nominate MUST register online ([www.seeuthere.com/letsdobusiness](http://www.seeuthere.com/letsdobusiness)). Registration is free-of-charge!

The CHCC will notify the 20 businesses chosen for the scholarships by June 11th!

## EVENTS BY OTHER ORGANIZATIONS

### Jun 12 - Piensa Más Allá, Think Beyond Fashion Show & Charity Event to Benefit Palomita Education Fund

Piensa Más Allá, Think Beyond Fashion Show & Charity Event, Thurs. June 12, 6:30-10pm, Terra, 511 Harrison Street San Francisco, Join us for an evening to celebrate creative expression through fashion and art with VIP's of the Latino community. The event will benefit the Palomita Education Fund, established in 2007 by Mexico City

native Molly Robbins. Models will showcase special edition tees, designed by VIP's of the Latino community as well as the current Palomita and Chucho line as well as the launch of Palomita sleepwear. All proceeds benefit the Palomita Education Fund. For more info please contact Kat Ryan, 415-507-1596, [events@licenzing.com](mailto:events@licenzing.com), or to purchase tickets visit <http://www.palomitacllothing.com/events>

## July 12~15 - 2008 NCLR Annual Conference



The National Council of La Raza (NCLR) is thrilled to host the 2008 NCLR Annual Conference in San Diego, a city with Latin flare, rich history, and world-class attractions. Our attendance at Conference will enable you to not only explore the beautiful city of San Diego, but will also give you an opportunity to network with fellow attendees in one of the largest Hispanic communities in the country. Don't miss out on this opportunity to connect with key community leaders, attend cutting-edge workshops, and hear presentations from speakers with national and international prominence! The Annual Conference will be held July 12-15, 2008 at the San Diego Convention Center, 111 West Harbor Drive, San Diego, CA.

For more information, visit <http://www.nclr.org/section/events/conference>

## Jul 17 - [Infobayarea.com](http://www.infobayarea.com) Mixer

Business Networking Mixer from 6p-9p at Jillian's at Metreon located at 101 Fourth St #1070. FREE! Enjoy gourmet appetizers and chocolate, music, and win prizes too! Best business is personal business... infoBayArea.com events are unique - Experience the difference! Network and socialize with many business owners and professionals in an upscale, fun, business-casual environment, with a twist of friendly hospitality. Sponsored by Wells Fargo  
RSVP is appreciated: <http://jul17jillians.eventbrite.com>

## JOB ANNOUNCEMENT

### Renaissance Entrepreneurship Center

Start Up Program Manager (Fulltime), East Palo Alto

Start Up is an East Palo Alto-based program that became part of Renaissance through a merger on January 1, 2008. We're seeking a new colleague - with experience in entrepreneurship, passion for local economic development and fluency in Spanish and English - for our growing programs. The Program Manager will lead efforts to create and manage advanced training programs in English and Spanish for growing enterprises, provide direct support to clients, and oversee community marketing and outreach efforts.

Finance Manager (Permanent, Part-time)

Renaissance is seeking a Finance Manager who wishes to actively engage in a dynamic organization for 24-28 hours per week with time to pursue other passions and interests. Responsibilities will include overseeing and implementing all financial activities - preparation of financial statements, billing of government contracts,

overseeing AR/AP transactions, management of \$2.7M organization and program budgets. Experience with nonprofit accounting and accounting software, and great skills communicating with financial and non-financial staff will make a great fit!

Renaissance Entrepreneurship Center is a 501(c)3 organization working to create lasting economic development through small business ownership.

Renaissance is an equal opportunity employer committed to diversity with respect to race, ethnicity, culture, gender, age, sexual orientation and physical abilities. For more information, see <http://www.rencenter.org/help.htm>

## FEATURED MEMBERS

### Realtor & Mortgage Broker

**Marfil Investments Co.** 2595 Mission Street, #303  
San Francisco CA, 94110  
P: 415-206-9425  
F: 415-643-3045

## 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/>

#### **Mujeres Unidas y Activas**

3543 18th Street  
San Francisco, CA 94110  
Non-Profit Membership

#### **Roxana Damas**

P:(415) 621-8140  
[www.mujeresunidas.net](http://www.mujeresunidas.net)

#### **BlueKey Business Brokerage**

1160 Brickyard Cove, Suite 103  
Point Richmond, CA 94801  
Small Business Membership

P: (510) 215-5155  
P: (510) 215-5255  
<http://www.bluekeybma>

## 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)

**Doing Business with Blue Shield of California**

**June 9 - 9:00 AM - 10:00 AM**

Blue Shield of California is committed to supplier diversity by providing access and opportunity for all service providers to participate in our procurement process. A representative of the company will discuss their diverse supplier base; bid opportunities; prime suppliers and subcontracting opportunities; and goods and services sought.

**Doing Business with Chevron****June 9 - 10:30 AM - 12:00 PM**

Landing a large corporation as a customer can be extremely beneficial to a small business. Learn the procurement process and opportunities for doing business specifically with Chevron in this informative presentation by a representative of the company.

**Hiring At-Risk Applicants: Employer Incentives and Support****June 9 - 1:00 PM - 2:00 PM**

Learn how businesses that hire applicants from various "targeted groups" may be eligible for tax credits to assist in offsetting the expenses associated with hiring and operating their businesses. In addition, find out how the no paperwork, no cost Federal Bonding Program can help bring employers peace of mind when hiring applicants who have less than perfect personal or employment histories.

**Doing Business with Cisco Systems****June 9 - 2:00 PM - 3:30 PM**

This seminar will focus on how to be successful in offering your products and services to Cisco Systems. We'll discuss Cisco's Supplier Diversity program and look at technologies for small growing businesses.

**Connect to the Net- How to Launch Your Website Quickly****June 9 - 6:00 PM - 8:30 PM**

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.

**Restaurant Series: Smart Management - People, Risk and the Law****June 10 - 1:00 PM - 4:00 PM**

The recipe for a successful restaurant demands that you manage your staff well, minimize risks and understand key laws. This interactive and informative class examines employment law, insurance protection and other legal matters. It is based on real restaurant experiences and will help you avoid disaster and get the most out of your people and your location. Explore ways to protect yourself against wrongful termination, bad leases and lawsuits. \$30 Registration Fee. Sponsored by the SF Small Business Development Center.

**Upwardly Global****June 10 - 5:00 PM - 8:30 PM**

Training and networking for immigrants who were professionals in the original country.

**Secrets to Buying a Business or Franchise****June 10 - 6:00 PM - 8:30 PM**

Jump-start your self-employment dream. Get the advantage of owning a franchise or existing business. Learn how to begin, how much they cost and when you have found the right business for you! \$20 registration fee. For information, contact SCORE at (415) 744-6827, register at [www.acteva.com/go/sfscore](http://www.acteva.com/go/sfscore)

**State Wage, Hour and Payroll Tax Seminar****June 11 - 9:00 AM - 1:00 PM**

Jointly conducted by the Employment Development Department and the California state Department of Labor Standards Enforcement, this class will cover California recordkeeping and reporting requirements including employer obligations and payment requirements; common wage and hour laws; employer and employee rights and responsibilities; and the basics of how to distinguish between an employee and an independent contractor. More information at (866) 873-6083, register at [www.edd.ca.gov/taxsem](http://www.edd.ca.gov/taxsem)

**Managing Diversity Across Generations: From Old School to Hip Hop****June 11 - 2:30 PM - 3:30 PM**

More than one fifth of all charges filed with U.S. Equal Employment Opportunity Commission allege age discrimination. And this trend is likely to increase as the last of the baby boomers reach 40, the age where protection begins under the law. There are 77 million boomers, 80% of whom plan on working after retirement. People age 55 and over are predicted to increase by 18 million between 2002 and 2012, three times more than the 6 million increase expected for those in the 16 to 54 age bracket. Consider upcoming trends in the workforce and get practical tips on managing diversity for all generations.

**Understanding Office Ergonomics; Reduce W/C claims, Increase Productivity****June 11 - 5:30 PM - 7:00 PM**

Learn why ergonomics are important in the work place. We'll discuss how to set up a work station properly to help reduce the risk of injury, W/C claims, and allow the computer user to be more productive.

**Your Health Bank - Invest in Yourself, to Profit in Your Business!****June 11 - 7:00 PM - 8:30 PM**

You might be thinking that being healthier and in better balance has little to do with your chances to succeed in business or with your ability to perform at your job, and at a superficial level you might even be right. However, research shows that three-quarters of small businesses that had to cease operations were nowhere close to failing financially, but rather they stopped because the key businessperson experienced a health crisis. Come and benefit from the unique opportunity to understand the most neglected and always underestimated aspect of business; the healthy and balanced business person who is able to perform at his / her best, because he / she is completely prepared to deal with the demands of the business world.

**Basic Bookkeeping, Part Two****June 12 - 1:00 PM - 4:00 PM**

Designed for entrepreneurs intimidated by financial records, this course will cover balance sheets, incomes statements, cash flow and working capital. Participants should have completed Basic Bookkeeping, Part One, or be familiar with the concepts covered in that seminar. \$30 registration fee. Presented by the SF Small Business Development Center.

**Upwardly Global****June 12 - 5:00 PM - 8:30 PM**

Training and networking for immigrants who were professionals in the original country.