DOWNEY BUSINESS April 2016 · Volume 43, No. 4



April 2016 • Volume 43, No. 4 www.DowneyChamber.com

email: info@downeychamber.com Official Publication of the Downey Chamber of Commerce

CALENDAR OF EVENTS

Thursday, April 7 @ Noon

Let's Do Lunch @ Los Amigos Golf

Course

7295 Quill Dr., Downey
Cost: \$15 in advance or \$20 at the door

Saturday, April 9 @ 11:00am - 7:00 pm

23rd Street Faire

Brookshire Avenue/Firestone Blvd.

Tuesday, April 12 @ 6:30 pm City Council Meeting City Hall Council Chamber

Wednesday, April 13 @ 9:00 am Ribbon Cutting

Downey Promenade Dental Group 8998 Apollo, Downey

Wednesday, April 13 @ 11:30 am - 1:00 pm

Women in Business

Topic: Social Media

Frantones, 10808 Alondra Blvd.

Cerritos Fee: \$20.00

Thursday, April 14@ 8:30 am-

11:00 am

Free Small Business Seminar

Tropicana Bakery & Cuban Cafe 10218 Paramount Blvd., Downey RSVP only- Limited Seating (No walk-ins)

Monday, April 18 @ Noon Board of Directors Meeting Chamber Board Room

Wednesday, April 20 @ Noon Ambassadors Meeting Location: TBD

Tuesday, April 26 @ Noor (Registration 11:30 am)

State of the City

Rio Hondo Event Center 10627 Old River School Rd,

Downey Cost: \$35

Tuesday, April 26 @ 6:30 pm

City Council Meeting

City Hall Council Chamber

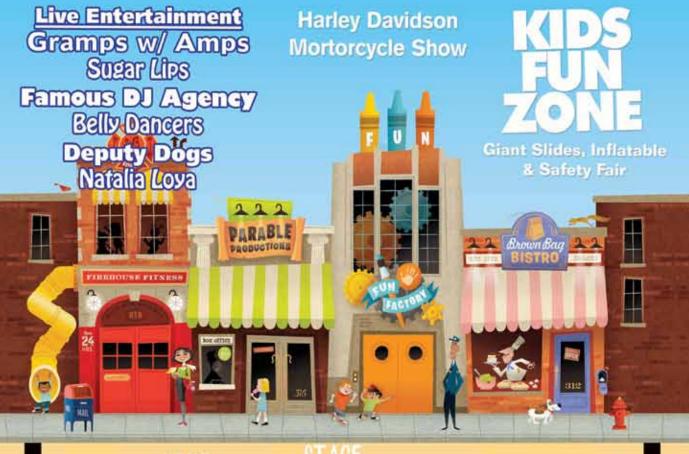
Wednesday, April 27 @ Noon

City Affairs
Topic: TBD

Farmers & Merchants Bank 9001 Firestone Blvd., Downey



SATURDAY // APRIL 9, 2016 | 11AM - 7PM



























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Downey Business

Michael Calvert, Executive Director Mayra Ramos, Event Coordinator Sarah Sellers. Administrative Assistant

DOWNEY CHAMBER OF COMMERCE

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email: info@downeychamber.com www.downeychamber.com

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The board of directors meets at the chamber office on the third Monday of each month at 12:00 noon.

Message from the President

It is hard to believe that we are already starting the 2nd guarter of 2016. With that being said, those of you who made a New Year's resolution to check your credit annually should make arrangements to obtain your credit report and review it for accuracy. We should all check our credit report often. This is usually the first place that you may find potential signs of identity theft.

You can request a copy of your credit report directly from any of the three credit reporting agencies by phone or online. You can also request a report from freecreditreport.com. You are entitled to a free report one time per year. It is recommended that you verify all of your personal information and check for discrepancies. Some common reasons you may file a dispute on your credit report would be the account, type of account, balance, credit limits, or performance on the account.

Many banks and credit card companies are offering a copy of your credit report along with your monthly statement. This makes the monitoring of your credit much easier and convenient.

You can report any discrepancies to the creditor themselves, or the credit reporting agency. It is their obligation to review your claim and correct any errors discovered in a timely manner. Some signs of identity theft could be numerous



inquiries, report of address change or unknown accounts.

Should you find yourself a victim of identity theft, it is highly recommended that you take immediate steps to report it. Be sure to file a police report, put a freeze on your credit, document all of your steps and keep the records. The sooner you are able to recognize the problem and put a stop to it, the less impact it will have on your credit in the future.

There are many companies that offer identity theft protection. Most companies charge less than \$200 a year for this service. Contact your local credit card company, bank, insurance company for details.

I hope you all have a great spring, and look forward to seeing many of you at the Street Faire on April 9th. Best wishes to all.

-- Cindy Kovach US Bank



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Executive Director's Message

Yes, it's Spring! Which is my favorite time of year. I love, when I'm doing my training run, in my neighborhood, to see the flowers, green lawns (after the rains), and your neighbors... outside... during daylight hours!

The other thing I love about Spring is the term "Spring Cleaning". Now if you ask the attractive Mrs. Calvert about my cleaning skills you may get a less than glowing report. But in my professional life, this was always the time of year when I would "clean out" my message drawer, look at the business cards I had collected and then tackle that ever growing file of "Contacts"!

I would always start with the message drawer or saved /archived page of your electronic device. Looking at old messages I'd break them down into three categories: 1. Continue to "Save". I've used the number, it either is now, or will be, business for the company. Provides value and should be a regular contact. 2. "Has value, just not now". These are messages where a client wants to hear from you either at a specific time or date or regarding a future project. These messages should be saved in some kind of tickler file according to date or pending opportunity. 3. "Trash/Delete": You looked at the message and don't have any clue who this person is or why they called. Get rid of it! But, if it looks like something that might be of interest to you, call them. Say "this is (insert your name and business) and I ran across your message from (insert date or event where you meet) and now you've established a mutual base to have a conversation

The same thing with business cards. If they have value, where you have called them within the last few weeks, by all means hold on to them. File them either by name or follow up date. If you have no clue or have not called within the last three months......off they go!

Lastly looking at your contacts, I would always divide them into three categories: 1. My Best Clients: This group I would reach out to ensure that I was on top of any potential needs that they had. I would talk to this group at least four times a year or more often if needed. 2. The next group of contacts are still very important to your business,

but may only need to be reached once or twice a year. Again setting up a tickler system so you can track when you have made contact and what follow up will be needed. This process could be very helpful. 3. This last group are either clients that may have left your market area, or the job is completed, or (Heaven forbid) maybe you just never were able to do business together. If you determine that they have no future value, get rid of them! Now you can use that time to focus on those clients that are profitable and fun to do business with and reach out to new prospects!

Once you've jettisoned a group of contacts, you now have a "gap" in your file and you're wondering where can I go to fill this void in my contact file?? Hmmm, I would suggest any of the Chamber Networking Events! Couldn't hurt!

Spring Cleaning....a time for reflection, renewal, and.....re-organization! Happy Springtime!

We look forward to seeing you at any of our April events. Street Faire is on April 9th and the State of the City Luncheon is on April 26th. Please plan to attend and support your Downey Business Community!

Michael Calvert, Executive Director Downey Chamber of Commerce



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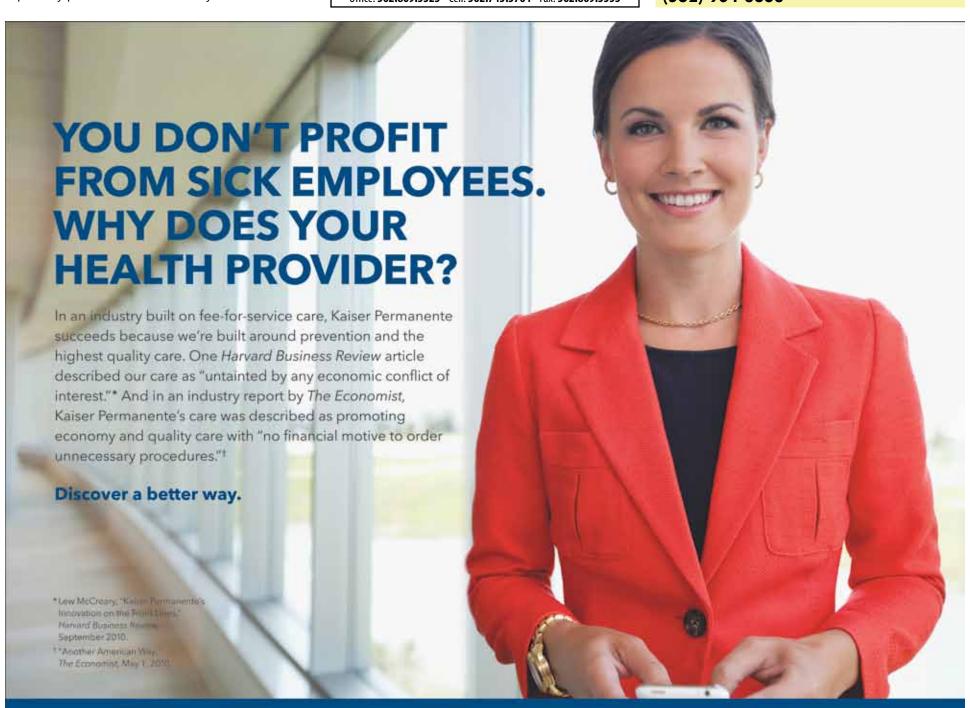


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Ambassadors Luncheon

Certainly a chip off the ol' Blarney Stone as our lucky Ambassadors headed to MaricosChoix to kick off an early St. Patrick's Day. It was fun to "put on the green" and discuss the new Ambassador Outreach Program!



Joanna Peterson of Gallatin Dental and one of our Ambassador Chairwoman, models her Irish fashion



Guiterrez of Rose Hills Juan Memorial Park raises a glass to toast not only the Irish, but Rain Ng of Eipros as well.

Cosmetica Ribbon Cutting

What better way to spend Leap Year Day than at a Fiesta Celebrating 20 years as a successful business! CosmeticaAcademay is not only a cosmetology school, but they are a full service salon and a retail outlet for high end beauty products. They continue to expand at their Telegraph Road location. This family business looks forward to the next 20 years!



Maria Villareal cuts the ribbon with the support of family, friends and the Downey Chamber Ambassadors. All wish Cosmetica a Happy 20 Years!!



Chamber's President, **Ambassadors, and Executive Director** congratulate Julie and Maria



Mother and daughter enjoy the festivities. Pictured are Maria and her daughter Julie Landerosa.



Cindy Kovach, US Bank and Chamber President, present Ms. Villareal her new Chamber plague.

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Congratulations and Thank you!

The following businesses have celebrated another year as members of the Downey Chamber of Commerce. Businesses listed are those that renewed last month and are marking another year with us. This is a monthly feature of *Downey Business*. All members will be recognized during the course of a year. The Downey Chamber thanks you for your support.

72 Years

Southern California Edison Co.

52 Years

Frantone's Pizza & Spaghetti Villa

34 Years

Downey Rose Float Association

29 Years

Cerritos College

25 Years

Best Western Norwalk Inn

20 Years

Days Inn Americana Termite Co., Inc. Veracruz Restaurant

18 Years

Amapola Deli & Market

15 Years

The Downey Patriot

14 Years

Tax Solution Center

13 Years

Paramount Iceland

12 Years

Apple Care Medical Group, Inc.

10 Years

Alabanza Llamada Final

9 Years

Law Offices of Steve Lopez Risher Mortuary & Cremation Services

8 Years

LACOE - Career Development

7 Years

Sunrise Realty Physician's Surgery Center of Downey Americare Ambulance

5 Years

La Barca Grill & Cantina, Inc. Rapid O Print

4 Years

Henry Huen

3 Years

Mid West Mold, Inc.

2 Years

Central Basin Municipal Water District

The GOOD Luncheon

The Downey Chamber was honored to attend the annual GOOD (Gangs Out Of Downey) Luncheon recognizing fallen Downey Police Officer, Ricky Galvez. We had the chance to congratulate the first recipients of the Officer Galvez scholarships. Supervisor Knabe, Congresswoman Roybal-Allard, and President Rick Rodriquez presented checks to two deserving High School Seniors!



Supervisor Don Knabe, Congresswoman Lucille Roybal-Allard and GOOD President Rick Rodriquez pay tribute to Officer Galvez.



Joanna Peterson of Gallatin Dental and Chamber Vice President along with Cindy Kovach of US Bank and Chamber President greet their guest at the Chamber sponsored table.

Lifetime Members

Steve Allen Doris Patterson

Diane Boggs Meredith Perkins

Dominick DiMario Jim Reynolds

Maria Larkin Dr. Mary Stauffer

Susan Nordin

Welcome New Members!

You have just joined the most prestigious business organization in the Mid-Cities area. We are happy with your decision to do so and welcome you! There are many benefits to being a member of the Downey Chamber of Commerce, chief among them networking, advertising opportunities, seminars, legislative advocacy, and community recognition. Attention, established members! Send a note or stop by and say hello to these new members. You both will be glad you did.

El Chavo Store

www.elchavostore.com
Jose Pablo Arnau, President
251 Stonewood St., #MMA4
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Bakersfield Business Conference

bakersfieldbusinessconference.

com

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www.blauveltsigns.com Larry Blauvelt, Owner 12031 Regentview Ave. Downey, CA 90241 (562)869-3289

Jersey Mikes Subs

www.jerseymikes.com Alvaro Garcia, President 8855 Apollo Way Downey, CA 90242 (562)287-4500

Grocery Outlet (Opening Soon)

www.groceryoutlet.com Mike Murray, Owner 8320 Firestone Blvd. Downey, CA 90241

Estilo Divino Salon

https://estilodivinosalon.com/ Laura Robles, Owner 10907 Downey Avenue Suite 103 Downey, CA 90241 (562)862-7292

Remax Sky

Julio Midolo, Owner 9040 Telegraph Rd. #204 Downey, CA 90240 (818)974-1797

E & E Orthocraft Inc.

Emery Sipos, President 11104 Downey Avenue Downey, CA 90241 (562)862-5849

Women in Business

Thank you to those who joined us at our women in business luncheon at Frantones in Cerritos. We had guest speaker Saba "the re invention strategist." Join us next month as we talk about social media strategies



Presenter Saba speaking to the group about how the way they think about themselves and the way they take what others say about them affects and can sometimes limit their actual abilities.



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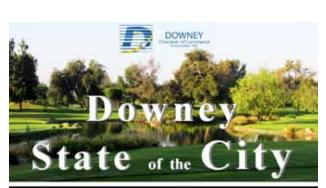


Wesley Center Representatives, Mayor Alex Saab, Mayor Pro-Tem Fernando Vasquez, G.O.O.D. President Rick Rodriguez, and the children in attendance for the book reading.

We had the privilege of listening in on March 1st at the book reading at Wesley Health Centers, located on Firestone and Brookshire, with Mayor Alex Saab, Gangs Out of Downey president Rick Rodriguez, and Mayor Pro - Tem Fernando Vasquez. Wesley is still taking book donations for all their centers. You can stop by any of their locations to drop off gently used or new books. You can also drop off your donation at the chamber office and a representative from Wesley Health Centers will drop pick up your donation.



G.O.O.D. President Rick Rodriguez reading about Alfie the alligator.



Tuesday, April 26, 2016

Rio Hondo Event Center 10527 Old River School Rd Downey, CA 90241

11:30 am Registration
12:00 pm Lunch and Program

Cost \$35

Sponsorship Opportunities Available

For more information contact:

Downey Chamber of Commerce

562-923-2191 mayra@downeychamber.com downeychamber.com downeyca.org OPEN TO THE PUBLIC







Mayor Alex Saab reading and answering questions with the kids.



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Concludes with evening picnic, concert starring legend Chubby Checker & firework spectacular.

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Jersey Mike's Ribbon Cutting

On March 8th the City of Downey and the Downey Chamber of Commerce welcome the latest business to open in the Downey Promenade. District Manager Elia Padilla and the location manager Brandon invited an enthusiastic crowd to sandwiches and the wonderful hospitality of Jersey Mike's.



The Chamber and our Ambassadors, along with Mayor Alex Saab attend the ribbon cutting at Jersey Mike's



The friendly staff at Jersey Mike's prepare their fresh, made to order sandwiches for the guest who attended. Jeannie Woods of Albertson's, John Zander of Downey Federal Credit Union, and Michael Chirco of Chirco's Heating and Air place their orders.



Everyone is all smiles as the ribbon is cut and Jersey Mike's staff is ready to open their doors



The Area Operations Manager along with District Manager Elia Padilla accepts the their Welcome Certificate from Mayor Saab.



Thank You!

A Special Thanks to the thousands of people who participated and supported The Arc's 20th Walk for Independence.

Thank You for caring about people with developmental disabilities and supporting The Arc.

On behalf of over 200 people with developmental disabilities

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 - This Year Come and take a tour of The Arc Programs
- The Arc is happy to make presentations to Schools, Churches and Service Organizations
 - We are happy to host organizations for lunch at The Arc and include a tour
 - Call us at 562-803-4606 or check us out at www.TheArcLAOC.org

Thank you for making The Arc's 20th Walk for Independence a day of hope and happiness.

retire in their early 50's. If she

had a million dollars, she would

adopt 4 children and then buy a farm where she can raise the

kids and adopt stray dogs. Once everything is set on the

farm with the children and the

animals. Shelia would like to take a year and travel the world with

her husband and then return

Sheila most admires her

intelligent

Ambassador Profile

For the month of April, The Downey Chamber would like to highlight Ambassador Sheila Tetangco-Bartolone!! Sheila Director of Marketing with Downey Federal Credit Union. DFCU specializes in all financial services and can help their members through every stage of life, from college to retirement. Downey Federal Credit Union has been a Chamber Member for



nearly 25 years. The Chamber has enjoyed the DFCU's involvement in many annual activities.

Sheila was born in the Philippines, but her family moved to California with the dream of finding a better life. The family settled in Downey and Sheila became a US Citizen at the age of 5. She attended St. Matthias School from grade 1 through grade 8 and then graduated from Warren High School. Continuing her education, Sheila attended Cal State Long Beach and received her B.A. in English and Journalism. After college, she started her career in the Banking industry but quickly found the advantages of working for a Credit Union. Supporting DFCU outreach into the community is almost another full time career for Sheila. She is active with Marketing Association of Credit Unions along with her extensive participation with the Downey Chamber of Commerce. As the Co-Chairman of our Ambassador Committee, Sheila continues to improve networking events, ribbon cuttings, and membership outreach for the Chamber. Sheila is also completing her first year on the Chamber Board of Directors.

The personal Sheila is married to John Bartolone and they are raising two big dogs. Between the two of them they have nearly 50 cousins and they enjoy nothing more than bringing the group together at their house for holidays. As an example they are expecting to host a group of 45 for Easter! The couple enjoy finding new restaurants and to travel. Her favorite movies and books are The Great Gatsby and the Harry Potter Series. One of her accomplishments has

back to her home because being close to her extended family is very important to her. Mother. She describes her as the perfect example of a strong, successful, graceful woman, who had it all... ...a happy family and a wonderful career! If you add in Community Activist and volunteer.....it looks like Sheila is living her Mother's example.

Woman of the Year been the creation of a financial plan that will allow Shelia and her husband the chance to



Chamber Board, a committee participant for our Street Faire Event (April 9th from 11 to 7), and a Chamber Ambassador...she can now add "Woman of the Year" for the 58th Assembly District, representing Downey. Her she is receiving her certificate from Assembly Member Christina Garcia!

We here at the Chamber, who know and work with you, are very proud of your accomplishment!! The honor is well deserved.

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Let's Do Lunch

"And the Oscar goes to"....just about everyone who attended our Let's Do Lunch event at Lazy Dog Restaurant. We asked our lunch guest to accept their "Oscar" and thank "all the little people" who made them a business success. It was a lot of fun and we found many "actors" in our Chamber group! Thank you Lazy Dog staff for accommodating our stars and we really appreciate the wonderful service and delicious food. Our next Let's Do Lunch is April 7th at the Los Amigos Country Club.



A large turnout enjoyed the wonderful food, fun, and effective networking!



Skippy Blair of Dance Dynamics enthusiastically accepts her "award".



Maria Robideua of Risher Mortuary was very "heartfelt" in thanking her co-workers for her success.



Jaqueline Villa and Jessica Gonzalez of Vanity Blowout won their award for best hair design.



"Oscar" hopefuls enjoying their Lazy Dog Lunch

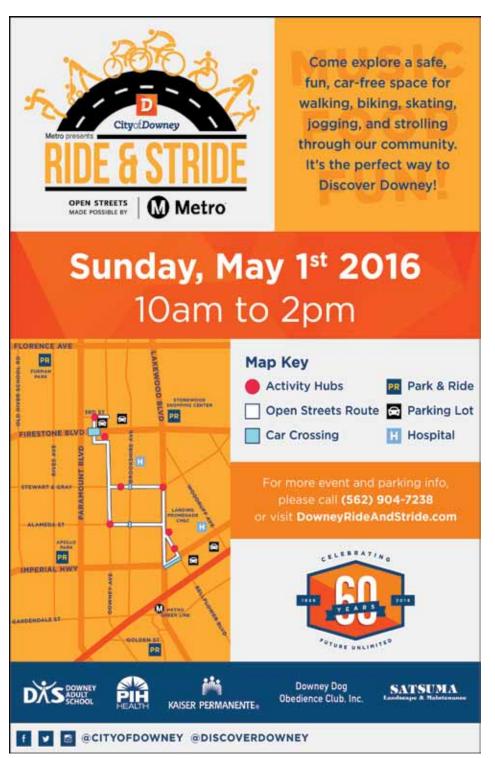


Members of "Downey's Finest" the Monday morning networking group looking "Red Carpet" ready.

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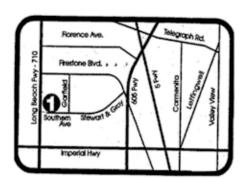
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9012 Lubec St. Downey, CA 90240 Here's A Particular Treasure! **Exclusive Listing**









This home sits on a 10,205 sq. ft. lot. It features a large living room with a beautiful and unique fireplace. Living Square Footage of 1,781 (approx) offers 2 Bedrooms PLUS a Den with a closet. Den may be comfortably used as a 3rd Bedrrom, 1 3/4 Bathrooms. The kitchen offers much storage space! The garage - large enough to have a separate work bench area. PLUS a long-wide driveway and a large circular driveway. Buyers Who Preview This Home Will Recognize Its Value Immediately. Better Be First. Call Today! Priced At: \$688,000.

For More Information call Lordes Cotaya 562-644-7094 9047-J Florence Ave., Downey, CA 90240