

Business News Exclusively for Chamber Members

Panorama



Gateway to Silicon Valley™

MILPITAS CHAMBER OF COMMERCE NEWSLETTER

**MAY
2005**

Milpitas Chamber Seeking Volunteers for 18th Annual Milpitas Art & Wine Summer Festival

The eighteenth annual Art & Wine Summer Festival is just a few months away, and the Milpitas chamber is gearing up to sponsor an exciting event for Saturday, August 20, and Sunday, August 21, 2005. The festival will be returning to Milpitas Boulevard between Los Coches Street and Turquoise Street in Milpitas. The hours are from 10:00 a.m. to 6:00 p.m., both days. This annual festival unites the community to present a weekend of quality art and crafts, food, refreshments, entertainment and fun for everyone. ~

48th INSTALLATION OF OFFICERS and BUSINESS PERSON OF YEAR 2005 BANQUET Thursday, June 23, 2005

Diane McDonough, Co-manager of Inns of America and 2004 Business Person of the Year recipient, is working with her committee and staff on plans for the 48th Installation Banquet and Business Person of the Year Recognition. The annual event will be held on Thursday, June 23rd at the Crowne Plaza Hotel in Milpitas. The event will begin with a no host cocktail reception at 6:30 p.m., dinner at 7:00 p.m., entertainment, and program. The festivities will include the Installation of the 2005-2006 Board of Directors, and recognition of the Business Person of the Year for 2005. Please plan to join us in an evening of celebration and dancing. Invitations will be mailed separately for the June 23rd event. ~

A Taste of Milpitas Saturday, May 21, 2005 - 11 am to 6 pm McCarthy Blvd. (behind Borders Books & Music)

The City of Milpitas Recreation Services, in collaboration with the Milpitas Chamber of Commerce and Milpitas Rotary Club, is holding a new event to celebrate all the flavorful foods and restaurant services available in Milpitas. The event will also have food cooking demonstrations, live musical entertainment, children's activity area, and, of course, food and drinks!

The admission is free, so circle Saturday, May 21, and plan to enjoy the entertainment on the Main Stage, experience cuisine from around the world, and purchase collector glasses from the Milpitas Chamber's exhibit booth. The families with children will be delighted with the craft projects, games, class demonstrations, and Teen Talent Show. Plan to have a fun-filled day at the Taste of Milpitas on Saturday, May 21. For more information call Milpitas Recreation Services at (408) 586-3210. ~

Business Card Location of the Month

**CAL SKATE OF MILPITAS
980 Los Coches
Milpitas (408) 946-1306**



Cal Skate of Milpitas was opened in 1977 by Ernie and Evelyn St. Germain. They welcomed families and skating enthusiasts from around the Bay Area. Their son,

Trace and daughter, Chris now operate the facility much in the same way, offering a clean, safe and fun environment for families.

Cal Skate offers a large, beautiful maple skating floor, a fully stocked snack bar and a Pro Shop with a large selection of traditional quad skates, inline skates as well as parts and service.

Over the years Cal Skate has hosted many special events such as the Special Olympics, World Games 1, 9/11 Fundraiser and Support Our Troops. They are dedicated to supporting their community through its schools and businesses. Skaters range in age from 2 to 80 years with the largest group being ages 7 to (12) twelve. They also have a well established Adult night session for skater's age 25 and older.

While most skaters come from a 20-mile radius, Cal Skate attracts customers throughout the Bay Area and as far as Sacramento. On a monthly basis there are about 10,000 skaters with an additional 500 to 800 non-skating adults.

Chamber members should take advantage of their high-volume traffic facility to promote services like family entertainment centers, restaurants, children's apparel, books & supplies, as well as most other businesses.

For questions about business card space availability and pricing, please contact Chamber Associate Marilyn Hay at (408) 813-0946 or Greg Rogers at (408) 578-9411.~

Your Chamber

President **DIANE McDONOUGH**
Inns of America
 President-Elect **MARSHA GRILLI**
School Board, M.U.S.D.
 Vice President **LaDONNA CURTEMAN**
Associate
 Vice President **DON RYAN**
Milpitas Executive Lion
 Vice President **CHARLENE TSAO**
Sushi Lovers
 Chief Financial Officer **TOM VALORE**
LPL Financial Services

BOARD OF DIRECTORS

David Burt - TEK Team Xtreme
Kim Chabraya - American Probe & Technologies
Robert Dulalia - Saf Keep Storage
Debbie Giordano - Councilmember-City of Milpitas, Council Liaison
Greg Hines - Solectron Corporation
Johnie Quincy Jones - Greater Love Church of God in Christ
Deepka Lalwani - New York Life Insurance
Darcus Simmons - Impasse Secretarial Services
Frank De Smidt - Government Affairs Chairman
Dr. Joseph A. Vu, Milpitas Dental Center
Joseph Weinstein, Renaissance Home & Mortgage, Inc.
Nicky Wu, Proto Services, Inc.

Gaye Morando, Executive Manager and Newsletter Editor
 Stephanie Dancel, Office Assistant

The Chamber of Commerce VISION

is to be recognized as the premier business resource who strives to ensure a healthy economic environment for our community through effective business-to-business interaction.



Gateway to Silicon Valley™
 138 No. Milpitas Blvd.
 Milpitas, CA 95035
 (408) 262-2613
 Fax (408) 262-2823

Email: info@milpitas-chamber.com
 Website: www.milpitas-chamber.com

A MESSAGE FROM...

President **Diane McDonough**



I would like to take this opportunity to congratulate and commend Mayor Esteves for an outstanding address and informative coverage at the Chamber sponsored "State of the City" address event. I want to thank Cliff Williams for being the Master of Ceremonies and doing an excellent job.

I want to thank everyone who contributed to the success of our program. A special recognition is extended to our Major Corporate Sponsors, BFI Waste Services, and Santa Clara County Association of Realtors. I want to also thank our Media Sponsors, Milpitas Post and the San Jose Business Journal for their excellent coverage.

The gala reception was held in the City Hall Foyer after the Mayor's address, and was coordinated by our Executive Manager, Gaye Morando and Director Charlene Tsao. What a wonderful array of food that was donated by our community restaurant's, and the lovely floral arrangements. Please see the pictures of the event and list of food sponsors. Everyone who attended enjoyed delicious food in a spectacular setting - the City Hall's elegant foyer.

The results of the election for the Board of Directors will be reported to you in June. The officers for the 2005-2006 term will be recommended by the Nominating Committee at the Board of Directors Meeting held in May. The officers and directors will be installed at our annual installation Banquet on Thursday, June 23rd at the Crowne Plaza in Milpitas. At that time, the Business Person of the Year for 2005 will be honored at the Installation Banquet. Circle your calendar on June 23rd and plan to attend a special event.

The eighteenth annual Art & Wine Summer Festival is just a few months away, and the Milpitas Chamber is gearing up to sponsor an exciting event on August 20 and August 21, 2005. We are offering several levels of Sponsorship, which is a great

BUSINESS AFTER HOURS MIXER WELLS FARGO BANK

139 RANCH DRIVE - 5:00 TO 7:30 P.M. - Bring Bus. Cards for Networking

The Milpitas Chamber of Commerce 2005 Mission Statement:

The Mission of the Milpitas Chamber of Commerce is to be the central source of information and activities to enhance the success of our City, of our business community in general and of our members in particular."



Sommer
 PRINTING & COPY CENTER

Ara Azizian

Tel: 408.942.8226
 Fax: 408.942.8850
 Pgr: 408.865.7656

88 S. Park Victoria Dr.
 Milpitas, CA 95035



SAF KEEP STORAGE

BOXES ET AL.

Discount Boxes, Moving Supplies, Shipping, Packaging

ROBERT DULALIA

Project Manager

1680 S. MAIN STREET
 MILPITAS, CA 95035

PHONE: 408.957.0500
 FAX: 408.719.6300
 e-mail: milpitas@safkeep.com

REPRODUCING

is what we do best...

But satisfied Customers is what keeps Us in Business.

Huntford
 Printing & Graphics

Check us out... www.huntford.com
 275 Dempsey Rd., Milpitas
 408-957-5000 FAX 408-263-2100

MEMBER ACTIVITIES

Business to Business Interaction...Offering Business Opportunities For You!

The Milpitas Chamber of Commerce and City of Milpitas want to thank and acknowledge the Sponsors for the annual "State of the City" program. The Chamber and the City thank the following sponsors:

MAJOR CORPORATE SPONSORS



MEDIA SPONSOR

MILPITAS POST

RECEPTION SPONSORS

- Caffino, Incorporated Drive Thru Espresso*
- Giorgio's Italian Food-Pizzeria*
- Marie Callender's Restaurant*
- MyGourmet Products, Incorporated*
- Outback Steakhouse*
- Sushi Lovers*
- Water Emporium*
- Yan Can Fresh Asian Cooking Restaurant*

DECORATIONS

Lili of the Valley Flowers and Gifts

SPECIAL ACKNOWLEDGEMENTS

Welcome

Chamber President, Diane McDonough

Singer of National Anthem:

Bill Foulk, Arts Commission

*Vice President, Milpitas Unified School District
Board of Education*

Emcee:

*Cliff Williams, Master of Ceremonies
Milpitas Planning Commission*

Invocation:

*Kathryn Gray, St. Elizabeth's Catholic Church
Parks, Recreation and Cultural Resource Commission*

Benediction:

Syed Mohsin

2005 Citizen of the Year

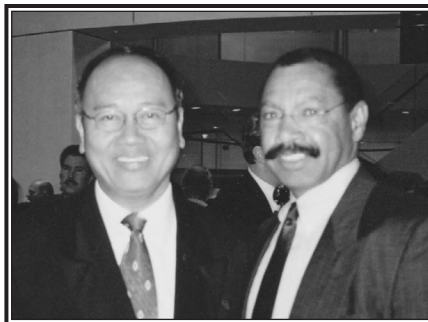
Telecommunications Commission

Color Guard:

Filipino-American Association of Milpitas



Welcome from Chamber Ambassadors Fell Coggin, Jean Stange, and Betty McDermott



Mayor Joe Esteves receives praise from Acting City Manager Charles Lawson



Mayor Esteves graciously welcomed and shook hands with over 200 attendees at the gala reception



MOD - MEMBERS OFFER DISCOUNTS

The M.O.D. program allows Chamber members the opportunity to offer their goods or service at a discounted price to other Chamber members, thus promoting inter-member purchases. Remember to identify yourself as a Chamber member when you contact these members so you can receive your discount.

ANTHONY JOHN JEWELERS (formerly Absolute Brilliance)

1900 McCarthy Blvd., Suite 105, Milpitas
(408) 428-9777 www.anthonyjohnjewelers.net

ANTHONY JOHN JEWELERS WILL PAY THE SALES TAX ON ALL OF IN-STOCK FINISHED JEWELRY.

AVIS RENT A CAR

149 W. Calaveras Blvd., Milpitas, (408) 942-3300

RECEIVE 10% DISCOUNT ON CAR RENTAL AS A MEMBER OF THE MILPITAS CHAMBER OF COMMERCE AT MILPITAS LOCATION.

AQSN, A Quality Service Network

1394 Tularcitos Drive, Milpitas, (510) 579-7890

WILL OFFER A 5-10% DISCOUNT ON TRAINING FOR LOCAL COMPANIES WITH MULTIPLE ATTENDEES, DEPENDENT UPON STUDENTS REGISTERED.

BALANZ'D STRATEGIES

Sandra R. Saucedo, (408) 250-8543 - www.balanzd.com

RECEIVE 15% OFF YOUR FIRST PROJECT WITH THEM WHETHER YOU ARE TRYING TO GET ORGANIZED, NEED ADMINISTRATIVE SUPPORT OR PLANNING AN EVENT, BALANZ'D STRATEGIES CAN HELP!

BLUE CROSS OF CALIFORNIA

Tony Chan, 556 N. First St. #102, San Jose, CA 95112 - (408) 350-4665

APPLY ONLINE: www.bluecross-usa.com

10% DISCOUNT (first month of membership) to new members only for Blue Cross medical plans.

BRIDGE IN CORPORATION

540 Clauser Drive, Milpitas, (408) 586-0080

WEBSITE DEVELOPMENT: PORTALS, CONTENT MANAGEMENT SYSTEMS, E-COMMERCE, CORPORATE INTRANET, CUSTOM APPLICATIONS - 5% DISCOUNT FOR MEMBERS.

BROWN CHIROPRACTIC & ASSOCIATES

53 Marylinn Drive, (408) 946-2225

FREE X-RAYS (\$60.00 VALUE) 20% DISCOUNT ALL NON-INSURED CASH SERVICES

CARTRIDGE WORLD MILPITAS

80 Ranch Drive, Milpitas - (408) 935-0300

Harry Bucchianeri, Owner

TWO (2) CARTRIDGES FOR THE PRICE OF ONE (1) - First Order Only.

CURVES MILPITAS-EAST

1766 Clear Lake Avenue (408) 262-5152

Milpitas Chamber members and their family members (women).

If they will join the club for a year, they will waive the first visit service fee (which is usually \$49).

EMBASSY SUITES HOTEL MILPITAS

901 E. Calaveras Blvd. (408) 942-0400

15% OFF LUNCH OR DINNER IN SWAN COURT.

15% OFF MEETING ROOM RENTAL & FOOD FOR GROUPS OVER 25.

PLEASE BRING IN YOUR CHAMBER'S PANORAMA FOR YOUR 15% DISCOUNT.

FEDEX KINKO'S MILPITAS

257 W. Calaveras Blvd., Milpitas (408) 946-2500

RECEIVE 25% OFF ALL PRODUCTS AND SERVICES. DISCOUNT FOR CHAMBER MEMBERS ONLY.

THE FRAMED NEEDLE

Dorita Menconi, 759 Ames Ave., Milpitas (408) 888-8979

GET YOUR BUSINESS LICENSE OR RESALE PERMIT FRAMED

FOR FREE! LIMIT ONE FRAME PACKAGE PER BUSINESS.

FREEDOM EQUITY GROUP, INCORPORATED

550 S. Winchester Boulevard, Suite 626, (408) 921-8417

DALE SCHRUMPE OFFERS YOU A \$100 DISCOUNT WHEN YOU JOIN THE FREEDOM EQUITY GROUP, INC. THE TOTAL COST IS \$345

TO BECOME AN ASSOCIATE OF THE FREEDOM EQUITY GROUP, INC.

GIORGIO'S ITALIAN FOOD & PIZZERIA

643 E. Calaveras Blvd., Milpitas, (408) 942-1292

15% OFF UPON PRESENTATION OF CHAMBER MEMBER CARD

GLOBAL EQUITY LENDING

545 E. Brokaw Rd., San Jose, (408) 373-5264

\$125 DISCOUNT TOWARDS GLOBAL EQUITY LANDING MEMBERSHIP FEE TO

BEGIN YOUR CAREER IN THE MORTGAGE BUSINESS. NO REAL ESTATE LICENSE REQUIRED.

OFFERED BY PHUONG HUUYAH.

HAMPTON INN SILICON VALLEY/MILPITAS

215 Barber Court, (408) 428-9090

ROOM RATES SUN-THURS. \$119. FRI-SAT. \$59 INCLUDING

EXPANDED CONTINENTAL BREAKFAST AND COMPLIMENTARY

HIGH-SPEED DSL ACCESS IN ALL ROOMS AND LOBBY.

HILTON GARDEN INN, SAN JOSE/MILPITAS

30 Ranch Dr., Milpitas, (408) 719-1313

15% DISCOUNT OFF BEST AVAILABLE RATE, SEVEN DAYS A WEEK. PLEASE PRESENT

YOUR CHAMBER PANORAMA TO RECEIVE YOUR DISCOUNT. NOT TO BE COMBINED

WITH ANY OTHER DISCOUNT OR OFFER.

WILLIAM HTUN, D.D.S. DENTAL CARE

113 N. Milpitas Blvd. (408) 263-2272

IF MEMBER COMES IN FOR A COMPLETE ORAL EXAM, AND TEETH CLEANING,

MEMBER WILL RECEIVE A FREE TEETH WHITENING SYSTEM.

KOONG'S RESTAURANT

Keith Chu, Owner, 103 N. Milpitas Boulevard. (408) 946-8020

10% DISCOUNT TO CHAMBER MEMBERS.

LA FUENTE MEXICAN GRILL

265 W. CALAVERAS BLVD. - (408) 719-8482

BUY ONE DINNER PLATE AT REGULAR PRICE AND RECEIVE ANOTHER DINNER PLATE

OF EQUAL OR LESSOR VALUE AT 1/2 THE PRICE.

R. LARKSPUR LANDING MILPITAS

40 Ranch Dr., Milpitas, (408) 719-1212

15% OFF BEST AVAILABLE RATE, SEVEN DAYS A WEEK. PLEASE PRESENT YOUR

CHAMBER PANORAMA TO RECEIVE YOUR DISCOUNT. BASED ON AVAILABILITY.

NOT TO BE COMBINED WITH ANY OTHER OFFERS OR DISCOUNTS.

LIN YE ACUPUNCTURE CLINIC

60 Dixon Road, (408) 263-3238

ONE HOUR OFFICE VISIT INCLUDES EXAMINATION, ACUPUNCTURE, ACUPRESSURE, TUINA HERBAL

REMEDY, AND CONSULTATION ON YOUR HEALTH. Reg. Price \$99. MO.D. \$55.

MARY KAY COSMETICS

Diana Liffengren, (408) 263-3555

10% DISCOUNT TO MEMBERS.

MDM ENTERTAINMENT (Mike Westerman)

(408) 597-5286

\$100 OFF FOR ANY EVENT OR PARTY FOR YOUR OCCASION.

MERIONES PUBLISHING LLC

1875 S. Bascom Ave. 116, PMB 298, Campbell, CA 95008, (408) 351-4343

15% OFF WEBSITE DESIGN SERVICES (NEW

CLIENTS AND SITES ONLY).

MILPITAS BACKFLOW PREVENTION SERVICE

Cathy Branco, 142 N. Milpitas Blvd. - (408) 942-9811

TESTING IS REQUIRED BY THE CITY OF MILPITAS. CALL THEM FOR ANY

INFORMATION ON YOUR BACKFLOW NEEDS.

MONITOR MORTGAGE

1156 Jacklin Road, Milpitas, (408) 957-7600

FREE APPRAISAL (\$350) AND CREDIT REPORT (\$26) FOR ANY

REFINANCE OR CREDIT \$1,000 TOWARDS CLOSING COSTS FOR PURCHASES.

NEW ALADDIN CARPET & FLOORING

Van K. Nguyen, Owner, 91 Dempsey Road - (408) 263-1988

10% DISCOUNT TO MEMBERS.

NEXTEL RETAIL

80 N. Milpitas Blvd. (408) 262-3963

SPECIAL CHAMBER PHONE PRICING AND 10% OFF ALL ACCESSORIES.

QUEST CREATIVE GROUP

www.questcreative.net (408) 432-1025

988 Rincon Circle San Jose, CA 95131

15% OFF FULL COLOR PRINTING TO MEMBERS.

QUINCY'S BAR-B-Q

Johnny Quincy Jones, Owner, 70 N. Main Street - (408) 263-5640

10% DISCOUNT TO MEMBERS

RESIDENCE INN BY MARRIOTT MILPITAS

1501 California Circle. (408) 941-9222

RELAX IN ONE OF THEIR BRAND NEW STUDIO SUITES AND ENJOY COMPLIMENTARY BREAKFAST IN

THE MORNING. 50% OFF FOR CHAMBER MEMBERS ON THE WEEKEND.

ROUND TABLE PIZZA

1271 E. Calaveras Blvd. (408) 262-7822

\$2.00 OFF ANY LARGE PIZZA.

SAF KEEP STORAGE

1680 S. Main Street, (408) 957-0500

FOR NEW TENANTS ONLY! 25% OFF THE FIRST 4 MONTHS AND \$20 OFF THE FIRST MONTH RENT ON

ANY AVAILABLE UNITS. 50% OFF SECOND MONTH RENT ON AVAILABLE UNITS.

STUART ANDERSON'S BLACK ANGUS

275 Ranch Drive - (408) 946-6000

25% OFF REGULAR PRICED LUNCH OR DINNER.

SUSHI LOVERS - MILPITAS

599 E. Calaveras Blvd. - (408) 945-9999, www.sushilovers.com

10% DISCOUNT TO MEMBERS FOR WEEKDAY

LUNCHEONS, BOARD MEETINGS OR SOCIAL GATHERINGS

OF UP TO 30 PEOPLE. CONTACT CHARLENE AT (408) 345-1169.

TOWN CENTER PIZZA

Donald Ravizza, 85 N. Milpitas Blvd. - (408) 946-9401

10% DISCOUNT OFF ANY ORDER.

US STORAGE CENTERS

324 S. Main Street, Milpitas (408) 262-4000

YOUR NEIGHBORHOOD SELF STORAGE. CHAMBER MEMBERS RECEIVE 50% OFF FIRST

THREE MONTHS OF RENT - NEW CUSTOMERS ONLY.

Victorian Square Cleaners

Jong-Ag Yi, Owner 1285 E. Calaveras Blvd. (408) 263-5640

10% DISCOUNT TO MEMBERS.

Virginia N. Davi, CPA

500 E. Calaveras Blvd., Suite 325, Milpitas (408) 942-8800

TAX PLANNING FOR 2004/2005 INDIVIDUAL AND CORPORATE. CAN SAVE TAX\$!

SESSION SAVING 15% CATCH UP FILING OF 'PRIOR YEARS' TAX RETURNS, WITH A 10%

SAVING ON PREPARATION (BOB). BUSINESS PLANNING CAN INCREASE 2004/2005 PROFITS,

WHILE SAVING 15% ON THE SESSION. CORPORATE/SMALL BUSINESS TAX PREPARATION, & QTLY.

WAYS CENTER

4 N. Abel Street, Milpitas (408) 263-9297

www.wayscenter.com

CHAMBER MEMBERS AND EMPLOYEES WILL RECEIVE

10% OFF OF THEIR SERVICE FEES.

YAN CAN FRESH ASIAN COOKING RESTAURANT

179 Ranch Drive. - (408) 945-1733

10% DISCOUNT TO CHAMBER MEMBERS.

MEMBER PROFILES/CHAMBER NEWS

CARTRIDGE WORLD HELPS THE ENVIRONMENT

The Chamber welcomes Cartridge World. Owner, Harold Bucchianeri tells us their company is located at 80 Ranch Drive in Milpitas. Their company refills ink and toner cartridges with an up to 50% savings to their customers, and they are 60% guaranteed.

Their ink cartridge refill process also keeps the plastics out of our landfills. It takes 3/4 gallon of oil to make a large cartridge, so imagine the oil that could be saved by recycling. Cartridges thrown in landfills can take up to 45 years to decompose.

After extensive research, Harold started his business in December 2004. He has been in the retail, customer service business since 1989. Harold's manager for the store is Juan Alvarado.

Cartridge World hours are 10:00 a.m. to 7:00 p.m. Monday through Friday, and 12:00 Noon to 5:00 p.m. on Saturdays. Their telephone is (408) 935-0300 or FAX 935-0305. ~

WELLS FARGO BANK

**McCarthy Ranch Branch, 139 Ranch Drive, Milpitas
(408) 586-6100**

Wells Fargo Bank opened its McCarthy Ranch Branch, located at 139 Ranch Drive, Milpitas on November 22, 2004. Their Store Manager, Usha Bhambani, tells us their hours are 9:00 a.m. to 6:00 p.m., Monday through Friday, and 9:00 a.m. to 4:00 p.m. on Saturday. The Company Mission/Values:

"We want to satisfy all of our customers' financial needs, help them succeed financially, be the premier provider of financial services in every one of our markets, and be known as one of America's great companies."

Wells Fargo & Company employs more than 15,000 team members in the Bay Area. The company is the city's largest private employer and was ranked by the San Francisco Business Times as the Bay Area's #1 corporate giver to non-profits in 2003, contributing more than \$11 million to non-profits. Wells Fargo has also been ranked the number one SBA 504 lender nationally for the last two years. Its targeted business services programs provide outreach and education to women, African American, Latino, and Asian business owners about financial services. Since 1995, Wells Fargo has loaned more than \$23 billion to women and minority business owners. Wells Fargo & Company is a diversified financial services company with \$428 billion in assets, providing banking, insurance, investments, mortgage and consumer finance for more than 23 million customers from more than 6,000 stores and the internet (www.wellsfargo.com) across North America and elsewhere internationally. Wells Fargo Bank, N.A. is the only bank in the United States to receive the highest possible credit rating, "AAA" from Moody's Investors Service.

Wells Fargo is the Bay Area's number one corporate giver, providing more grants and dollars contributed than any other organization. Wells Fargo has also been ranked the number one SBA 504 lender nationally for the last two years.

For more information call the branch at (408) 586-6100. ~

CONGRATULATIONS...

MONITOR MORTGAGE OF MILPITAS Earns Diamond Certified

***Monitor Mortgage Scores Highest in Quality
in Local Service Company Customer
Satisfaction Study.***

The Milpitas Chamber extends accolades to Branch Manager Bill Phillips, and the employees of Monitor Mortgage in Milpitas for receiving the prestigious Diamond Certified symbol after being rated highest in quality in a customer satisfaction rating performed by American Ratings Corporation.

In order to earn Diamond Certified, a local service company must apply to be rated by American Ratings Corporation (ARC) and pass each step of its twelve-step rating and certification process. ARC actually pulls a random sample of past customers from the applicant company's files and surveys typically 100 customers by telephone. Not only do the customers rate the applicant company on a 1 to 10 scale for quality, but also they indicate their willingness to return or refer other consumers to the company. Most companies can't pass the rating because a customer satisfaction survey score of greater than 88 on a 100 scale is required. Monitor Mortgage far exceeded this customer satisfaction requirement, and scored 98.00% on customer loyalty and customer's willingness to refer others.

"Our entire team at Monitor Mortgage is pleased to earn this prestigious award. And, it is especially gratifying because it's based on our customers' perception of the quality of our service. This high score given to us by our satisfied customers reflects our dedication to being 'your trusted loan advisor,'" said Bill Phillips, branch manager of Monitor Mortgage.

Monitor Mortgage is a branch office of Wausau Mortgage. The office has served as the Bay Area's "Trusted Loan Advisor" for over 18 years. Monitor Mortgage is able to deliver the most competitive loan rates in the market by representing over 200 lenders. This large array of loan products allows them to offer professional loan advice for their clients, tailoring financing for each client based on their specific needs. The ultimate goal is achieving lifetime customer relationships. For more information, visit www.trusted-loanadvisor.com or call 408-957-7600. ~

Heralding Our New Members

WINDOW DEPOT

Ron Hess, Owner
Kristina Quintana, Manager
905 Los Coches Street
Milpitas, CA 95035
(408) 941-1043
Window & Door Retail

ART OF LIVING FOUNDATION

Rekha Kodialbail, Facilitator
(408) 230-6053
Non-profit Organization

CARTRIDGE WORLD MILPITAS

Harold Bucchianeri, Owner
80 Ranch Drive
Milpitas, CA 95035
(408) 935-0300
Cartridge Ink & Laser Refill

PASTA POMODORO

Brian Estrada, General Manager
181 Ranch Drive
Milpitas, CA 95035
(408) 582-0160
Restaurant

AFLAC

Aldine Dimnick, Sales Associate
1871 The Alameda, Suite 450
San Jose, CA 95126
(408) 674-6647
Insurance

KM HAIR TODAY

Kim Do, Owner
465 Jacklin Road
Milpitas, CA 95035
(408) 945-0999
Beauty Salon

NOVELWAVE LLC

Cristian Filimon, President
479 Sinclair Frontage Road
Milpitas, CA 95035
(408) 942-9591
Wireless System Design

BROWN CHIROPRACTIC & ASSOCIATES

Dr. George N. Kalonturos, Owner
53 Marylinn Drive
Milpitas, CA 95035
(408) 946-2225
Chiropractic

Membership Renewals

Thank You for Your Continued Support...

ONE YEAR...

Advantage Moving & Storage
KEZR Radio
San Jose Blue Print
Thai Stick Catering

TWO YEARS...

AARP Milpitas/Berryessa Chapter 4786
Castlewood Creations
Century 21 Country Estates Realty-Elena Tamez
Elegant Tailoring & Bridal
Perfection Home Improvements & Repair

THREE YEARS...

Hawthorn Suites
Silicon Valley Center for International Trade Development

FOUR YEARS...

Judy Wang Realtors, Incorporated
Peoples Associates Structural Engineers
Sonoma Teriyaki

FIVE YEARS...

American Probe & Technologies
Stuart Anderson's Black Angus
Sylvan Learning Center

SIX YEARS...

Law Office of Hoa Trinh Glassey
Robert Half International

SEVEN YEARS...

Santa Clara Valley Water District

EIGHT YEARS...

Best Marine

NINE YEARS...

Fresh Choice-Great Mall

TEN YEARS...

The Mission Peak Company

TWELVE YEARS...

Hillview Printing

THIRTEEN YEARS...

Honda Hospital

NINETEEN YEARS...

Comfort Inn Milpitas
South Bay School of Music Arts

TWENTY YEARS...

LSI Logic Corporation
Quincy's BBQ

TWENTY-ONE YEARS...

Knights of Columbus-St. Elizabeth's Council 8747

TWENTY-TWO YEARS...

Awards to the Wise

TWENTY-FIVE YEARS...

P & C Auto Wreckers, Incorporated
Walgreens - Calaveras Boulevard

THIRTY-FIVE YEARS...

L.D.S. Enterprises, Incorporated

FORTY-SEVEN YEARS...

Pacific Gas & Electric

CHARTER MEMBER - 1957

SBC (Formerly Pacific Bell)

BOARD OF DIRECTORS

REQUESTING SUGGESTIONS FROM THE MEMBERSHIP FOR 2005-2006 PROGRAM

The Board of Directors will be scheduling their strategic planning session, or Board Retreat in July. The Board will review last year's program, publications and budget, then develop a plan-of-action for the 2005-2006 Term. The Directors value your ideas and interest, so please contact us so the Board can incorporate your requests into the Chamber's program.

Is Your Company Interested in International Trade...

The Chamber's International Development Council wants to know how many member businesses are interested in international trade. The Chamber looks forward to scheduling several import/export workshops, so we are reaching out to you for guidance as we develop these important programs during our planning session.

Please contact the Chamber office via e-mail at Milpitas cc@sbcglobal.net, FAX (408) 262-2823 or call (408) 262-2613. We look forward to hearing from you. ~

PEP

The Business Partners for
Emergency Preparedness

Presents a workshop on:

LIGHT SEARCH AND RESCUE

with Randy White, Instructor
Life Safety Associates, San Jose, CA
and other technical instructors

Wednesday, May 18, 2005

MAXTOR

1140 Technology Drive, Milpitas

Registration: 9:45 a.m.

Workshop: 10:00 a.m. - 3:00 p.m.

\$35 for PEP members and \$45 for Non-Members

Fee covers cost of lunch, lecture by technical instructors,
field demonstration and handouts.

For more information log onto
www.preparednesspartners.org

The Milpitas Chamber has registration forms
in the Chamber office.

PG&E UPDATE

CARE Income Limits may get Energy Savings Devices for FREE

Energy utilities, regulated by the California Public Utilities Commission, have low-income energy efficiency programs in which consumers, who qualify under the low-income discount program referred to as the CARE program, and seniors and disabled consumers, who earn slightly more than the CARE income limits, may get energy saving devices for free. Consumers can call their energy utilities for more information.

Also, consumers are asking if vendors who have approached them about the programs are legitimate. They are advised that a vendor must provide the name of the utility with which it has contracted. Also, utilities keep lists of which vendors are on contract, and if in doubt, consumers may call the utility before agreeing to the vendors' offers.

The phone number for Pacific Gas & Electric's low-income program is 1-800-933-9555. If you think you qualify, don't hesitate to call. Why not save some money while saving some energy! ~

SCORE

Counselors to America's Small Business

Sponsors New Workshop

"HOW TO RUN A SUCCESSFUL BUSINESS"

The current "Small Business Workshop" provides excellent tutorials on the basic essentials that are necessary to starting and running a business, including taxes, law, cash control, and planning. "How to Run a Successful Business" is a new workshop that carries on where the "Small Business" workshop leaves off.

This new workshop provides the information required to operate a small business successfully. The attendees who will benefit most from the "How to Run a Successful Business" workshop are those that have already started their business and have at least started a business plan.

The "How to Run a Successful Business" workshop includes information on how to execute a business plan, presentations on in-depth marketing, and the basics of selling. The workshop also includes many important additional important topics such as, how to fairly treat your employees, understanding and using financials, and day-to-day management issues. Each session is presented by a SCORE counselor who has the expertise in the topic covered.

The cost for this workshop is \$50. If both the "Small Business" workshop and the "How to Run a Successful Business" workshop is attended, there is a \$25 discount.

The dates for this workshop are: June 23; September 29; December 8. For more information, call (408) 288-8479. The Entrepreneur Center is located at 84 West Santa Clara Street, San Jose, CA 95113.

For a FREE one-hour consultation with a SCORE counselor at the Milpitas Chamber of Commerce office, please call Stephanie Dancel at (408) 262-2613, so she can schedule your appointment.



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2005 Calendar of Events

MAY 2005

- 4 AMBASSADOR MEETING, Chamber Office, 12:00 Noon
- 5 CINCO DE MAYO
- 10 M.U.S.D. School Board, 7:00 p.m.
- 21 TASTE OF MILPITAS
- 25 LEGISLATIVE TRIP, California Chamber of Commerce, Sacramento
- 26 BOARD OF DIRECTORS, Summitpointe Course, 7:30 a.m.
- 26 BUSINESS AFTER HOURS MIXER, Wells Fargo Bank
139 Ranch Drive, 5:00 - 7:30 p.m.
- 30 MEMORIAL DAY, City Chamber Holiday.

JUNE 2005

- 1 AMBASSADOR MEETING, Chamber Office, 12:00 Noon
- 14 FLAG DAY
- 14 MUSD, School Board, 7:00 p.m.
- 16 MUSD School Year Ends
- 16 BUSINESS AFTER HOURS MIXER, India Community Center,
555 Los Coches Street, 5:00 to 7:30 p.m.
- 23 INSTALLATION BANQUET/BUSINESS PERSON OF THE YEAR
RECOGNITION, Crowne Plaza, 6:30 p.m.
- 24 &
25 RELAY FOR LIFE, Milpitas Sports Center

✓ City Council Meetings

First & Third Tuesday of each month at 7:00 p.m.

✓ Planning Commission Meetings

Second and Fourth Wednesday at 7:00 p.m.

Get Connected with Connection Clubs

TUESDAY CLUB #1 - 1st & 3rd, Summitpointe Golf Club
8 - 9 a.m.

WEDNESDAY CLUB #2 - 2nd & 4th, Crown Plaza,
777 Bellew Dr., Milpitas 12:00 - 1:00 p.m.

Call Chamber office for information (408) 262-2613.

Milpitas Chamber of Commerce
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