

June 2005

The Lafayette Garden Club Helps Beautify Lafayette with planters for sale to the retail shops

We just delivered the first 25 planters to storefront businesses along Mt. Diablo Blvd. With the help of Orchard Nursery, The Lafayette Garden Club, Safeway and the city staff, the Shop Lafayette Committee has added a touch of beauty to our downtown area. There are still a few planters left. Please call the Chamber for details, 284-7404.



**Chamber President,
Larry Blodgett
and daughter Olivia,
President's Assistant**



**The Lafayette Garden Club helps beautify Lafayette
with planters for sale to the retail shops in town.**

Don't Miss the Next Tech Tuesday—

Microsoft Publisher for Dummies

Tuesday, June 21 at 9 a.m.

Chamber Conference Room. Cost is \$10.

You should attend this class if you need to make flyers for your business, brochures, business cards, table tents, and other marketing materials. If you are thinking of sending out postcards or customized form letters, then this is the class for you! If you need a sign for your business, or to create a price list or menu, be sure to mark your calendar.

Publisher makes it easy to add graphics and text to your documents. Publisher is much better suited for creating marketing materials than your word processor, without being more difficult to learn.

Here's just one tip you'll learn:

If you're creating form letters or postcards, use Publishers' mail merge feature to customize your recipient's name, address, and other information. You can store address information in Word, Excel, Outlook, or most any program.

Hosted by Nerd4Rent.

President's Message

Your President was out of town, so we turned to a pinch-hitter...

Jay "Herb" Lifson

1968-2005 Lafayette, CA

On July 9, 1968 the voters in Lafayette decided to make the town of Lafayette the City of Lafayette. A gallon of gas was 34 cents, Ed Stokes had just opened up Diablo Foods and I was working out in the weight room, located under the Swim Gym at Beverly Hills High School. You have seen that gym in "It's a Wonderful Life" where Donna Reed and Jimmy Stewart fall into the pool when someone pushed the button to open the dance floor. You see, I was an incoming freshman and I was small. I needed to bulk up to make the football team. I grew 4 1/2 inches and gained 20 lbs. that summer. Without that growing spurt, Mike Heller (Mr. BMW, Concord) would have looked like a giant to me. It's 1968 and I'm too young to drive, so 34 cents a gallon doesn't mean that much to me.

It's now 1982, and it is clear I have no future in football. I have turned to the hospitality industry. The path leads me to Lafayette where the building that once was home to the The Rusty Scupper, The Symposium, The Lafayette House and the Teen Center is for lease. My two partners and I are so bent on opening a restaurant, we jump at the chance and sign a lease where The Rocking Horse would operate for the next five years. Gasoline in 1983 was \$1.20 a gallon. (Finally, I see a story emerging.) Now it's 1988, and yes, Don Tatzin is on the City Council. The Lafayette Library is now the oldest library in Contra Costa, the average price for a home in Lafayette is \$247,000 and by 1990 gas is up to \$1.50 a gallon.

Oh, how Lafayette has changed. We are now the destination for many Lamorinda area residents for their shopping needs. We are currently home to three of the San Francisco's Top 100 Restaurants — Chow, Pizza Antica and Bo's BBQ. We may have a small town feel, but we have so many retail and service businesses to choose from. Over the years, the Chamber of Commerce has championed the idea to "Shop Lafayette." The simple message urges residents to spend money in their own city. Twelve percent of all collected sales tax goes right back to the City of Lafayette. With gas prices nearing \$3.00 a gallon we give you one more great reason to "Shop Lafayette."

The year 1968, the price of gas, football — where was Jay going with this story? A short history about our little hamlet, an unnecessary connection to a classic movie and a long road to get to the punch line. Hey, this is how Herb Caen got started!

JUNE MIXER

WEDNESDAY, JUNE 8 • 5:30 - 7:00 p.m.

RISING LOAFER CAFE & BAKERY

3643 Mt. Diablo Boulevard — near Trader Joe's

Remember to bring a raffle prize and have your business acknowledged!

Lafayette Chamber of Commerce

MISSION STATEMENT

To promote and maintain a healthy business climate and to preserve and enhance the quality of life in Lafayette.

2005 OFFICERS EXECUTIVE BOARD

President:

Larry Blodgett
Blodgett's Floor Covering/Abbey Carpet

1st Vice President:

Budd MacKenzie
Law Offices of Budd E. MacKenzie

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Stacy Spell, Oakwood Athletic Club

Treasurer:

Caesar Perales, CPA

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Larry Duson, Bank of the West

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LAFAYETTE CHAMBER OF COMMERCE

100 Lafayette Circle, Suite 103
Lafayette, CA. 94549

(925) 284-7404

FAX (925) 284-3109

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Business Spotlight



Paul F. Griessel

President

Lamorinda Asset Advisors, Inc.

1850 Mt. Diablo Blvd., Suite 240
Walnut Creek, California 94596
(925) 280-9991

A unique aspect of this month's business spotlight, Lamorinda Asset Advisors, is that about one-third of their business is seniors (age 55+). With Paul Griessel at the helm as President, the company spans all areas

of the financial industry including insurance and investment planning, retirement planning, estate planning and business planning. According to Paul, the company obtains most of their business through referrals and their East Bay clients come from all over...Martinez, Alamo, Concord to Danville and the Lamorinda area. Many of their clients are interested in retirement planning and Lamorinda Asset Advisors can help these clients make wise business decisions on maximizing their income and how to pass on their assets without depleting their funds. "We focus on the money management side so clients don't run out of money," Paul says.

Originally from Loudonville, New York (just two miles from Albany), Paul has over 20 years of experience in money management and investments. He graduated from Staton Island with a B.S. in Economics and Business Administration. Upon graduation, he entered a three year management trainee program at Hyatt International in San Francisco. Although he didn't know anyone in the Bay Area, Paul was eager to move to the West Coast. He managed the very successful Hyatt Tea Dance which was held every Friday from 4-8pm featuring swing dancing that was open to the public.

After successfully completing the Hyatt management trainee program, Paul was offered the chance to open the Trump Hotel in New York City where he worked very long hours and didn't have much of a life outside of the hotel. After some career testing and re-evaluating, Paul accepted an offer from New York Life Insurance that was based back in San Francisco. He joined that prominent company in 1983 as an agent and financial advisor and later was promoted to the management program. In 1985, Paul became a Sales Manager and led the country for two years in hiring international employees as independent contractors. He even took vacations to the Far East so he could learn how to better communicate with the people he was interviewing and hiring. From there, Paul became Vice President/Executive Management Consultant where he was assigned special projects for three years. His main assignment was to evaluate the continuation of offering disability insurance to the public. Based on his recommendation, New York Life sold out to Paul Revere Insurance where all the employees were reassigned except for 25 people.

The next step for Paul was like a separate business under the New York Life umbrella...End Force Management. Paul successfully obtained \$4 million in funding to get this specialized department launched. After this major accomplishment, he decided it was time to

"get back in the field" and return to San Francisco. In 1991, he relocated back to the west coast and co-managed the San Francisco office of New York Life. In 1996, he "wanted to do his own thing" and decided he "wanted to work for the client and not the company." Two years later, Lafayette Insurance & Financial Planning was started in Walnut Creek and which is known today as Lamorinda Asset Advisors. The company is located in one of Walnut Creek's most attractive highrise office buildings, Gateway Center on Mount Diablo Boulevard. Paul believes it's important to present a professional, corporate image due to the fact that 50% of their clients come to the office for meetings. Another unique aspect of Lamorinda Asset Advisors is that every financial advisor is a CSA (Certified Senior Advisor) which is a week long course in which you learn about what services are offered to seniors and hopefully you're able to make referrals in each category once the course has been completed.

Paul describes his business of portfolio management as "conservative" and says that both ethics and integrity are "key" at their firm. They are able to connect their clients with five money managers around the U.S. including Gould Asset Management LLC in Los Angeles. Paul says, "a client must feel comfortable with us and that we're a trusted advisor." He tries to use Lafayette as a resource to find good people for his clients to work with, i.e. lawyers, CPA's, realtors, etc.

Three areas of expertise for Lamorinda Asset Advisors are:

- **Wealth Protection:** For individuals, families, and businesses; Includes Long-term care insurance, protecting assets and helping to educate the client so they are able to make the right decision
- **Asset Transfer:** Could be a house, a business, a portfolio; How do I leave my assets in a tax-efficient way? How do I support a foundation or charity maximizing the dollar?
- **Life Settlements:** policies on people aged 65+ that they cannot afford or do not want; getting the real worth on a life insurance policy

On a personal note...Paul is married to Jennifer, a real estate agent with Prudential and a native of Lafayette. Paul is a member of the Lafayette Rotary Club and the Contra Costa Council. He feels the Lafayette Chamber is "unique in that it's small enough to feel like an extended family and dynamic enough to take on the growth and the issues." As a resident of Lafayette, he says, "I'm proud of the Lafayette schools and a lot of great people."



Sandi Mitchell
Partner/Broker Associate

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1614 Mt. Diablo Boulevard, Walnut Creek, CA 94596

CAESAR C. PERALTA
CERTIFIED PUBLIC ACCOUNTANT

1850 MT. DIABLO BLVD., SUITE 240 925 280-2020
LAFAYETTE, CA 94512 FAX: 925 280-7370

NEW MEMBER *Welcome*

BUSINESS COACHING

Action International

Post Office Box 507
Walnut Creek, CA 94596
(925) 256-9564 (Phone)
(925) 476-0340 (Fax)
actioncoach@marcpeters.com
www.marcpeters.com
Marc Peters, President

At Action International, their goal is to help business owners achieve true business success through analysis and systems implementation. What that means is that they help coach the self-employed in building a profitable commercial enterprise that works without them. After all, systems should run a business not the owner.

Action coaches work with their clients in five key areas: Sales, Marketing and Advertising, Team Building and Recruitment, Systems and Business Development and Customer Service.

INSURANCE

Risk Concepts Insurance Brokers, Inc.

3730 Mt. Diablo Boulevard, Suite 215
Lafayette, CA 94549
(925) 284-7904 (Phone)
(925) 284-2078 (Fax)
kellir@rcibrokers.com
Kelli Robertson,
Executive Vice President

Risk Concepts Insurance Brokers is a full service firm providing risk analysis and coverage placement for a wide spectrum of business types and sizes. The staff of Risk Concepts utilizes a combined 56 years of experience to provide a high level of personalized service.

Risk Concepts enjoys a professional alliance with another Chamber member, Lafayette Square Insurance and Financial Services, Inc.

Risk Concepts is owned by Mike and Kelli Robertson, Lafayette residents with children attending Stanley and Springhill schools.

PERSONAL CHEF

Bott's Best

225 Coggins Drive #155, Pleasant Hill
(925) 296-0200 (Phone)
(925) 476-0161 (Fax)
chefironbott@sbcglobal.net
Gary A. Bottarini, Chef Ironbott

No time to cook? Don't like to cook? Sick of eating out? Chef IronBott of Bott's Best — your home chef service— may just have to answer to your problems.

TV dinners, no way! Fresh ingredients and the best cuts of meat are the norm. You can have scaloppini one night and jambalaya the next! Bott's Best also does birthday, dinner, anniversary, interactive and stealth parties. You can save time, eat well and have the prestige of having your very own personal chef!

REMODELING

Altera Design & Remodeling, Inc.

2726 Camino Diablo
Walnut Creek, CA 94597
(925) 938-1100 (Phone)
(925) 938-6805 (Fax)
jim@alteradesign.com
www.alteradesign.com

Jim Vivrette, President

RESTAURANT

Left Bank Brasserie

60 Crescent Drive
Pleasant Hill, CA 94523
(925) 288-1222 (Phone)
(925) 288-1232 (Fax)
cdaniel@leftbank.com
www.leftbank.com

Caite Daniel, Director of Special Events
Lance Bellamy, General Manager

Left Bank Brasserie, conveniently located off the 680 Freeway between Highway 24 and Highway 4, is an authentic Parisian-style Brasserie that embodies all of the aesthetic charm, atmospheric panache and culinary excellence of the famed French district south of the Seine River that lends the restaurant its name. Exceptional country French cuisine and warm, friendly service create a welcoming atmosphere for both lunch and dinner. From cocktail gatherings to full-course sit-down meals, the Left Bank Catering Department will coordinate any occasion to realize your vision. Select from their private dining rooms, outdoor patios, the entire restaurant or the location of your choice.

May Mixer

WE PACKED THE PATIO AT HEALTHFLOW LEARNING CENTER!

We enjoyed an abundance of healthy appetizers, live music and great weather on the patio at the Healthflow Learning Center for our May mixer. Our thanks to the following Chamber members who contributed some generous raffle prizes: Action International, BMW Concord, Lafayette Car Wash, Lafayette Health Club, Nationwide Mortgage, Paychex, Payroll Masters, Senior Helpline Services and Silicon Connection. Our next mixer is on Wednesday, June 8th at the Rising Loafer Café & Bakery, 3643 Mt. Diablo Boulevard (near Trader Joe's).



Joyce Kwok, Owner
Healthflow Learning Center

Introductory Website Advertising

With the help of our board member Ed Zeidan, the Lafayette Chamber of Commerce has added an advertising opportunity to our website. Please review the flyer inserted in this newsletter for options and pricing.

As we continue to grow with the hits received to our website each month, we have upgraded our promotional choices for our members.

Visit our website www.lafayettechamber.org to view some sample ads.

For more information, see the enclosed flyer or you may contact Linda or Jay at the Chamber office at 284-7404. And remember, we also offer advertising in the newsletter.



**The Chamber is happy to announce that
The Home Base Business Alliance has
changed its name to The Entrepreneur's Club
and will meet once a month to promote its
"Independent Business Professionals."**

Keith Vaisnor with K.E.V. Insurance Services has agreed to be the chairman of this new club, to get it up and running. There is no cost to members and you don't need to be a Chamber member to begin coming to the meetings. Through networking and sharing of ideas the members have already been able to see the benefits of getting together. Please join us at our next meeting on Thursday, June 16 at 8:30 a.m. at the Chamber office.

In this edition of our newsletter, we are highlighting some of our members that have gotten involved. We are finding new ways to get their names and services out in front of our membership and the Lamorinda residents.

Keith Vaisnor - K.E.V. Insurance Services
925.299.8726 • www.kev-ins.com

K.E.V. Insurance Services is a business-to-consumer insurance agency that delivers Best-based insurance information to individuals, families and small businesses. Keith's focus is on health insurance. K.E.V. is not owned by an insurance company. He can provide objective information to consumers and small business owners, helping them make informed decisions about their insurance needs. K.E.V. Insurance Services is available to all California residents. License Number #0D47829

Michelle Billing-Swearingen - Michelle Graphics
P.O. Box 72, Lafayette • 925.691.1266 • 925.691.1366 (Fax)
michellegraphics@comcast.net

Michelle Graphics provides innovative solutions for your creative Marketing and Advertising needs with On-Target design, Eye-Catching graphics and Effective photography! Michelle Graphics gives you personal service delivered with technical expertise and the know-how required in today's market. A full spectrum of services are available to accomplish the clients' objectives. For a Logo, Brochure, Newsletter, Ad, Packaging, a Promotional piece, PowerPoint Presentation, Trade Show Display, Collateral Material, Direct Mail piece, Bugs/Graphics for Web, or simply a Postcard... what ever your needs. Call: Michelle Graphics Creating effective solutions for today's market.

Penny Porter - Imagine That Photography
925.299.0251 • www.Imaginethatphotography.net

Penny Porter has been a professional photographer since 1980. She creates art for families, capturing timeless portraits of your children and family. Penny not only takes beautiful photos, she visits the family before the portrait is done. She gets to know the children to make the photo session comfortable and happy. Her style of photography is an artful blend of photojournalism and traditional portraiture. Photograph your wedding, pregnancy, baby's first year and beyond.

Debbie Hoffman - Reliv Independent Distributor
www.Relivonline.com/hoffman

Debbie left her job on Wall Street to spend more time with her family. Debbie quickly found herself involved with Reliv, a company that has over 30 years of research and development in the production and distribution of nutritional products. Traded on the NASDAQ, Reliv has been in business since 1988, now operating in several countries. Debbie would be happy to share her products with you.

Upcoming Community Events

Walk in the Wild The Oakland Zoo will host its popular event on Saturday, June 18, 2005 from 5:00pm -10:00pm. Take a leisurely evening stroll through the Zoo while sampling fine food and beverages. Some of the Bay Area's best restaurants, wineries and breweries will be there. Music, dancing and a silent Auction are all part of the festivities. For information please visit www.oaklandzoo.org or call (510) 632-9525 ext. 134.

Leadership Diablo Applications for the 2005/2006 Leadership Diablo program are now available. If you are interested in receiving an application, or need information about the program, please click on the website www.leadershipdiablo.com.

Rotary Golf Classic The Lafayette Rotary Club is hosting a golf tournament on Monday, August 8th at Rossmore Golf Course. Proceeds will benefit the Lafayette Library & Learning Center as well as other Rotary Charities. A flyer for this event is inserted in this newsletter. You can also register online at www.rotaryclublafayette.org.

Sarcoma Foundation of America Joe's of Lafayette Grill & Lounge, our new chamber member on the west end of Mt. Diablo Blvd., is proud to host a fundraiser for the Sarcoma Foundation on Saturday, June 11, from 5:00pm-close. Live music, appetizers and raffle prizes! Call Joe's for information 299-8807 or see the enclosed flyer.

Senior Helpline Services (formally Contact Care) Lafayette's own nonprofit organization that supports seniors in Contra Costa County, invites you to their 17th Garden Sampler. This annual fundraiser takes you to a beautiful garden at a private estate in Orinda. Wine and food along with raffle drawings, music and fun will keep you busy at this festive event Sunday, June 26 from 2:30 to 5:30pm. For tickets, please call: 284-2207.

Summer Solstice Healing Culture Fair Join the staff at AVALON on Saturday, June 25 from 10:00am - 6:00pm for a day of a variety of experiences in support of health, healing and wholeness. If you are looking for fun, opportunity and transformation- this is the place for you. 1020 Brown Ave. Suite C, Lafayette 299-0222.

Zydeco Dances Learn to dance to Cajun/Zydeco music June 25, 8:00pm with Leroy Thomas at the (OLD) Lafayette Veteran's Memorial Bldg, 3491 Mt. Diablo Blvd.

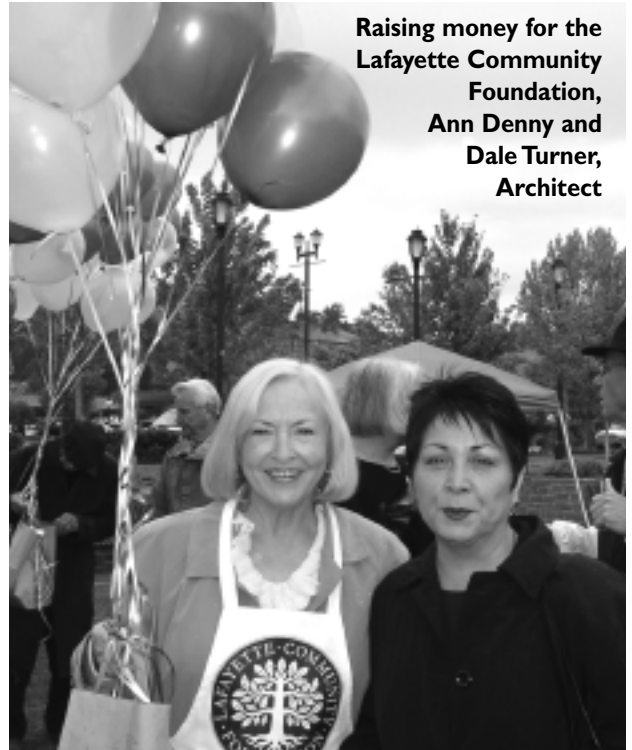
Hungry Hunter Staff to Walk Reservoir to Lend Support The staff of the Hungry Hunter Lafayette will be walking the Reservoir to benefit the George Mark Children's House in San Leandro. The house offers respite care for terminally ill children. To pledge your support, simply visit the restaurant located at 3201 Mt. Diablo Blvd. in Lafayette or call 938-3938.

6th Annual VOX "Best Martini in the East Bay" Contest Monday, June 20, 2005 6-8pm. Lafayette Park Hotel & Spa. Supporting Project Second Chance, a Contra Costa County Library Program that helps adults learn to read. For information, call Project Second Chance at 646-6358.

A Taste of Lafayette



Our bartenders providing service with a smile: James Collins with Prudential California Realty, Jay Lifson with the Lafayette Chamber of Commerce, and Cal Fox, Len Cohen and Virginia Fox with Prudential California Realty



Raising money for the Lafayette Community Foundation, Ann Denny and Dale Turner, Architect



The crowd enjoys a variety of gourmet pizzas right out of the oven at Pizza Antica



The crowd at Petar's enjoys live music with their menu samplings of tortellini and the restaurant's signature dish, Chicken Lafayette



Enjoying La Finestra are Bassom El-Raba with the Lafayette Park Hotel & Spa, Joe Bohannon with CitiBank, Kathleen Brush with the Contra Costa Times, Kim Trupiano with the Contra Costa Times, William Sweet with CitiBank and Stephanie Bauer with the Lafayette Park Hotel & Spa



Pasta and pork tenderloin with fresh mushrooms was enjoyed by all those who stopped by Per Tutti

Business Briefs

Congratulations to the students at French for Fun

The results of the National French Contest for elementary school students have been announced. Out of the 5,540 contestants, ten students from French For Fun in Lafayette have placed in the top five in various divisions nationally: These students represent the following East Bay Schools: Happy Valley, Del Ray, Green Valley, Valhalla, Burton Valley, Sequoia Elementary and Palmer. Frenchforfun.com 283-9822.

Contra Costa County Library Introduces "The Business Connection" Webpage for Small Businesses

A new webpage called "The Business Connection" at <http://cclib.org/business/> was launched to provide important information for small businesses and start-ups. Topics include first steps in starting a business, marketing, management, human resources, and international trade. Multiple resources and specific links to online information are offered along with full-text magazine articles and highlighted books to take home or read online. There is also a calendar that will list business training and special events. The webpage was funded by a Federal Library Services and Technology Act (LSTA) Grant through the California State Library.

\$20 Million Available for Community Service Projects

National service grants will soon be available. National service programs make a difference in communities by supporting activities such as tutoring, afterschool programs, environmental restoration, health education and outreach, house visits, disaster response, volunteer recruitment and volunteer management. You are invited to learn more about national service funding opportunities through an in-person overview session hosted by the California Service Corps.

www.csc.ca.gov/grants/current_opps.asp

Poster Compliance Reminder

On December 10, 2004 President Bush signed into law the new Veterans Benefit Improvement Act (VBTA). The new law requires all U.S. employers to inform employees entering the military of their rights under the Uniform Services Employment and Reemployment Rights Act (USERRA). It broadens the workplace and reemployment rights of employees called to military service, including an extension of their health care benefits from 18 months to 24 months. All U.S. employers with a least one employee were required to post this new federal notice by March 10, 2005. To purchase the new posters you can visit the Chamber website www.lafayettechamber.org. You can find the link on our homepage, or call 800-322-3636.

The FTC (Federal Technology Center) makes available free classes to small business in the Bay Area.

To learn more about their upcoming classes, please visit their web site www.TheFTC.org. You can also reach Director Jack Toney at (916) 334-9388.

Annual List of "Job Killer" Bills released

The Coalition for California Jobs (CCJ), a California Chamber of Commerce-led coalition of employer groups focused on stimulating job creation in California released its annual list highlighting the negative impact these proposals will have on California's economy. www/calchamber.com/jobkillers.

Our Part in Tsunami Relief!

The check presentation to the Lafayette School District on May 10 was well received by a good size crowd at Stanley School's Library. The Lafayette Chamber's check to the School District helped raise \$15,000 for their Tsunami Relief fund to UNICEF.

Chamber

President

Larry Blodgett

presents

Lafayette School

Board President

Ann Appert

check for

Tsunami Relief



Focus on the Arts

Gold Coast Chamber Players

Saturday, June 4, at 8:00pm is the Season Finale at the Town Hall Theatre. Souvenir de Espana offers up the spice and rhythm of Spain. The Chamber Players feature Robin Sharp and Julie Im on violin, Pamela Freund-Striplen on viola, Dana Putnam Fonteneau on cello and Marc Shapiro on piano. All concerts have sold out this year! For tickets, call 283-1557 website www.gcplayers.org

PROGRAM-

- Toreador's Prayer by Turina
- Military night Watch in Madrid by Boccherini
- Spanish Songs for Violin and Piano by DeFalla
- Panamanian Dances by William Grant Still

Lafayette Gallery Don't miss the summer show "Creative Explosion" beginning May 31st. In lieu of a reception the gallery is having an "Artist Market" on the front patio June 25, July 16 & 23. Markets are held from 11am-5:00pm. For information call 284-2788 or visit www.lafayettegallery.net.

SummerSong Vocal Arts Institute How is it possible for little Lafayette to have so much music? SummerSong Institute is a unique vocal workshop where you learn and perform innovative repertoire. Designed for emerging professional singers the program includes auditioning techniques, vocal styles, improvisation and movement. Two sessions are being offered in July. For details please call Lucy Beck at 283-3259 or go to www.summersong.info.

SUNDAY MONDAY TUESDAY WEDNESDAY THURSDAY FRIDAY SATURDAY

	Memorial Day Holiday Chamber Closed		1 Executive Board 8 a.m. Duck Club	2	3	4
			June			
5	6 Mayor's Coffee 8 a.m., Chamber Conference Room	7	8 Leads Group I 12 noon, Chamber	9	10	11
			MIXER 5:30 p.m. Rising Loafer Cafe & Bakery 3643 Mt. Diablo Blvd.			
12	13 Board of Directors 12 noon LPH&S	14	15 Leads Group II 9 a.m. Chamber	16 <small>LAFAYETTE CHAMBER'S</small> Entrepreneur's Club <small>An Alliance of Independent Business Professionals</small> 8:30 a.m. Chamber	17	18
19	20 Martini Contest 6 p.m. LPH&S	21 Tech Tuesday 9 a.m. Chamber \$10 Fee	22	23	24	25
26	27	28	29 Membership Committee 4:15 p.m. Chamber	30	1	2
					July	
3	4 Chamber Office Closed July 4 - 8 Reopens July 11	5	6	7	8	9