

## March 2004



### Virginia Fox Bids Chamber Farewell

*“Who can turn the world on with her smile? Who can take a nothing day and suddenly make it all worthwhile?”*

With a nod to the old Mary Tyler Moore Show (for those old enough to remember it), the Chamber staff and Board think this describes “our” Virginia Fox. So the Board of Directors with great regret accepted the resignation, effective March 1, of our dynamic Membership Services Director.

“In her two years with the Lafayette Chamber, Virginia has implemented a number of programs that have truly raised this organization to the next level”, according to Executive Director Ann Denny. “And everything she touched was incredibly successful - the breakfast forums, mixers, home-based business alliance, membership recruitment, all of it. Karen and I will truly miss her energy in the Chamber office, but we wish her great success in her new business partnership with Cal. Plus, she has promised to stay active as an unpaid volunteer now!”

“Serving our members has been a terrific opportunity,” Virginia claimed, as Membership Services Director since August 2001, “I knew I would love my job, but never believed I would get so attached,” she added. “This is real team effort and it’s true – Together Everyone Accomplishes More!”

Since Virginia came on board, membership and services have soared including Business Building Breakfast Forums, Tabletop Showcase Mixers, Home Based Business Alliance, New Member Receptions and more. “Our most successful ideas come from our members,” she said. “They know what works best for everyone and help us to focus our members needs.”

Prior to joining the Chamber, Fox has had a portfolio career specializing in Sales and Marketing, PR, business development and volunteer management. Favorite unique experiences include helping 65 individuals go from welfare to work, launching Breakfast in McDonald’s restaurants, promoting a book tour on the story of the first female heart transplant recipient in UCSF, and marketing a Cancer Survivor’s Day celebration in Golden Gate Park. “Now I can add working with the best Chamber in the West.”

Fox will be joining the Prudential California Realty office in Lafayette adding her marketing and relationship skills to partner with Broker, Manager Cal Fox on The Fox Team. “Now I’ll be able to help people with their real estate dreams, as I’ve loved doing with building businesses. I’m looking forward to continuing my friendships with the Chamber and volunteering where I can be of help,” she said. “It’s been fabulous working with the Chamber staff, Board of Directors and all the volunteers. All I can say is a huge ‘Thank you’ for helping me do my job. I’ll never forget the amazing support!”

## BUSINESS BUILDING BREAKFAST FORUMS

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# Fourth Annual "Generations In Jazz" Festival Features Students and Stars!

The Fourth Annual Lafayette Jazz Festival, presented by The Generations in Jazz Foundation, will be held at the Town Hall Theatre (3535 School Street at Moraga Road) on Thursday, March 11, Friday, March 12 and Saturday, March 13 from 7:30 to 10:00 p.m., with a special opening on Wednesday, March 10th at the Del Valle Auditorium in Rossmoor.

The multi-generational tradition of this Jazz Festival continues in 2004, with a number of jazz's truly legendary talents performing with Bay Area musicians of all ages. This unique 4-night concert series provides an environment for young musicians to perform and learn from the pros, while supporting the preservation of jazz and enhancing music education in the community.

This year's line-up of talent has performed at world class jazz festivals; they have recorded and performed with luminaries in the jazz and R&B genres from The Count Basie Orchestra, to Tito Puente, to Aretha Franklin, and are extraordinary educators and music scholars. Artists performing include: Tower of Power's legendary trumpeter Mic Gillette; Alabama Jazz Hall of Fame singer, Countess Felder; the Big Band of Rossmoor; Wayne Wallace's Rhythm & Rhyme, and jazz greats: Mary Fetteg, Robb Fisher, Matt Clark and Akira Tana. Student musicians include: The Contra Costa County Middle School Jazz Honor Band featuring guest Director Dave Gregoric; The Stanley Jazz Messengers, The Acalanes High School Jazz Ensemble, Generations Jazz Ensemble, and the Contra Costa County Jazz Honor Band featuring the Bay Area's best student jazz musicians from 13 local high schools with guest Director Ray Brown. All proceeds from the festival will support music education in the community.

The schedule is:

**"The Heart and Soul of Big Band"** Wednesday, March 10th

**"Rhythm & Rhyme"** Thursday, March 11th

**"Just Jazz"** Friday, March 12th

**"The Next Jazz Generation"** Saturday, March 13th

Tickets for the Fourth Annual Lafayette Jazz Festival go on sale beginning February 3rd at the Town Hall Theatre. Tickets are \$12 in advance, and \$15 day of show. Tickets for the March 10th show at Del Valle Auditorium are \$10 in advance and \$12 at the door. For ticket information, contact the box office at (925) 283-1557.

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## 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.

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### LAFAYETTE

### CHAMBER OF COMMERCE

100 Lafayette Circle, Suite 103

Lafayette, CA. 94549

(925) 284-7404

FAX (925) 284-3109

info@lafayettechamber.org

www.lafayettechamber.org

# Meet Your Ambassador



**Bill Harvey**  
Morgan Stanley Financial Advisor

Within minutes of starting a conversation, it becomes clear that Bill Harvey has a mission. And he's proud to explain what it is. "It's really very simple," he says, with his typical warmth and sincerity. "I'll never have so many clients that I can't spend individual time with each one, watching changes in the market, changes in their

lives and making well thought out recommendations for their investment portfolios."

Born and raised in Walnut Creek, Harvey pursued a Financial Degree with a Marketing Minor at the University of Arizona. "It was a great foundation for what I do today," he says.

Soon after graduation, Harvey was asked to oversee the 401K monthly contribution plan for employees of a machine tool company. "I immediately felt the challenge to do what I could to allocate funds to reduce employees taxable incomes. Most of them didn't have any knowledge of financial planning or any plan, and they began coming to me for help on all their financial planning needs. Working with them I realized how much I enjoyed taking the fears out of investing, and putting in the joy that comes watching the positive returns. I realized I was becoming a Financial Advisor without the title and soon realized it was time to move on."

With his knowledge and passion for helping people build their wealth, and sincerity of client commitment, Harvey joined Morgan Stanley dedicated himself to "giving my clients the attention they deserve."

"I treat clients as I want to be treated," he says. "It isn't enough for 1 or 2 consultations a year. The markets are too volatile and clients need to be a part of the constant rebalancing process."

Focusing on asset allocation for individual portfolios that reflect the unique needs of each client for risk tolerance, Harvey regularly interviews his clients taking not just age and lifestyle in account, but changes that can occur along the way.

With only a few years in the business, Harvey proudly acknowledges a growing list of satisfied clients. "My client services include setting up IRA's, to managing clients with broadly diversified portfolios. Attention and communication is the core of my customer service," he says.

Giving attention to clients is not all Harvey does. As an active Ambassador, he helps behind the scenes at Mixers and events, and recently co-chaired the Leads Group.

"I love the Chamber!" he says. "It gives me a chance to meet great people and to be in the pulse of my community."

And Harvey doesn't stop there. As the new Program Chair for Sunrise Rotary, he books speakers for weekly meetings and is passionate about participating in Challenge Day of CCC, a program that addresses troubled teens.

"It's all about making a positive difference," Harvey grins. You can find out more about Bill Harvey by calling (925) 765-6744.

## Business Persons of the Year & Installation Dinner



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Matt Geiser



2004 Chamber President Larry Duson celebrates with (L) mother-in-law Josephina Aguilina and wife, Paulette.



Scott Hampton and Wendy Tamis, Clocks Etc. Business Persons of the Year



Lafayette Mayor Earling Horn names Ed Stokes Honorary Mayor of Lafayette

# NEW MEMBER *Welcome*

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Lafayette is a great place to be! We here at Minuteman Press moved into our new location here in Lafayette over Labor Day weekend and are finally settled in. Reception has been warm and friendly. After being located in Walnut Creek for the past 15 years, we are proud to now be a

part of the Lamorinda community. Call us for fast, friendly service with your printing/copying projects.

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## Focus on the Arts

### Prestigious "Ensemble of the Year" Award for Lafayette-Performing Group:

Philharmonia Baroque Orchestra, which performs next in Lafayette at Lafayette-Orinda Presbyterian Church (L)PC on Friday, March 26 was honored in December by Musical America. This east coast organization which was established in 1998 annually recognizes outstanding contributors to America's musical landscape. This is their first award to a period-instrument ensemble and the first to a California orchestra.

Philharmonia's plans next year tentatively include a four-concert series at LOPC (in October, November, December and April) in addition to subscription concerts in Berkeley, Palo Alto and San Francisco. The group will also be performing in New York's Carnegie Hall, in Los Angeles' new Disney Hall in February, and in Germany and England in May and August. Lafayette residents have a terrific opportunity to hear a truly world-class orchestra right here in our city.

Tickets for the March 26 performance, a concert of French Baroque music directed by guest conductor Bernard Labadie from Quebec, Canada, and featuring violinist Katherine Kyme, are available through Philharmonia's web site at [www.philharmonia.org](http://www.philharmonia.org) or City Box Office at (415) 392-4400.

### Gold Coast Chamber Players to perform at Acalanes Performing Arts Theater on April 10:

Lafayette's highly acclaimed chamber music ensemble will present Bella Voce. For tickets call 283-1557. For more information call 283-0466

## Ribbon Cutting Washington Mutual Home Loans



Washington Mutual Home Loan group celebrate with Ambassadors and Open House Guests

**MIXERS**

**WEDNESDAY, MARCH 10**

5:30 - 7 p.m.

*Business Showcase*  
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**\$60 - 6ft table • \$30 - half table**

**A FEW VENDOR SPACES LEFT!**

**NEW DATE!**  
**THURSDAY, APRIL 10**

5:30 - 7 p.m.

**LAMORINDA MIXER**  
*at St. Mary's College*

Inviting Lafayette and Orinda Chambers,  
and Moraga Business Association members

**MIXERS**

# Business Briefs

**A Tummy Tuck for Lafayette Health Club:** While it wasn't an extreme makeover, and Nate the builder wasn't on loan from the Oprah Winfrey Show, Chamber member and Lafayette Health Club owner Debbie Swigert feels as if she has given birth to a new baby. Maybe that's a little extreme. Perhaps it was simply a tummy tuck, for the club, that is!

Celebrating 23 years of successfully running a health and fitness center is no small feat. And as all business owners know, staying competitive is the name of the game. With that in mind, Deb recently changed the flow and layout of the club with the downstairs devoted to weight and cardio equipment, circuit training classes and personal training sessions. The upstairs studio focuses on the Pilates reformer, spinning bikes and a classroom devoted to Strength, Pilates, Yoga, Abs and Flexibility classes.

"Our 30 minute circuit classes are co-ed," says Deb. "It's not just the ladies who want to be in and out. We've tried to set up the club so

that folks can do the circuit on their own or in a structured class." As a full service fitness center, LHC also offers individualized sessions with personal trainers and 60 or 75 minute classes on strength training and target zone classes.

In addition to an Open House slated for the week of March 8, Lafayette Health Club has also introduced a \$10 for 10 days promotion to let prospective members judge for themselves the caliber of the facility. For more information, call 284-7732.

**Congratulations to Karlon Baker of Contra Costa Newspapers:** Lamorinda's Account Executive Karlon Baker has been promoted to Post-it Note and Print Specialist. She will continue to work with local businesses in her new position. AND Karlon, in a company challenge contest, won a Home Theatre Entertainment System and a trip for 2 to the Sonoma Mission Inn and Spa for all her hard work on behalf of her clients in 2003. Way to go, Karlon!

**Prime office space available for sublease:** Because of company restructuring, Lafayette Square Insurance Services has prime office space available for sublease. Up to 3,000 square feet is available in their current office located in the Oak Hill Business Center at 3730 Mt. Diablo Blvd. Smaller components within that 3,000 feet may be negotiated. For information, call Don Jenkins at 284-7900.

**Cash Grants Available for Outstanding Teachers!** Lafayette Prudential California Realty's Cal Fox announces annual opportunities for cash grants for local outstanding teachers through Prudential's Education Foundation. Immediate deadline. Call now for application (925) 962-6161.

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# MIXER UPDATE

## February Mixer — a Sweet Treat!



Cynthia Meyers and  
Town Hall Theater Entertainers  
from 12th Night

Featuring entertainment by Town Hall Theatre's 12th NIGHT performers, when the curtain came up at the February Mixer, the night's show was full of sweet treats and festive touches. Set in the unique theatrical setting of the popular Town Hall Theatre, guests were treated to a lavish feast and candlelit scene.

Food was donated by Diablo Foods, Safeway, Papillion Coffee, Chow Restaurant, Lafayette Park Hotel & Spa and Noah's Bagels. Sonia's Beauty & Body Salon added Valentines touches to Ambassadors and Mixer décor. Generous prizes were donated by: Clocks Etc., Costo Wholesale, Diablo Rapid Print, Lafayette Health Club, Mt. Diablo National Bank, Payroll Master, The Nut Factory, Sonia's Beauty & Body Salon, Town Hall Theatre, Twig's Floral Design, Wells Fargo Bank. Special thanks to Dennis Erokan, Town Hall Theatre staff and performers, Awesome Ambassadors plus Prize & Food donors. Hearts off to everyone for a successful event !



Festive Ambassadors—  
Kristy Rodrigues,  
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## Local Business Acknowledges Police Efforts in Recovering Stolen Property

*The following letter to the Police Department should serve as a reminder to all businesses. Security planning and back-up files are essential even in a relatively low crime area such as Lafayette...and congratulations to all involved for a job well done!*

Off-duty Officer  
c/o Detective Leonard  
Walnut Creek Police Department

The firm of Lafayette Square Insurance Services, Inc. would like to extend our deepest thanks to the off-duty officer whose involvement helped lead to the successful recovery of the items stolen from our offices the mornig of February 11. We applaud him for remaining watchful and caring for his community even in his off-hours.

We would also like to acknowledge the teamwork of the Lafayette and Walnut Creek police departments. With their cooperation and excellent communication, our case was quickly solved. Our computer system shows it was shut down at 3:48am and we had it back and running by 11:00am. A 7-hour turnaround! We feel most fortunate to have had such a quick and positive outcome.

Sincerely, Lafayette Square Insurance Services, Inc.



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SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
	<b>1</b> <b>Ambassadors Meeting</b> 4:30 p.m., Chamber  <b>Leads Group</b> Noon Desco Plaza Room 265	<b>2</b> <b>Business Building Breakfast Forum</b> 7:30 - 9 a.m. Fish Ranch Restaurant	<b>3</b> <b>Executive Board</b> 8:00 a.m. LPH&S			
<b>7</b>	<b>8</b> <b>Mayor's Breakfast</b> 8 a.m., The Bistro at the LPH&S  <b>Board of Directors</b> Noon, LPH&S	<b>9</b> <b>Tech Tuesday-</b> Introduction to PowerPoint  8 - 9 a.m. Chamber Office	<b>10</b> <b>Business Showcase Mixer</b> 5:30 - 7 p.m. <b>Oakwood Athletic Club</b>	<b>11</b>	<b>12</b> <b>Home Based Business Alliance</b> 8:30 - 9:30 a.m. Bank of the West	<b>12</b> <b>Membership Committee</b> Noon Chamber Office
<b>14</b>	<b>15</b> <b>Leads Group</b> Noon, Desco Plaza Room 265	<b>16</b>	<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b>	<b>23</b> <b>Tech Tuesday-</b> Top Windows & Office Shortcuts  8 - 9 a.m. Chamber Office	<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>
<b>28</b>	<b>29</b>	<b>30</b>	<b>31</b>	<b>1</b>	<b>2</b>	<b>3</b>
<b>4</b>	<b>5</b> <b>Leads Group</b> Noon Desco Plaza Room 265	<b>5</b> <b>Ambassadors Meeting</b> 4:30 p.m. Chamber Office	<b>6</b> <b>Business Building Breakfast Forum</b> 7:30 - 9 a.m. Fish Ranch Restaurant	<b>8</b>	<b>9</b>	<b>10</b>

**March**

**April**