



# Morgan Hill CHAMBER OF COMMERCE

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<http://www.facebook.com/MorganHillChamber>

October 2013

## “May You Live in Interesting Times” by John Horner, CEO

Legend has it that the old curse is: “May you live in interesting times”. Well, I don’t see it as a curse, but we certainly are living in interesting times here in Morgan Hill. Multiple projects which were backlogged for years by difficult economic times have started rolling along at a rapid pace. I’m sure many of you have noticed what looks like a residential building boom throughout our community. What has happened is that the ~200 housing units allowed each year under our residential growth control system kept being allocated, but very little was actually built between 2008 and 2012. Consequently, projects which typically would have been built out over a five year period of time have all been happening in 2013. Realtors tell us that all of this new supply is consumed as soon as it becomes available. However, as has been the case for many decades, Morgan Hill job growth continues to be less than Morgan Hill residential growth. Thus our bedroom community problem shows no signs of abatement. In my view, an ideal community would have jobs within it sufficient to provide a suitable livelihood for the majority of those workers who live there.



That being the case, building upon the outstanding core of business in Morgan Hill is the top priority of your Chamber of Commerce. Towards that end, we have had a working group looking at start-up support and incubation over these past several months. Much has been learned through reach out to existing successful business incubation efforts to the north of us, and much more remains to be done. Stay tuned, and get involved as we continue working on this fundamental economic gardening effort.

On the good news front, there are multiple success stories of businesses which have continued to grow in Morgan Hill. Growing pillars of the local business community such as Sakata Seeds, Anritsu and Specialized are all global leaders in their respective markets, and make their US headquarters here in Morgan Hill. We are also fortunate to have had companies like Del Monaco Foods and AeroTron move their manufacturing operations to our city over the past several years. Last week we had the opportunity to tour the manufacturing operations of Anritsu, Lin Engineering, AeroTron and Del Monaco. All four companies focus first and foremost on quality, and by doing so are able to have thriving manufacturing businesses here in our front yard. Did you know that over 3,000 people work in manufacturing inside the Morgan Hill city limits? Advanced, high quality, high productivity manufacturing is a major US business growth segment as companies realized that seemingly cheaper Chinese production is not always actually cheaper when all factors are considered.

Morgan Hill’s combination of proximity to the heart of Silicon Valley combined with an outstanding lifestyle is unbeatable, and we need to keep winning more than our share of the returning jobs. Help us get the word out!

## “There Goes Another Taste of Morgan Hill!” by Rich Firato, Board Chair

I can’t believe that it has come and gone by so quickly. What a wonderful Saturday Night Street Dance with Shane Dwight rocking downtown under the lights. He really stole the show rocking his new hits and the crowd loved the atmosphere downtown. I would like to give a special thank you to all of our fabulous volunteers for the hard work they put in and making this event the success that it is year after year. There were some areas that we need to work on for next year and they have been duly noted and will be corrected in preparation for next year. We also thank the Downtown Association for their partnership promoting this event. But most especially, a big thank you to Janis McDonald and Erin Machado, staff members extraordinaire, for their tireless work bringing all the pieces together. Now that the 2013 Taste of Morgan Hill is in the books and our entertainment events for the year are behind us, it is time for more exciting things to take place. Please stay up to date with our newsletter, stay informed, and join us at our next event. Participating with the Chamber has been a terrific boost to Firato Janitorial, and we encourage you to get involved and grow your business as well. Thank you all for your help and support, and I look forward to seeing you all at our next event.



### Chamber Calendar

1st Thursday

**Good Morning**

**Morgan Hill**

*Sponsored by  
Gavilan College*

3rd Thursday

**After Hours**

**Networking Mixer**

*Sponsored by Guild Mortgage & Brethren Crossfit*

4th Tuesday

**Business Focus Group**

*Gavilan College MH*

We welcome you at all our events. To RSVP, call our office at:

408-779-9444

### Committees

1st Friday

**Education**

*8am Union Bank  
Tennant Station*

2nd Wednesday

**Tourism**

*5:30pm at the Chamber Office*

2nd Thursday

**Environmental Affairs**

*8am Union Bank  
Tennant Station*

3rd Thursday

**Economic  
Development**

*8am Union Bank  
Tennant Station*

4th Thursday

**Ambassadors**

*Noon at the Chamber office*

## 2013 Board of Directors

### Rich Firato

Firato Janitorial Services  
Chairperson

### Lorraine Welk

Gavilan College  
Past Chair and Secretary

### Phil Couchee

Recology South Valley

### Robert Airoidi

Morgan Hill Life

### Dan Ellsworth

Adobe Insurance

### Ed Machado

Commonwealth Credit Union

### Tim Hennessey

Associate Member

### Greg Richtarek

Guglielmo Winery

### Scott Wilson

Santa Clara Valley Water  
District

### Marian Tankersley

Intero Real Estate

### John Varela

Asset Conversion Corp.

### Danielle Davenport

South Valley Angel Investors

### Fawn Myers

MHUSD

### Sunday Minnich

Minnich Productions

### Chamber Staff

#### John Horner

President & CEO

#### Janis McDonald

Office Manager

#### Erin Machado

Membership

#### Holly Horner

Publications

#### Pat Catanzaro

Finance

## Gavilan College Community Spirit Awards



Congratulations 2013 Community Spirit Awardees:

**Lisa De Silva and all of Community Solutions**

**Rich Firato of Firato Janitorial**

**Pam Garcia with Affordable Solar Roofs**

Thank you all for your service to the community!

## This Year's Taste was a Huge Success

This year's Taste of Morgan Hill was the talk of the town! We poured well over 10,000 glasses of beer & wine. All vendor booth spaces were sold out. All in all we featured over 30 live bands. The car show enjoyed record participation with nearly 300 cars participating in total over the two days. And to top it all off we kept the party going until 9pm Saturday night, after closing at 6pm previous years. Thank you so much to everyone who worked to make this event possible, especially all of the wonderful Taste Volunteers!



## Member Spotlight: Round Table Pizza

After being the manager of Morgan Hill's Round Table Pizza for six years, Mohammad took an important step last year: he became the owner. Using his extensive experience as manager, Mohammad is focused on growing and re-invigorating this local pizza staple. The floors have been remodeled & the salad bar has been updated, with more exciting changes on the way. You can even order your pizza online! Keep an eye out for more exciting things happening at Round Table, a business we're proud to say has been a member of the Morgan Hill Chamber for 23 years.



# Creating Opportunities, Changing Lives



**Monday, October 14th**  
**6:30—8:00pm**

*Presentations by:*

**Christa Hanson, Director of the Learning and Loving Education Center**  
**&**  
**Lisa DeSilva, Chief Development Officer for Community Solutions**



Since 1994, the Learning and Loving Center has taught critical skills to women in under-served populations, helping them overcome barriers to education, literacy, employment and self-reliance. Learn how this agency helps to empower women and assists their families to become strong and healthy members of our community.

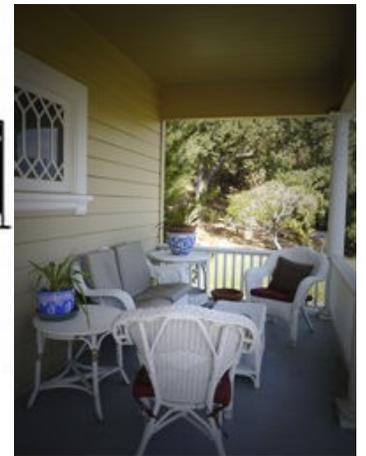
Since 1972, Community Solutions has responded to the growing and changing needs of our community, serving thousands of people in South County each year. Learn about the agency's current challenges and successes: the multiple tasks of wellness and recovery-based behavioral health services, empowerment-based domestic violence & sexual assault services, and strength-based prevention



**Grinds, Vines & Automobilia Café**  
Corner of 2nd & Monterey in Morgan Hill

*Purchase and enjoy a glass of wine, cup of coffee, light dinner, or bowl of gelato while listening to these fascinating speakers.*

## Ward's Oak Glen Farm Home Tour & Reception



Presented by The Morgan Hill  
Historical Society

**Saturday, October 26th Noon-4pm, 15675 Oak Glen Ave, Morgan Hill**

A rare opportunity to attend a docent-led tour of one of Morgan Hill's finest historic houses, built in 1900. Learn about the history of the Ward family, who settled in Paradise Valley in 1894.

Enjoy wine & appetizers on the patio. Tickets are \$35 in advance or \$40 at the door.

Tickets available at BookSmart or online at [www.morganhillhistoricalsociety.org](http://www.morganhillhistoricalsociety.org)

# Upcoming Ribbon Cuttings



Oct 10th @10am

**7880 Wren Avenue  
Bldg C, Suite 131  
Gilroy, CA**

Celebrate the grand opening of CareMore Gilroy, a healthcare plan & medical group dedicated to providing quality care to seniors.



Oct 15th @ 5:30pm

**795 Cochrane Road  
Suite 140  
Morgan Hill, CA**

Anytime Fitness is joining the Morgan Hill Chamber of Commerce family and encouraging us to get fit! This is a great 24-hour gym.



Oct 22nd @5:30pm

**80 East Second Street  
Morgan Hill, CA**

BookSmart is proud to announce that they are opening their new community room! Look forward to many community events here!



THE DAILEY METHOD®

Oct 28th @ 5:30pm

**16315 Monterey Road  
Morgan Hill, CA**

Please welcome The Dailey Method to our Chamber! They offer a unique combination of ballet barre work with other exercises!



## SAKATA®

Sakata Goes Solar!

*You're Invited*

*Ribbon-cutting Ceremony & Celebration*

Wednesday, October 16th  
10:00-11:30AM

Sakata Seed America, Inc.  
18095 Serene Drive • Morgan Hill, CA 95037 • (408) 778-7758

Light refreshments will be served. Due to the location of the event, we suggest wearing flat, closed-toed shoes

Please RSVP by October 9th to Sarah Cornaggia at [scornaggia@sakata.com](mailto:scornaggia@sakata.com)

Sakata is an environmentally responsible company and is extremely interested in promoting care and respect for the natural world. By converting our beautiful California sunshine to electricity for powering our operations, we not only save costs but also reduce our carbon footprint and continue to contribute to the improvement of our environment.



The Solar Company is a licensed solar panel installation company, specializing in photovoltaic solar panel systems for residential and commercial customers in Northern California. The Solar Company completed the entire project and installation for Sakata Seed America.

# Chamber Events



## After Hours Networking Mixer

Sponsored by Guild Mortgage & Brethren Crossfit

**Tuesday, October 17th**

An opportunity to meet new friends & expand your business network while enjoying the hospitality of our generous Sponsor & Host

- Bring plenty of business cards & cash for the raffle!
- Brethren Crossfit is located at: 675 Jarvis Drive, Morgan Hill



## BUSINESS FOCUS GROUP



## Business Focus Group

Gavilan College Morgan Hill **Tuesday October 22nd at 8:30am**

- Got Business? Bring a Friend!
- Contact Tracy Foster at [info@tafgraphics.com](mailto:info@tafgraphics.com) to RSVP

# Community Calendar



### Sun, Oct. 12th 10am-3pm Friends of the Library Fall Book Sale

#### Morgan Hill Library

Used books \$1 or less! Children's books & small paperbacks only 10 cents. Unsold books are \$4/bag during the last hour of the sale. Members only preview is 9am-10am before sale opens to public. All proceeds benefit the Morgan Hill Library.

For more information visit [www.friendsmhillibrary.org](http://www.friendsmhillibrary.org)

### Sun, Oct. 12th 7:30pm-9pm South Valley Symphony 40th Season

#### Gavilan College Theater

*Academic Festival Overture, Capriccio Espagnol & more!*

For more information email [chris@hopwood.com](mailto:chris@hopwood.com)

### Wed, Oct. 16th 5:30pm-8pm

### Being an Effective Board Member: Nonprofit Basics & Beyond

#### Centennial Rec Center Senior Dining Room

Educating non-profit board members & prospective board members on their roles & the characteristics of high-performance boards. Gathering many of the region's non-profits together to learn from one another. Learn about the legal & other responsibilities of a board member, what's in it for you, how to create powerful impact and much more. \$15 per person participation fee includes program materials and appetizers.

For more information email [info@morganhill.org](mailto:info@morganhill.org)

### Sat, Oct. 19th 12pm-3pm WERC Wildlife Fest! BBQ & Auction

#### Buddhist Community Ctr 16450 Murphy Av, MH

*18th Annual BBQ and Auction!* Wine, beer & soda included! Unique live & silent auction items. Purchase tickets by Oct 18th. Adults \$45, Children \$10.

For more information visit [www.werc-ca.org](http://www.werc-ca.org)

### Sat, Nov. 9th 6pm-10pm Community Solutions 1920's Fall Gala!

Willow Heights Mansion  
*Upscale dinner event. All proceeds support survivors of domestic violence, sexual assault & human trafficking.*

For more information visit [www.communitysolutions.org](http://www.communitysolutions.org)

More community events at:

[www.morganhill.org](http://www.morganhill.org)

**Do you want your events featured in our calendar?**

Email them to Holly: [holly@morganhill.org](mailto:holly@morganhill.org)

or submit them to our online calendar on [www.morganhill.org](http://www.morganhill.org)

*If you want your events to show up in the newsletter, please be sure to submit by the 20th of the month prior to the event. We will do our best to include your event in the newsletter as space allows. Only events by chamber members will be published.*

## Thank you to our Raffle Price Donors!

<b>Donated at</b>	<i>WERC</i>
<b>Chamber Mixer:</b>	<i>Erin Machado</i>
<i>Westmont</i>	<i>BookSmart</i>
<i>Guild Mortgage</i>	<i>Shaklee Products</i>
<i>Pop-a-Lock</i>	<i>Abacus Bookkeeping</i>
<i>AAUW</i>	<i>Cherisse's Hair Salon</i>
<i>People to People</i>	<i>Realty World</i>
<i>Abacus Bookkeeping</i>	
<i>WERC</i>	<b>Donated at Good</b>
<i>CareMore</i>	<b>Morning Morgan Hill:</b>
<i>Cherisse's Hair Salon</i>	<i>BookSmart</i>
	<i>Affordable Solar Roofs</i>
	<i>Laura Perry—Attorney</i>
<b>Donated at</b>	<i>South Valley Symphony</i>
<b>Chamber Breakfast:</b>	<i>Thinker Toys</i>
<i>Leadership Board</i>	<i>Heritage Bank</i>
<i>John Norgard</i>	<i>Guild Mortgage</i>
<i>Heritage Bank of Commerce</i>	<i>David Cohen—Executive</i>
<i>Lori McIntoch Rodan &amp; Fields Dermatologists</i>	<i>Communications Specialist</i>

# Ambassador Corner

Do you attend Chamber Programs and Events?  
Are you willing to take an hour a month to attend our meetings?  
Would you like to have your business recognized each month?  
Do you want to be involved in change?  
Are you fun to be with? Do you look good in red?

## WE WANT YOU!

**We are always looking for members who would like to be an Ambassador.**  
If you answered yes to any of the above questions, please talk to us about becoming a

## Chamber Ambassador!

**Contact Leonette Stafford**  
*Ambassador Chairperson*  
**408-396-4446 / Lstafford@rwp2p.com**

**If you would like to advertise in future copies of this publication, please contact our office at:**  
**(408) 779-9444**

### **Business Card size advertising**

One month \$100.00  
Three months \$250.00  
Six months \$550.00  
Twelve months \$800.00

### **Loose Flyer Insert information**

We will accept 500 flyers that can be double sided.

Each publication \$150.00  
(Due to weight, we are limited to four separate flyers per publication)

# Kevin P. Courtney

## Attorney At Law

Licensed before the U.S. Tax Court  
Providing business, litigation and tax-related legal services since 1977.

17415 Monterey Road, #204  
Morgan Hill, CA 95037  
(408) 779-5101



# WELCOME

## New Members!

Suzanne's Salon & Boutique  
(408) 779-1544

Solahart San Martin—East Bay  
(408) 776-2750

Jacqueline Roberts Insurance  
(408) 385-6583

Tryst Fashion Apparel  
(408) 782-2050

Anytime Fitness  
(408) 776-8980

Majestic Beauty  
(408) 776-8444

The Dailey Method  
(408) 782-6400

ARTTEC—Mark Schwab  
(323) 400-6623

Ponzini's Community Garage & Towing  
(408) 779-5322

Dicar Networks  
(408) 850-6400

Design Factory Graphics  
(408) 686-0780

Common Sense Association Management, Inc  
(800) 996-7644

Silicon Valley Flex Academy  
(408) 659-8088

Party Rental Outlets  
(408) 776-8108

Sakata Seed America, Inc  
(408) 778-7758



# Thank You!

## Renewals!

Rusconi, Foster & Thomas—Attorneys  
Members for 35 Years

Florence Creighton LCSW  
Members for 18 Years

Greenstreak Landscaping  
Members for 16 Years

LeTip of Morgan Hill  
Members for 16 Years

Pampered Chef  
Members for 13 Years

Work2Future  
Members for 12 Years

South Valley Civic Theatre  
Members for 11 Years

Morgan Hill Bible Church  
Members for 11 Years

Friends of San Martin Animal Shelter  
Members for 10 Years

Santa Teresa Dental  
Members for 8 Years

Valley Yellow Pages  
Members for 8 Years

Little Gym of Morgan Hill  
Members for 7 Years

Kristi Ellington Financial Management LLC  
Members for 4 Years

Alain Pinel Realtor—Will Klopp  
Members for 4 Years



P. O. Box 786 / Morgan Hill, CA

Thank you for being a member of the Morgan Hill Chamber of Commerce !

# Welcome New Chamber Members!

