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in spite of recession

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Benefits galore for Art, Wine, Music sponsors

“Our company has garnered...increases sales because of involvement in the Chamber. Get involved, join a committee, meet the fantastic people, discover their business needs and fill them.”

Allan Jaffe
Top Speed Data Communications

Fostering thriving Novato business environment

[Ed. Note: The following is direct text from City Manager Michael Frank's business-focus portion of last month's State of the City presentation before Chamber members.]

By Michael Frank
Manager, City of Novato

“**F**or better or worse, Cities are funded through property and sales tax. These revenues are linked to the type and number of businesses in town. Growth in business -- either retention or expansion -- helps Novato's quality of life: while only 5% of our land is commercial, that land provides approx one-third of the City's revenue.

“City Council understands this and one of our Strategic Plan Goals is to *“foster a thriving business environment and destination.”* It is detailed as “Through the promotion of Novato and our development of programs aimed at the recruitment and retention of high paying jobs, facilitate Novato becoming a key business destination.” And an outcome: Novato should be the prime busi-

ness and retail destination in the North Bay and the revenue engine for high quality municipal services and high paying jobs.

“...let me discuss some of the recent business highlights, those examples which we want to see multiplied throughout Novato... and since I am a foodie...I'll start with restaurants.

“**This year Boca Pizzeria** opened in the Pacheco Plaza. A new Indian restaurant “Batika India Bistro” on Grant Avenue in old town recently opened in the former Kitchen/Portelli Rossi space. Rustic Bakery opened on Valentine's Day in the former Scully's space, also on Grant Avenue. Hilltop restaurant re-opened as ‘Hilltop 1892’. The new owner gave the site a beautiful facelift, the food and cocktails are top notch, and it maintains the best views in Marin. Ghiringhelli Pizzeria, Grill and Bar opened in the former DeSilva's space in the Nave Center. The owner renovated a burned-out building and turned it into a beautiful space.

Coming attractions include: Southern Pacific Smokehouse – a new 6,000 sf restaurant to open in



Grant Avenue, downtown Novato

former Shane Jewelry space that will include live music/entertainment - we think this will be an exciting new concept for Novato. We anticipate the restaurant opening in May. The enthusiasm of the two owners is contagious. The Grazie space is in play and there was no shortage of qualified interested operators competing for the space; the former downtown Starbucks space is scheduled to

See Franks on page 3

High-traffic biz expo April 21

This year's NCOC Business Tradeshow, April 21, retains its trademark presence at stylishly comfortable StoneTree Golf Clubhouse, off Highway 37. New this year is an improved floor plan for better use of space to include the main entry for extended booth placement throughout for 50 exhibitors.

“This year, we have chosen to increase the natural light

and allow the floor-to-ceiling window views in the exhibit area as the backdrop,” says Events Coordinator Kris Wiley, CMP. “Back by popular demand is a continuous golf-cart shuttle service to and from parking lot, and MC/music by Portable Party Crew West and a “Bag Raffle” that allows ticket holders to select the items they'd like to win.”

Complimentary catering, hosted by outstanding NCOC

member-caterers/restaurateurs include Fork & Fingers, Hilltop 1892, Mary's Pizza Shack and Rickey's and WildFox.

This year's Tradeshow Gold Sponsor is Big 4 Party Rents. Silver Sponsors are Blake's Auto Body, Novato Disposal and SolarCraft. Media Sponsors include Marin IJ and Marinscope Community Newspapers.

Doors open to the public 4 to 7 p.m.

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Novato Chamber of Commerce

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From the CEO's Desk

Future plans remain Board focus

By Coy Smith,
Chief Executive Officer of the Novato Chamber of Commerce

Today, many community projects are on hold, in flux or otherwise off track. A crippling recession has upended resources across the board – from community redevelopment funds to business and housing developments to infrastructure improvements. Despite these consequences of the worst economic downturn, worldwide, since the Great Depression of the 1930s, the Novato Chamber of Commerce Board continues to work on issues that are viable over time and an integral part of the economic revitalization of the City of Novato, the County of Marin and the broader North Bay region.

Take the Sonoma Marin Area Rail Transit (SMART) project as a prime example. On paper, SMART provides an alternative to Highway 101 traffic by upgrading the existing rail line and building a new bicycle/

pedestrian pathway linking the 14 rail stations along a 70-mile corridor, originally from Cloverdale to Larkspur. With a projected 5,000 to 6,000 passenger trips per day on the train, the estimated \$590 million rail project was estimated to take more than 1.4 million car trips off Highway 101 annually and reduce greenhouse gases, which contribute to global warming, by at least 124,000 pounds per day. Capital construction costs for the rail project were estimated to be \$596 million. The full bicycle/pedestrian pathway came in at \$99 million.

In reality, the sales-tax funding mechanism has stumbled as consumers have slashed their own spending. Since the Measure Q 2008 election, in which voters overwhelmingly approved the project, the project faces a \$350 million budget shortfall, and, as a Marin IJ editorial notes, “with little beyond political promises and hopes for state and federal funding to pay for completing the 70-mile rail system and bike and pedestrian path.”

In spite of this turn of economic events, and with it, an undermining of voter confidence, the NCOC Board believes SMART will be completed in phases and, over time, will deliver the promise which sold voters on the concept – alternative transportation for thousands of single-car commuters every work day.

With that inevitability, the NCOC Board voted in late-March to formally urge SMART Board of Directors to keep its North Novato station as part of its Phase I construction plan.

The reasons are clear:

- North Novato is a key stop for five major North Novato employers
- North Novato will serve well over half of Novato's businesses and residents.
- North Novato will serve Novato's last new major commercial and residential area – the North Redwood Corridor, whose improvements could begin about the time SMART begins service.
- North Novato station will be the only service near downtown Novato.

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have a new restaurant tenant that will be announced shortly. Lastly, there is a large restaurant space with outdoor seating in the upcoming 999 Grant/ Circle Bank project. If you know anyone who might be interested give them a call.

“On the development front, there has been less activity but a few key projects are adding significantly to our community.

“The owner of Pacheco Plaza invested a lot of money in the renovation of the center and Paradise Foods provides a great upscale grocer anchor tenant for the Ignacio neighborhood. The center started a Friday night outdoor music series that has been very popular and created a nice community gathering place in a ‘flex space’ area of their parking lot. It is amazing to see the transformation of an uninspiring strip center in to a community gathering place.

“Hamilton Marketplace is always crowded and has unique tenants such as Pasto Modo, Sonoma Latina Grill, Toast, La Boulange bakery and a very popular lifestyle Safeway store. Remember that this was a vacant and blighted site so its reuse is a great amenity for Novato.

“Whole Foods opened this past April – the 40,000 sf store is beautiful. In addition to Whole Foods, the attached Millworks apartments are 100% leased. As part of that project, DeLong Avenue paving and landscaping was completed and provides an attractive entrance to the downtown area that will only improve and blend in as the landscaping matures.

“I am looking forward to the 999 Grant demolition party on April 2nd at the corner of Grant and Redwood. My understanding is that they will have food and activities for kids. This crucial corner lot will be the headquarters for Circle Bank. The dilapidated office building has been vacant for over seven years.

“And across the street the Downtown Theater agreement

was passed by Council with Bernice Baeza from the Lark Theatre. Creative financial arrangement – LCC – looking for investors. Check out Novato Theatre on Facebook for more information.

“Other good news is that even in these recessionary times, Vintage Oaks is performing well and I am happy to report that the center is currently 100% leased! In many ways, Vintage Oaks is engine of Novato’s retail economy so it is great news to see the center thriving, especially as many centers throughout the country with large box stores are struggling and failing. New tenants include: Justice (a tween fashion brand), Subway Sandwiches, Wild Birds Unlimited, and a Yogurt shop. Lastly, DSW, the Designer Shoe Warehouse was recently announced as the new tenant for the former Ben Franklin craft store space.

“The office market in Novato is showing great recovery: First-class office space has seen incredible absorption over the last 18 months – The buildings on Rowland are fully leased & the former Green point 130,000 sf bldg has nearly 70% of the space committed with new technology firms. The absorption reflects about 400 jobs. Unfortunately, Imagemovers Digital, an affiliate of Disney, who recently put \$30 million in tenant improvements to its offices, has left. I understand there are a number of tenants interested so I hope that space gets filled soon. Barker Pacific, who owns the Hangars, has broken ground on the undeveloped parcel adjacent to the Coast Guard hangars. Several homes have already been built and sold and soon there will be 27 new luxury homes at this site.

“[The] College of Marin Indian Valley Campus \$13.5 million 32,000 sf new main building was completed. Enrollment at IVC has doubled since 2005 and the college has made aggressive efforts to reorient its classes towards the



City Manager Frank reviews State of City accomplishments, challenges

21st century economy with various classes in the medical, environmental, and technology fields.

“Biotech is in an Expansion Mode. Novato has 6 of the top 20 Biotech firms in the North Bay (BioMarin, Buck Institute, Biosearch Technologies, Sutter Instrument Co, Marin Biologic Laboratories, and Raptor Pharmaceutical). Buck center broke ground on a new 65,000 sf stem cell research building. This \$41 million building will house 150 new employees and open in March 2012. Buck and BioMarin announced a new research collaboration on Alzheimer’s disease. BioMarin announced the lease of 20,000 sf in the former Greenpoint Mortgage building which we anticipate will increase. BioMarin added 100 employees in 2010 and plans to add another 100 employees in 2011. BioMarin made several acquisitions of other companies including Zystor Therapeutics, Lead Therapeutics, and Huxley Pharmaceuticals. BioMarin has completed a \$30 million upgrade to its manufacturing facilities which will allow them to double their current capacity. Raptor Pharmaceuticals is expanding and raised \$15 million last year.

“Green technology has also begun to locate in Novato. Novato has the number-one solar company in the North Bay, Solarcraft, and three of the top 20 North Bay solar companies (Integrated Power Corp and SPG Solar are the other two).

In addition, local businesses such as Inn Marin – this year’s Green Business of the Year -- and Fireman’s Fund have undertaken aggressive efforts to ‘green’ their properties.

“The recently-released census data shows Novato has a population of 51,904 people - a 9% increase from the 1990 census. Over the last decade 85% of the County’s population growth occurred in Novato. Of Novato’s growth, 80% of that is attributed to Hamilton. Novato is no longer a bedroom community – our daytime population is roughly equal to our bedtime population with one-third of Novatans living and working in the city and two-thirds commuting out and two-thirds of employees commuting in during the day. While we strive to maintain our small-town feel, we must acknowledge that we have become a small city with the associated issues of employment, commerce, housing, transportation, and the variety of service and infrastructure needs.

“Overall, I think our business community weathered the recession quite well. There were never numerous vacant storefronts in our downtown like some other communities. Biotech and green tech continued to grow in Novato during the downturn. If any city is poised to surge with a sustained uptick in the economy, it’s Novato.”

For the complete text, go to: cityofnovato.org/Modules/ShowDocument.aspx?documentid=6941



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Member News



Chef Joyce Jue

Chef Joyce Jue presents an interactive demonstration class, hosted by Fresh Starts Chef Rachelle Boucher, which features classic Thai dishes 6:30 -- 9 p.m. Wednesday, April 6, at **Fresh Starts Cooking School**. Jue's career as a cookbook author, culinary tour guide and chef provides cultural insight and kitchen expertise for the class designed to teach cooks to handle Thai

ingredients with ease. The menu features three classic dishes. Tickets cost \$49 and include a full meal; wine will be available for purchase. The event takes place at Next Key Center, 1385 N. Hamilton Parkway, in Novato. All proceeds benefit shelter and job-training programs at **Homeward Bound of Marin**. For more information or registration, please visit hbmf.org.

The San Francisco Bay Area Theatre Critics Circle has nominated the **Novato Theater Company** for several awards for theaters under 99 seats. Seven awards will be presented at the ceremony on April 4 at 6 p.m. at the Palace of Fine Arts at 3301 Lyon Street in San Francisco. Tickets are \$20 and can be purchased

— See Member News on page 8

Soroptimist Women's awards

At their February 16 meeting, Soroptimist International of Novato presented their two major annual awards. The Women's Opportunity Award and a cash prize of \$1000 is given each year to a local woman who has primary financial responsibility for her family and who is seeking to improve her economic status by gaining additional skills, training or education. The applicant must be a Novato resident or go to school in Novato.

The winner this year is Judy Schafer, a full-time student at College of Marin and single mother of a teen-aged daughter. Judy works part-time, and is planning on entering UC Berkeley in fall 2011 in their Rhetoric Program.

The Violet Richardson Award and a \$500 cash prize is given to a young woman engaged in volunteer action within her community or



Soroptimist awards chairperson Renee Roberts, left, presents the Women's Opportunity Award to Judy Schafer, with Soroptimist President Carole Bennett looking on.

school. She must be 14–17 years of age, and must live or attend school in Novato.

The award is based solely on the applicant's volunteer work. This year's recipient is Nicole Thompson, 17, a Novato resident and a senior at St. Vincent's High School. For three years, she has volunteered with her church group (St. Francis in Novato), to help rebuild homes in the 9th ward of New Orleans.



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195 San Marin Drive • 415-892-1670
www.edwardjones.com

Edward Jones advisors focus on working with the serious, long-term individual investors, with focus on reviewing existing investments and insurance to determine if those assets are appropriately diversified. Once that is ensured, adding new assets to the mix is typically the next issue.

The financial-services firm Edward Jones has been named a top company for training, ranking 11th on Training magazine's Top 125 list for 2011. The firm has made the list 11 years in a row, dating back to the debut of the Training Top 50 in 2001.

Edward Jones business caters to individual investors in the communities where they

live and work. The firm's 12,000-plus financial advisors work directly with nearly seven million clients to understand their personal goals, from college savings to retirement, and create long-term investment solutions that emphasize a well-balanced portfolio and a buy-and-hold strategy.

"Edward Jones works constantly to provide our industry's best client service," said Edward Jones Managing Partner James D. Weddle. "Training throughout our careers helps us deliver that. Edward Jones is being recognized for doing what it believes is right for our clients, the firm and for those of us who work here."

Novato's Edward Jones advisors are Mary Gernetzke and Stan Dennison, Jr.

As an Edward Jones Financial Advisor," Gernetzke says, "I am proud to help individual investors achieve their serious long-term financial goals by understanding their needs and implementing tailored solutions. I love what I do."

Dennison, a native Novatoan, opened the third Edward Jones office in Novato in 1999. With a background in insurance and financial services prior to joining Edward Jones, he says, "I always have deliberately taken the approach of being first an educator to my clients and then being a coach from a business standpoint."

Dennison adds that the firm has consistently earned high marks as an employer of choice in other national



Mary Gernetzke



Stan Dennison

rankings. For the 12th year, Edward Jones was named one of *Fortune's* magazine's "100 Best Companies to Work For 2011." The firm also took the No. 2 spot for large companies and was the highest ranking financial-services firm.

In Your Home, Care For Life

Mary Lou Blount

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Providing compassionate and professional home care services for seniors and individuals of all ages, physical conditions and cognitive abilities, combining experience and respect to preserve dignity, protect independence and provide the family with peace of mind.

In Your Home, Care For Life provides home-based care to people of all ages in Marin, Napa and Sonoma Counties. This newly launched North Bay company has a unique mission: *to protect independence and preserve dignity*. In Your Home, Care For Life's team of professional caregivers provides services to enhance the lives of

In Your Home, Care For Life

those in need, to allow them to remain independent and integrated with their community and friends, whether in their own home, retirement or long-term care community.

Services include hygiene assistance, medication reminders, meal preparation, transportation, light housekeeping, errands and shopping.

"We can give relief to family caregivers and can provide for those needing short term, overnight, live-in and 24 hour care," says provider/owner Mary Lou Blount. "We offer services for people of all ages and needs including palliative care patients, those with Alzheimer's and de-

mentia, Parkinson's, Veterans, new and expectant mothers and support for people with disabilities."

- Those revering from a stroke or surgery
- Hospice patients
- Multiple Sclerosis patients



In Your Home, Care For Life understands having someone come into their home is a big step. It is why, at the heart of our approach, we ensure that our caregivers are passionate and have experience with care giving. We also encourage families to participate in the caregiver selection process. Our clients select the caregiver they trust and feel comfortable with.

In Your Home, Care For Life specializes in:

- Patients with Alzheimer's or Dementia

- Respite Care – loved ones who need a break to recharge
- Being a hospital companion – caregivers provide one-on-one care during recovery phases of surgery
- Long-distance caregiving for family members who live a distance away
- Traveling caregivers experienced to assist loved ones while family members are temporarily out of the area

Healthy Marin – an educated choice

There are many features to the face of a community – the natural geography, inherent and dominant culture, productive wealth and wellbeing to name a few broad categories. Lately, communities, even whole countries, have been measured on something called the ‘happiness factor.’

The April Leadership Novato session explored “A Healthy Novato – Everyone Has a Role,” moderated by Mary Streb, Novato Community Hospital’s communications and marketing manager and morning session presenter Teri Rockas, Member Outreach for Kaiser Permanente. Binge and underage drinking, obesity and tobacco use numbers were sobering reminders that even in an affluent society, there are poor coping habits and addictions that impact the lives of neighbors,

family, ourselves. Table top exercises explored the challenge of impacting ‘upstream’ behaviors to prevent poor health and encourage healthy choices. A tour of Marin Community Clinic facilities brought the challenges of health care for those without health insurance to light.

The afternoon focused on a viable antidote to poor health – recreation. In “Recreation and the Quality of Life in Novato,” Pam Shinault, director of Parks, Recreation and Community Services for the City of Novato, and her deputy director, Kathy Kormos, emphasized the resiliency of the City department which, despite dramatic staffing and funding cuts, has continued to provide a broad range of programs for pre-school tots to senior residents.

The day’s session was sponsored by Kaiser Permanente.



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Saturday, May 7
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165 Rowland Way, Novato
www.novatocommunity.org

Novato After Dark – dark no longer

Leadership Novato's Team Novato After Dark has combined necessity with partnership to assist the merchants of Grant Street with improved lighting of the Sycamores lining the boulevard. The seven-member team answered a formal call to assist the Downtown Novato Business Association (DNBA) in incorporating the beauty and enhancement qualities of white lights with sensible costs of maintenance and operation for the City of Novato. Funds from Novato's Redevelopment, were earmarked for downtown aesthetic improvements to be determined by the merchant's association itself.

Why bother with lights? That's easy! Lights, say Novato After Dark, enliven downtown with an atmosphere that encourages evening activities, pedestrian traffic, shopping and dining from Reichert Avenue to Monterey Court, year-round. More thriving downtown business means more local employment opportunities and increased tax revenues.

The more difficult aspects of the lighting project came after a successful pitch as the can-do team – John Baily, Ollie Collins, Angie Ghiraldini,

Jason Nutt, Andy Podshadley, Darren Pomponio and Kathy Takemoto – answered the DNBA challenge. The project parameters included:

- ◆ Identifying lighting products and providers
 - Research LED lighting available
 - Get quotes from lighting companies
 - Set up a light demonstration of the two leading styles of light to pick the most aesthetic
- ◆ Keep to the DNBA cost of \$7,000
- ◆ Completion of do-diligence by early-spring to accommodate DNBA schedule
- ◆ Approval by Novato Public Works, responsible for maintenance

Once Novato After Dark received project approval by the DNBA board, the team divided its tasks with due dates central.

Shopping locally brought Pini/Ace Hardware into the partnership. Pini management jumped on board and helped identify the right long-lasting, low wattage product with a great price tag – half price – bringing the project under budget by \$3,400. The



Light show on Grant Avenue identifies best LED choice as part of Leadership Novato project, Novato After Dark, in partnership with DNBA beautification effort.

warm white lights, all 550 units, each 10 feet long, will be installed this spring. Special care has been given to ensure installation will eliminate uncovered and loose wires at the trunks as well as rubber guards to buffer the growing branches from the plastic ties used now.

Recalls Podshadley, "We were able to get the test lights up in front of Sonoma Bank before it started raining heavily. Bruno from the city came out to supervise and help us. Don Cliver (DNBA President) watched us from inside his office. The plan is to get vol-

unteers to install lights by April 2."

Team Novato After Dark

John Bailey

Veolia

Ollie Collins

Novato Police Department

Angie Ghiraldini

A2Z Filing Systems

Jason Nutt

City of Novato

Andy Podshadley

Trek Wines

Darren Pomponio

Alterra Home Loans

Kathy Takemoto

College of Marin

Smith continued from page 1

- Without the North Novato station, it will be a six mile, 15+ minute drive from downtown Novato to the SMART Hamilton Station via the 101 highway.
- The cutting out one of the two stations for the third largest city on the SMART system is a false savings.
- North Novato is both a destination and a traffic generating point. If the

problem is cost, streamline the station design and cut costs, not business.

Despite the challenges facing SMART, the Chamber believes in alternative transportation as key to improving the future of generations in the North Bay, for reasons of commerce, job development, economic revitalization as well as for its crucial environmental sensibilities.

SMART and projects like it are our future.



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at the door. Currently the Novato Theater Company is finishing a run of *Angel Street* and in rehearsal mode for its upcoming campy production of *Little Shop of Horrors*, which runs April 8 to May 1.

Manpower Inc., a global leader in innovative workforce solutions, has released the 2nd Quarter Manpower Employment Outlook Survey. The survey measures

employers' intentions to increase or decrease the number of employees in their workforce during the next quarter. It polls nearly 65,000 employers in 39 countries and territories. If you would be interested in getting more information, contact Travis Howard at (415) 499-9023.

Sport & Spine Therapy of Marin in Novato is pleased to announce that it has moved to

a new location.. The new clinic is located down the street at 88 Rowland Way, Suite 250, across the street from Staples and next door to the Rowland Plaza Theaters. Join the staff for a grand opening April 26, 5:30 -- 7:30 p.m. More information about SSTM is available at www.sstmarin.com.

Holland Society of New York has awarded the 2011 Gold Medal for Distinguished Achievement to **Kenneth G. Winans of Winans International** for excellence in Finance and History. Winans, based in Novato, is a successful investment management entrepreneur, an award-winning author, and active philanthropist, and renowned collector (www.kenwinans.com). The Holland Society was founded in New York City in 1885 to collect information respecting the settlement and history of New Netherland,

and is one of the nation's oldest heritage societies. The Society's membership includes the Van Der Bilts and Roosevelts. winansintl.com.



Eileen Joyce

Eileen Joyce, Realtor has rejoined the offices of **Frank Howard Allen**, the real estate company with the Number One market share in Marin. Joyce is a Realtor who successfully represents both buyers and sellers in Marin and Sonoma counties. As a resident of Marin

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Halitosis horrors come to Novato Theater Company.

Little Shop of Horrors run

The Novato Theater Company presents 'Little Shop of Horrors', April 7 through April 1. Seymour (Anthony Martinez) and Audrey (Alison Peltz) get cozy with one of the puppets used in the Novato production, April 8-May 1. Howard Ashman penned an immersing tale of a florist shop worker, who raises a plant that grows into a foul-mouthed singing carnivore. This piece of musical theater is based on a low-budget black and white sci-fi 1960 film of the same name. The long-running off-Broadway production blends 1960s rock and roll with doo-wop and early Motown. Showtime listings and ticket details are online at novatoteatercompany.org or by calling (415) 883-4498.

Welcome

New members in April 2011

Please welcome these new members to the Novato Chamber of Commerce by using their products or services.

In Your Home Care For Life

Mary Lou Blount
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Rustic Bakery

Carol LaValley
1407 Grant Ave.
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415-878-4952
www.rusticbakery.com

Rustic Bakery was created to address the growing Artisan Cheese market in the United States. Seeing that there were no handmade Artisan crackers available to compliment the increasingly sophisticated cheeses being produced, the founders of Rustic Bakery decided to develop a line of organic flatbreads in 2005.

Ambassadors

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Jodi Fischer*
Wells Fargo Home Mortgage

Co-Chair:

Travis Howard*
Manpower

Treasurer:

John Williams*
Sperry Van Ness

Secretary:

Carol Haber
Carol Haber CPA

Vance Ashe*

Ashe Management

Mark Dawson

GM Green Real Estate

David Dorfler

ETC Catering

Terry Eberle

CaterMarin

Brian Finnegan*

Burr, Pilger & Mayer

Patsy Fleisch

Mary Kay Cosmetics

Angie Ghiraldini

A2Z Filing Systems

Bill Hoopes*

California Mortgage Advisors

Gary Joseph*

Novato Youth Center

Eileen Joyce*

Coldwell Banker

Margaret Kapranos*

Coldwell Banker

Shelley Klaner

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Irene O'Brien*

Fast Frame

Ron Poggi

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Darren Pomponio

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Mike Read*

Randall Brothers Automotive

Jerry Schultz

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Robert Sundberg

Novato School District

Patsy White*

League of Woman Voters

John Zikmund

Atria Tamalpais Creek

*Leadership Novato Graduate

Renewing members in April 2011

Members of the Novato Chamber of Commerce who have renewed their membership for April are gratefully thanked for their ongoing support.

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Northbay Family Homes

Clark Blasdel

Novato Advance

Paul Hutcheson

11-19 Years

Bill Hoopes - California

Mortgage Advisers

Bill Hoopes

Novato Farmer's Market

Brigitte Moran

Publicity by Shelley

Shelley Shepherd-Klaner

Rousseau's

Fine Art Framing

Kathie Rousseau

Stewart Title of California

Claudine Whitney

6-10 Years

A2Z Filing Systems

Angie Ghiraldini

BioMarin

Pharmaceutical Inc.

Bob Purcell

Euro Auto Service of

Novato

Janice Kirkendoll

Extreme Pizza

Jeff Miller

Moyer Insurance Services, Inc.

Judy Moyer

Moylan's Brewing Company

Brendan Moylan

North Bay Business

Connections

Caroline Werzinsky

Spa de Novato

Skip & Patty Tozzi

Top Speed Data

Communications

Anthy O'Brien

Unity Center

Joshua Holmes

US Telepacific Communications

Kate Heard-Zeryny

1-5 Years

Best Collateral, Inc.

Robert Verhoeff

Big 4 Party Rental

Kim Roberts

Bradley Real Estate - Catherine Trahan

Catherine Trahan

CellularWorld

Debbie Ostrander

Empire Mini-Storage

Novato

Josh Roberts

David Stompe Insurance Agency

David Stompe

Davidson Pension Consulting

Tracy Davidson

Edward Jones - Mary Gernetzke

Mary Gernetzke

Kate's Blossoms

Kathleen McEwen

Live Bright Now LLC

Candra Canning

Mary Kay Cosmetics

Patsy Fleisch

Navitas Naturals

Zach Adelman

Novato Housing Coalition

Katie Crecelius

Radiant Logic, Inc.

Michel Prompt

Rolling Hills Club

Chris Horne

Sport & Spine Therapy of Marin

Nancy Bulette

Ultimate Souvlaki

Bobby Gekas

Whole Foods Market

Martha Harmon

April 2011

Monday, April 4

Tourism Committee
4:00 – 5:00 p.m. • Chamber Office

Tuesdays, April 5, 12, 19, 25

WIN Networking Group
7:45 – 8:45 a.m. • Atria Tamalpais Creek

Tuesday, April 5

Government Affairs Committee
12:00 – 1:00 p.m. • Atria Tamalpais Creek

NCOC Mixer

5:30 – 7:00 p.m. • LeTip of Marin, Scottsdale Clubhouse

Novato Business News

Deadline to Submit * *

Wednesday, April 6

Leadership Advisory Committee
12:00 – 1:00 p.m. • NPD Training Room

Thursday, April 7

NCOC Business Referral Group
12:00 – 1:30 p.m. • Marin Country Club

Monday, April 11

Green Committee
3:30 – 5:00 p.m. • Chamber Office

Tuesday, April 12

BEC Committee
8:30 – 9:30 a.m. • Chamber Office

NCOC Ribbon Cutting

5:30 – 6:30 p.m. • Body Kinetics, 1530 Center Rd.

Wednesday, April 13

Leadership Session 8
8:00 – 4:00 p.m. • Novato Youth Center

Thursday, April 14

Ambassador Committee
5:00 – 6:30 p.m. • Redwood Credit Union

Tuesday, April 19

Executive Committee
8:30 – 9:30 a.m. • Chamber Office

Thursday, April 21

Finance Committee
8:30 – 9:30 a.m. • Chamber Office

NCOC Business Referral Group

12:00 – 1:30 p.m. • Marin Country Club

Business Tradeshow

4:00 – 7:00 p.m. • Stone Tree Golf Course

Ignite Novato Youth

7:00 – 9:00 p.m. • Novato Youth Center

Tuesday, April 26

NCOC Ribbon Cutting
5:30 – 6:30 p.m. • Sports & Spine Therapy, 88 Rowland Way #250

Wednesday, April 27

Golf Committee
8:30 – 9:30 p.m. • Chamber Office

NCOC Board Meeting

12 Noon – 1:30 p.m. • Location TBD

Thursday, April 28

WIB Committee
8:30 – 10:00 a.m. • Chamber Office

SAVE THE DATE

Tuesday, May 3

NCOC Mixer
5:30 – 7:00 p.m. • Heart Light Energy
Design Build Specialist, Inc.

** Submit press releases to: pr@novatochamber.com

Visit novatochamber.com for more event details

Novato 28th Annual

JUNE 11 - 12 2011



FESTIVAL

Art Wine Music

Sponsor Benefits

PR/Marketing -- April through June Festival

- ⊙ Digital press kits to major Nor Cal media outlets
- ⊙ Print ads scheduled in *SF Chronicle*, *Marin IJ*, *MarinScope Community Newspapers*, *Santa Rosa PD*, *Pacific Sun*, *Bohemian* and more
- ⊙ Internet exposure on web and social media networks

Festival Highlights

- ⊙ 200+ art, wine, handcrafted brews, food, vendor booths laid out over seven downtown blocks
- ⊙ Bay Area radio promo spots and live on-location broadcasts
- ⊙ Wine tasting pours, 50-60 wine varietals
- ⊙ Wine tasting, full pours from Premium Wine Garden
- ⊙ Children's Fair area a family favorite
- ⊙ Headliner, Bay Area favorite bands on two stages at Redwood Avenue and 7th Street stages
- ⊙ 200 trained Festival volunteers
- ⊙ Ample parking

Largest Summer Festival in Marin

- ⊙ 90,000 festival-goers –
55,000 on Saturday and 35,000 Sunday
- ⊙ Two-thirds are Marin residents



Alain Pinel Realtors • Bradley Real Estate
Business Referral Group • Coldwell Banker
Constellation Wines U.S. • Downtown Novato Business Association
Frank Howard Allen

For a Sponsor Packet visit:

novatochamber.com/userfiles/events/flyers/2011-Novato-Festival-of-Art-Wine-Music-Sponsor-Packet.pdf

**Bohemian's 2008 award for Best of Culture
2006 Best of the North Bay**



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Member News continued from page 8

for over 33 years, she has always believed in giving back to the community, as evidenced by her 2010 position as President of the Board of the Novato Chamber. Joyce would be happy to help you with any of your real estate needs, and can be reached at ejoyce@fhallen.com or 415-307-6659. Better yet, join Joyce as she celebrates the move to her new offices at 915 Diablo Avenue in Novato, 2-4 p.m., Sunday, April 10.

Hilltop 1892 introduces a seasonal menu featuring several new items available nightly: House Smoked Rack of Ribs, Country-style Mac & Cheese, Roasted Garlic Soup, Maple Leaf Farms Duck Breast with Lentils and Huckleberries. House Smoked Rack of Ribs, Country-style Mac & Cheese, Roasted Garlic Soup, Maple Leaf Farms Duck Breast with Lentils and Huckleberries. The menu still includes winter favorites such as the wildly popular Beet Salad with Goat Cheese to start and a Chocolate Waffle to finish. Lunch menu offers 8 organic salads, 9 delicious sandwiches, gourmet burgers and other Hilltop specialties. Learn more at events@hilltop1892.com.

Body Kinetics Novato has expanded its group exercise program to include more Yoga, Zumba and other great classes! All classes are included in membership. New classes added include Monday through Saturday morning and evening classes. For the full class schedule, go to bodykineticsnovato.com. New equipment is arriving this month.

Bank of Marin Bancorp (NASDAQ: BMRC) has acquired assets and assumed liabilities of Napa-based Charter Oak Bank. This transaction has been completed under a modified whole-bank purchase and assumption agreement with the Federal Deposit Insurance Corporation (the "FDIC") without loss share. The acquisition follows a decision by the California Department of Financial Institutions to close Charter Oak Bank and appoint the FDIC as receiver. The purchase price reflects an asset discount of \$19.8 million and no deposit premium. Charter Oak Bank has two full-service branches at 600 Trancas Street in Napa and 1050 Adams Street in St. Helena. These branches reopened as Bank of Marin branches in late-February.

Tell them you read it in the
Novato Business News