

Spirit of Commerce Newsletter

Keeping
It In The
Black

Volume 2, Edition 3
Quarterly 2005
June/July/Aug



Solano County Black Chamber of Commerce™

836B - Southampton Road, #351 • Benicia, CA 94510 • Voicemail: 707-421-5721 • Fax: 707-552-2817 • Web: www.sbcc.org

President's Message



Veronica Stone, President

Celebrate! That's the theme for June's newsletter edition. Rightly so, because we have much to celebrate about.

First, it is the beginning of a new season and the completion of one half of the year. That's of course, assuming your business is not on a

fiscal calendar.

Second, the California Black Chamber of Commerce will celebrate their tenth anniversary with many activities during the month of August, in Sacramento. Third, after one year of collaborative efforts between the Vallejo Chambers of Commerce, we have formed a working body called the Vallejo Business Alliance for the purpose of improving the economic business climate in the city of Vallejo. In addition, the Alliance got off to a fast start with a co-sponsorship endeavor collaborating with the U.S. Department of Commerce in hosting the first North

See Message on Pg.3

The California Black Chamber celebrates its 10th anniversary



(l-r) Dr. Gains-Chairman of the Board, Aubrey Stone-President/CEO, Herb Wesson-Assemblymember

Schwarzenegger, Lt. Governor Cruz M. Bustamante and California Legislative Black Caucus Chair Senator Kevin Murray. The Entertainment at the Friday evening Ron Brown Memorial Awards Black Tie Gala is the infamous "Sounds of the Temptations."

The SCBCC would also like to give a special salute to CBCC Aubrey L. Stone, President/CEO for stirring the flag ship of the state chamber to new heights both at the state and national level. His stellar leadership has effectively caused change for the betterment of not only African American businesses but all small businesses in California. He has made it possible for our voice to be heard at the Capitol, and "when Aubrey speaks people listen." One of his many favorite antidotes is, "if you're not at the table then you must be on the menu." Because of his unwavering commitment to black businesses specifically, and

See Excellence on Pg.10

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August 17-19, 2005 at the Radisson Hotel over 1,000 businesses, legislators, and special guests will descend on Sacramento in classic business style to honor and help celebrate, the 10th anniversary and statewide business convention of the California Black Chamber of Commerce (CBCC). On August 17th, to kick off two days of business and social festivities, corporate member Liberty Mutual will host the CBCC Foundation Youth Scholarships. Proceeds from this event will provide scholarships to 10 well deserving Sacramento youth. Thursday and Friday Business Development Sessions will include and are not limited to: The Power in Strategic Business Alliances, Marketing to the Next Level, SBA/SBDC Business Growth, International Trade and much more! Invited Guests to attend the Mid-Conference Reception are the Honorable Governor Arnold

UPCOMING EVENTS

June 15th, 2005

Power Lunch - Holiday Inn

June 25th, 2005

NAACP Awards

July 4th, 2005

Vallejo Ducky Derby

August 17-19th, 2005

Annual CBC Convention

Impulse on the Market

The Holiday Inn Select In Fairfield

Celebrating 33 Years as Your Neighbor



This August the Holiday Inn Select in Fairfield will celebrate 33 years as your friend and neighbor in Solano County. Built as the first full service hotel in the County and opened on August 9th, 1972 by Billy Yarbrough and his wife Louise, the Holiday Inn still reigns as the only truly full service hotel in Fairfield.

Do you remember coming to Sunday Brunch at the Holiday Inn after church with your parents? Do you recall the family reunion with the relatives from all over the country visiting at the big party in the Ballroom at the Holiday Inn? Many folks have fond memories of growing up with Holiday Inn in Fairfield and Solano County.

Today, the Holiday Inn Select continues to offer a bountiful Sunday Brunch every weekend, wonderful deluxe brunches for Mother's Day, Easter, Thanksgiving, & Christmas. The Breakfast Buffet is still just \$9.95

plus tax per person and the Breakfast Menu includes omelettes, skillet and traditional fare starting at \$5.95 plus tax. Are you in the Military, a dependent or know someone who is? Remember the Holiday Inn offers 50% off menu prices at all meals to those with Military ID or in uniform every day of the week.

Did you know that the Vineyards Restaurant in the Holiday Inn Select is the only local venue for Gibson House Murder Mystery Dinners? At just \$54 per person including Dinner, Murder Mystery Dinner Theater, tax and gratuity it's the best deal in town for an evening out. Call Carmen Harris in the Catering Department for reservations. She is at (707) 422-4111 extension 1151. The Vineyards Restaurant in the Holiday Inn Select hosts these events just about once a month so call Carmen today to reserve the

See Impulse on p.4

Support Business Development

*Mark E. Lampkin, CEO
M.E.Lampkin Media Services*

This past April 29th and 30th, the California Black Chamber Foundation once again held their annual Leadership Congress. This year's event was hosted at the San Francisco Clarion Hotel near the Airport.

As this is my fifth year working as the video archiver for the State Chamber Foundation, I have had the good fortune to hear many powerful and informative presenters during that time. And their insight into how to begin, grow and maintain a successful business has been a true blessing for me. And I really have utilized many of their pearls of wisdom as I have sought to move my business from infancy to sufficiency.

It is so strange to me as to why so few local chamber chapters and their members don't support and participate in this rich undertaking which can allow for important networking with similar business owners, financial advisors/lenders, etc. We are so quick to tell others about a good movie we saw or a restaurant at which we dined, but the business referrals that sustain us, and which other

communities rely upon, is silent. And too often our businesses are shut down before they can truly succeed because we don't support and refer others to them.

The California State Chamber Foundation is preparing to celebrate their 10 year anniversary this coming August in Sacramento. I believe it is every Chamber member's obligation and best interest to plan to attend this wonderful event. It will be full of similar business persons from throughout the state, and likely form around the nation, to help commemorate this achievement. Will you have something more important to do? Will you be disappointed when you learn that another black business has closed, due to our lack of support? Or because we did not know it even existed?

Don't let our apathy contribute to our financial ruin. **SUPPORT OUR BUSINESSES!**

Please check the website to make your arrangements today: www.calbcc.org

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The Vallejo Business Alliance Joint Chamber Mixer



On July 28 all of the Chambers of Commerce in Vallejo will gather to participate in a joint business mixer. For the second year, Vallejo Garbage Company will host. Last year over 400 businesses gathered together under a huge white tent for great food, great prizes, and great networking opportunities. If you didn't attend last year you won't want to miss this one. You can always count on this annual event to catch up with old friends who you probably don't see during the course of your busy day. Not only that, but last year's joint mixer proved to be a great membership recruitment tool and a wonderful way for all of our businesses to either get acquainted or reacquainted with the goal to do business with one another.

The Vallejo Business Alliance constitutes the following Chambers:

- Fil-Am Chamber of Commerce of Solano County
- Napa-Solano Hispanic Chamber of Commerce
- Vallejo Chamber of Commerce

- Solano County Black Chamber of Commerce

The purpose of this collaborative working committee is to find ways to come together on economic issues that affect the local economy and thereby affects all of our member businesses.

While this committee is still a work in progress, the SCBCC is pleased with the sharing of dialogue, and projects collectively worked on thus far, and look forward to working with all of the respective chamber leaders in the future.

Save the Date,
July 28th!



Solano County Black Chamber of Commerce



Message Cont. from Pg.1

Bay Export Conference held April 21st at the Vallejo Auto Museum. Approximately 140 small businesses from around the local northern California area (Napa, Fairfield, Vacaville, Santa Rosa, St. Helena, and Vallejo) were in attendance. It was an excellent event with relevant, informative information, and the Chamber looks forward to working in the future with our respective Chamber leadership, and the U.S. Department of Commerce. Senator Mike Machado, District 5 (Fairfield, Vacaville) hosted a Small Business Forum Roundtable at U.C. Davis April 22nd.

Vallejo Councilwoman Pamela Pitts is taking a delegation of small business owners to China for purposes of entrepreneurial opportunities during the month of June. The cost is \$2200 including accommodations and round trip airfare. For further information contact the Chamber. Solano County Links Inc., hosted an awards luncheon called Pillars in Excellence saluting the accomplishments of African Americans in Solano County who have participated in various community services, held April 30th at the Hilton Garden Inn, Fairfield, CA. Congratulations to Mayrene Bates, Solano County Board of Education Trustee, Willie McKnight, Solano County College Board of Trustees, Philmore Graham, Founder and President of the Continental of Omega Boys and Girls Club, and Hazel Wilson, Vallejo Unified School District Board of Education.

Check the SCBCC calendar and website for further events within

Solano County. June is a busy month for networking opportunities, save the dates of June 16th, corporate member business Valero Refinery Benicia, will host our June chamber mixer in Benicia. June 15th is our quarterly Power Lunch on the Quarter to be held at the beautifully remodeled Holiday Inn - Vallejo at 11:30AM cost is \$25.00.

The Vallejo Business Alliance (All of the Chambers of Commerce in Vallejo) will have a joint chamber mixer in July hosted by Vallejo Garbage Company. SCBCC will host a 100 International Businesses Who Can Cook Fundraiser, July 23, 2005 TBA. October, the Chamber will be hosting a free Membership Appreciation Reception, look for further information to come. "Whew," we're busy, making it happen for you! Have a great quarter!



LETTERS TO THE EDITOR

Our readers are interested in what you have to say!

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 sstone@cgs3.com

Letters should be less than 250 words and must include the author's name, address and phone number.

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Juneteenth: A Time to Reflect & Celebrate



Freedom

In most cities across America, the third Saturday in June is reserved for the commemoration of the good news that the last slaves in America were finally free. This year is particularly special because it is the 140th year of our freedom. June 19, 1865 or "Juneteenth" as it is commonly known, is the date that General Gordon Granger rode into Galveston, Texas and issued General Order No.3, almost two and a half years after President Abraham Lincoln signed the Emancipation Proclamation. Imagine- just one hundred and forty years ago African Americans were slaves...and the ex-slaves began their journey to freedom under the worst possible conditions. Most were turned loose penniless and homeless. Frederick Douglas said, "free, without roofs to cover them, or bread to eat, or land to cultivate, and as a consequence died in such numbers as to awaken the hope of their enemies that they would soon disappear." We did not disappear, and are testimonies to our forefathers legacy of "making it with nothing but sheer determination." Yes, we have much to celebrate and honor. In so doing, let us rejoice that we are no longer legally bound to another- without choices, and that we should take time to contemplate whether we have replaced such a restrictive condition such as slavery, with other restrictive limits such as mental chain links called "can'ts." Unlike the ex-slaves for who without

a trade were relegated to working the fields as sharecroppers; they mistakenly believed that they were self employed. Later to find that after expenses, they were always in debtitude to the landowner. (Now some would argue that the tax system on small business owners is somewhat like this but that is for another discussion.) Today, as African American entrepreneurs, we ought to "know what time it is," and not be limited by any restrictions, or intimidated by new innovations (i.e., global enterprise). That fear and/or ignorance, would not isolate us from new technologies nor academic fields, such as science and math. "To know what time it is", means that we see and our businesses are experiencing, the paradigm shift in the American economic landscape of commerce, and we will not be isolated or uninformed, like our predecessors on that day in June of 1865. The mental chains of "I can't", "it can't be done", or "we don't need to do business that way" will not be apart of our thinking. Fore these links work together as dream killers, economic development drainers, and are restrictors of our minds and hearts. An openness to new ideas and a tolerance to try, is the only ticket to our economic freedom, and future-mentally, socially, economically and spiritually. If, to achieve nothing else but to liberate our own minds, and our children's, children's minds, to the possibilities of what can be, and an open heart to receive it.

Impulse Cont. from p.2

next date!

Are you or someone you know planning to get married, graduate, host a family reunion, a quincinera, birthday or other large event? For 33 years The Holiday Inn has been the ONLY place where you are guaranteed great service, great food and a wonderful setting for your party or wedding at a price you can afford. Call or stop by our Catering office today to receive a complimentary Catering Packet with all the info you need to plan your next event.

Do you belong to a Car Club, Motorcycle Club, RV Club or want to plan an outdoor festival? The Holiday Inn Select has 2 _ Acres of Parking Lot that can accommodate your gathering or rally. With plenty of space for RV's, Trailers and Semi's the Holiday Inn Select is the ONLY hotel in town with FREE PARKING for any sized group. With easy access on and off Interstate 80 The Holiday Inn Select is the most convenient choice regardless of the number of people you expect.

Since the Summer of '72 the most comfortable place to get a good nights rest and a superb meal has been the Holiday Inn. More and more Solano County residents are selling their sofa beds at the garage sale and choosing the Holiday Inn Select for their relatives and other visitors.

The Holiday Inn Select in Fairfield is proud to have been your friend and neighbor since August of 1972. Happy 33rd Birthday to the Holiday Inn!

David Boudinot, General Manager of the Holiday Inn Select, is proud to sponsor Catering Manager Carmen Harris as our representative to the Solano County Black Chamber of Commerce.



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1300 Oliver Road

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- **Fairfield/Suisun Christian Center**
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- **Vallejo Chamber of Commerce**
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- **Vallejo Convention & Visitors Bureau**
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CALENDAR

JUNE 2005

- 15 **Power Lunch on the quarter**
Vallejo Holiday Inn • Vallejo • 11:30am • \$25.00
- 16 **Joint Mixer**
Valero Refining Company • Benicia Historical Museum,
2024 Camel Rd., Benicia • 707-745-7534
- 17 **SCBCC "Juneteenth Communitiy Recognition Luncheon"**
Radisson Hotel • 500 Leisure Lane, Sacramento
11:30am • 916-463-0177
- 19 **Happy Fathers Day**
- 25 **22nd Annual Scholarship Awards & Communitiy Recognition Banquet** • The Vallejo Branch of the NAACP
Dan Foley Cultural Center, Vallejo • 6:00pm
\$50.00 or \$45.00/Seniors • 707-554-6500 • Aida Smith

JULY 2005

- 2-4 **Six Flags Marine World Fireworks**
Six Flags Marine World • Dusk • 707-463-6722
- 3 **Benicia Fourth of July Parade & Fireworks**
First St., Benicia • 5:30pm
- 4 **Fourth of July Parade & the 9th Annual Great Vallejo Ducky Derby** • Vallejo Waterfront, Vallejo • July 4th • 707-540-6500
- 28 **Vallejo Biz Alliance Joint Chamber Mixer**
Vallejo Garbage Service • 2021 Broadway St., Vallejo •
5:30pm • 707-552-3110

AUGUST 2005

- 17-19 **10th Annual California Black Chamber of Commerce Statewide business Convention**
Radisson Hotel • 500 Leisure Ln., Sacramento • 916-463-0177

NEW MEMBERS

• CORPORATE MEMBERS •

- Skyview Memorial Lawn
- Wiggins-Knipp Funeral Home

• BUSINESS MEMBERS •

- 95.3 KUIK VacavilleDena Dues
- DRH ConstructionDon Hurt



OFFICERS/BOARD

• 2005 OFFICER AND BOARD DIRECTORS •

- Veronica T. Stone - President
- Renee Johnson - 1st VP
- Alicia Cook - 2nd VP
- Juanita Martin - Secretary
- Sherman Slaton - Treasurer
- Darius Cook - Director of Economic Development
- Virginia Moore - Board Member
- Earl G. Roberson - Board Member
- Peggy Thompson - Director of Special Events
- Janet Grothe - Director of Community Relations
- Sytie Stone - Director of Communications and Membership

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- Garson Design Services
- Gateway Realty
- Golden West Electric
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Tickets for the 2005 Great Vallejo Ducky Derby Now on Sale!

The 9th Annual Great Vallejo Ducky Derby will once again captivate thousands on the afternoon of the 4th of July at Vallejo's scenic waterfront. And just as in the previous eight years, you will be able to purchase a chance at winning some great prize while supporting the Chamber and the Rotary Club in their annual drive to supply every Vallejo third-grader with a full-size dictionary of their very own.

Each \$5 ticket purchased will give you a chance to win one of four grand prizes supplied by the now-familiar big four Ducky Derby sponsors-Team Superstores, Harley-Davidson/Buell of Vallejo, US Bank and Six Flags Marine World. The more tickets you buy, the better your odds of winning since only 10,000 tickets will be available to be purchased. The prizes for the 9th Annual Great Vallejo Ducky Derby are as follows:

First Prize

2005 Chevy Aveo from Team Superstores
 -Or- 2004 Vivid Black XL883 Harley-Davidson Motorcycle

Second Prize

Prize Not Chosen By First Prize Winner

Third Prize

\$2,500 Savings Account from US Bank

Fourth Prize

Four (4) 2006 Parks & More Season Passes* from Six Flags Marine World/Six Flags Waterworld

*Includes unlimited admission to Six Flags Marine World, Six Flags Waterworld Concord and Sacramento and more. 4 Dolphin Discovery Gift Certificates, 4 Sea Lion Celebration Gift Certificates and 4 Sharks in the Dark Gift Certificates.

To purchase tickets for the Great Vallejo Ducky Derby, please call the Solano County Black Chamber of Commerce contact number (707) 554-6500, Global Real Estate.

Excellence Cont. from Pg.1

California small businesses particularly; we, together, have benefited greatly here's why:

He has been the voice that has aggressively led the organization in such public policy issues as Prop 187, co-authored the 9th circuit injunction against implementation of Prop 209, and publicly advocated against Brownfield's, the urban environment, insurance redlining the inner city impact of bank acquisitions/mergers and leads the change of new and emerging marketing.

- He has been a voice and leader as a Board Director on Cal Trans Small Business Roundtable.
- He currently serves as a State Commissioner of Economic Development.
- In response to the economic challenges of urban communities, he created and developed the Renaissance 21st Century Project, a far-reaching economic empowerment program for cities across the state.
- He has been an advocate for affordable health insurance for small business employees' dependents.

- Creator of a Youth Entrepreneurial Summit where more than 100 youth come together annually for entrepreneurship mentoring and networking opportunities.
- He has proven himself to be a committed partner and friend to SCBCC and has given not only his time, and funding, but access to resources that are immeasurable.

Congratulations, and more power Aubrey, to you and your dynamic staff!



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A Look Back At Allensworth



William Payne

On June 30th, we celebrate the founding of Allensworth, California in 1908. This was the first and only all-Black town in California's history.

On that date **Allen Allensworth, a former soldier,** and **William Payne, a teacher,** created the California Colony and Home Promoting Association, with offices in the San Fernando Building on Main Street and in downtown Los Angeles. Others also played significant roles in the colony's founding-John W. Palmer, a miner; William H. Peck, a minister; and Harry A. Mitchell, a real estate agent. The Pacific Farming Company, a white-owned rural land development firm, offered the association prime land in Solito, a rural area in Tulare County 30 miles north of

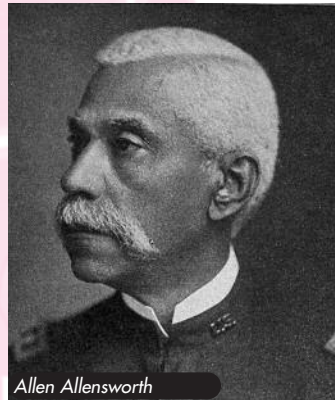
Bakersfield.

Quickly renamed, Allensworth was a good site for the colony. It had a depot station on the main Santa Fe Railroad line from Los Angeles to San Francisco, the soil was fertile, the water seemingly abundant, and the acreage not only plentiful but also reasonably priced. Initially, many of the colony residents, including Colonel Allensworth, were surprised but gratified that a white company had come to their aid. Yet within five years, the Pacific Farming Company would become the colony's adversary in a water controversy. The 1912-1915 period marked the apex of Allensworth as a thriving community. African-American newspapers throughout the nation noticed the tiny hamlet.

The community continued to reel under the long-standing water problem. As part of the initial purchase, the Pacific Farming Company had agreed to supply sufficient water for irrigation, regardless of how large the town grew, but as early as 1910, the Pacific Farming Company was failing to honor its commitment. Eventually, the community sought and gained legal redress: the control of the Allensworth Water Company passed to the town. But it was too late because the town now owned an outdated water system, and had the unexpected burden of massive, unpaid taxes.

Not until 1918 was the community able to rid itself of the tax burden and begin to upgrade the pumping machinery, but by then the water table had dropped too low and the equipment was ineffective. But the single most critical factor in the community's decline was the death of Allen Allensworth in 1914.

On September 13, Allensworth was struck by a speeding motorcycle and died the next morning. The



Allen Allensworth

Allensworth community was devastated. By 1920, the two leading figures, William Payne and Josephine Allensworth had left the area. Payne had accepted a teaching job at El Centro, while Mrs. Allensworth returned to Los Angeles to live with her daughter Nella. The exodus continued during the years of the Great Depression and World War II. The lure of jobs in Oakland and in other war industry sites further decimated the town's

population and, in 1966, arsenic was found in its water supply.

This seemed to sound the death knell for Allensworth. In May 1976, the state Department of Parks and Recreation approved the plans to develop the park, and on October 6, 1976, the park was indeed dedicated. So the colonel's dream, if not his colony, endures. The community of Allensworth was a result of a philosophy of racial self-help. What matters now is that everyone discovers the depths of character and vision of those who, through their attempt to build a colony, tried to provide an opportunity for men and women to transcend race-based limits, and thus control their own destinies.

Excerpt from African American Registry article.

Full text available at:
http://aaregistry.com/african_american_history/966/AllensworthCA_a_community_of_Black_self_pride



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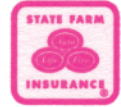
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UPCOMING MIXERS

June 16th - 5:30pm

Joint Mixer
Valero Refining Company
2024 Camel Rd., Benicia
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July 28th - 5:30pm

Vallejo Biz Alliance Joint Chamber
Vallejo Garbage Service
2021 Broadway St., Vallejo
707-552-3110



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JUNE/JULY/AUG 2005

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