



The Hawthorne HOTLINE

THE OFFICIAL NEWSLETTER OF THE HAWTHORNE CHAMBER OF COMMERCE

December 2006- Happy Holidays!

MISSION OF THE HAWTHORNE CHAMBER OF COMMERCE

Act as a spokesperson for the business and professional community and translate into action the group thinking of its members

Render specific services to its members and to the community as a whole

All businesses within and around the City of Hawthorne are invited to join the Chamber and participate in its various community events

LOCATION AND HOURS OF OPERATION

4444 W. El Segundo Blvd.
Hawthorne
310.676.1163
www.hawthorne-chamber.com
info@hawthorne-chamber.com

Monday, Wed., Thurs., and Fri
9:30 am—4:30 pm
Tuesday
10 am—4pm

All Chamber members are welcome to attend the General Board meetings held the first Wednesday of every month, 8 am at the Chamber office.



ACCESS TO CAPITAL CONFERENCE

HOSTED BY EL CAMINO COLLEGE

SMALL BUSINESS DEVELOPMENT CENTER



Saturday, December 9, 2006

8:30am—3:00pm

City of Inglewood

Hollywood Park Casino

1050 South Prairie Avenue
3rd Floor
Inglewood, California 90301



Small business industry experts will provide an overview of the various funding options available for start-up and existing businesses. Upon completion of the session you will be able to meet with an SBDC business counselor for one-on-one "no cost" confidential assistance with the loan application process.

The Small Business Development Centers are funded by the U.S. Small Business Administration, the California Community Colleges Economic & Workforce Development Program, and center host institutions. Funding is not an endorsement of any product, opinion, or service. All Federal and State funded programs are extended to the public on a nondiscriminatory basis. Special arrangements for individuals with disability will be made if requested in advance.



Fall 2006 Access to Capital Conference



Save the Date!

**The 2007 Hawthorne State of the City Address
will be held Wednesday February 14th.**

Get Involved!

**Contact the Chamber and Join
the Planning Committee Today!**

**The December Mixer will be held at the Hawthorne Memorial Center on
Thursday the 14th, from 5:30 p.m. to 7:30 p.m.**

Hosted by Abacus Security!

Fee for Admission- an Unwrapped Toy

PRESIDENT'S MESSAGE

This has been a very good year! The Hawthorne Chamber has done better than ever. We have more members now than we have had in ten years; and we need to count our blessings. Things are going very well in Hawthorne. With all the new projects, businesses, home developments, City Manager, Chief of Police (Mike Heffner) and our Plaque in the City Council (In God We Trust) we will be the hottest city in the South bay. You can't get better than that! Need I go on? Yes I will. Hope Is Helping is having their annual Christmas Party on December 23, 2:00 p .m., at Olivet Lutheran Church at 2506 W. Imperial Hwy., Hawthorne, where they will be giving out at least 2,000 toys, 300 hundred turkeys and 300 boxes of canned goods to homeless and low income families. Everything is donated by businesses in Hawthorne and Toys for Tots.

Remember, spend time with your loved ones, because they are not going to be around forever. Say 'I love you' often, but most of all mean it. A kiss and embrace will mend hurt when it comes from deep inside you. Hold hands and cherish the moment, for someday that person will not be there. AND ALWAYS REMEMBER: Life is not measured by the number of breaths we take, but by the moments that take your breath away.

Blessed are those who help the poor. The more you give the more you receive.

Patricia Feldman-Donaldson,
 Chamber President



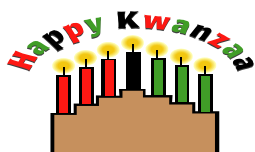
You Can Get Help For Your Business – Usually For Free

Running a business, especially a small business, is a challenge. It is not easy to find and retain good employees. Navigating government bureaucracies and complying with regulations can be confusing and time consuming, and developing the right strategies, business plans, or procedures can be daunting.

As a member of the Chamber, we at the South Bay Workforce Investment Board realize this and have something we hope will help. It is called the South Bay Business Resource Network.

The network is a group of organizations, both public and private, dedicated to helping businesses. We have members with expertise in staffing, HR, entrepreneurship, consulting, process improvement, industry analytics, and most other types of services you may need. The Network provides most of these services for free, or greatly discounted rates.

You can find out more about the Network and the services provided by calling 310 970-7799 or on the web at www.southbayresource.net.



HAWTHORNE CHAMBER BOARD MEMBERS

2006/2007 Board of Directors

President Pat Feldman-Donaldson
 Abacus Security Services

Treasurer Larry Franklin
 Commercial Capital Bank

Past President Don Harris
 Farmers Insurance Group

Committees

Ambassadors- Manuel Cadena

Communications- Candy Cargill-Fuller
 Behavioral Health Services

Economic Development- Don Harris
 Farmers Insurance Group

Government Affairs- David Greene
 South Bay Workforce Investment Board

Member Services/Women in Business-

Pat Feldman-Donaldson
 Abacus Security Services

Special Events- Nelson Rios
 Advanced Party Rentals

Elected Board Members

Brenda Lacy-Roberts
 Century 21 Union Realty

Pastor Tyrone Partee
 Olivet Lutheran Church

Betty Patterson, LV Travel & Tours

Nelson Rios, Advanced Party Rentals

Bill Salfity, G & S Printing

Joseph Simone, Menace Studios

Brian Mugford (for Steve Tavera)
 Gold's Gym

Tad Teodoro, Century Aviation

At Large Directors

Candy Cargill-Fuller, Behavioral Health Services

Randy Jacobs, Vought Aircraft Industries Inc.

Lily Craig, Chevron Products Company

Shelley Rose, Hawthorne School District

Steve Bradford, Southern California Edison

David Greene, South Bay Workforce Investment Board

Candace Epperson, Wescom Credit Union

Administrative Staff

Sherice Fernandez

Melanie Love

**CONTACT ANY BOARD MEMBER AND
 GET INVOLVED TODAY!**

YESTERYEAR WALT WILL BE BACK SOON! HE'S BUSY HELPING SANTA.

MEMBER INFORMATION



Plaza Del Amo Realty
 3429 Torrance Blvd.
 Torrance, CA 90503
 (310) 543-2656

Plaza Del Amo Realty was established in 1980 by broker Ron Sipes as a division of Century 21. Before long, Plaza Del Amo became a respected leader in the South Bay real estate industry. One of the major reasons for their success was Diana Said, an award winning agent who joined the firm in the early 90's. Diana, a native of the South Bay, has successfully combined her knowledge of the real estate market with buyers' needs. In early 2003, broker Sipes split from Century 21 to establish Plaza Del Amo Realty as a fully independent real estate firm. In 2006, Diana Said purchased Plaza Del Amo and retained the services of Ron Sipes as the supervising broker. Diana's husband, Bill Said, manages the office operations and assists with agent training. Contact Diana at 310-543-2656 or email her at daisds@aol.com.

Sharon Pierce, a Realtor® since 1980, recently joined Plaza Del Amo Realty as Diana's partner. Sharon has successfully represented buyers and sellers in the constantly changing South Bay real estate market. Her expertise ranges from first time buyers to retirees. "We have lots of free information to provide buyers, and information on reducing tax consequences if you are retiring". Sharon believes having a sense of humor and a willingness to "the customers needs is critical to any transaction. Her email is sgrigg-pier@aol.com and her phone is 310-543-2656.

Cherise Harris, Realtor®, has also recently joined Plaza Del Amo Realty, bringing a fresh new energy to the office. This "new kid on the block" has been teaching the veteran agents about internet marketing and has already established an email marketing letter to assist agents and buyers. Cherise has been helping 1st time investors locate rental properties and assisting FSBO's (for sale by owners) sell their homes in this tough buyers' market. Cherise is also a Notary Public and an active member of the Hawthorne Chamber of Commerce. Contact Cherise at 310-543-2656 or email her at abovedove2007@yahoo.com.

Carol Hayakawa holds her brokers license, and owned her own company prior to joining Plaza Del Amo Realty. Carol expertly represents her buyers and is extremely accurate with the paperwork involved in a real estate transaction. "She is a vital member of our team" states Diana Said. Carol has lived in the South Bay since the early 1970's. Contact Carol at the office at 310-543-2656.



What is a Credit Union?

A credit union is a cooperative financial institution, owned and controlled by the people (members) who use its services. Credit unions serve groups that share something in common, such as where they work, live, or go to church. Credit unions are not-for-profit, and exist to provide a safe, convenient place for members to save money and to get loans at reasonable rates. The difference between credit unions and banks are that banks are in business to make a profit for a small group of stockholders. Since credit unions, on the other hand, are owned by their members, they pass along excess earnings in the form of higher savings rates, lower loan rates, and lower fees.

Wescom Credit Union is one of the largest credit unions in the country with more than \$3.5 billion in assets. The Credit Union is a not-for-profit, financial services cooperative serving more than 290,000 members at 46 branches throughout Southern California. Wescom members receive the same types of products and services as they could from banks, which includes access to more than 25,000 free ATMs nationwide and a wide range of financial services, including free checking and free online bill paying. As a community credit union serving seven Southern California counties, membership is open to anyone living or working in Los Angeles, Orange, Riverside, San Bernardino, San Diego, Santa Barbara, and Ventura counties.

The Elegant Gift Service

At The Elegant Gift we take the time that is needed to prepare the perfect presentation. We pay attention to the details so that you don't have to. We create gift baskets that make gift giving an art and make the occasion an event.

We offer an unlimited number of options divided into two simple categories: "ready to go" and "by special order." On our website there are several options for "ready to go" gift baskets whose theme and contents have been pre-designed. These are baskets that will fit any number of occasions and gift-giving needs. For "by special order" baskets, The Elegant Gift can create that special something for that special someone.

For your entire gift basket needs, please call us at (323) 242-1202 or visit our website at www.theelegantgift.net.



UPCOMING EVENTS

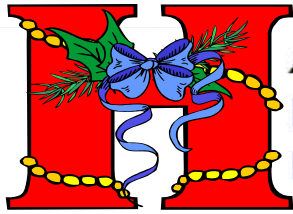
December Events

- 12/2 Hawthorne Holiday Parade, 10 am, begins at 138th and Hawthorne Blvd.
- 12/6 Monthly board of Directors meeting, 12 pm at the Chamber office
- 12/7 Access to Capital Conference, 8:30 am, Crystal Park Hotel in Compton
- 12/9 Access to Capital Conference, 8:30 am, Hollywood Park Casino
- 12/14 December Mixer hosted by Abacus Security, 5:30 pm, Hawthorne Memorial Center. Price of admission— an unwrapped toy for a child this holiday season.

List your community or business events here.
 Contact Candy Cargill-Fuller at candy@bhs-inc.org



City of Hawthorne
6th Annual



AWTHORNE HOMETOWN HOLIDAY PARADE

**Saturday, December 2, 2006
10:00 a.m.**

Come join us as the City of Hawthorne officially celebrates the kick-off of the holiday season with our 6th Annual Hawthorne Hometown Holiday Parade. The Boulevard will come alive with seasonal fun and entertainment for the whole family to enjoy.

Beginning at 138th St. & Hawthorne Blvd.,
traveling north along Hawthorne to El Segundo, turning west to
Grevillea Ave., then north to City Hall

FOR FURTHER INFORMATION: 310-349-2935

Co-sponsored by the South Bay Workforce Investment Board
and The South Bay One-Stop Business & Career Center



Highlights following Parade:

- Visit with Santa
- Free Hot Dogs
- Games for the Children
- Fun for the Whole Family
- Pictorial History of Hawthorne



PACIFICA HOUSE OPEN HOUSE

CELEBRATING 30 YEARS IN THE CITY OF HAWTHORNE

OUR MISSION

To transform lives by offering hope and opportunities for recovery, wellness and independence.

OUR VISION

We envision a comprehensive system of human services available and affordable to all through our model programs and a coalition of community partners

OUR VALUES

*Compassion Dedication
Diversity Integrity*

PLEASE JOIN US

**Pacifica House
2501 W. El Segundo Blvd.
Hawthorne, CA**

DECEMBER 7, 2006, 11:00 A.M. – 3:00 P.M.

ADVERTISE YOUR BUSINESSES HERE!



G & S Printing
 "Communicating on Paper"
Bill Salfity
 Tel. (310) 679-6058
 Fax (310) 679-1711
 info@gspprinting.com

13022 Hawthorne Blvd.
 Hawthorne, CA 90250



ABACUS Security Services, Inc.
 "A security company you can count on."
Patricia Feldman-Donaldson
 Senior Vice President

12509 Crenshaw Blvd.
 Hawthorne, CA 90250

Tel. (310) 342-7676
 Fax: (310) 342-7666
 Email: vppatriciafeldman@hotmail.com

Guy Hocker
 guy@guyhocker.com

GUY HOCKER, REALTORS
 4747 W. EL SEGUNDO BLVD.
 HAWTHORNE, CA 90250
 OFFICE: (310) 679-6225
 FAX: (310) 676-4921

Real Estate Licensing School
\$249.00
 Phone (310) 978-2121

- State Approved School
- Real Estate Principles & Exam Preparation
- Latest Updates
- 6 week course

14005 Hawthorne Blvd. Hawthorne, CA 90250

Don Harris
 Agent
 Don Harris Insurance

FARMERS
 Auto • Home • Life • Business • Workers' Comp
 13658 Hawthorne Blvd #302
 Hawthorne, CA 90250
 Bus: 310-973-3514 0521504
 Fax: 310-973-0968
 don@donharrisagency.com

THE HAWTHORNE HOTLINE is mailed and emailed directly to 230+ members and published on the chamber's website at www.hawthorne-chamber.com.

Advertising Rates

| Ad Size | One Time | 3x or More |
|---------------|----------|------------|
| Business Card | \$ 25 | \$ 20 |
| Quarter Page | \$ 45 | \$ 40 |
| Half Page | \$ 90 | \$ 85 |
| Full Page | \$ 180 | \$ 170 |

Newsletter Insert Rates

| | | | |
|---------|-------|-------------|-------|
| Members | \$ 35 | Non-members | \$ 50 |
|---------|-------|-------------|-------|

Behavioral Health Services

BHS

A Tradition of Caring
 Since 1973

Thanks to BHS
 for publishing our newsletter.



Tell us what you would like to hear!

The HAWTHORNE HOTLINE is the official newsletter of the Hawthorne Chamber of Commerce. It is published monthly, sent by mail, email, and is posted on our website at www.hawthorne-chamber.com

Send requests to:
Candy Cargill-Fuller at
candy@bhs-inc.org.

The HAWTHORNE HOTLINE welcomes your comments, suggestions and story ideas!

Your Hawthorne Chamber *Taking Care of Business!*



**The Hawthorne
HOTLINE**

4444 W. El Segundo Boulevard
Hawthorne, CA 90250

<http://www.hawthorne-chamber.com>