New Council Seated in Annual City Reorganization

BY: MITCH BULL, Brisbane Chamber President and CEO, mitch@brisbanechamber.org

The Brisbane City Council conducted their annual “reorganization” last week, resulting in the appointment of a new Mayor and Mayor Pro-Tem for 2018. Long-time councilmember Clarke Conway, re-elected in November was named Mayor by the City Council. Councilmember Madison Davis will serve as the Mayor Pro-Tem for the year as well. Newly elected councilmember Karen Cunningham was also sworn-in at the event, along with Conway and councilmember Cliff Lentz, who also won re-election in November. Councilmember Terry O’Connell completes the legislative body.

Managing Travel

BY: ALISON WILSON, Brisbane Chamber Editor/Marketing Director alison@brisbanechamber.org

Offering top notch customer service, 24/7 availability, knowledge and most importantly long-standing relationships with the airline industry, Phil Marks has been serving corporate America, small businesses, families and individuals of all income levels since 1974. I learned that he is the second generation of the Marks family in the travel field. Phil commented, “I grew up learning all aspects of the travel business. I grew up watching and experiencing the challenges, changes, cancellations and joys of travel. As an adult, I chose this business because I like listening, crafting a doable travel experience for both business and pleasure and meeting expectations. I provide value and save people time.”

With Phil’s vast experience, he has the expertise and knowledge to make travel arrangements, destinations, and accommodations seamless. I learned that travel is not simply about price, it’s about providing options and choices to each client that includes ticketing, travel documents, cancellation policies, insurance, accommodation, tours, admission, and concerts. In short,

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The Chairman’s Circle is a special group of members that have committed to support the Brisbane Chamber of Commerce through sponsorships. If your business would like to become a member of the Chairman’s Circle, please contact Mitch Bull, President/CEO at 415-467-1283 or e-mail mitch@brisbanechamber.org.
moving people from one place to another. It’s about providing value.

Phil opened the interview “Planning a trip, by land, sea or air is time consuming and can be simple or complicated. As a travel agent, I save people time, aggravation and money. People call me not only to book their travel, but also call me to consult on what to see, do and the best process to get to their destination. I take pride in smoothing the adventure of travel when booking air flights, cruises, bus tours, limo tours, rental cars, hotels, resort stays, event packages, and admission to the must see and vacation highlights.

Travel Too clients include struggling and successful musicians, actors in Hollywood and on Broadway, businesses and families around the world. Phil said, “I enjoy creating an enjoyable travel experience while making sure that tight and unexpected trips occur seamlessly.” Continuing he said, “I have experience in arranging loth leisure and business journeys to North America, Asia, Africa and Europe.”

I asked Phil what sets him apart from other travel agents. He replied, “I have a long-standing relationship with the airlines, bus and limousines services, resorts and cruise lines. My clients reside all over the world, especially San Francisco and the bay area. I enjoy working in a tight time frame, on a tight budget making sure each client has the best possible solution to their individual travel needs.”

Continuing, Phil spoke on the time he spends researching various travel options, weather conditions, required documents, insurance and safety issues so that he can make the client aware of conditions and opportunities when traveling.

“My clients call me when they miss their cruise, flight, or scheduled transportation is cancelled. Business, musicians and personal travelers often must reach their destination within a set timeframe. I offer advice, solutions and get people where they need to be at the time they need to be, even with cancellations and unexpected events. For example, last winter a client on a music tour had to be in Canada for a scheduled concert or he would be penalized thousands of dollars. Because of the white out conditions in Europe, all planes were grounded. He couldn’t miss the concert, or the concert would have had to be cancelled. I arranged ground transportation across Europe and air travel to Canada. He arrived on-time, rested and went on stage. Attendees were none the wiser. Another client called because he was stuck in Jakarta, Indonesia. We consulted, and he made it home safely, on-time!”

We spoke about why he relocated from San Francisco to Brisbane. He stated, “Brisbane is a gem in the world. The people are friendly. We have a beautiful industrial park with businesses that range from Fortune 500 companies to sole proprietors. The weather is beautiful. My friends live here. Brisbane is beautiful. I love the mountain, the weather, the pace. It’s a good place to have a business.”

Ending the interview, Phil said “It’s not just price that matters when selecting the best affordability. It’s about value. It’s about offering the right product with options and knowledge. In today’s fast-paced world, a traveler cannot miss an appointment, an event. A knowledgeable travel agent is the DJ’s, entertainer’s, corporate and leisure traveler’s best tool to get to their destination successfully and on-time. I offer value, strategy and solutions. I offer options. Time is money and I save my clients’ time while providing them with critical knowledge and travel arrangements. I feel that all aspects of travel balance without overwhelming each other. I consider the hotel, the on-ground transportation as well as air-travel. It’s all about value. I offer my clients, value.”

For assistance in arranging your travel arrangement - local, domestic and abroad, contact Phil Marks at Travel Too at 800-235-1309 / 415-467-6774, e-mail phil@traveltoo.com. Stop by and say hello at their office located at 44 Visitacion Avenue, Suite 100, Brisbane, CA 94005. They are on the web www.traveltoo.com and social media.

Newly elected councilmember Karen Cummings, re-elected Mayor Claire Connolly and re-elected councilmember Cliff Lentz sworn into office.

Outgoing Mayor Lori Liu was honored as she had previously decided to not seek a second term on the council. Awards were presented to the Mayor by the other members of the council, as well as from representatives from the Office of U.S. House of Representative Jackie Speier, California State Senator Jerry Hill and California State Assemblymember Kevin Mullin.

In remarks given by both the incoming and outgoing Mayor as well as the newly elected (and re-elected) council members each representative stressed the importance of facing the challenges of the planning process for the Baylands property and the importance of maintaining local land use control over the project, rather than have control usurped by legislators at the state level in Sacramento.

Congratulations to the newly seated council for 2018, and a thank you to outgoing Mayor and councilmember Liu for her many contributions to the city and its citizens.
WELCOME 2018

BY: MITCH BULL, Brisbane Chamber President and CEO, mitch@brisbanechamber.org

Another year has been added to the history books and a busy and intriguing year it has been. It’s hard to believe that the holidays are now upon us with 2018 just around the corner.

I want to congratulate incoming Mayor Clarke Conway and Mayor Pro-Tem Madison Davis, and I look forward to working with both of them and the council for 2018. A big thank you also goes out to outgoing Mayor Lori Liu as she guided the council through a very good, yet challenging year, as we continued to grow and the Brisbane community has continued to grapple with the questions and decisions to be made about the future of the Baylands. She made the decision to not seek re-election and her council seat was filled by the voters in November, as they elected long-time planning commissioner Karen Cunningham to the City Council. Hat’s off to the new council as they move with us into 2018, a year that is shaping up to be pivotal to Brisbane’s immediate future. We wish Lori best wishes on her future endeavors and thank her for her community service and tenure on the council.

I also wish to thank Board Chair Dilmohan Chadha, Vice President Jason Dorfan, Treasurer Curtis Roe and Secretary Jennifer Wilder-Smith for their work and guidance as the Chamber Board Officers for 2017. For 2018 the Chamber will have a new Board Chair, Bruce Bonar (F.W. Spencer and Son, Inc.), a new Vice President, Teresa Montgomery (SSF Scavenger Company) and a new Treasurer, Matthew Butler (FNB NorCal). Jennifer Wilder-Smith (BiRite) will continue in her position of Secretary. I look forward to again working with our Officers and Board Members. All of our Board Members are volunteers and give of their time and resources to help to ensure that Brisbane is a great place to live, work and to do business. I thank them for another year for guidance and partnership as we couldn’t serve the community without their help and vision. I would also like to thank Alison Wilson for another great year working with the Chamber and helping us to “get the story out” each month with the Luminary. It takes a lot to get a publication ready each month – it’s kind of like a “term-paper” that doesn’t ever end.

Last week we had a very well attended and joyous Holiday Mixer at the newly remodeled Brisbane Inn Lodge on Visitation Ave. Thank you to everyone who attended to make it a great success, and to Linda, Brad, Francis, their families and staff who catered and hosted the event – the food was wonderful.

For business owners, large and small, the New Year brings on budgeting, inventories and quarterly taxes. It also brings on a raft of new laws from our State and Local governments.

There are three new significant employment laws that will take effect in January. One deals with parental leave, one deals with interview questions regarding previous salary history and the other deals with criminal background checks.

State Senate bill SB 63, the New Parent Leave Act, requires small businesses with 20 or more employees to provide eligible employees with up to 12 weeks of unpaid, job-protected leave to bond with a new child. The leave must be taken within one year of the child’s birth, adoption, or foster care placement. This law will have the greatest impact on employers with 20-49 employees who are not currently required to provide baby bonding leave under the federal Family and Medical Leave Act or the California Family Rights Act.

Another new 2018 law, Assembly Bill 168, restricts the types of salary questions employers can ask job applicants. Under the new law, an employer is forbidden from asking about the prior salary of an applicant. The law also prohibits an employer from asking a recruiter to inquire about the salary of an applicant. In addition, employers cannot rely on salary history information as a factor in determining whether to hire the applicant or how much to pay the applicant.

Assembly Bill AB 1008 is what’s commonly called the “ban the box” law. The law effectively eliminates the employer’s ability to do a criminal background check before a conditional offer is made to an applicant. The law applies to employers with five or more employees. The law does provide steps for an employer to follow after making a conditional offer, should the employer still want to know about prior convictions.

It is a good idea for companies and employers to contact the state government small business office in Sacramento to obtain the overview of the new 2018 state laws affecting California employers.

Lastly, a vibrant community has to have a balanced and vibrant business sector to ensure stable revenue for the community, and to be good corporate citizens who help to create an environment where we all can benefit.” Please remember to shop local for the holidays when you can and support the brands and businesses that we have as friends and neighbors.

Best Wishes to one and all for a Happy and Healthy Holiday Season and a very Happy New Year!

We are interested in ideas of what you would like to see in future issues of the Luminary and want to hear your thoughts. You can email us at: mitch@brisbanechamber.org, or send us a note at the chamber office.

**Membership Benefits for Businesses & Individuals**

Following is a sampling of the programs and opportunities that the Brisbane Chamber of Commerce offers:

- **MONTHLY NEWSLETTER, the LUMINARY**
  - Effective advertising and marketing opportunities. Offering Chamber news, events, business tips and local businesses.

- **NETWORKING**
  - Events are offered throughout the year for members to network and showcase their businesses.

- **WEB SITE**
  - Member database on-line along with free link and map to your business; Photographs and slide shows; and Marketing and Advertising opportunities to showcase your business.

- **ADVERTISING**
  - Cost effective advertising on the 2-Year Map, Web Site, and Newspaper.

For more information and to join the Brisbane Chamber, contact the Brisbane Chamber of Commerce at 415-467-7283 or e-mail: mitch@brisbanechamber.org.

**DATA IN...**

BY: CURTIS ROE, Treasurer and Board Member Brisbane Chamber of Commerce, CPA

Director - Finance, Purcell Murray, crroe@purcellmurray.com

Down at the lemonade stand recently, we wanted to put together some reports. We needed daily sales figures first. We wanted to look for some kind of trend. Do people drink more lemonade on Monday or Friday?

We had some sales data, but it wasn’t tested for accuracy.

We created these really nice spread sheets. Each day broke out the sales by size and flavor. On the top of each day’s report was a nice header stating this was a sales report and the day that was being reported. Down the left side of the sheet was the flavor. We sell regular lemonade, peach lemonade, Arnold Palmers, etc. The columns were titled for the size of the cups. Where the rows intersected with the titles we placed the sales amounts.

Then we created a beautiful summary sheet that captured the data for each day of that month. From there, we created an annual summary for all the days in the year. Within the spread sheet, we were able to put together a beautiful graph. It gave us a trend by each day of the week. Talk about slick analysis! It was so easy. Once the templates were created, all that needed to occur was to populate the daily sheets. The summary reports automatically populated. Turned out Wednesday was our busiest day of the week. So much so, that the data suggested we needed to bulk up our inventory for our big Wednesday sales day.

Just to be sure, we tested our spread sheets. Two different people ran through the calculations. They entered a couple of formulas within the spreadsheet just to check totals from the different sources making sure this data was correct. That seemed like the prudent safe guard to take.

We were pretty proud of our reports. We felt like we were using technology to manage our business. When each Wednesday came around, we weren’t selling as much product as we anticipated however. It turned out that even after creating these wonderful forms and testing our math several times, we over looked one thing; we hadn’t validated our beginning data. No matter how much work we put into the reports didn’t make any difference. We were using bad data. When you put garlic into the slick and advanced process, no matter how slick it is, the outcome will always be garage.
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Wishing you and yours the best for 2018!
We love you Brisbane! Bonnie Boswell & Joel Diaz!
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HAPPY NEW YEAR!
FAST EV CHARGING COMING TO BRISBANE!
BY: ADRIENNE ETHERTON, City of Brisbane Sustainability Management Analyst, aetherton@ci.brisbane.ca.us

Electric Vehicle owners in and around Brisbane will soon have a new location to power up. The City of Brisbane received a grant from the Bay Area Air Quality Management District (BAAQMD) and the California Energy Commission (CEC) to install an EV charger as part of their Charge Fast! Program, which aims to rapidly expand access to EV charging stations to help meet the Bay Area’s EV-adoption goals. The station will also support the City’s goals of reducing greenhouse gas emissions at least 15% (from a 2005 baseline) by 2020, in line with California’s AB32 Global Warming Solutions Act. Since the City has “opted up” to Peninsula Clean Energy’s ECO100 product, charging up at the new station will be emissions-free and help drive the transition to a low-carbon future.

The ChargePoint DC Fast Charger will supply 50kW of power through either a CHAdeMo or a Combo connector. CHAdeMO originates from Japan, anecdotally meaning “let’s CHArge and MOve”, in English, and “while having a cup of tea” in Japanese, referring to the brief time it takes to charge. Indeed the DC Fast Charger can fully charge many electric vehicles in less than half an hour, and EV users will find several locations for their “cup of tea” in the Brisbane Village Shopping Center hosting the station.

Judy Ng, Brisbane Village owner’s representative and Board Member of the Brisbane Chamber of Commerce, worked with the City to bring this amenity to the community. “We’re excited that the Brisbane Village Shopping Center can provide this important resource for the community and look forward to it serving many visitors, especially during the time they’re grabbing a bite to eat or frequenting one of the businesses here,” said Ng.

Stay tuned for an announcement of a ribbon-cutting ceremony to be held in January and further details on the charging station’s operations.
**CALENDAR**

Brisbane is a vibrant city with a multitude of clubs, businesses, restaurants, and civic activities that enhance the community’s quality of life through service, education, leadership, and economic growth. To list your event in the Community Calendar, e-mail alison@brisbanechamber.org.

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<td>1/10</td>
<td>6:30pm</td>
<td>Parks &amp; Recreation Commission</td>
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<td>Wed</td>
<td>Community Meeting Room 50 Park Place</td>
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<td>Info: V. Vaccaro <a href="mailto:tvscram@sci.brisbane.ca.co">tvscram@sci.brisbane.ca.co</a></td>
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<tr>
<td>1/11</td>
<td>7pm</td>
<td>Brisbane Farmers Market</td>
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<td>Thurs</td>
<td>West Coast Farmers Market Association</td>
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<td>Community Market Info: (650) 290-3549 <a href="mailto:web.marywong@eventbrite.com">web.marywong@eventbrite.com</a></td>
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<td>1/13</td>
<td>All Day</td>
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<td>In Western, We Work Days, Work from Home, or current information, contact Crt Hrutl <a href="mailto:crutl@sanfranciscoevents.org">crutl@sanfranciscoevents.org</a> (415) 254-7901</td>
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<td>7 Mile House – 2800 Bayshore Blvd.</td>
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**JANUARY 2018**

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**THINK BRISBANE – KEEP OUR ECONOMY STRONG!**
GREAT THINGS GROWING AT BRISBANE ELEMENTARY SCHOOL:
THE UP PLACE GARDEN PROJECT
BY: KIMA HAYUK, Brisbane Elementary School District Board Trustee, khayuk@brisbanesd.org

If you’ve been by the southern side of Brisbane Elementary School recently you may have noticed that some of the ivy has been cleared and in its place are new garden beds surrounded by plantings of native species. This is the start of an exciting new program at Brisbane Elementary School! The UP Place Garden Project is a school garden, but it’s also much more! The UP Place is a multidisciplinary approach to real world learning. The UP Place (UP stands for ‘Universal Plant’) is a partnership between the school, the community and surrounding environment to bring our children closer to the world they live in, the food they eat and the natural environment that surrounds them.

UP Place is the realization of a vision of Michelle L’Don, the mother of a Third Grader at BES. The project brings together teachers, parents and San Bruno Mountain Watch to develop a curriculum which introduces students to native plants and organic gardening.

The new garden is the result of many months of preparation and work on the part of 2nd and 3rd grade students and parents, together with generous donations of garden beds from parents Cristian Cabrera & Patricia Troutman as well as materials donated by Lowe’s and Lyngso.

The UP Place garden has been integrated into the 2nd and 3rd grade courses as a pilot program. Ms. Carly of San Bruno Mountain Watch teaches a weekly Thursday outdoor garden class and a monthly ‘Science Friday’ has been added by Tony Byun, a parent volunteer.

All along the way the children have been helping out, naming the garden the ‘UP Place’, helping to prepare the garden area, choosing native species from Mission Blue Nursery and planting them. They are now excited as the rainy season has started and they can start planting the vegetables! The kids will be studying the plants, our environment, learning about insects, composting and more.

The UP Place is a growing project (pun intended) and there’s many ways that parents and community members can help out. There is a need for irrigation, basic tools such as rakes & shovels, a compost bin and other items and they are also recruiting volunteers to come help with the garden during class; please sign up with Ms Borg, the school admin, if you are interested. In keeping with the theme of the positive benefits that nature provides the UP Place is conducting a fundraiser by offering doTerra Essential Oils in a sampler kit. For each kit sold, the UP Place gets $10, matched by the PTO for a total benefit of $20 to the UP Place. Contact the school or Michelle L’Don for more details.

On behalf of the UP Place the students would like to thank: Principal Katotakis, Ms. Jacobson, Ms. Carr and Ms. Dalmacio, Cristian Cabrera, Patricia Troutman, Tony Byun, Ariel Cherbowksy, Carly Feldman and all the parent volunteers that came out to help with Earth Day and subsequent work days. Also, a very special thanks to BES 2017 5th grade class for donating some funds from their Legacy Project to the UP Place.

Watch for great things growing at BES in 2018!! … Go Mountaineers!!
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