VOTE NOV 6TH ...  
BY: MAYOR W. CLARKE CONWAY, City of Brisbane,  conway@ci.brisbane.ca.us

At the time of this writing, 10/19/2018, I had three things on my mind that I wanted to make sure Brisbane residents were aware of. First, the November Statewide General Election is right around the corner, so please exercise your privilege to vote and get out to a Vote Center or make sure your mail-in ballot has been brought to City Hall and dropped into the official ballot box by Tuesday, Nov. 6th at 8pm. Brisbane City Hall (50 Park Place) will actually be one of the Vote Centers in the County that will be open November 3-5, three days prior to Election Day. Its hours BEFORE Election Day will be 9am – 6pm and 7am – 8pm ON Election Day. There will be 5 Vote Centers open for 10 days before Election Day and 4 Vote Centers open 29 days before Election Day.

J STYLE AT HOME

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

J Style at Home Inc. is a family owned business co-founded in 2006 by the brother and sister team of Cristian Cabrera and Janina Cabrera. They provide interior designing services, custom wood millwork and fine cabinetry manufacturing, re-facing and installation. J Style has combined several elements to build a successful and unique business model with a strong team and great networking connections in the industry! The craftsmanship at J Style is a combination of high-tech quality Italian machinery heavily driven by computer software with custom wood millwork and artisan cabinetmaker finishes. This combination of craftsmanship and in-house design expertise enable us to understand the sophistication, innovation and functionally sensitive solutions of the

Cristian Cabrera explained that JStyle at Home uses Forest Stewardship Council (FSC) certified woods, reclaimed woods and rapidly renewable materials

>> Continued On Page 2

PENINSULA CLEAN ENERGY’S GO ELECTRIC VEHICLE PROMOTION

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

San Mateo County and each of its cities launched Peninsula Clean Energy (PCE) in 2016 to green San Mateo County’s electricity. In just two years, it has cut greenhouse gases from electricity nearly in half, as well as saving customers a projected $17 million due to lower rates. Transportation is next. Earlier this summer, Peninsula Clean Energy announced that it will be launching a new suite

CEO Jan Pepper loves her fully electric Chevy Bolt, which she drives for her commute from Los Altos to Redwood City.

>> Continued On Page 2
The being open to ideas and embracing the latest renewable materials.

Doing it right the first time… They use a high percentage of Forest Stewardship Council (FSC) certified woods, reclaimed woods and rapidly renewable materials.

For J Style, expanding their knowledge base, being open to ideas and embracing the latest technology is a survivable strategy in today’s San Francisco-Bay Area business environment. Custom designing and manufacturing have significantly evolved as many other industries have and perhaps, is expected from the technological era that we live in. However, it has been challenging but exciting for J Style a small-scale production transforming their business processes and traditional blue-collar carpenter style. This transformation has been across the board from management to carpenter, finishers and installers doing their work by using a computer or smart cell phone to communicate with the team or operate machinery.

Many businesses discuss transformation but to understand transformation you need a sense of the details and J Style was very candid about sharing them. Any transformation requires will-power, leadership and changes… The biggest changes at J Style were in their mindset and culture! Cristian felt fortunate to have been selected to be part of Stanford Latino Entrepreneur Leaders first cohort to attend the executive program: Scaling Excellence through Innovation. This type of program put his organization into perspective and gave him the mindset and edge of skills to bring new ideas and push faster on needed changes, he says. There were a set of classes and exercises on Design Thinking that clearly framed and set how to go about pushing these innovative initiatives into J Style. They now feel good about their accomplishment. They have an AutoCAD based software Cabinet Vision to draft customer’s shop-drawings that is simultaneously creating geometric that is later transfer and process by their CNC-Pratix panel routing. This CNC-Pratix panel routing machine cuts out about 90% of the project cabinetry pieces were the technicians are left to sort out and assembled. The teams also have a set of project management tools apps on their computer and smart cell phone. These enable the team to be in sync with the project on all it phases—which is critical for avoiding errors, scheduling and meeting deadlines. Currently they are working on a robust training program among other initiatives…

They are proud to have their business in the greenest option. They operates with a driver more than $1,200 a year in fuel and maintenance costs compared to a typical gas car.

"Transportation is the biggest source of greenhouse gases in San Mateo County. So if you want to drive, going electric is much better for the environment. Plus, I love driving my electric car – the ride is smooth and quiet, and it’s way less expensive to use electricity rather than gasoline. The only maintenance I have is rotating the tires and cleaning the windows!” CEO Jan Pepper adds.

An electric vehicle can save a driver more than $1,200 a year in fuel and maintenance costs compared to a typical gas car.

An average gas car also belches out twenty five times more greenhouse gas emissions than an electric vehicle that is charged with Peninsula Clean Energy’s ECO100 plus option, which is currently 85% greenhouse gas free. Charging an electric car on Peninsula Clean Energy’s 100% renewable ECO100 option cuts transportation fuel emissions to net zero. It feels so good to commute on 100% renewable energy.


PCE has arranged for participating local dealerships to provide great discounts on select electric cars to San Mateo County residents. Discounts apply to leases or purchases from now through December 31, 2018 while supplies last. Visit peninsulacleanenergy.com/ev for more details.

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An electric vehicle can save a driver more than $1,200 a year in fuel and maintenance costs compared to a typical gas car.
Second, we’re having our 4th Annual Veteran’s Day Flag-Raising Event at the Community Park under the Gazebo on Friday, November 9th from 8:00am. Please join me as we honor those who have served and are serving our country in the armed forces. As done in previous years, we will spend a moment in gratitude as we raise the flag, enjoy special music, and connect over light refreshments. Brisbane school-age students are especially encouraged to attend as we salute those that have selflessly and honorably served our country at this once-a-year ceremony...all before the bell rings!

Lastly, our State of the City Address is on Tuesday, November 13th at 6pm. New this year, the event will be held at City Hall in the Community Meeting Room. I hope you’ll join me as I deliver this year’s address, which will be broadcast live on Ch. 27, live-streamed on the City’s website (https://brisbaneca.org/live-streaming), and re-broadcast in both places after the event. Find all of our city meeting videos on the City’s YouTube channel, www.youtube.com/brisbaneca.org, as well as on our website, www.brisbaneca.org, and watch them on Ch. 27, live-streamed on the City’s website and re-broadcast in both places after the show. For updates if you want to keep up with us there.

The upcoming months will be nothing short of interesting, but I’ll conclude my remarks here by saying that I am grateful to be serving the Brisbane Community alongside my fellow Council Members, and it’s truly been my honor to have served as your Mayor in 2018.

NOVEMBER IS VOTING ...

BY: MITCH BULL, Brisbane Chamber President and CEO, mitch@brisbanechamber.org, 415-467-7283

Election time is here...the election cycle has arrived again, and as citizens we have many decisions to make on the huge array of state-wide and local ballot propositions that are on the ballot this year. Although we have to answer “yes” or “no” on each one, many of the proposed laws will have far-reaching impacts on all of us, and it is not as clear cut as a simple “yes” or “nay.” Obviously Measure JJ is important to all citizens of Brisbane, with propositions such as Prop 5 (which expands the counties where seniors can purchase new property while keeping their existing property tax rates), and other state-wide propositions such as Prop 6 (repealing the Gas Tax), Prop 8 (Regulating profits at Dialysis clinics), and Prop 10 (Reimagining Rent Control legislation statewide) are all very important to many as well. Factor in the races for Governor, Lt. Governor, Senator, and the other offices and our opinions and actions can make a difference in the future.

As citizens we have the right to cast our votes to make our feelings known. I believe we also have an obligation to do so. To sit idly by and not vote is a wasted opportunity to help shape the future of our communities, our state and our country. I encourage everyone to do the research and make informed decisions on each of the questions that we have to ponder on the ballot.

State of the City...the chamber will be sponsoring the annual “State of the City” on November 13th at the Community Meeting Room at City Hall. Mayor Conway and City Staff will be sharing information and details on the “state of Brisbane” as of 2018. The event starts with beverages and light snacks at 6:30 PM and runs until approximately 8:00 PM. It is free to attend and we hope to see you there.

Progress on the Point...I recently had the opportunity to tour the construction site at the (soon to be) corporate headquarters that is being developed at City Hall in the City Hall parking lot. This project is a partnership with the City of Brisbane and the County, and will be the first phase of a larger effort to redevelop the area.

As it has taken a long time for the market forces to catch up with the property, the buildings will benefit from better design, better technology and much improved energy efficiency from where we were in 1988.

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.” Our businesses have always been involved in many facets of Brisbane life and contribute to the community in many ways. Please remember to shop local when you can and support the brands and businesses that we have as friends and neighbors.

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.

THINK BRISBANE — KEEP OUR ECONOMY STRONG!

Residents of single-family homes in Brisbane, Millbrae and South San Francisco can safely recycle household batteries through South San Francisco Scavenger Company’s curbside collection program. Please follow these instructions:

- Place tape over both ends of each used lithium and 9 volt battery; any type of tape will work. Wrap old cell phones in paper.
- Put used batteries and cell phones inside a clear zip-top bag and seal.
- On your regular collection day, place full bag on top of the lid to your gray Garbage cart.

WHAT’S ACCEPTED:

- AA, AAA, C, D, 9-volt and button batteries are all accepted through this program.
- Lead acid and automotive batteries are not allowed. To find out where to recycle these types of batteries free of charge, call 650.363.4718 or visit www.smchealth.org/hhw.
- Residents of multi-family complexes can safely recycle household batteries too. Tape and bag them as described above and deliver to a drop-off event or facility. Find one by using the search engine at recycl stuflf.org or make an appointment for the next San Mateo County Household Hazardous Waste Drop-Off—call 650.363.4718 (selection option 3) or visit www.smchealth.org/hhw.

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PRESIDENT’S Message

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CHA CHA CHANGE
By: FREDDY BEAMAN, Brisbane Chamber Board Member,
VP/Treasury Sales Officer – Bay Area, US Bank,
frederick.beaman@usbank.com  415-272-7223

In life, you should never stop learning and always try to keep an open mind. Sometimes a cup of coffee could lead you to new directions and possibly a new career. Never burn bridges as most of the time your network is small and people never forget. Talking less and listening more always helps. You may think you’re wasting time, but always try to learn something about the person you’re meeting.

I want to announce that this month, I start my new journey. I am the new Treasury Officer for US Bank for their Business Banking division in East Bay and San Francisco. I will take my prior experience and apply them to my new role. I’m excited for the challenge and look forward to helping our clients.

Thanks again for reading.
**CHECK OUT OUR MULTI-MILLION DOLLAR LISTINGS!!!**

*We have the International connections. We have the multi-million dollar buyers. We are looking for our next listing. Thinking of selling? Call us TODAY to see what WE can do for YOU!* 

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**LUXURY CONDO at CANDLESTICK POINT on SAN FRANCISCO BAY**

1 Crescent Way #1202, San Francisco
2 bed/ 2 bath Luxury Condo
Private, gated community, gym!
Offered at $798,000

**NEW LISTING**

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**BREATHTAKING VIEWS of the SAN FRANCISCO SKYLINE & BAY**

1088 Humboldt Rd, Brisbane
Offered at $2,100,000
5 bed/ 3 full + 2 half bath 3,590 sqft
Just went pending - received MULTIPLE offers!

**SALE PENDING**

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**NEW CONSTRUCTION FOR SALE**

Customize this 4,216 sq ft home to suit your style and needs
805 Sierra Point Rd, Brisbane
6 bed/ 5 bath plus Au Pair unit
Private with scenic views of the San Francisco skyline & Bay
Starting at $2,250,000

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**DEVELOPMENT POTENTIAL - ZONED FOR MIXED USE**

213 Visitacion Ave, Brisbane
Building is a fixer upper.
Great development potential!
Zoned for high density residential & mixed-use development.
(Apartments/Condos/Retail)
Offered at $799,000

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417 Puerto Pl #5, Hayward
2 bed/ 2.5 bath
2 level townhome
plus 2 car garage.
1442 sqft.
OFFERED at $498,000
Received multiple offers!

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**278 Santa Clara Street, Brisbane**

Received MULTIPLE offers!
SOLD by your area specialists
for $1,255,000

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**Unique-Value-Added-Services that we Provide:**

- We are General Contractors: we do the work to get your property ready for sale.
- We Provide Professional Staging, Photography, Technology and Staff on Call 7-Days a Week.
- We are Real Estate Developers: No matter where you are in the process, we are ready to jump-in to get your project ready for market.
- We have the Financial Credibility and Reputation that you deserve. As one of the largest Brokerages on the Peninsula - with over 1000 transactions and about 1 billion in sales each year - we stand ready for any situation.
- We are skilled negotiators: from simple low level zero-sum to complicat-ed high-level 3-D Negotiations, our team has the tools and certified experience to help you reach the outcome you desire.
- Languages Spoken: Chinese, Spanish, English & Italian.

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**WE HAVE QUALIFIED BUYERS FOR YOUR HOME - CALL US TODAY!**

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**“Please welcome Stacy Huang to our International Team!”**

REALTOR® #01366882 Joel Diaz 650-520-7483 jdgeneral@yahoo.com
REALTOR® #01906999 Bonnie Boswell 415-595-5883 bonnboswell@gmail.com
REALTOR® #02022230 Stacy Huang 415-840-5704 stacy.huang@gobhg.com
Better Homes & Gardens NATIONAL Top Producers List 7+ years in a row!

**WE OFFER COMPLIMENTARY STAGING AND HOME PREPARATION WHEN YOU LIST WITH US!**

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**THINK BRISBANE — SHOP LOCALLY!**
The City of Brisbane is a vibrant city with 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 information@brisbaneca.org.

**OCTOBER 2018**

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**NOVEMBER 2018**

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**November 13, 2018**

6:00 p.m. to 9:00 p.m.

State of the City of Brisbane Address

**FOCUS On Education**

SCHOOLS ARE THE HUB OF OUR COMMUNITIES

BY: ROXANA HUI, Brisbane Elementary School District Board Trustee, rhui@brisbanesd.org

O ur District staff works diligently every day to ensure that our schools are safe learning spaces for our children to learn, play and grow. All of our schools are closed campuses, however, they are also meant to be used by the community when school is not in session. We want our open spaces to be multipurpose and enjoyed by all.

At Brisbane Elementary, AYSO soccer uses the grass area in the evenings and on weekends. At Panorama School, AYSO soccer and the Junior Giants also have similar, seasonal schedules. The recent Kaboom! grant and upcoming playground build will also include adult exercise stations on the perimeter of the property for the neighborhood to enjoy after hours.

Lipman Middle School also has a similar soccer and baseball schedule on their grass field. The tennis courts are enjoyed by the community, and Brisbane Park and Rec conducts their summer tennis lessons there. This site poses additional challenges to conveying the facilities’ use for students during school hours due to its tiered layout and close proximity to the nearby hiking trails. Our beautiful field and tennis courts are used throughout the day for various rotations of physical education classes and school-wide events, as noted by the signs.

We have a wonderful partnership with the City of Brisbane that assists with the care and maintenance of these open spaces. That can be confusing for some that might see this as city property, however, it is school district property and subject to district and state guidelines.

We are always seeking ways to improve our communication so are looking into more standout, comprehensive signage. In the meantime, we thank you, the Brisbane community.
and foundations in our quest to ensure Seton’s patients continue to receive high-quality health care.

The San Mateo County Board of Supervisors unanimously approved a resolution I co-sponsored with Supervisor Don Horsley at its September 25 meeting that supports the state Attorney General Office’s mandate that Seton Medical Center in Daly City continue to operate as a full-service acute care hospital with emergency services. The board’s action follows the Daly City Council’s approval of a resolution the previous night that the 32-acre site Seton sits on continues to be zoned for hospital use. These two actions show both the county’s and Daly City’s commitment to providing high-quality health care to residents in north San Mateo County.

Seton’s owner, Verity Health, filed for bankruptcy August 31, which includes five other hospitals in the state formerly owned by the Daughters of Charity. I have talked to state Attorney General Xavier Becerra directly about upholding California law related to hospital sales. His office approved certain conditions related to the change of control and governance of the Daughters of Charity health system to a hedge fund called BlueMountain Capital in 2015. The conditions included that Seton remain a full-service acute care hospital with emergency services for at least 10 years from the point of the transaction.

I expect the state Attorney General’s Office to appeal any decision made in federal bankruptcy court that challenges state law. We’ve also gotten support from state Assembly Speaker Anthony Rendon who has also urged Attorney General Becerra to maintain the conditions of approval. He sent a letter to Becerra September 7 that was signed by lawmakers in the Bay Area and Southern California where the health system’s hospitals are located.

My office has also engaged numerous private and nonprofit health systems and foundations in an effort to keep Seton Medical Center open. We have contacted Dignity Health, the Chan Zuckerberg Initiative, Sutter Health, Adventist Health, Salesforce Foundation, Hospital Corp. of America (HCA), Community Health Systems, Kaiser Permanente, Lifepoint Health, Tenet Healthcare, Prime Healthcare Services, Universal Health Services, North East Medical Services. I’m encouraged by some of the early conversations. We have contacted Dignity Health, the Chan Zuckerberg Initiative, Sutter Health, Adventist Health, Salesforce Foundation, Hospital Corp. of America (HCA), Community Health Systems, Kaiser Permanente, Lifepoint Health, Tenet Healthcare, Prime Healthcare Services, Universal Health Services, North East Medical Services.

I’ve had with some of these operators and am optimistic a creative and collaborative solution can be found to save Seton.

I’ve even reached out directly to Dr. Patrick Soon-Shiong expressing my disappointment for his role in bringing the system into bankruptcy. The billionaire doctor invested heavily in Verity’s operator, Integrity Healthcare, disappointment for his role in bringing the system into bankruptcy. The billionaire doctor invested heavily in Verity’s operator, Integrity Healthcare, disappointment for his role in bringing the system into bankruptcy. The billionaire doctor invested heavily in Verity’s operator, Integrity Healthcare, disappointment for his role in bringing the system into bankruptcy. I’ve encouraged by some of the early conversations.

What’s important is that we make sure the patients who access care now at Seton continue to be provided health care services at the hospital as mandated by the state Attorney General’s Office. San Mateo County does have a contingency plan in place in case Seton suddenly closes, however, our fight continues to be that Seton remain open as mandated by state law.

David J. Canepa serves District 5 on the San Mateo County Board of Supervisors.

FLOAT 2018
BY: CURTIS ROE, Board Member Brisbane Chamber of Commerce, CPA, Director - Finance, Purcell Murray, core@purcellmurray.com

Do you remember a while back when we talked about float at the bank? One example is when a check is written but not cashed. The money in our account is float. It has been spent but not yet delivered. It can be kind of nice if you are in a pinch and know the check won’t clear for a few days and there will be other funds deposited soon. With that in mind, we should routinely reconcile our checking accounts.

But honestly, do you reconcile your account on a regular basis? Do you actually write checks? Sure, there is the need for a check on occasion. On line banking has made my check book obsolete. It is just too convenient and easy to click and pay. Right? Sometimes they wire the money. Other times they send a check they generate for us.

One thing though, the money comes right out of the account, doesn’t it? There is no float. There is no float for US anyway. Somebody is getting that float; the bank. Ya ya ya. So what. Why am I am going on about this? Well, not that long ago, I had a payment sent out and it was paid by a bank generated check. It was outstanding for a few months and the bank canceled it and put the money back in my account. I never even asked about it. Recently I had a couple of payments go out and not get deposited. I wanted to see if the bank would let me know. So I waited a few months. I didn’t hear anything. I asked if they knew the status. They confirmed the payments hadn’t been accepted. This time, instead of offering up information, I had to pursue them for information.

I asked what their policy was and if I had any other issues outstanding. After my request, they gave me a list of outstanding items on my account and offered to cancel them at my request. So, assuming you aren’t up to date with your reconciliations, my suggestion to you is to ask about any outstanding items on your account.

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MONEY Matters

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Martial Arts Development
Nie Yang Architects
Pro Nails
Round N Round Pot
Saigon BBQ
Subway Sandwich

For Rental Information, Call (415) 656-3528