

THE Voice of Business

A C H I E V E M E N T S



2019

YEAR IN
REVIEW

*Area leaders take
stock of year's
achievements,
look ahead to 2020*

2020 CHAMBER BUSINESS DIRECTORY INSIDE

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7

2019: Year in Review

Area leaders talk about year's accomplishments, look ahead to 2020.

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The Voice of Business for Fairfield and Suisun City, California

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Pride Industries

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A new year offers new opportunities

As we toast to a new year and say goodbye to 2019, we welcome a fresh decade with innovative ideas, lively spirit and exciting opportunities to work with our members!

It's no secret that chambers of commerce are increasing their role in the community to advocate on behalf of their members. Speaking at City Council meetings, taking a stand on particular issues, and partnering with local businesses and Travis Air Force Base are just a few of the many items the Fairfield-Suisun Chamber of Commerce performs on a frequent basis. It's their job, right? Yes!

Let's take a step back and start with quick basics of Chambers 101. What is a chamber of commerce? The American Chamber of Commerce Executives defines it as an "organization of businesses seeking to further their collective interests, while advancing their community, region, state, or nation." We understand it is an investment decision and we must offer meaningful value to our businesses. And this is what we do.

The Fairfield-Suisun Chamber of Commerce is focused on building and promoting our communities and its businesses while ensuring we maintain a pro-business climate. We represent a unified voice of our businesses and share a common ambition for sustained prosperity, built on thriving employers. We lobby local representatives, host an array of workshops and networking events, and perform charitable works for the betterment of our two communities. Therefore, are we relevant? Absolutely!

Our chamber is essential to the economic growth of

Fairfield and Suisun City through making introductions, facilitating projects, maintaining data and keeping abreast of development projects. We advocate on behalf of our members on issues such as homelessness, and support programs that enhance economic opportunities for our youth, like the Inspire: Dreams Start Now program.

This partnership with the Fairfield-Suisun Unified School District and The Salvation Army Ray and Joan Kroc Center unified the county's workforce with the K-12 public school district to provide a hands-on career fair for eighth-grade students. At this annual event, dozens of local businesses are represented where students spend hours visiting their exhibit tables to learn about possible career pathways.

We also create opportunities for member awareness by promoting businesses through social media and content marketing, a strategic marketing approach focused on creating and distributing valuable and relevant content to attract a defined audience.

The Fairfield-Suisun Chamber of Commerce understands and values your business but we want to do more. In January, members received a simple survey to tell us their wants and needs. We want to hear your voice and ensure your ROI is working with the chamber. After all, it's our job to further your interest in our community!

Wishing you all a prosperous and successful new year!

Andrea Garcia

Chairwoman, Fairfield-Suisun Chamber of Commerce

chairman investors



calendar

FEBRUARY

4
TUE

AMBASSADOR COMMITTEE MEETING

8 to 9 a.m., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.

11
TUE

ADVOCACY COUNCIL MEETING

8 to 9 a.m., location to be announced.

12
WED

CHAMBER LUNCH MOB

11:30 a.m. to 1 p.m., Fuddruckers, 1740 Travis Blvd, Fairfield. All are welcome, no RSVP required.

13
THU

CHAMBER MIXER

5:30 to 7 p.m., Rancho Solano Country Club, 3250 Rancho Solano Parkway, Fairfield. All are welcome, no RSVP required.

17
TUE

PRESIDENTS' DAY

Chamber office closed.

25
TUE

BOARD OF DIRECTORS MEETING

8:30 to 9:30 a.m., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.

MARCH

3
TUE

AMBASSADOR COMMITTEE MEETING

8 to 9 a.m., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.

10
TUE

ADVOCACY COUNCIL MEETING

8 to 9 a.m., location to be announced.

11
WED

CHAMBER LUNCH MOB

11:30 a.m. to 1 p.m., Legends at Paradise Valley, 3990 Paradise Valley Drive, Fairfield. All are welcome, no RSVP required.

12
THU

CHAMBER MIXER

5:30 to 7 p.m., California Welcome Center, 1 Jelly Belly Lane, Fairfield. All are welcome, no RSVP required.

19
THU

CHAMBER BEER :30

4:30 to 6:30 p.m., Heretic Brewing Co., 1052 Horizon Drive, Suite B, Fairfield. All are welcome, no RSVP required.

24
TUE

BOARD OF DIRECTORS MEETING

8:30 to 9:30 a.m., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.

APRIL

1
WED

FAIRFIELD-SUISUN STATE OF CITIES ADDRESS

7:30 to 9:30 a.m., Hilton Garden Inn, 2200 Gateway Court, Fairfield. Visit our website for more details.

7
TUE

AMBASSADOR COMMITTEE MEETING

8 to 9 a.m., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.

8
WED

CHAMBER LUNCH MOB

11:30 a.m. to 1 p.m., La Cabaña Restaurant, 325 Main St., Suisun City. All are welcome, no RSVP required.

14
TUE

ADVOCACY COUNCIL MEETING

8 to 9 a.m., location to be announced.

16
THU

JOINT MIXER WITH VACAVILLE CHAMBER

5:30 to 7 p.m., NorthBay Healthcare, 4500 Business Center Drive, Fairfield. All are welcome, no RSVP required.

28
TUE

BOARD OF DIRECTORS MEETING

8:30 to 9:30 a.m., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.



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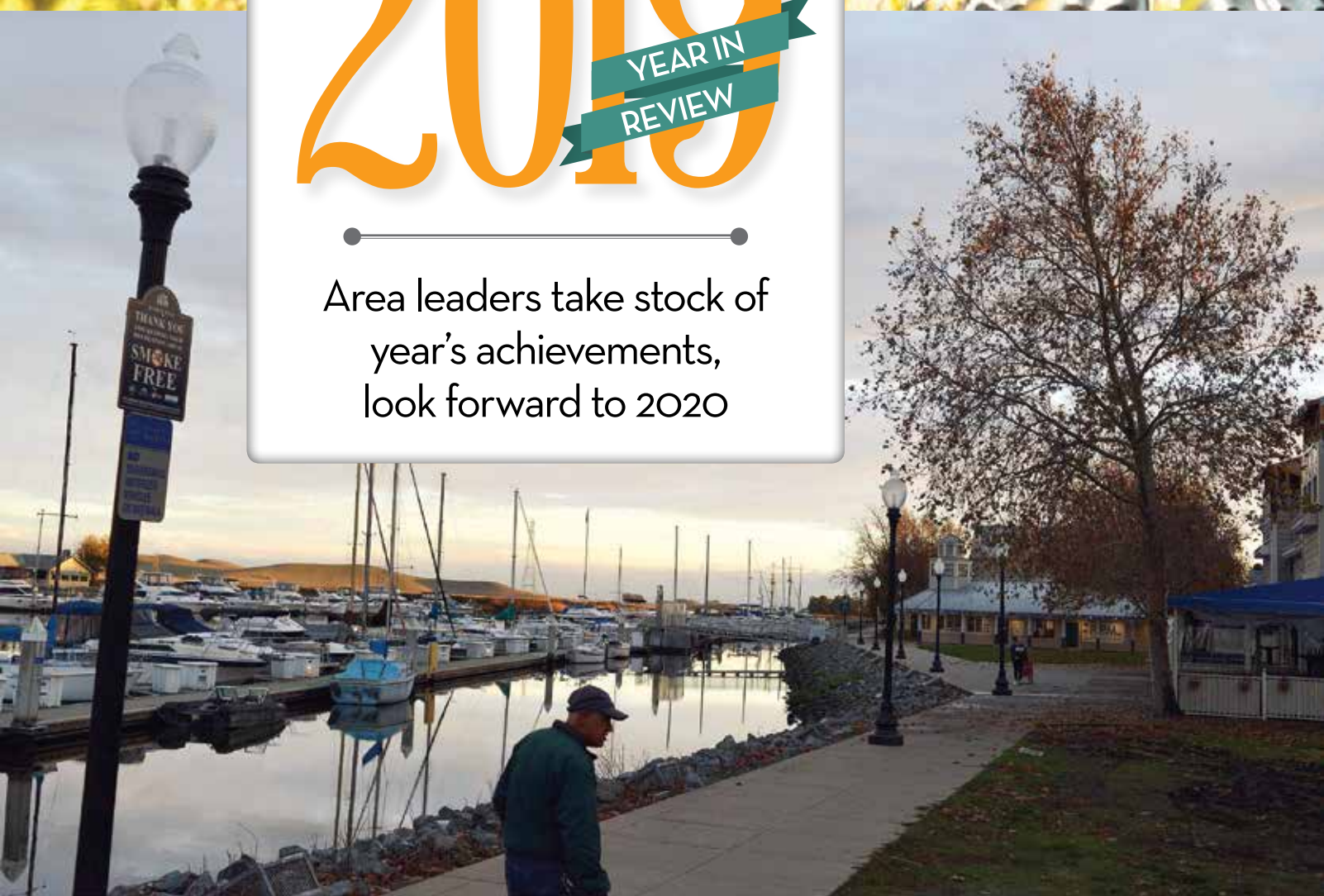
FAIRFIELD
COUNTY SEAT SOLANO COUNTY



2019

YEAR IN
REVIEW

Area leaders take stock of
year's achievements,
look forward to 2020





Streetlights and pergolas were given a fresh coat of paint to welcome newly installed banners in downtown Fairfield.

'PHENOMENAL' YEAR FOR FAIRFIELD



By Sean P. Quinn
FAIRFIELD INTERIM CITY MANAGER

Although the City of Fairfield had its share of challenges in 2019, city staff worked in earnest to promote economic growth while maintaining financial responsibility, resulting in a phenomenal 2019 and promising 2020.

Community Development's Economic Development Division launched a multi-pronged marketing campaign declaring "Fairfield, a smart place to invest in your future!" Our staff developed two new marketing pieces to promote economic

development within the City and assist with business expansion, attraction and retention efforts.

The resulting Development Pipeline Brochure details more than \$240 million of private investment in the City of Fairfield, while the Fairfield Fast Facts Data Sheet summarizes prominent employers and demographic information.

In addition, the Planning and Economic Development Division continues to work with a number of projects including the Pacific Flyway Center, the Heart of Fairfield, housing and permit issuance.

The Pacific Flyway Center site was



ROBINSON KUNTZ/DAILY REPUBLIC FILE

Heart of Fairfield is a multi-year, long-term plan. A consultant was selected to design a concept for the Gateways to the Heart of Fairfield in 2019.

annexed in May, which completed the City's entitlement process for the project. The next steps for the Pacific Flyway Center include the first phase of construction, which will be an observation area featuring raised boardwalks and gravel paths.

For the Heart of Fairfield plan, the City accepted a letter of intent to purchase and develop the Ray Venning site and negotiation. Property acquisition is underway. The Heart of Fairfield is a revitalization plan for downtown Fairfield and the West Texas Street corridor. This area, where Fairfield's century-long history began, creates an important first impression of the community.

Heart of Fairfield is a multi-year, long-term plan. A consultant was selected to design a concept for the Gateways to the Heart of Fairfield in 2019. This planning will continue through 2020 and will include public input.

The City's Façade Improvement program received several applications and awarded improvements to many downtown businesses. Saffron Indian Restaurant completed new space for outdoor seating. Streetlights and pergolas were given a fresh coat of paint to welcome newly installed banners in downtown.

Planning approvals were granted for the redevelopment of two major sites – the Great Jones multifamily project and the 1720 W. Texas St. mixed-use project.

This past year, our Housing Authority placed 32 families

under lease through the first 10 months of the year, exceeding the council's goal of placing 20 families in 2019.

The city also continued to enjoy substantial growth. 417 new single-family permits were issued, a 47% increase over 2018. Work associated with issued permits resulted in more than \$230 million in construction valuation, a 40% increase over 2018.

The Planning Division also approved two new subdivisions in the Train Station Specific Plan vicinity: the 78-unit Travis Crossing subdivision, and the 124-unit Monte Verde subdivision. In conjunction with the Monte Verde Project, the Planning Division negotiated a Development Agreement that will net more than \$2 million of new funding toward Northeast Area infrastructure.

Public Works saved your Measure P pennies to complete the Capitola Way project. Completed in conjunction with Air Base Parkway/Health Drive, existing streets were dug up to full depth and rebuilt with 70 percent of the existing concrete and new materials, delivering smooth new roads.

Public Works and Planning worked closely with NorthBay Healthcare, providing the necessary approvals and inspections in the completion of their \$220 million expansion and renovation project, bringing more state-of-the-art medicine closer to our residents. Thank you, NorthBay, for investing in Fairfield!



ROBINSON KUNTZ/DAILY REPUBLIC FILE

Local officials and business people participate in a groundbreaking celebration for the construction of a new Holiday Inn Express in Suisun City, July 1, 2019.

SUISUN CITY HAS A 'NEW VISION'

2019
YEAR IN
REVIEW

By Greg Folsom
SUISUN CITY MANAGER

During my first week on the job as the new City Manager for Suisun City in April 2019, Mayor Lori Wilson and I tag-teamed in presenting our State of the City message to the Chamber membership. The title of our presentation was "New Leadership, New Vision." I am proud to provide some highlights of our accomplishments and the direction that our New Leadership and New Vision has provided for Suisun City.



For the first time in many years there is development happening and more on the way.

We celebrated a groundbreaking on July 1 for a new Holiday Inn Express on the waterfront.

This project will bring more travelers to downtown, helping to support the wonderful restaurants around the waterfront. A new gas station and Fatburger retail development is also underway on the northeast side of town at Walters Road and East Tabor Avenue.

Our Planning Commission recently approved a 7-Eleven on Walters Road and

Highway 12 and recommended a mixed use 73-unit, high-end apartment building with two additional commercial buildings for Council approval.

Council has recently approved moving forward with recruiting cannabis businesses to Suisun City and has set our retail tax rate for cannabis retailers. Council also approved the sale of 8 acres of property we own for retail development. This development will bring much needed shopping opportunities to Suisun City.

Public Safety related achievements include upgrading our Fire Department with increased staffing, increased training and improved equipment. Our Fire Department is now able to respond much more effectively to fires and other emergencies than ever before. Our Police Department has implemented the Nixle notification system to better alert our residents to emergencies and has implemented the Citizen RIMS program that allows the public to access certain police department information, including crime mapping.



AARON ROSENBLATT/DAILY REPUBLIC
Workers move their boat in position to dredge in front of the Solano Yacht Club along the Suisun City Waterfront, Sept. 18, 2019.

The City Council also approved several “good government” initiatives that will help improve our city going forward. Council approved the licensing of Questica software that will improve the City’s citizen engagement abilities, and will provide a platform for automating the budgeting process so that it is not as

time-intensive for preparation. Council also adopted the first Strategic Plan in our city’s history. The Strategic Plan will be our roadmap to improving Suisun City over the next several years.

Finally, we successfully completed our marina dredging project. This is a multimillion dollar project that happens every eight to 10 years and takes several years of planning in order to get through the permitting process. This project was completed within the allowed timeline and under budget!

I am very proud of our City’s accomplishments this year and this is just the beginning as we continue to work hard to make positive changes in Suisun City. Happy New Year!

HIT and HEART

2019 BY THE NUMBERS



HOMELESS INTERVENTION TEAM

Contacts: 3,186	Moved to Shelters: 85
Case Plans: 25	Relocated or Sent Home to Family: 28
Referrals to Partnering Agencies: 288	Found Housing: 15



HOMELESS ENGAGEMENT AND RESPONSE TEAM

Camps Cleaned Up: 1,197	Interactions with Homeless: 3,118
Camp Debris Removed (CY): 2,783.4	Roadside Debris Removed (CY): 2,511.9
Carts Retrieved: 1,631	

SOLANO EDC MOVING SOLANO FORWARD



Between 15,000 and 20,000 people read the Solano Economic Development Corporation's social media content monthly.

By Robert Burris
PRESIDENT, SOLANO ECONOMIC
DEVELOPMENT CORPORATION



During the past year our investors and supporters have enabled the to reach new levels of activity, from planting the seeds for several hundred new jobs to growing our list of prospective and interested companies interested in locating to Solano County to record levels.

Our marketing is reaching new eyes on a daily basis! Between 15,000 and 20,000 people read our social media content monthly, and this number continues to grow. We are traveling all over California to promote Solano County and educate on the opportunities available here. Along the way, we are also expanding our own knowledge.

The EDC worked with a professional PR and Communications consultant in 2019 to reach several publications and newspapers across the country and beyond. We also launched a high-quality video series showcasing unique and exciting amenities and occupations in Solano. We also expanded our participation in national and regional organizations, professional real estate firms, industry trade associations, international trade groups, and state and federal agencies. All of these affiliations grow our network and our ability to find opportunities.

Our supporting cities and Solano County have unanimously supported our mission and have invested in year three of the Moving Solano Forward plan.

We even gained one new city this year as Winters joined the Solano EDC team. Our unique public-private partnership, comprising more than 100 business, education and civic leaders, is laser-focused on attracting emergent enterprises and high-paying jobs to our communities.

Private support is at an all-time high, and with this comes the commitment, support and guidance of some of our largest employers, such as Sutter Solano, NorthBay Healthcare, Kaiser Permanente, Solano Transportation Authority, Valero and Syar Industries.

As an organization we've been able to support new ventures and activities including the Solano Food System Alliance, the Census 2020 Complete Count effort, providing research and support for Bay Area and California policy decisions and successfully implementing energy efficiency programs for businesses and agencies alike.

With increased funding and engagement in 2020, we will have the resources to continue this momentum of growing and improving the Solano brand and extending our reach to a greater number of businesses and investors with the message that there is no better location to land and grow than in Solano.



The Fairfield-Vacaville Train Station was officially renamed The Fairfield-Vacaville Hannigan Train Station in 2019.

SOLANO STA HIGHLIGHTS

By Solano Transportation Authority staff

I-80 Update

Solano Transportation Authority and Caltrans have completed the design and right-of-way phase for Phase 2A of the \$278 million I-80/680/SR12 Interchange project. The project is funded by SBI Freight funds and bridge tolls provided by MTC. Construction is slated to begin in summer of 2020.

STA has completed the design for the I-80 Solano Managed Lanes project (Air Base Parkway in Fairfield for I-505 to address the I-80 choke point), which will add 10 miles of new lanes. This project will be submitted in early 2020 for competitive SBI funds.

New SR 37/Six Flag Bus Stops to service new SolanoExpress Red Line

During the summer of 2019, the STA created two new bus stops in Vallejo to accommodate the newly launched SolanoExpress Red Line service, which is operated by Solano County Transit (SolTrans), which combined the old Routes 80 and 85 and extends transit from the Suisun City Amtrak Station all the way to the El Cerrito del Norte BART Station. Stops along the Red Line include Solano Town Center, Fairfield Transportation

Center, Solano Community College, Six Flags Discovery Kingdom and the Vallejo Transit Center, which connects to the San Francisco Bay Ferry.

Hannigan Train Station Dedication

On Friday, Sept. 27, 2019, the Capital Corridor, Cities of Fairfield and Vacaville, County of Solano, and Solano Transportation Authority hosted the dedication of the Fairfield-Vacaville Train Station in honor of Tom Hannigan, referred to as the “Father” of the Capitol Corridor train service. The station was officially renamed The Fairfield-Vacaville Hannigan Train Station in his memory. Local dignitaries, past and present elected officials, and some of Hannigan’s colleagues and family members were in attendance.

Sponsored Solano County Pedestrian Safety Symposium

In partnership with the California Office of Traffic Safety (OTS), Solano County Public Health, and the City of Fairfield, the STA’s Safe Routes to School Program staff hosted a Solano County Pedestrian Safety Symposium to discuss ideas to reduce pedestrian vs. vehicle collisions in Solano County. According to OTS collision statistics, Solano County has the second-highest

collision rate in California for pedestrians under 15 years old. Participants were presented with county-wide collision data along with Solano Public Health data, illustrating the correlation between health inequities and pedestrian injuries. They were also asked to share what their cities are currently doing to address pedestrian safety, and to collaborate and develop an action plan to address this issue on a countywide scale.

Bike to School and Bike to Work Days 2019

More than 1,700 students at 28 schools throughout Solano County participated in Bike to School Day on May 8. As part of the celebration, 198 students from 18 schools submitted posters to the 2019 Safe Routes to School (SR2S) Poster Contest illustrating safe walking and biking tips. On May 9, STA staff supported the 25th annual Bike to Work Day with 11 energizer stations located throughout Solano County. More than 275 participants took part by riding their bikes to work, and commuters were greeted by local elected officials.

International Walk to School Day

On Oct. 2, 2019, STA's Safe Routes to School (SR2S) Program celebrated the 26th Annual International Walk to School Day. STA Board Members and staff teamed up with Solano County Public Health to participate in the event, which included all seven Solano County cities and each of the seven school districts, by organizing walks to school that morning. More than 9,098 students from 48 schools participated as "Safe Routes Superheroes" by skipping the car and walking to school.

New Vehicle Share Program

The STA, in partnership with the Yocha Dehe Wintun Nation and Solano County, launched a new Vehicle Share Program, which is an innovative, demand-driven, cost-saving ride-share program. The Vehicle Share Program consists of two paratransit vehicles, each capable of transporting a person seated in a wheelchair and four additional passengers. The Vehicle Share Program, which launched in October 2019,



ROBERT DURELL

The Vehicle Share Program consists of two paratransit vehicles, each capable of transporting a person seated in a wheelchair and four additional passengers.

allows nonprofit agencies caring for older adults and persons with disabilities to utilize the vehicles for trips, including doctor's appointments, grocery shopping, social outings and more. Currently, seven Solano County-based nonprofits have signed up to participate in the Vehicle Share Program, with three more nonprofits in the process of participating.

New Solano Housing Partnership Formed

In response to California's housing shortage and high housing costs, Gov. Jerry Brown signed a 15-bill housing package in 2017, which included Senate Bill 2: Building Homes and Jobs Act (SB2). In 2019, the STA formed the Solano Housing Investment Partnership (SolHIP) with the seven cities and County of Solano by dedicating a small portion of their SB 2 allocation. The purpose of SolHIP is for Solano's eight local agencies to partner with the STA to accomplish the following goals: create an inventory of housing sites, examine policy options available for Solano's seven cities and the county (including best practices) that want to provide for more housing options and meet their Regional Housing Needs Assessment (RHNA) targets, identify and examine public and private funding sources, identify catalyst housing sites within Priority Development Areas (PDAs), and develop strategies to move these projects toward development. A focus would also be on housing within each community's downtowns and adjacent to regional transit services (Express Bus, Ferry and Rail).

For more information on the Solano Transportation Authority and its projects and programs, visit www.sta.ca.gov.

‘EXCITING YEAR’ FOR FAIRFIELD TOURISM

By Anand Patel
PRESIDENT, VISIT FAIRFIELD, CA

Fairfield is more than just a wonderful place to live, work, and play – it is also an incredible destination to VISIT!

2019 was an exciting year for Fairfield tourism. The American Armory Museum with its impressive collection of military vehicles and memorabilia opened its doors to the public. The long-awaited Pioneer Tap Room also welcomed its first visitors, and Heretic Brewery expanded its business with a new distillery tasting room. Meanwhile, BackRoad Vines continued its construction on its new Suisun Valley tasting room, expected to open in 2020, and Caymus Vineyards broke ground next door on its facility, opening in 2021.

Amid all this excitement, Visit Fairfield – the official destination marketing organization for Fairfield, California – received approval to construct the state’s 19th California Welcome Center inside the Jelly Belly Factory. Construction is expected to begin soon, with the welcome center opening in the spring.

This new California Welcome Center, one of only two approved in 2019, will highlight all there is to see and do in Fairfield as well as points of interest throughout our region and all of California.

This last year also marked the launch of our Rediscover Your Fairfield newsletter, a quarterly publication mailed to every business and residence in Fairfield geared specifically to locals. The newsletters, released at the start of every season, highlight upcoming events, featured attractions and restaurants, seasonal activities, interviews with locals, and the importance of tourism in our community.

Our hope is that after reading the newsletter, you are encouraged and inspired to get out and explore all that is available to you in your own backyard.

Visit Fairfield is responsible for promoting the Fairfield community as an attractive travel destination and enhancing its public image as a dynamic place to live, work and play. Through the impacts of travel, we strengthen the economic



The American Armory Museum opened its doors to the public in 2019.

position and provide opportunities for people in our community. One thing that has become apparent to us as we expanded our engagement efforts is that many of our local residents would not consider Fairfield a destination worth visiting.

The truth is, this is common in most communities. Many people who live in even larger destinations have yet to enjoy some of their greatest attractions. We want to change that! I am proud to live and work in Fairfield. My kids attend schools and play sports in Fairfield. This is my Fairfield.

The first question I receive after telling a local what I do is “what else is there to do in Fairfield . . . other than Jelly Belly?” While Jelly Belly is indeed our most well-known attraction, our wine region, breweries, olive oil companies, outdoor parks and local events all contribute to making Fairfield an incredible place to live and visit. Often, it is Jelly Belly that brings people to Fairfield, but they leave realizing that some of our region’s hidden gems are right here in our community.

You can learn more about all there is to see and do in Fairfield on our website, VisitFairfieldCA.com or follow us on social media. ♦

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 National Real Estate Service Regional Director 1987-1994

Member of Real Estate Brokers Institute
 President of Women's Council of Realtors 1993 & 2013
 Certified Distressed Property Expert
 Certified Probate Real Estate Specialist
 HAFA Certified
 Charter President of Soroptimist International Central Solano Co.
 Past President of SafeQuest Solano



FAIRFIELD-SUISUN CHAMBER OF COMMERCE

Black & White Ball

Dinner & Auction 2019

THANK YOU TO ALL OF OUR EVENT DONORS AND ATTENDEES!



2019 BLACK & WHITE BALL

Festimonials



As a first time attendee and sponsor of the Fairfield-Suisun Chamber of Commerce Black White Ball Dinner & Auction, the experience had from the beginning was fantastic. Tonya and her team made it so easy to participate and contribute; her welcoming approach and desire to share about the event really made it attractive. The event itself was amazing. The location, service, entertainment and very funny as well as engaging auctioneer really set an atmosphere of celebration. Celebrating the privilege, it is to be part of something bigger than ourselves. I encourage all Chamber members to step into the opportunity of participation, you will not regret it. Thanks Chamber team and I look forward to the Black & White Ball Dinner & Auction 2020.

KEITH SORSDAL
THE SORSDAL GROUP



Wow, what a great event! Black and White Ball 2019 totally exceeded my expectations and was just so incredibly well done. I was very impressed with the

decor, the set-up for the fantastic auction items, and just the overall energy of the night. Having a live band and a unique photobooth really stepped this event up a notch - can't wait for next year!

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The 2019 Black & White Ball Dinner & Auction is a wonderful event. We enjoyed the opportunity to celebrate with our community business owners, old and new. The food and entertainment were,

as always, great and the dessert auction was exceptionally fun and delicious. The Black & White Ball is an event that I would encourage every business owner in Solano County to attend as we have an opportunity to celebrate each other and raise needed funds for the Fairfield-Suisun Chamber. The Black & White Ball is an event not to be missed!

TERRY A. LENOIR
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The Fairfield-Suisun Chamber of Commerce Black & White Ball Dinner & Auction is always one of the best events of the year, but 2019 was by far my favorite! The event was held at the Hilton Garden Inn of Fairfield. Brandman University was one of the event sponsors and I personally served on the event planning committee. My husband and I enjoyed a table with some of the Fairfield-Suisun Unified School District administrators. Some of highlights of the evening include live and silent auctions, a tantalizing dessert auction and live entertainment throughout the evening, which put everyone in a festive mood. As for my favorite part of the evening, it was the photo booth, which attendees had a blast taking pictures with the many props provided. If you want to attend or sponsor one of the best events that the Fairfield-Suisun Chamber of Commerce has to offer, then the Black and White Ball is the place to be!

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