MISSION STATEMENT
"To increase opportunities for businesses and advocate for membership in matters related to business, government, and community relations."

VISION STATEMENT
"The National City Chamber of Commerce is recognized as the premier local Chamber of Commerce in San Diego Region, is highly respected by the community as the unified voice of business, and participates as a major partner in planning the future of the city of National City, insuring a healthy balance between economic prosperity and quality of life. The Chamber is an advocate for business friendly legislation at all levels of government, and is an organization with a strong, active membership."

CHAMBER PRIORITIES
Advocate for members
Provide information on current issues
Promote business growth

More Businesses Reopen in San Diego, But Community Outbreaks Rise to Critical Level

"We continue to implore the public to wear facial coverings and avoid having gatherings at your home," San Diego County Supervisor Nathan Fletcher said.

A flurry of businesses reopened throughout San Diego County, but community-transmitted COVID-19 outbreaks have activated one of the county's public health triggers, placing a pause on any additional openings allowed by the state.

The county also reported 238 new cases of the illness, a new daily high and one that moved the total number of cases in the county over the 10,000 milestone to 10,092, raising the total deaths related to COVID-19 to 331.

Newsom announced that Californians would be required to wear masks in public. Exemptions include children under the age of 2, those with hearing disabilities or who work with those with hearing disabilities who need to see mouths to communicate, and those who otherwise have a medical issue that causes masks to pose a danger to their wellbeing.

A proposal was announced Thursday aimed at creating more outdoor dining and retail space for San Diego businesses, which he says will help make up for revenues lost due to indoor restrictions put in place to slow the spread of COVID-19. It would have the city waive fees and fast-track permitting needed to expand businesses outdoors into parking lots, sidewalks and on-street parking spaces.

New testing sites at the Spring Valley Library on Kempton Road and the Mira Mesa Senior Center on Mira Mesa Boulevard have joined nearly a dozen other sites where county residents can get tested for free.

The county launched an interactive website earlier this week that allows residents to find COVID-19 testing locations near them. The website can be found at 211sandiego.org.

By City News Service, CBS8
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CHAMBER STAFF

CHAMBER INTERNS

CHAMBER STAFF

- *Salute to Navy
Make your message reach up to 650 businesses, 1,000 active members, civic leaders, elected officials and city personnel all over the South Bay

1/10 Page 2’x3.5’  $50
1/4 Page 3.6’x4.75’ $100
1/2 Page 7.5’x4.75’ $175
Full Page 7.5’x10’  $250
Front Cover Banner 1/3  $250
Back Cover Page 1/2  $300
Full  $500

Contact Alejandra Arredondo to advertise at arredondo@nationalcitychamber.org or call 619-477-9339

YOUR AUDIENCE AWAITS

Granite Lion Cellars
(619) 669-2982
Entrance is located at 2801 Jamul Highlands Rd. Jamul, CA
www.granitelioncellars.com

Providing the Foundations for Our Residents’ Futures

info@pswcadc.org
Tel. 858-675-0506
Fax. 858-675-0702
16935 West Bernardo Drive, Ste. 238 San Diego, CA 92127

Registrar Of Voters
County of SD
(858) 565-5800
rovmail@sdcounty.ca.gov

MAESTRI ITALIANI
Wineries
(619) 856-5123
bmaruca@aol.com
The Chairman’s Circle is an association that recognizes companies whose continual support has been instrumental in the growth of the National City Chamber of Commerce and its business members. In addition to visibility in the Chamber’s Newsletter, referral guide and event programs, Chairman’s Circle members receive priority seating at Chamber events, complimentary use of the Chamber’s Conference Room and invitations to special member-only receptions.

Chairman’s Circle members enjoy the convenience of a one-time, all inclusive transaction that insures representation at Chamber events. Through a choice of five levels of financial commitment, benefit packages are tailored to meet individual preferences.

Companies who are committed to the Chairman’s goals and objectives are invited to arrange for a visit to discuss the benefits and privileges of membership.

Contact President & CEO Jacqueline Reynoso at (619) 477-9339 or reynoso@nationalcitychamber.org.
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Angelica Carrillo
Annual Dinner Chairperson

Eliana Tate
Salute to Navy Chairperson

Carlos Solorio
Bayside Brew Fest & Mariachi Fest Chairperson

Stephanie Hernandez
Binational Sustainability Chairperson

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Chairwoman

Thank you Committee Leadership!

Persons interested in getting involved with Chamber efforts are encouraged to contact the Chamber at thechamber@nationalcitychamber.org

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SBA Loans & COVID-19 Relief Programs

WHAT YOU SHOULD KNOW ABOUT THE CARES ACT

During this time of crisis, the federal government has allocated $349 billion in funding to support small businesses. This amount will be distributed rapidly to taxpayers due to the broad economic impact of the virus. Funding is distributed through various Small Business Administration (SBA) programs.

With the COVID-19 pandemic affecting millions of people and businesses all around the world, the Small Business Administration (SBA) created a number of relief funding options including the Payment Protection Program (PPP) Loan which is designed to provide a direct incentive for small businesses to keep their workers on the payroll.

SBA will forgive loans if all employees are kept on the payroll for eight weeks and the money is used for payroll, rent, mortgage interest, or utilities.

The Small Business Administration’s PPP provides 100% federally guaranteed loans to businesses with up to 500 employees to help support economic activity and keep workers employed.

The program is designed to provide small businesses access to capital for payroll and other overhead costs. Funds are limited and subject to availability from the SBA. For more information about the CARES ACT and to see if you’re eligible please visit: SBA.GOV

Applications for relief funding programs can be managed through any existing SBA 7(a) lender, or through any federally insured depository institution, federally insured credit union, and Farm Credit System institution that is participating.

Economic report provided by Cal Private Bank

About Disaster Loans

The U. S. Small Business Administration (SBA) provides low-interest, long-term disaster loans to businesses of all sizes, private non-profit organizations, homeowners, and renters to repair or replace uninsured/underinsured disaster damaged property. SBA disaster loans offer an affordable way for individuals and businesses to recover from declared disasters.

STEP 1: Apply for Loan

STEP 2: Property Verified and Loan Processing Decision Made

STEP 3: Loan Closed and Funds Disbursed

www.sba.gov/disaster
Funding for 501(c)6 Organizations

The National City Chamber of Commerce led a coalition of business organizations from San Diego county to urge legislative support for direct funding to 501C(6) nonprofits during COVID-19. In addition, we requested additional capital funding for independently owned-businesses and access to emergency funding for sole proprietors and independent contractors. Federal and state capital is non-existent for sole proprietors and independent contractors. The Payroll Protection Program (PPP) excludes funding for 501C(6) organizations. Locally, business associations, most of which are 501C(6) nonprofit organizations, are at the front lines servicing the dire needs of small and medium sized enterprises. Time is running out.

In an increasingly competitive global economy, small business service providers, including chambers of commerce, play an essential role to retain local enterprise and ensure we maintain a diverse local economy, during and after the Coronavirus pandemic. We urge local elected to represent the interests of small businesses, the backbone of our economies, by establishing funding for 501C(6) nonprofits.

USMCA Update

The United States, Mexico, and Canada have reached an agreement to modernize the 25-year-old NAFTA into a 21st century, high-standard agreement. The new United States-Mexico-Canada Agreement (USMCA) will support mutually beneficial trade leading to freer markets, fairer trade, and robust economic growth in North America.


AB 1939 - Pedicabs: Electric Bicycles

California State Assemblywoman Lorena Gonzalez introduced new legislation to boost San Ysidro’s pedicab industry. Assembly Bill 1939 clarifies in state law that operators are permitted to drive electric-assisted bicycles, which will allow operators to travel farther distances and to easily go up steep hills.

National City Rent Eviction Moratorium


Cal Savers Deadline Extended

CalSavers is a new state-sponsored retirement program enabling employers to facilitate their employees’ access to an individual retirement account (IRA) with no employer fees, operating at no taxpayer expense. State law now requires all businesses with five or more employees to facilitate CalSavers if they do not already sponsor a retirement plan, with deadlines phased in over three years. In light of the COVID-19 crisis, the first deadline will be extended to September 30, 2020 for employers with over 100 employees. The decision allows employers experiencing hardship additional time to contend with urgent needs and prepare for recovery. Eligible employers that are ready to join are welcome any time. Learn more at [CalSavers.com](CalSavers.com)
How to Improve Your Business During COVID-19

Look at your competition – what are they doing?
Some businesses are suffering more than others right now. Look at both your indirect and direct competition for the best understanding of what others are doing and which strategies seem to be the most effective. While some strategies may not apply cross industry use what you can and shift these strategies to fit your own needs.

Consider Whether You’ll Need Funding to Recover
Unless you had a large amount of cash on hand going into the pandemic, it’s likely that you may need some working capital to jump-start your business operations coming out of it. There are plenty of loans for businesses available!

Pay for Ads on Social Media
The latest trend we are seeing is that paid ads are becoming cheaper. It makes sense because the way these big ad networks make money is through an auction system. If you don’t have as many small businesses advertising, there isn’t as much competition for the inventory, so the cost per click decrease.

Step up your Email Game
Email is one of the most cost effective marketing channels available. For businesses that haven’t had time to establish an email marketing program, now is an excellent time to learn how. Now, companies have time to not only develop winning email campaigns, but also to plan them out several months into the future, so you’re poised to capitalize on the economic rebound.
1. Conduct an energy audit. SDG&E’s Business Energy Solutions program provides an on-site no-cost energy audit.

2. Get employees invested. Saving energy is a team sport. Encourage staff to share innovative ideas on how to cut energy costs!

3. Plant trees! Plant shady trees outside of your business to keep cool and help clean the air.

4. Install occupancy sensors. Dimmers and occupancy sensors in proper locations to automatically turn off lights.

5. Install hand dryers. A paper towel dispensers needs to be refilled, they are a constant, recurring cost and more expensive than automatic hand dryers in the long run.

6. Turn off unused equipment. Office computer monitors are an easy way to save on your business’s energy bill as they use a lot of energy! Fact: Screen savers DO NOT reduce energy use.

7. Reduce Paper. Print only when necessary and doublesided when you do. This will help paper waste, reduce energy costs and may extend the life of your printer.

8. Insulate water heater. If your water heater is older than 7 years, be sure to wrap it in insulation to retain water heat. Insulate the first 3 feet of the heated water out pipe.

9. Plug Leaks. It’s important to locate any leaks to prevent costly heating and cooling loss.

Tip: Use weather stripping to manage your ventilation!

10. Energy use online. You can monitor your business’s energy usage by signing up at sdge.com/myaccount. Build an energy action plan to help save energy and money!

The Binational Sustainability Conference is a cross-collaborative educational and policy-oriented 2-day event that will convene regional and cross-border stakeholders from the West Coast and Baja California, Mexico.

This conference is open to all academics, policymakers, business leaders, and community members interested in participating in binational sustainability efforts.

Part 1 of the conference will be held in San Diego on Dec. 2.

Part 2 will be held at the Quartz Hotel in Tijuana December 3, 2020.
WE LIVE HERE. WE WORK HERE.
WE WILL BE COUNTED HERE.
CENSUS 2020

Call NALEO Educational Fund's bilingual national hotline at 877-EL-CENSO (877-352-3676) or visit hagasecontar.org
Your energy costs are based not only on how much electricity you use, but also when you use it.

To better reflect energy use patterns and the impact on the electric grid, the CPUC (California Public Utilities Commission) recently approved these changes, effective December 2017.

**Summer Period:**
June 1 - Oct 31
(Previously, May 1 - Oct 31)

**Winter Period:**
Nov 1 - May 31
(Previously, Nov 1 - April 30)

**Time of Use Plus TOU-A-P**
- Default rate to small commercial customers if no other plan elected

**Time of Use Plus TOU-A**
- Option available - opt in by logging on to: www.sdge.com/MyAccount

**Both Plans:**
- No Demand Charge
- You pay more during highest demand (weekday On-Peak 4-9pm)
- You pay less during lower demand:
  - Weekends & Holidays/Weekday Off-Peak, midnight to 4pm; 9pm to midnight
- Event Rate: You will be charged more during “Reduce Your Use” event period up to 18 times each year between 2-6pm (typically during summer period)

Log in to www.sdge.com/MyAccount for more information

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**SDG&E Suspends Service Disconnections**

For Nonpayment as a Part of Its Coronavirus Response

With the coronavirus pandemic causing significant impact on the economy and people’s livelihoods, San Diego Gas & Electric (SDG&E) announced today that it will temporarily suspend service disconnections. The disconnection moratorium will remain in place until further notice. They will also waive late payment fees for business customers whose finances have been hit hard by the coronavirus. The company does not charge residential customers a late payment fee.

SDG&E’s response to the pandemic also includes adopting a number of precautionary measures to protect the health and well-being of its customers, employees, and the communities it serves. The company is urging customers who are struggling to pay their utility bill due to financial hardships stemming from the coronavirus to call its Customer Contact Center at 1-800-411-7343 to make payment arrangements.
Featured Business

San Diego Blood Bank

The San Diego Blood bank has been doing an amazing job during the COVID-19 pandemic. Not only having blood drives at their six donor centers to support the demand but then looking for donors of plasma to detect antibodies to help stop the spread of the virus.

The San Diego Blood bank is a non-profit organization that support all the communities in the San Diego area. Go to their website at www.sandiegobloodbank.org for more information on their donor centers.

MyPoint Credit Union

Ice Cream Relief Week

MyPoint Credit Union partnered with Scoop San Diego’s Ice Cream Relief Week and the National City Chamber of Commerce to promote local businesses with a Live Stream event on May 22 at 1 pm. The initiative asked communities to support local ice cream and gelato shops with a delivery or takeout order from May 22 to 31st.

More specifically, the organizers were heart-felt when they learned that National City’s iconic Niederfrank’s Ice Cream’s future is in jeopardy. The current owners, Patti Finnegan and Mary Ellen Faught, as with many small locally-owned businesses, have suffered tremendously over the last few months and could use the community’s support to help them stay alive.

Since 1948, the shop’s techniques have stayed the same as the original owner, known as the Granddaddy of ice cream in San Diego, Elmer Niederfrank. The owners are hoping to continue that tradition for the next 70 years, but need your help. These next few weeks are critical to small business owners as they are having to pay summer bills and possibly make some hard decisions.

Digital I/O

Digital I/O, owned and run by Tim Tolman, has been a great member partner of the Chamber. They currently manage our IT operations and have kept all our systems running smoothly.

Tim has been very active with the Chamber, attending the Member Breakfasts, mixers, networking events and much more.

Digital I/O also supported the Chamber by sponsoring our recent workshops- a clear indication of their commitment to help other Chamber members thrive.

Visit their website at digitio.com for more information on all their services.

Jason Turner Law Group

Jason Turner and his firm are dedicated to helping people in financial distress, using all legal means to renegotiate loans and find all financial tools to resolve the issues. They will also use bankruptcy in some cases that need this tool.

Jason is one of our newest members and has participated in various workshops and meetings at the Chamber to give all the possible information to small businesses to ensure that the owners are up to date with all the tools they need. He has also been a presenter at our BRG virtual networking meetings and has been a great resource.

jturner@jturnerlawgroup.com
(619) 684-4005

San Diego Blood Bank logo

MyPoint Credit Union

Ice Cream Relief Week

Digital I/O

Jason Turner Law Group

MyPoint Credit Union

Ice Cream Relief Week

Digital I/O

San Diego Blood Bank

MyPoint Credit Union

Ice Cream Relief Week

Digital I/O
Connect with Employers, Virtually!

Register Here for ZOOM Meeting:
shorturl.at/ghKOQ

National City Chamber of Commerce welcomes you to participate in our second virtual Job Fair. We will be offering valuable information to connect job seekers with employment opportunities in essential services. Join us and help get our community back to work.

TITLE SPONSOR:

Current Employers:
Access to Capital

New Acción Loan Fund
Acción San Diego has opened up a new loan opportunity for business owners that have received ONLY the grant portion of the SBA EIDL loan (EIDG). They can still apply for Acción’s COVID-19 relief program. If they’ve received PPP or the loan portion of the EIDL, that would disqualify them for the loan program. To apply, go to us.accion.org/covidrelief/

EIDL Loan and EIDL Advance Program Re-Opened
To further meet the needs of U.S. small businesses and non-profits, the U.S. Small Business Administration reopened the Economic Injury Disaster Loan (EIDL) and EIDL Advance program portal to all eligible applicants experiencing economic impacts due to COVID-19 today. www.sba.gov/funding-programs/disaster-assistance

SBA Loan Deferment Extended
All SBA disaster loans, including homes and businesses, will receive a deferment through December 31, 2020. This is being automatically applied and requires no further action on your part. Interest still accrues during a deferment. If you have a Pre-Authorized Debit (PAD) in place you must cancel the PAD to prevent it from drafting during the deferment period and set it back up after the deferment period.

$5K Zero Interest Loan Available
City Council adopted an MOU with the South County Economic Development Council (SCEDC) to provide $5,000 loans to eligible local and independently owned businesses in the City of National City. The city’s investment demonstrates the importance of community partnerships in Covid-19 relief efforts, with a focus on small independent enterprises. Loan repayment must be made by April 21, 2021. Apply Today. www.southcountyedc.com/copy-of-emergency-business-loan-pro

KIVA LOANS
FUNDRAISE UP TO $15,000 in 0% Interest Loans
National City Chamber of Commerce is a TRUSTEE of the KIVA Loan Program. Start your crowdfunding application by first filling out the loan template. Once complete, submit to reynoso@nationalcitychamber.org. We will review your application and make a determination of endorsement. Visit our KIVA TRUSTEE website for more info: www.kiva.org/trustees/7493

$10 MILLION YOU have lent through Kiva Zip
62,546 Lenders
11,260 Loans Funded
89.1% Repayment

LISC for Minority & Women Owned Businesses
The Local Initiative Support Corporation (LISC) is now participating in the federal Paycheck Protection Program to fund minority & women-owned businesses. To access PPP Funding, please respond to LISC San Diego by providing the following information, asap: 1)Name of biz 2) Contact name 3)Contact email. Please mention you were referred by the National City Chamber of Commerce. Send contact information to Ricardo Flores, Executive Director, RFlores@lisc.org.
Reopening Resources

To be added to San Diego County Business Sector Briefings
- every Wednesday at 9:30 AM, Email: COVID-Business@sdcounty.ca.gov
- PREAPARE YOUR SAFE REOPEN PLAN (SRP): This plan is to be used to prepare when businesses open per the Governor’s Order. The County will not require approval for this plan. https://bit.ly/2YwlNMx
- SAN DIEGO READY – STRATEGIES TO REOPEN
- Update on California’s Pandemic Roadmap
  - This guidance will provide a framework for how to safely re-open. https://bit.ly/3hXPJ1O
- To report a Public Health Order Violation
  - You may call 2-1-1 or visit https://211sandiego.org/publichealthorder

Job Seeker Resources

South Bay Virtual Job Fair
National City Chamber of Commerce is hosting its second virtual job fair on July 16, 2020 at 9:30 am. To sponsor this workforce development event, participate as an employer or job seeker, visit: https://bit.ly/3f9U9TM

South County Career Center
Job search, Training and Online Career Portal
1111 Bay Blvd. Suite E Chula Vista, CA 91911
619-628-0300
https://workforce.org/career-centers/

EDD – Employment Development Department- State of California
Unemployment Insurance
https://www.edd.ca.gov
https://www.edd.ca.gov/jobs.htm

State of CA-Department of Rehabilitation
7575 Metropolitan Drive Ste. 107, San Diego, CA 92108 (619) 767-2100
Blind Field Services staff on site.
https://www.dor.ca.gov

San Diego Job Corps
1325 Iris Ave, Imperial Beach, CA, (619)429-8500
https://sandiego.jobcorps.gov

Residential Assistance
- Call 211 for more Information
- Sdge.com/assistance
- CARE Program (30% or more discounts)
- One-time payment assistance

SDG&E Business Services
- Business Service Number: 800-336-7343
- Sdge.com/coronavirus
- Suspend disconnection services
- Waive Late Payment fees for businesses
- Flexible Payment arrangements
The Ambassador Program has been re-launched with a new focus to strengthen our business recruitment efforts and to visit current members to ensure they are aware of how to use their Chamber Benefits.

Luis Alcala: Financial Advisor, Prudential Advisors (619) 358-8822  
Ashley Gonzalez: Financial Advisor, Edward Jones (619) 397-4338  
Sandra Bredeson: Benefits Advisor, Aflac (619) 507-5354  
Kevin Nash: Owner, Payroll Vault (858) 967-0417  
Ruth Ryan-Cruz: Attorney, Ryan Cruz Law (619) 528-2201  
Alma Daneshi: Owner, Pink Sisters Carpet Cleaning (619) 646-2260

Business Referral Group (BRG)

Facilitated by Chamber member, Dan Vacarro, the Chamber’s networking group, called “Business Referral Group” is creating new business bonds. This group was developed to connect business professionals and create meaningful relationships that results in business growth. Interested? ZOOM in on the 1st and 3rd Thursday of every month at noon.

Business Forecast

The National City Chamber - in partnership with the San Diego Regional Chamber of Commerce - has launched a new monthly economic report conducted by Cal Private Bank research that provides valuable insights into future trends of the regional business community.

Chamber Bucks - Rewards Program

We have created a Chamber Bucks loyalty program to incentivize members to refer new member prospects. For every new member that you refer, you will earn $25 in Chamber Bucks. Chamber Bucks may be redeemed for ads in the Chamber News, membership renewal, or used toward special event booth fees.

Internship Program

The National City Chamber of Commerce is proud to support workforce development by recruiting interns to join our team and contribute to community efforts! This internship is a great opportunity to learn entry-level skills to help prepare for a future career. No prior work experience is necessary. Send resumes to thechamber@nationalcitychamber.org.

Green Business Program

The National City Chamber of Commerce Green Business Program encourages and facilitates energy efficient business practices in National City through education, outreach, networking, marketing, and advocacy. We strive to raise the level of sustainable best practices used by NCCC members and influence a political environment that supports sustainability initiatives, policies, and promotion of “green” businesses. The objective of the National City Chamber of Commerce is to be a one-stop resource for information, education, program participation, and marketing tools to promote green businesses.
Thomas Jefferson School of Law Legal Clinic
The Small Business Law Center (SBLC) will help underserved local business and support community and economic development in San Diego. The transactional clinic will provide pro bono legal assistance to small businesses and nonprofits in the community.

Assistance is offered in: business formation, contract review, and negotiation, commercial leasing, subsidized property transactions, nonprofit tax exemption, permitting and licensing, and employment issues. Call (619) 961-4382

City Manager’s Round Table Wednesdays
Once a month on the 1st Wednesday at 10 am, the City Manager’s office invites the business community to participate in a round table open forum with all City Department Heads. Those interested in asking questions, addressing their concerns and needs are invited to participate. Sign Up Today! Contact David Grepe at grepe@nationalcitychamber.org.

SCORE Business Counseling
SCORE is a nonprofit organization dedicated to educating entrepreneurs and helping small businesses start, grow, and succeed nationwide. SCORE is a resource partner with the U.S. Small Business Association (SBA). SCORE also provides local workshops and events to connect small business owners with the people and information they need to start, grow, and maintain their businesses, as well as online workshops available 24/7. SCORE provides resources, templates, and tools to assist entrepreneurs in developing tools and plans they need to navigate their way to small business success. Schedule an appointment at (619) 557-7272.

TO LEARN MORE CALL OR VISIT US
National City Chamber of Commerce
(619) 477-9339
901 National City Blvd., National City, CA

Partner Resources

SDSU Technical Assistance Program
This is an outgoing technical assistance program designed to assist women owned, minority owned and other small businesses, as the key target populations. Call (619) 594-3950

Consulting Services that can be provided:
- Business Plan Creation
- Business Expansion
- Market Study
- Market Research
- Advertising and Promotion
- Web Site Development
- Search Optimization
- Computer Training
- Insurance
- Contract Bidding
- Time Management Scheduling
- Customer Relation
- Cost Analysis and Control
- Export/Import
- Inventory Control
- Taxes
- Accounting/Bookkeeping
- Personnel Management Training

SBDC
The Small Business Development Center delivers management assistance and training to small businesses. Additional on-site resources are also available including a library of guides for various types of businesses. For more information visit online www.sandiegosdbc.org or call (619) 482-6391.

Center for International Trade Development
The San Diego Center for International Trade Development (CITD), hosted by Southwestern College, helps small and medium sized businesses with international trade. If you’re a seasoned export/import pro with a specific issue, or completely new to the expanding world of exporting, we have an International Trade Specialist who can answer your questions... for free! Schedule an appointment at (619) 482-6393

San Diego Contracting Opportunities Center
The San Diego Contracting Opportunities Center (SDCOC), hosted by Southwestern College, provides free one-on-one business advising and training to help small businesses sell their products and services to federal, state, and local government agencies. SDCOC hosts a free introductory workshop every month titled “Are You Ready for Government Contracting”. This training covers the basic steps to get started in government contracting, as well as free resources to help you determine if government contracting is for your business. Visit SDCOC’s website at www.ptac-sandiego.org or call (619) 216-6671 for more information or to sign up as a client.

San Diego & Imperial Women’s Business Center
The San Diego & Imperial Women’s Business Center (WBC) works to secure ECONOMIC JUSTICE and ENTREPRENEURIAL OPPORTUNITIES for women by providing TRAINING, MENTORING, BUSINESS DEVELOPMENT and FINANCING opportunities to WOMEN ENTREPRENEURS throughout San Diego and Imperial Counties. The San Diego & Imperial WBC is a resource partner of the US Small Business Administration (SBA) and is hosted by Southwestern College at the Center for Business Advancement in National City. Go online to see their calendar of trainings and workshops to learn more about starting, operating, and growing a small business. Sign up today for an appointment to meet with a business advisor to help you grow your small business. https://www.sandiegowbc.org/about
South Bay Cities Start to Get CARES Act Money

Imperial Beach and National City submitted expenditure plans to receive federal relief money that will cover costs of responding to the COVID-19 pandemic. Chula Vista and Coronado expect to do the same in the coming weeks. The money, which is part of the CARES Act, allows cities to pay for the cost of enforcing health orders or respond to the impacts of the virus that has infected nearly 2 million Americans and killed more than 106,000.

Funds from the CARES Act can only be used for costs that are directly related to the public health emergency, not for costs budgeted before the pandemic. For example, cities can use the money to buy computers for staff that is forced to telecommute or purchase sanitation equipment needed to comply with county health orders and $10 million for transportation- and transit-related capital improvements. Chula Vista expects to get $4.8 million, according to city spokeswoman Anne Steinberger.

In total, the added costs of extending the contracts will cost taxpayers $1.175 million.

The biggest increase is associated with D-MAX Engineering Inc. Originally, National City agreed to a $2 million contract for “project management, engineering, environmental planning, compliance, assessments, construction support, community outreach and communications.”

Extending the contract by six months costs about $500,000, according to a staff report.

The decision to extend the contracts came two weeks after the City Council learned that the COVID-19 pandemic will result in a $5 million revenue loss in next fiscal year’s budget.

National City passed a series of spending cuts, including deferring $3 million in capital projects, instituting a hiring freeze, eliminating the internship program, limiting overtime pay for first responders, and closing the public pool.

National City to Spend More Than $1 million to Extend Public Works Contracts Because of Pandemic

The COVID-19 pandemic forced National City to extend five public works contracts this week, a move that will cost the cash-strapped city more than $1 million.

The contracts ranged from heating and ventilation maintenance, project management, community outreach, and geotechnical testing, landscape architecture, and engineering for various city projects.
FREE COVID-19 Testing

Walk-In Sites

Old Sears Building
565 Broadway Avenue
Chula Vista, CA 91910
Open Tuesday – Saturday
7:00 AM – 7:00 PM

San Ysidro Civic Center
212 West Park Avenue
San Ysidro, CA 92173
Open Tuesday – Saturday
7:00 AM – 7:00 PM

Tubman-Chavez Community Center
415 Euclid Avenue
San Diego, CA 92114
Open Monday – Friday
7:00 AM – 7:00 PM

Drive-Up Sites

St. Anthony’s of Padua
410 W. 18th Street
National City, CA 91950
Open Sundays, Wednesdays, and Fridays
May 24 through June 5
10:00 AM – 2:00 PM
**Open Sundays only beginning June 7th

Aquatica
2052 Entertainment Circle
Chula Vista, CA 91911
Open Monday – Friday
9:00 AM – 3:00 PM

Euclid Health Center
4400 Euclid Avenue
San Diego, CA 92115
Open Saturdays
9:00 AM – 3:00 PM

Appointments are required.
• For WALK-IN testing sites, visit LHL care/covidtesting or call (888) 634-1123.
• For DRIVE-UP testing sites, call 2-1-1 to schedule an appointment.

For more information, visit www.coronavirus-sd.com.
Smart Border Coalition’s COVID-19 Bulletin

Mario Escobedo Carignan, Baja California’s Economic Development Secretary, addressed the Tijuana Development Council (CDT), stating that in the beginning there was no formal methodology to deal with the pandemic.

There was no official federal line. The decision was made to close manufacturing plants deemed non-essential. By now, however, between 230 and 240 manufacturing companies have reopened operations. The state government is now focusing on companies whose employees have complained about lack of social distancing and sanitation measures.

Non-essential manufacturing companies that take strict sanitary and social distancing measures are allowed to operate. The government is also creating protocols so that all businesses can get authorization to reopen their doors. The Otay Mesa II Port of Entry is a priority for Baja California, as is the trolley to transport travelers to the border on the Mexican side.

It is estimated that 8,000 vehicles will be taken off Tijuana roads each day if the trolley project gets underway. The Bay Area Council Economic Institute (bayareacouncil.org) is working with Tijuana’s Business Coordinating Council on expanding economic and technology ties with Baja California. Though there are important trade and investment ties between Mexico and California, it is much less understood how diversified that relationship has become. The study proposes to focus on linkages in technology, investment, entrepreneurship, and innovation. While San Diego County is in the final phase of the road system connecting the new port with the rest of Otay Mesa, Tijuana has stalled for months with right-of-way acquisition and the appointment of a project manager.

With supply chain regionalization and Asian investment coming to the region, having an efficient and versatile port will be a godsend. SANDAG projects that if we do not have a new port, cargo wait times by 2040 could be as much as a 6.5 hours!

By Gustavo A De La Fuente, San Diego – Tijuana Smart Border Coalition

Seven Mile Casino Open for Business

It has been nearly three-months since Seven Mile Casino temporarily closed following the direction of the San Diego County Department of Health to ensure the safety of citizens, its guests, employees, and the community, in an effort to slow the spread of COVID-19.

We are happy to announce that Seven Mile will safely reopen for all games except poker. But don’t worry, poker will be back soon. Seven Mile’s restaurant will also reopen for dine-in and carryout with modified hours of 10:00 a.m. to 2:00 a.m. While you are there check out their new menu featuring a couple of taste worthy bites like their Kettle Chip Nachos and the Ace of Spades Burger. During the unexpected closure, Seven Mile worked hard to develop the safest reopening plan possible.

You can find a full list of changes made and the extra safety measures that will be in place to help protect the health of guests, team members, and the community at www.sevenmilecasino.com/reopening.

Also, don’t forget, Seven Mile’s sister property The Rambler Coffee Shop is now back open. You can dine-in or pick up. Place your order at the ramblermotel.com or by calling (619) 425-8200.
Virtual Event Recap

Career Pathways to Success
Virtual Job Fair - April 29, 2020

San Diego area employers from healthcare services, biotech, retail, government agencies, and essential services were invited to attend the 1st virtual South Bay Job Fair. The employment fair took place via ZOOM. “Communities have been hit very hard by the effects of Covid-19 and National City is one of the hardest hit communities by this and by the economic downturn. Union Bank is committed to help by supporting the employment fair as a way to connect community members with jobs,” shares Rana Sampson, event sponsor of the 2nd Virtual Job Fair on July 16 and Director of Community Relations of Southern California Union Bank.

Nonprofit Forum – April 3, 2020

On behalf of Chamber CEO, Jacqueline Reynoso, National City Mayor Alejandra Sotelo-Solis, and ARTS Executive Director James Halliday, we thank all participants and presenters for engaging in the April 3, 2020 Nonprofit Forum. We convened 80 nonprofit, civic, business, and community leaders at our virtual Nonprofit Forum: “Community Partners Respond to COVID-19.” Updates were provided on critical information on resources for businesses, families, and vulnerable populations.

SAVE THE DATE FOR NEXT NONPROFIT FORUM: July 9, 2020 (10 AM- 12 PM) hosted on ZOOM.

Business Ready for the New Economy - May 28, 2020

Great event that really brought up to date information for small businesses that are now reopening after the COVID-19 shut down. All the presentations were made in easy to understand format with applicable information. All presenters are leaders in their fields and shared the latest information that small businesses must know to be able to comply with new requirements and be able to serve their customer as they reopen their stores. 39 attendees and 9 presenters.

Bart Workshop - June 11, 2020

This was another workshop organized by the Chamber with presentations from our Business Assistance response Team, focusing on additional information that these Chamber members offer as they begin to reopen their businesses as the pandemic evolves.

These BART Chamber members also offer a free one-hour consultation to other Chamber members at any time. 20 attendees and 6 presenters.
ECONOMIC DEVELOPMENT COMMITTEE
The Economic Development Committee focuses on promoting economic development in National City through the development and implementation of projects, programs, and policies that stimulate economic growth and prosperity, enhance community development initiatives, leading to improved quality of life. This committee is the legislative advocate for business at the local, state, and federal levels. The Committee reviews legislation, supports pro-business policies and actively represents Chamber members.
Chair: Ashley Gonzalez, Edward Jones
Meets First Thursdays 9:00 AM

EXECUTIVE COMMITTEE
The Executive Committee maintains oversight of the Chamber’s finances, execution of Chamber Policies, member services, products and programs, and oversees the performance of the chief executive officer.
Chairwoman: Angelica Carrillo, Cox Communications
Meets Second Thursdays at 9:00 AM

SPECIAL EVENT COMMITTEES
The Special Event Committees are tasked with organizing the Chamber’s annual events including Binational Sustainability Conference, Salsita en la Plazita, Career Pathways Job Fair, Golf Tournament, Salute to Navy Luncheon, International Mariachi Festival, Bayside Brew Festival, and the Annual Installation and Awards Dinner.

BOARD MEETINGS
Held third Tuesdays (9:30 AM - 11:00 AM)

BUSINESS REFERRAL GROUP (“BRG”)
The Business Referral Group (“BRG”) directly contributes to the economic development of the National City area by increasing the business and profits of chamber member businesses and organizations through structured, relational networking and the exchange of referrals and leads. 1st & 3rd Thursdays, 12:00 PM via ZOOM.
Prizes available for participating members.

AMBASSADOR PROGRAM
The Ambassador Program was re-organized to strengthen its outreach to the business community and to recruit new members to the Chamber. Ambassadors volunteer their time in support of the Chamber and its different events. Please contact the Chamber office at 619-477-9339 if interested.

BINATIONAL SUSTAINABILITY COMMITTEE
The Binational Sustainability Committee has formed from local businesses and institutions from both sides of the border to address binational aspects related to sustainability, Corporate Social Responsibility, and environmental issues between San Diego-Tijuana.
Meets 3rd Tuesday at 11:30 AM

The purpose of the National City Chamber Foundation is primarily to benefit the residents and businesses of National City, California in the areas of community development, civic engagement, education, job training, and assistance to local businesses.

This includes undertaking research and analysis of matters of public interest to produce economic development and workforce preparedness. Funded programs areas include:

1) Inclusive Economic Development
2) Community Development
3) Sustainability
4) Workforce Development

Donate today to the NCCF to support economic inclusion programs and activities including our quarterly Non-profit Forum, Virtual Job Fairs, and Binational Sustainability Conference. The NCCF is a non-profit 501(c)(3) organization in accordance to federal law, IRS Federal Tax ID # 83-2467397.

www.nationalcitychamber.org/chamber-foundation
Your donation is 100% tax deductible

Make check payable to “National City Chamber Foundation” at 901 National City Blvd., National City, CA, 91950.
New Members

SD Snow LLC
Ice Cream Shop
(858) 999-5825
sdsnowllc@gmail.com

Sailing Project Endeavor
Non-Profit Organization
(903) 466-9579
info@SailingProjectEndeavor.org

Austral USA
Manufacturer, Marine Services
(619) 718-1553
craig.savage@australUSA.com

Creative Works Marketing
Digital Marketing
(619) 852-4690
cworksmarketing@gmail.com

Maestri Italiani
Wineries
(619) 856-5123
bmaruca@aol.com

KirE Builders, Inc.
Real Estate Developers
(888) 954-7326
info@kirebuildersinc.com

Prescott & Lowther Insurance Agency
Insurance
(619) 420-7600
jim@prescott-ins.com

GRID Alternatives
Non-Profit Organization
(619) 535-3400
info@gridalternatives.org

4 Walls International
Non-Profit Organization
(619) 451-9727
waylonmatson@4wallsintl.org

SD Party Rentals
Party Rentals
(858) 776-2345
mark@sdpartyrentals.com

San Diego for Every Child
Non-Profit Organization
(619) 370-7554
info@sandiegoforeverychild.org

J TURNER LAW GROUP, APC
Legal Services
(619) 684-4005
info@jturnerlawgroup.com

Fieldengineer
Auction
(212) 858-0640
varshasri747@gmail.com

Faith & Vision Realty
Real Estate Services
(619) 871-0306
sonjav_6@hotmail.com

San Diego Japanese Business Association
www.sdjba.org
info@sdjba.org
9187 Clairemont Mesa Blvd, Suite 6578

Orozco Law Firm
Legal Services
(619) 736-1268
jose@orozcolawfirm.net

Compa Mix
Michelada Mix - Mexican Products
(619) 368-3015
elcampamasmico@gmail.com

Shuttlefare.com
Transportation
(800) 851-4528
customerservice@shuttlefare.com

Wells Fargo
Banks
(619) 472-7082
jovanna.cruz@wellsfargo.com

LogosZ, Inc
Branding and Design
(619) 208-4680
logoszinc@gmail.com

Granite Lion Cellars
Wines
(619) 669-2982
jcknudson901@gmail.com

Corazon Mexicano
Mexican Products
(619) 507-9703
rosabarajas@cox.net

Shryne Group, Inc.
Green Business
(407) 910-8902
Matthew.nathaniel@shrynegroup.com

USA Imaging Supplies
Office-Supplies, Equipment
(619) 684-5241
info@usaimagingsupplies.com

Pacific Southwest Community Development Corporation
Housing
(858) 675-0506
info@pswcdc.org

San Diego Japanese Business Association
www.sdjba.org
info@sdjba.org
9187 Clairemont Mesa Blvd, Suite 6578

Orozco Law Firm
Legal Services
(619) 736-1268
jose@orozcolawfirm.net

San Ysidro Border Cross

San Ysidro Border Cross

Proud Media Sponsor of the National City Chamber of Commerce

Our Ad Ran 92,224 times

Billboard On 24/7
15 SECOND AD RUN
+100,000 Cross Daily

Contact Mike Newton to Advertise
(619) 342-5309
Email: mnew@noosg.net
MEMBER PROMOTION
Promote your business in our weekly Member Email Promotion every Wednesday. Up to 4 businesses can participate. Each business promotion includes digital flyer, contact listing, and hyperlink.
Per Flyer: $25.00

SOCIAL MEDIA
Facebook & Instagram is another great way to promote your business! Send us a JPEG or PDF image, flyer or coupon with a short message that we can upload to our social media with more than 3,000 followers.
Free for members. $50 for non-members.

HOT DEALS
Offering discounts to members and non-members is an excellent and FREE way to attract customers to your business. As a member, you have an opportunity to post coupons on our website under the HOT DEAL section. Use your personalized logo to submit your deal.

ELECTRONIC MAILERS
Email your flyer to our extensive list of business and community active contacts. Members can promote on our weekly Partner Promotions for FREE.
For a stand alone email, the cost is $50 to our 4,700 active subscribers.

INTERACTIVE ADS
Promote on the National City Chamber of Commerce website using our interactive ads featuring company branding, an interactive map, video commercial, social media links and much more. Contact us to inquire how you can maximize your marketing exposure. Contact: Alejandra Arredondo at 619-477-9339.

SEO Marketing Masters
Boost your online reputation with the Google Review tool from SEO Marketing Masters, the Chamber’s new partner. Discounts and deals to all Chamber members available. Learn more at seomarketingmasters.com.

OFFER FREE BUSINESS CONSULTING
New and current members can provide free consulting services to chamber members when they seek professional assistance. This helps to expose your business to the community.
Free Participation. Contact us at 619-477-9339 or email David Grepe grepe@nationalcitychamber.org

NEWSLETTER ADS
For new and current chamber members, it is a great idea to place your ad in our Chamber Newsletter that is published on a quarterly basis. Our award winning Newsletter is distributed to over 600 Chamber members and posted on our website for easy downloading and email forwarding. Newsletters are also distributed to over 3,000 contacts from the chamber’s database, posted on social media, and shared at special events.

Business Card Ad: $50
Full Page Color Ad: $250
The National City Chamber of Commerce has formed the BART - Business Assistance Response Team, to assist Chamber members with their business operations.

If you are experiencing challenges in your business that requires assistance from an expert, contact one of the BART participating members to schedule a one-time free consultation.

For more information about the BART program, please call the Chamber at 619-477-9339

www.nationalcitychamber.org

E-mail: grepe@nationalcitychamber.org
UPCOMING CHAMBER EVENTS 2020

Nonprofit Forum
For Nonprofit leaders in National City
Register Here: https://bit.ly/2YKmTgl

JULY 9
10:00 AM | 12:00 PM

Business Empowerment Academy Graduation
Virtual Graduation Ceremony of our participants
Register Here: https://bit.ly/2zVR3nl

JULY 10
3:00 PM | 5:00 PM

Chefs Latinos Food Distribution Event
Southwestern College National City Higher Education Center @ 880 National City Blvd

JULY 13
11:00 AM | 2:00 PM

South Bay Job Fair
Met Employers Virtually

JULY 16
9:30 AM | 1:30 PM

Marketing During COVID-19
Free Virtual Workshop on Marketing your Business
Register Here: https://bit.ly/389EBx8

JULY 23
9:00 AM | 11:00 AM

Economic Development Resource Tour
Economic development resources available to National City
Register Here: https://bit.ly/2XCJdHk

SEP 3
8:30 AM | 1:30 PM

Centurion Awards Member Breakfast
Cerebrating our local community heroes!
Register Here: https://bit.ly/36tOqVQ

SEP 24
8:00 AM | 10:00 AM

Binational Sustainability Conference
Cross collaborative policy-oriented 2 day event
www.binationalssustainability.com

For more information about Chamber Events, visit:
nationalcitychamber.org