

# PORTOCALL

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JULY 2019



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# DON'T MISS!

**JULY NETWORKING MIXER** **JULY 11**  
 5:15 - 7:15 p.m.  
 @ Delta Humane Society, Location TBA

**LUNCH & LEARN** **JULY 17**  
 11:30 a.m.  
 @ Stockton Chamber Conference Room  
 Topic: How you can save money with the Stockton Chamber Apprenticeship Program (SCAP)

**NETWORK 4 SUCCESS**  
 Meets every Thursday, 12 – 1 p.m.  
 Contact the Chamber for location [karina@stocktonchamber.org](mailto:karina@stocktonchamber.org)  
 No N4S on July 4 and 11

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It is a genuine honor to have been installed as the Greater Stockton Chamber of Commerce President for the 2019-2020 Calendar Year. I am following an outstanding President, Deitra Kenoly, President and Publisher of The Record. She has been an inspiration to me and the entire Greater Stockton Chamber of Commerce Staff and will be a hard act to follow.

I would also like to recognize and thank our Board Members who are "terming out": Past President Diane Vigil (Dameron Hospital), Bob Berger (Cumulus Radio), Loretta Lee (Junior League of San Joaquin County), David Meier (PG&E), and Laura Ochoa-Sanchez (San Joaquin Delta College).

The changes in the Board of Directors also brings in new faces and new ideas to the Board, I want to welcome: Darryl Curry (Kaiser Permanente), Cathy Douma (Minuteman Press), Elizabeth H. Kim, Esq. (Neumiller & Beardslee), Roy Nightengale (105-9 The Bull), and Chad Sublet (Verve Networks).

We had a great turnout at the Brookside Country Club for our Installation Dinner and I would like to give a big shout out to the Brookside Staff for doing such a fine job the entire evening. Of course none of this would have come together without the help of the incredible staff of the Greater Stockton Chamber of Commerce. They do a Herculean task every day and every week of the year to handle the many facets of the Chamber Operations.

The Mission of the Stockton Chamber of Commerce "is to aggressively develop and promote an economically vibrant business community." The success of the Chamber's endeavors is directly related to the valuable contributions that the Staff and the Chamber members do by doing what they believe is right for the community. This Chamber started in 1901 and has grown into a 118-year-old organization believing in what it can do to help the citizens and businesses of the Chamber Community.

Please consider asking fellow business operators that are not members to join the Chamber. When possible, consider getting involved with our various and wonderful programs such as: The BEA (Business Education Alliance who fosters the development of our local job force); the Green Team San Joaquin who works on Environmental Concerns; apply to join Leadership Stockton and learn about all the various aspects of this city; use SCAP (Stockton Chamber Apprentice Program); or become a Chamber Ambassador or even apply to become a member of the Board of Directors, to just name a few ways you may participate in the community.

For the Chamber to continue its many successful Chamber Programs, it requires the participation of volunteer individuals who defy the conventional definition of what qualifies as success. GET INVOLVED! What you do makes a difference! 🌍



GREATER STOCKTON CHAMBER OF COMMERCE  
445 W. Weber Avenue, Suite 220, Stockton, CA 95203  
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## FROM YOUR CEO BY: DOUG WILHOIT



DOUG WILHOIT

On behalf of your Chamber Officers, Board of Directors, staff, and myself, may I take this opportunity to wish each and every one of you a very Happy Fourth of July as we celebrate this great country we have the honor and privilege to live in!

July is also the start of the new Chamber year and we said thanks to several board members who had well fulfilled their hard-working and dedicated three-year terms: Bob Berger (Cumulus Radio), Loretta Lee (Junior League of San Joaquin County), David Meier (PG&E), and Laura Ochoa-Sanchez (San Joaquin Delta College). They all were very active and an important part of the Board and Chamber and we had a chance to thank them at the Annual Installation Dinner held on June 27 at the beautiful Brookside Country Club.

Also, we said a very hearty thank you to now Past President Diane Vigil who has been a true beacon of bright light her entire time on the board and continues as our BEA Co-Chair, of which we are grateful.

Those in attendance, both members and staff, were able to thank the 2018-19 President Deitra Kenoly (President/Publisher of The Record) for her dedicated service, active involvement, and outstanding leadership during this past year that offered some challenges but as a team/family succeeded. She and her Executive Committee were able to guide us on a successful path to a great year. She has now become our Immediate Past President and will still be active on the Executive Committee. We all, and I in particular, had the joy to work with Deitra (or as I always referred to her as “Madame President,)

and she always demonstrated her love for the Chamber, the staff, the members, and the entire community! We wish her well as she continues to serve on the Executive Committee as our Immediate Past President.

After being sworn in by the Honorable Lesley Holland, your 2019-20 Chamber President, Doug Dinjian (DiBuduo & DeFendis Insurance Agency) set the course for the new Chamber year which you will read in his first column and cover story in this month’s Port O Call. It will be another great Chamber year under his dedicated leadership and love for this entire community. President Dinjian will be joined on the Executive Committee by: Chris Kay (ACE Rail), Kay Ruhstaller (Family Resource & Referral Center), Justin Redman (F&M Bank) & Dr. Bob Melrose (Brookside Optometric Group). We also welcomed the newly sworn in Board Members: Darryl Curry (Kaiser Permanente Central Valley), Cathy Douma (Minuteman Press), Elizabeth Kim, Esq. (Neumiller & Beardslee), Roy Nightengale (KSTN 105.9 The Bull), and Chad Sublet (Verve Networks). Each brings something special to the table and we all look forward to working with them.

A thank you to our Installation Dinner sponsors, the Brookside County Club staff, the Chamber Staff, and all who attended and helped to say thank you to those who have served and join hands with those who will carry on a great 118-year Chamber tradition as we move the entire community forward to even better days for all. Please help all of us here at YOUR CHAMBER by being involved—not only to help your business, but the community “Move Forward!” 🌐

## JUNE TRADESHOW MIXER @ HILTON STOCKTON





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Submission Guidelines: News Briefs must be submitted before the first of each month to [schamber@stocktonchamber.org](mailto:schamber@stocktonchamber.org). Please put "PORT O CALL" in the subject line. Submissions must be no longer than 50 words total and should include contact information. News Briefs will be included on a space available basis and may be edited for content.

### **Women's Center-Youth & Family Services Hosts Christmas in July**

This year, Women's Center - Youth & Family Services (WCYFS) will host its seventh annual Christmas in July donation drive. Women's Center - Youth & Family Services is San Joaquin County's primary provider of free, confidential shelter and services specifically designed to meet the needs of homeless and runaway youth and victims of domestic violence, sexual assault, and human trafficking.

The Christmas in July drive outlines specific programmatic needs for our clients, especially youth and young adults starting school. Bring joy this summer season by collecting much-needed items. Needs include summer wear, school supplies, hygiene products, and more. The complete list can be found at [www.WomensCenterYFS.org](http://www.WomensCenterYFS.org), and donations will be accepted July 1 - 31, 2019, Monday through Friday from 8:30 a.m. to 5 p.m. at 620 N. San Joaquin St. in Stockton. For questions or additional information, please call 209.941.2611.

### **YMCA of San Joaquin County Names Dan Chapman as New CEO**

The YMCA of San Joaquin County has announced that they have hired Dan Chapman as its new CEO effective May 20. Dan Chapman comes to the YMCA of San Joaquin County from the Athletics Department of the University of the Pacific, where he was the Associate Athletic Director for Marketing and Media. Dan has also

served as the President of the Stockton Thunder, CEO of the Boys and Girls Club of Stockton and as Stockton City Council Member for the 2nd District and as General Manager of the Stockton Ports.

A native and resident of Stockton, Dan is graduate of Lincoln High School and San Francisco State University. He is married to his wife, Mary Ann Chapman, and together they have two children.

### **Major Lodi Based Pest Control Company Sells**

Kroloff, Belcher, Smart, Perry & Christopherson, known familiarly as "Kroloff", represented Clark Pest Control of Stockton, Inc. in the sale to one of the largest pest control companies in the world, Rollins, Inc. (NYSE: ROL). The Kroloff team representing Clark Pest Control and its shareholders, was led by Gary Christopherson, Allison Cherry Lafferty and Ki Ingersol. Co-counsel with Kroloff was the firm of O'Melveny & Myers, led by Scott Pink, Einat Meisel, and Courtney Dyer.

Clark Pest Control has grown to be one of the largest companies of its kind in California and the eighth-largest in the country according to PCT 100 rankings. Clark, a local success story, is a family owned company established by Charlie Clark in 1950 and is headquartered in California's Central Valley. Clark has thousands of employees and dozens of facilities throughout California. The acquisition closed on April 30, 2019 and included significant real estate properties, as well as "Geotech Supply," another successful Clark company.

## MEET THE NEW CHAMBER MEMBERSHIP DIRECTOR



### **We are excited to announce the hiring of our new Membership Director Roxy Jewell-Richardson!**

Roxy is an experienced business-to-business sales and marketing professional. She began working

**Roxy Jewell-Richardson**

in business-to-business sales in 2005. She has

won the CenturyLink President's Club Award, Million Dollar Club Award and Farmers Insurance Topper Club Award. She has been a member of the California Trucking Association since 2010 and a Board Member since 2018. Additionally, she has been a member of the AZ, NM, OR, WA, NV, NH, VT, RI, MA, ME, NY and Women

in Trucking Associations, Phoenix, Chandler, Mesa, Tempe and Scottsdale, Arizona Chambers of Commerce.

Most recently, for the past 5 years Roxy has owned and run a small social media marketing company. Roxy understands the challenges and exhilaration running a business entails

If you see Roxy out and about please be sure to say hello and introduce yourself. And if you know of any businesses who are not Chamber Members and need to be please pass those along as well. Roxy can be reached at (209) 292-8439 or by email at [roxy@stocktonchamber.org](mailto:roxy@stocktonchamber.org). 📧



# Congratulations to Doug Dinjian, the New Stockton Chamber President

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**Doug Dinjian**  
*doug.dinjian@dibu.com*  
**New Chamber President  
for 2019-2020**



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“Our mission is to aggressively develop and promote an economically vibrant business community, and every day we strive to live up to that mission.”

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**DOUG  
DINJIAN**  
*Insuring a Vibrant Future*

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By Jordan Severns

**F**or 37 years, Doug Dinjian has been a Property & Casualty Insurance Broker, starting in the Stockton-founded Cutting & Thompson. Today, he works for Lodi-based DiBuduo & DeFendis Insurance, one of the largest independently-owned brokers in the state. Over the last four decades, he has insured the future of people all over California. Now, he is stepping into the role of President of the Stockton Chamber of Commerce, to ensure the future of the people and businesses of Stockton.

To say that Doug Dinjian is qualified to be the next President of the Stockton Chamber of Commerce is an understatement. In addition to his sheer love of the city, the man has earned this position through his displays of leadership and networking ability, strengthening this community and others throughout his long and impressive career.

Dinjian was already exhibiting these strengths as a young man in the Boy Scouts, having reached the rank of Eagle Scout, an honor that he counts among his greatest accomplishments. According to Dinjian, the journey to this rank shaped him as a person and gave him an interest in “being involved in the community and giving back wherever I can.” He also obtained a Bachelor of Science degree in Business Finance from CSU San Diego, but as with many people, Dinjian’s greatest teacher was life itself.

He spent a decade in the restaurant business, climbing his way from waiting and bartending to managing two of the biggest restaurants in San Diego—the Monterey Whaling Company and the Boathouse Restaurant. During his time here, Dinjian got a crash course in the business world, “its ups and downs, daily operations, dealing with personnel and even the press.” In this time, he met Bob Payne of Continental Restaurant Systems, who answered Doug’s business questions over games of tennis, offering the kind of direct, invaluable education that is a great fortune to come by.

In addition to this, Dinjian’s accomplishments include serving as President of the Dameron Hospital Foundation, being a member of the Chamber’s Government Relations Council, graduating from the Chamber’s Leadership Stockton Program in 2017, and acting as a member of the Chamber’s Board of Directors for six years. With regards to the latter accomplishment, Dinjian humbly

notes that his time there is “just a drop in the bucket compared to an organization that started serving the community in 1901 when the city had about 18,000 citizens.” He is proud of his involvement in the Greater Stockton Chamber of Commerce and finds it a privilege to serve such a great city.

As President of the Chamber, Dinjian plans to focus on increasing awareness of the many excellent services that the Chamber of Commerce already offers; programs including Fitness Rejuvenates Employee Sustainability and Health (FRESH), the Business Education Alliance (BEA), the Green Team of San Joaquin, the Stockton Chamber Apprenticeship Program (SCAP), the Government Relation Council, plus a number of Chamber events that offer opportunities to get involved with the community. All of these programs offer benefits for business owners, their employees, and the people of Stockton, but if businesses don’t participate or get involved because they don’t know they exist, they’re not being utilized to their full potential.

“Our mission is to aggressively develop and promote an economically vibrant business community,” said Dinjian, “and every day we strive to live up to that mission.”

Dinjian is personal friends with several Chamber members, including past Presidents, which he feels will be an asset to him in his new role. He extends his thanks to the exiting President, Deitra Kenoly, and her Board for all they have done to strengthen the city and the Chamber, paving the way for the future; he also thanks the Chamber staff as a whole, for continually raising the bar in terms of what they can do for Stockton’s business community. And, of course, he thanks his wife Cheryl and his family, as well as his supportive employer, DiBuduo & DeFendis Insurance Brokers.

When it comes to the city of Stockton, Dinjian is motivated by the “can do” attitude of its businesses, its Chamber, its sports teams, and its citizens. With his impressive background and dedication to helping others, we can be sure he’s going to bring a “can do” attitude of his own to his time as President of the Chamber, and continue to lead the city’s economy into a bright and vibrant future. 🌍

## Leadership Stockton Day at the Capitol

Leadership Level Sponsor: Financial Center Credit Union

What happens each day in our State Capitol has an impact on Stockton and San Joaquin County. That is why Leadership Stockton devoted an entire day to looking at the legislative process in Sacramento and its relationship with our region.

The class departed Stockton by bus, made a quick pit stop in Flag City to pick up some members of the Leadership Lodi Class, and arrived in Sacramento at 9:15 a.m. To kick off the day, the class sat in on a few different hearings and committees. It was a great look inside at all that goes into getting a law made.

Then it was off for a guided tour of the Capitol. From historical places to modern day politics, the class got an inside look at the inner workings of the Capitol and our legislative system. The history and stories were fascinating.

After the tour, the class was joined by Assemblymember Susan Talamantes Eggman who went over some of the issues she is very passionate about. She then opened it up to questions from the class. Susan was very open and honest with the class about some hot button issues.

Then it was off for a delicious lunch in the Capitol Basement. After lunch, the class got to sit down with Senator Cathleen Galgiani. Senator Galgiani spoke to the class about some of the things she is working on and has accomplished during her time in Sacramento. She then answered all the classes' questions.

Then it was time to head back to Stockton. It turned out to be a great day for Leadership Stockton, Leadership Lodi, and the future community leaders of our region.

## Congratulations to the Leadership Stockton, Class of 2019!

The Leadership Stockton, Class of 2019 graduated in an evening ceremony on June 13 at the Waterloo Gun & Bocce Club. We would like to thank the following for their support of the program over the last year.

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### FRIENDS OF LEADERSHIP STOCKTON:

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Joni Cannon, Class of 2008	Andrew Manson, Class of 2017
Alan R. Coon, Class of 1999	Steve Morales, Class of 1992
Rames Creel, Class of 2015	Tammie Murrell, Class of 2001
Annie Cunial, Class of 2018	Bakul Patel, Class of 2012
Valerie Dawson, Class of 2017	Wes Rhea, Class of 2004
Matthew Duaine, Class of 2003	Judy Rodriguez, Class of 2008
Michael P. Duffy, Class of 1995	Olga Rodriguez, Class of 2012
Jim Dugoni, Class of 2011	Jeanne Sibert, Class of 1997
Frank Ferral	Chris Stevens, Class of 2007
Christeen Ferree, Class of 2002	Lindy Turner-Hardin, Class of 2001
Blake Gonsalves, Class of 2011	Diane Vigil, Class of 2013
Erin Guy Castillo, Class of 2015	Steve Werner, Class of 1985
Mark W. Herder, Class of 1993	Douglass W. Wilhoit Jr.
Amy Hernandez (Burke), Class of 2012	Trevor Womack, Class of 2011
Donnie Hernandez, Class of 2013	Ed Wunsch, Class of 1994
James Hood, Class of 2015	

If you would like information on sponsoring and supporting the 39th Annual Leadership Stockton, Class please visit [www.leadershipstockton.com](http://www.leadershipstockton.com) or contact Timm Quinn at 209.292.8423 or [tquinn@stocktonchamber.org](mailto:tquinn@stocktonchamber.org).

## NEW MEMBERS

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## Taking Care of Business Sponsorship Program 2019-2020

The Taking Care of Business Program offers our member businesses a wealth of marketing and sponsorship opportunities for the upcoming year. This popular program was created to give Chamber members an excellent way to receive exposure throughout the year at a dramatic discount off normal pricing. Sponsoring companies typically select several options from the events lineup. The Chamber allows its members to wisely choose a yearlong program that meets their marketing, consumer exposure, and community involvement goals. Package prices enable sponsors to select from several marketing and promotional opportunities at significant savings.

For more information on stretching your marketing dollars through Taking Care of Business, contact Timm Quinn, Events Director, at 209.292.8423, or email [tquinn@stocktonchamber.org](mailto:tquinn@stocktonchamber.org).

## 55th Annual Industrial Technology Barbecue



You won't want to miss the 55th year of one of our most popular events, the Industrial Technology Barbecue! Don't miss this festive fall get together honoring new and

expanding businesses in our county on Wednesday, Sept. 11, at 5 p.m. at the University Plaza Waterfront Hotel.

We're proud to have the distinguished and continuing support of our founding sponsors Pacific Gas & Electric Company, SJC Economic Development Association, and San Joaquin Partnership. Their dedication to honoring those companies that enhance our revenue and employment base is a testimonial to the emphasis we place on encouraging a healthy business economy.

Various Industrial Technology Barbecue sponsorship levels are available, and if you take action now, you'll receive maximum marketing exposure in upcoming promotions. Act now and help us honor these great companies!

For more information, please visit [stocktonchamber.org/industrial-technology-barbecue](http://stocktonchamber.org/industrial-technology-barbecue) or contact Timm Quinn at 209.292.8423 or [tquinn@stocktonchamber.org](mailto:tquinn@stocktonchamber.org).

## Ag Hall of Fame Nomination Deadline Aug. 9

The San Joaquin County Agricultural Hall of Fame is requesting nominations for outstanding agricultural leaders and mentors in our community. Now in its 35th year, the Agricultural Hall of Fame honors those individuals who have contributed to agriculture and to their community in significant ways. Each year, awards are given to at least three living recipients, as well as one posthumous recipient.

All those previously recognized in the Agricultural Hall of Fame have their photographs and biographies on display at the San Joaquin Historical Society & Museum in Micke Grove Park and in the lobby of the Robert J. Cabral Ag Center. They are also listed on the Chamber Website on the Ag Hall of Fame page.

Nomination forms are available from the Greater Stockton Chamber of Commerce website, and need to be submitted by 3 p.m. Aug. 9, 2019 in order to be considered. For a nomination form or more information, please call Timm Quinn at 209.292.8423 or visit [stocktonchamber.org/ag-hall-of-fame](http://stocktonchamber.org/ag-hall-of-fame).

## ATHENA Awards Nominations Sought 2019



We now live in a society where superheroes and masked creatures with superhero powers are revered. Leaping buildings in a single bound or soaring in the air from one place to another almost seems a reality.

In the real world, we have superheroes in our workplaces, schools, hospitals, government, service industry, retail, and nonprofits. These unsung superheroes are our co-workers, volunteers, and colleagues who work tirelessly, giving their time and energy to improve the lives of others.

Take a few minutes to think about all the superheroes in our community, then consider nominating them for one of this year's prestigious ATHENA Awards. Nominations are open for the ATHENA Award and ATHENA Young Professional Leadership Award (Under 40-years-old). The deadline for nominations is 5 p.m., Thursday, Aug. 22.

For more information and to download a nomination form, visit [StocktonChamber.org](http://StocktonChamber.org) and click on the ATHENA Awards tab in the Events dropdown menu. Or call 209.547.2770. 📞

# GOOD NEWS

FROM THE



SAN JOAQUIN PARTNERSHIP  
A Private Non-Profit Economic Development Corporation

## The Wheels On The Bus Go Round and Round

Winning the talent war is key to the future growth of San Joaquin County's economy. The unemployment rate in the Bay Area is at two to three percent, and in San Joaquin County it is six percent and has reached new 25-year lows.

The Northern California economy is forecast to slow, due to lack of available labor to fill the increase in job openings. Along with low unemployment and the continuing retirement of Baby Boomers, the future growth of our economy is now in our students within San Joaquin County schools.

The advantage is that one third of our growing county population is under the age of 16, but kids need to attend class daily and graduate with new skills for a secure economic future.

But here's the problem. Stockton Unified School District (SUSD) absenteeism is substantially higher than the statewide average (19.9 percent SUSD vs 11.1 percent Statewide). What the data says is that two absences per month equals a less likely chance to graduate (AbsencesAddUp.org).

One main barrier to attending school consistently is the lack of affordable transportation. San Joaquin RTD has available bus capacity to carry all the high school and college students within the Greater Stockton Area. Most of these buses are new electric, quiet, and non-polluting.

San Joaquin RTD has a "free bus" solution to keep students in school and is now fundraising \$1.6 million for a two-year program to remove this barrier by providing free bus passes to high school and college students—including buses to BART.

Other communities have seen increased attendance with similar programs. For example, Minneapolis public schools implemented a similar student pass pilot program (Go-To-Student Pass) that resulted in a 23 percent drop in absenteeism and resulted in a .28 GPA increase.

San Joaquin RTD has already raised half of the funds for this project, so now is the time to get behind this effort to ensure a skilled, growing labor force for our employers in the future. 🚌

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**Get Involved with the Chamber Workforce Programs**



The Stockton Chamber Apprenticeship Program (SCAP-SE) initiative was designed by the business community

to allow for an equitable solution to place CalWORKs clients into the San Joaquin County workforce. SCAP-SE can assist San Joaquin County businesses fill part-time and full-time entry level positions. When hiring through SCAP-SE, businesses can reduce human resource costs by interviewing candidates pre-screened for employment readiness, reduce payroll and benefit costs by evaluating and training SCAP-SE participants before hiring, and reduce turnover costs by hiring employees prepared for employment through the Employment Preparation Program.

When you need to hire hard-working, qualified, and dependable employees, contact a SCAP-SE Coordinator at 209.547.2770.

**Students Workforce Internship Network**



This summer, we will begin recruiting businesses to sign up to be a host site for our Students WIN program. WIN stands for Workforce Internship Network. This

exciting and new component of the BEA program further develops opportunities for students to take on non-paid internship and paid part-time positions with local businesses and companies. Through the Students WIN program, eligible high school students will go through the process of attending a career panel, participating in a mock interview, and developing a job-ready resume prior to being referred to a potential work site. The internships and part-time positions will give students hands-on experience. The Chamber is excited to partner with the Stockton Unified School District and its high schools to support our future workforce.

The program will partner with many types of businesses to teach skills building, industry-specific tasks, and general work experience..

Businesses can take advantage of this opportunity by providing skills training while getting some extra help—either through paid part-time positions or unpaid internships. Opportunities will be available throughout the school year. It's a win-win for the community.

To learn more about this exciting new program or to be a host site for students, contact us at [bea@stocktonchamber.org](mailto:bea@stocktonchamber.org) or call 209.292.8436. 📞



**Next FRESH Meeting**

Thursday, July 11th at 9:00 a.m.

@ Stockton Chamber Conference Room

**THANK YOU TO OUR SPONSORS**

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- Humphreys University
- Mid Valley IT
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## **Visit Stockton Celebrates 40th Anniversary and Record Impact on Stockton's Economy**

Visit Stockton celebrates 40 years of promoting travel and tourism for the city on June 27, 2019. This milestone is accompanied by reports of record financial impact on the local economy. According to a recent report by Dean Runyan and Associates—a research firm specializing in the travel and tourism sector—Stockton experienced record direct visitor spending in 2018. Last year visitors to Stockton, roughly one-third of which were day travelers, spent over \$338 million. A breakdown of that significant number includes \$99 million spent on dining, \$59 million on retail and \$44 million on arts, entertainment, and recreation. The direct visitor spending in 2018 also contributed nearly \$6.3 million to the general fund through local taxes.

Wes Rhea, CEO of Visit Stockton since 2005, states, “These numbers represent real dollars coming into our community. The funds help improve the quality of life for our residents by supporting local businesses, local jobs, and generating tax revenue. The more ‘temporary taxpayers’ we bring to our city to spend their money, the more our residents see the true public benefit of tourism.”

Hotel rates and occupancy also experienced continued growth in Stockton in 2018, according to STR Inc. (formerly Smith Travel Research). Overall, hotel occupancy grew 2.7 percent to 69.2 percent, and hotel rates hit an all-time high average of \$89.84. “Visitors to Stockton continue to put demand on our hotel community, and this has led to continued growth in hotel rates, with some guest paying over \$200 a night during our peak visitation season,” said Rhea. In total, visitors to Stockton spent over \$44 million on lodging last year with 37 percent of them staying in a Stockton hotel or similar paid accommodation.

Tourism spending in Stockton supports over 2,800 jobs in the Stockton community, with earnings of over \$100 million. Rhea added, “Visitors to Stockton provide a real opportunity for our city. We like to remind people that everyone who decides to move here, open a business here, or relocate here, is a visitor first. Continuing to grow our piece of the California tourism pie has huge potential for the city’s future as well as its residents. 🌍

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## Attending Board of Directors:

Bob Berger, [Cumulus Radio](#); Bob Melrose, CD, [Brookside Optometric Group](#); David Kamins, [Mid Valley IT](#); Doug Dinjian, [DiBuduo & DeFendis Insurance Agency, Inc.](#); F.J. "Joe" Dietrich IV, [F.J. Dietrich & Co.](#); Jamie Bossuat, [Kroloff, Belcher, Smart, Perry & Christopherson](#); Kay Ruhstaller, [Family Resource & Referral Center](#); Loretta Lee, [Junior League of San Joaquin County](#); Scott Grafius, [Steele Insurance](#)

## Attending Ambassadors:

Bruce Adams, [Stockton Chorale](#); Carol Clemons, [Angel's Caring Helpers](#); Cathy Douma, [Minuteman Press of Stockton](#); Chester Lum, [Cherokee Memorial Park](#); Chris Grant, [105.9 The Bull](#); Ella Holman, [Collins Realty/Aspiranet](#); Gloria Blaine, [Honorary Member](#); Isom Harrison, [PMZ Real Estate](#); Jan Adams, [Stockton Chorale](#); Jennifer Mah, [Economic Development Department \(EDD\)](#); Julie Damron, [Sierra Veterinary](#); Marsha Saulsbury, [Dazzlin Cleaning Service](#); Mike Peterson, [PMZ Real Estate](#); Susan Cruz, [Smile Business Solutions](#); Teri Manley, [Stop the Presses](#); Victor Randolph, [Never Boring](#)



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## CALENDAR JULY 2019

minuteman press

- 4-5** Chamber Office Closed  
Observance of Independence Day
- 9** Liaison Committee Meeting  
8 - 8:45 a.m.  
@ Stockton Chamber Conference Room
- 9** Ambassador Meeting  
8:45 - 9:30 a.m.  
@ Stockton Chamber Conference Room
- 10** Green Team San Joaquin Meeting  
9 - 10:15 a.m.  
@ Stockton Chamber Conference Room
- 11** FRESH Meeting  
9 - 10:15 a.m.  
@ Stockton Chamber Conference Room.
- 11** July Networking Mixer  
5:15 - 7:15 p.m.  
@ Delta Humane Society, Location TBA
- 12** GRC Meeting  
7:30 a.m.  
@ Stockton Chamber Conference Room.
- 17** Executive Committee Meeting  
7 a.m.  
@ Stockton Golf & Country Club
- 17** Lunch & Learn  
11:30 a.m.  
@ Stockton Chamber Conference Room  
Topic: How you can save money with the  
Stockton Chamber Apprenticeship Program (SCAP)

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