

THE Voice of Business

SURVEY SAYS . . .

*The results are
in for the
Chamber's 2017
Membership
Survey*

IN THIS issue



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Survey Says . . .

A recent survey reveals that members overwhelmingly value the business-to-business relationships and advocacy opportunities available to them.

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Fairfield-Suisun *California*
CHAMBER OF COMMERCE

The Voice of Business for Fairfield and Suisun City, California

1111 Webster St., Fairfield, CA 94533
707.425.4625 | Fax: 707.425.0826



Debi Tavey
President/CEO
Debi@fairfieldsuisunchamber.com



Melissa Manry
Director of Operations
Melissa@fairfieldsuisunchamber.com



Tonya Dretzka
Director of Membership
Tonya@fairfieldsuisunchamber.com



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Travis Credit Union
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707-449-4000
nkhanna@traviscu.org



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Charles McCullar

Front2Back Designs
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Fairfield, CA 94533
707-421-1831
charles@front2backdesigns.com

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Steve Huddleston

NorthBay Healthcare
1300 Gateway Blvd.
Fairfield, CA 94533
707-628-3617
shuddleston@northbay.org

VICE CHAIR



Andrea Garcia

Touro University of California
1310 Club Drive
Vallejo CA 94592
707-638-5272
andrea.garcia@tu.edu

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Anand Patel

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Visitors Bureau
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707-399-2445
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Silver and Gold

As 2017 was drawing to a close, I noted that the beginning of a new calendar year also marks the halfway point of my term as your Fairfield-Suisun Chamber of Commerce chairman. In my first column for Voice of Business last July, I shared my belief in the importance of developing specific strategies to attain goals and to track our incremental progress toward their achievement.

My predecessor, former chairman Steve Huddleston, previously identified four priorities on our future “Let’s Do This” list. The end of a calendar year and the beginning of a new one seems an opportune time to report our progress on these important goals.

Continuing to find ways to bring together people in our local businesses

This goal addresses one of the fundamental purposes of your chamber: networking to learn more about chamber members and common interests; building and nurturing professional relationships and partnerships; and finding opportunities to provide ideas, resources, and services to assist others in growing their businesses. This past year, opportunities to meet, socialize and network with other business leaders included joint mixers with other chambers and organizations such as The Salvation Army Suisun City Kroc Center as well as events such as the Chamber’s Annual Wine Tour, Black & White Ball, Golf Tournament and Buzz Awards.

Growing our membership to more than 600

During 2017, we exceeded this goal and now represent more than 600 businesses, civic organizations educational, institutions and individuals. This growth is a testament to

the value of chamber membership and the work of chamber members in areas of economic development, education, public policy and business promotion that benefit not only chamber members themselves, but the community at large.

Being a true voice of business, through our Advocacy Council, as we connect with local, state and national decision makers who can help our businesses grow

The Fairfield-Suisun Chamber of Commerce continually works with government leaders at the local, state and federal level on a second fundamental chamber purpose: to advocate for business success and regional economic success and to champion the needs of Travis Air Force Base through active advocacy activities performed by the Travis Regional Armed Forces Committee and chamber affiliations with our lobbyists in Washington, D.C.

This past, year, the council advocated for wages, health care, education and community well-being for more than 10,000 employees in Solano County. It also fulfilled its mission by supporting chamber-sponsored educational opportunities ranging from business leadership workshops for start-up businesses and effective marketing and effective selling for small businesses to training seminars, certifications, compliance posters and current legislative updates.

Additionally, the chamber created programs in the Vacaville, Dixon and Travis Unified School Districts to further educate skill-ready employees for local businesses. These programs included Work-Ready Certification,

SEE SILVER, PAGE 19

chairman’s club sponsors



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Physician Assistant Studies
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SAVE THE DATES

BUZZO Awards

May 4th

WINE FOOD & BREW

Aug. 18th

Black & White Ball

Dinner and Auction

Nov. 16th



calendar

FEBRUARY

6
TUE

AMBASSADOR COMMITTEE MEETING

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

8
THU

CHAMBER MIXER

5:30 to 7 p.m., Fairmont Memorial Park (Bryan-Braker Funeral Home), 1901 Union Ave., Fairfield

12
MON

TRAFAC EXECUTIVE MEETING

10:30 to 11:30 a.m., Delta Breeze Club, Travis Air Force Base

TRAVIS REGIONAL ARMED FORCES COMMITTEE

Noon to 1 p.m., Delta Breeze Club, Travis Air Force Base

13
TUE

ADVOCACY COUNCIL MEETING

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

14
WED

CHAMBER LUNCH MOB

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

19
MON

MARTIN LUTHER KING JR. DAY

Chamber closed.

27
TUE

BOARD OF DIRECTORS MEETING

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

MARCH

1
THU

GOOD MORNING FAIRFIELD-SUISUN BREAKFAST: STATE-OF-THE-CITIES UPDATE

Hilton Garden Inn, 2200 Gateway Blvd., Fairfield. Tickets: \$30 per person. Contact Melissa Manry for additional information, 707-425-4625.

6
TUE

AMBASSADOR COMMITTEE MEETING

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

8
THU

CHAMBER MIXER

5:30 to 7 p.m., Fuddruckers, 1750 Travis Blvd., Fairfield

13
TUE

ADVOCACY COUNCIL MEETING

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

14
WED

CHAMBER LUNCH MOB

11:30 a.m. to 1 p.m., JJ Fish & Chicken, 1791 N. Texas St., Fairfield. All are welcome, No RSVP required.

MARCH, CONTINUED

19
MON

TRAFAC EXECUTIVE MEETING

10:30 to 11:30 a.m., Delta Breeze Club, Travis Air Force Base

TRAVIS REGIONAL ARMED FORCES COMMITTEE

Noon to 1 p.m., Delta Breeze Club, Travis Air Force Base

27
TUE

BOARD OF DIRECTORS MEETING

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

APRIL

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., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.

11
WED

CHAMBER LUNCH MOB

Location to be announced. Check our website for updated information. All are welcome, no RSVP required.

12
THU

CHAMBER MIXER

5:30 to 7 p.m., Wooden Valley Winery, 4756 Suisun Valley Road, Fairfield

16
MON

TRAFAC EXECUTIVE MEETING

9 to 10 a.m., Fairfield-Suisun Chamber of Commerce, 1111 Webster St.

TRAVIS REGIONAL ARMED FORCES COMMITTEE

Noon to 1:15 p.m., Delta Breeze Club, Travis Air Force Base

24
TUE

BOARD OF DIRECTORS MEETING

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



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707-422-2236
Dentists

Pacific Coast Iron

Adam Murray
520 Truck St.
Placerville, CA 95667
916-933-6050
Equipment Rental

Ashley Furniture Homestore

Devin Arguello
4865 Auto Plaza Court
Fairfield, CA 94534
707-864-3537
Retail-Furniture Sales

Future Photo Booths

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707-430-5404
707-319-3127
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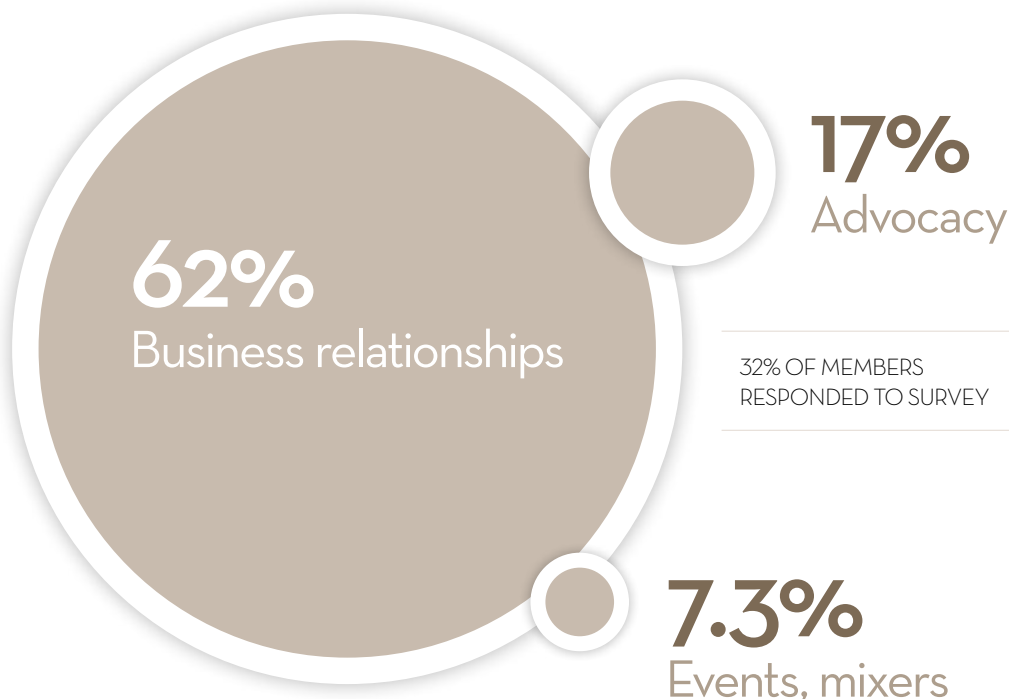
CHAMBER MEMBERS VALUE BUSINESS-TO-BUSINESS RELATIONSHIPS AND ADVOCACY OPPORTUNITIES

A recent survey conducted by the Fairfield-Suisun Chamber of Commerce has confirmed what its board of directors and staff long believed to be true – members overwhelmingly value the business-to-business relationships and advocacy opportunities available to them as members of this Chamber.

BY BRIANNA BOYD



GREATEST BENEFIT OF BEING A MEMBER



As part of the 2017 Membership Survey, sent out to all Fairfield-Suisun Chamber of Commerce members last fall, respondents were asked to select the greatest benefit they found as being a part of the chamber. More than 62 percent cited business relationships, while advocacy came in second at 17 percent, and events and mixers was third with 7.3 percent.

In addition, more than 60 percent of respondents said it is “very important” for the Chamber to advocate on behalf of its members as it relates to business oversight at the local, state and federal governments. More than 62 percent of respondents believe it is also “very important” for the Chamber to provide assistance to connect them with city resources that meet their business needs.

Chamber President/CEO Debi Tavey said she was pleased with the results to the survey, particularly with how it related to advocacy and business relationships.

“We hadn’t done a survey in a few years and we wanted to make sure we are staying relevant and that our focus remains on the community and business needs,” she said. “Businesses still want the basics, the member-to-member network opportunities, which we are very strong in with our

monthly mixers, Lunch Mobs and ambassador programs.”

Equally important is the advocacy work the everyday citizen may not even realize the chamber is so involved in. The chamber advocates for business success and regional economic growth by promoting policy and funding decisions on behalf of its members to local, state and federal government officials. To that end, the chamber’s 12-member Advocacy Council, comprised of appointed members representing various facets in the Fairfield and Suisun City communities, meet once a month to enhance and more tightly focus its efforts on strategic goals.

Shortly after releasing its 2017 Membership Survey, the Fairfield-Suisun Chamber sent out a second survey, this one focused entirely on advocacy, to gauge its members’ thoughts on the work being done by the Advocacy Council.

The members that responded overwhelmingly believe education and workforce development (74 percent) and local government (55.5 percent) are key issues to address. Taxes, local project funding and land development each garnered support from 48 percent of respondents.

“With the political climate today, it is important



60% of respondents said it is “very important” for the Chamber to advocate on behalf of its members as it relates to business oversight at the local, state and federal governments.

62% of respondents believe it is “very important” for the Chamber to provide assistance to connect them with city resources that meet their business needs.

for the smaller businesses to stay involved; however, not all small businesses have the resources themselves to stay involved politically and know what is going on, whether it is in Sacramento or local here in Fairfield and Suisun City,” Tavey said.

“That’s what we do,” she continued. “We stay involved, we have our finger on the pulse in what is going on in Solano County and in Sacramento and our mission is to always keep our members informed, whether it is about minimum wage, new labor laws or mixed land use. The chamber is the resource center for that. The well-being of our business community is our priority.”

One of the chamber’s biggest goals for 2018 is to amp up both the advocacy work at the local and state levels, as well as finding additional channels to get that information to their businesses and the general public.

The Advocacy Council regularly checks in with representatives from Sacramento, as well as the area’s congressional representatives and state senator. Tavey is especially passionate about workforce development and was in Sacramento last spring lobbying for funding for career technical education programs.

“This year, the committee is planning to do a Sacramento junket,” she said. “The more we know, the more we can advocate for or against regulations that will affect our businesses. It’s very important to be involved with your state, with your county, with your city. One person can make a difference. Your vote matters and it is so important that we stay engaged and involved.”

A solid majority of respondents to the advocacy survey – 62 percent - said they would like to hear from the chamber’s Advocacy Council on important issues and updates at least once a month.

“We have an open door policy here at the chamber,” she added. “If you don’t agree with something we have said, or if you need more information on a topic that is important to you, please come talk to us.”

The Membership Survey included 10 questions, with a combination of multiple choice answers and fill-in-the-blanks. More than 32 percent of the people who received the survey filled it out, well above the industry average of 20 percent.

Of the respondents, almost 65 percent are with businesses that have been in Fairfield and Suisun City for 10 years or more. A little more than 24 percent have been in business for two to 10 years and 9.7 percent have been in business for less than two years.

About 51 percent of the respondents are from a business with less than 20 employees, while 28 percent are in businesses with 20 to 100 employees. A little over 19 percent came from businesses with over 100 employees. Nearly 80 percent have been with the chamber for at least two years, with 42.6 percent of those chamber members for 10 years and more.

“It was a great mix of small, medium, and large businesses,” Tavey said. “We truly felt we had representation from our business community.”

Another significant benefit of this survey was the written responses received from chamber



members. A sample is included below:

ON ADVOCACY:

“Advocacy for the things that will help improve the quality of life in our community.”

“(Advocacy is) Probably the most important role the Chamber can play. Represent the voice of business when local, state and federal governments get involved in our business.”

“We want the various legislative entities (city council, board of supervisors, legislature, and congress) to recognize we are here and the nature of our work. We get plenty of oversight from the IRS.”

“The reason why I joined.”

“I believe the Chamber plays a very important role when it is time to help small businesses navigate through legislation that affects their bottom line.”

ON BUSINESS RELATIONSHIPS:

“Everything rests on business relationships. It builds stronger community, advocacy and everything else.”

“We attend mixers and events in the hope of building business relationships. We aim for strong relationships with the businesses in Solano County so they know we are here and can call on us for needs in our area of expertise.”

“Having the right business connections open doors of opportunity and collaboration to make great things happen.”

“Building business relationships with local entrepreneurs and local business is very important to me and I am confident the Chamber will help me in this area.” ♦



We stay involved, we have our finger on the pulse in what is going on in Solano County and in Sacramento and our mission is to always keep our members informed... The chamber is the resource center for that. The well-being of our business community is our priority.

DEBI TAVEY, PRESIDENT/CEO





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Exciting new additions coming in 2018 for downtown Fairfield

Margaret Manzo
EXECUTIVE DIRECTOR, FAIRFIELD MAIN STREET ASSOCIATION

2017 was a wonderful year for downtown Fairfield. Event attendance has steadily increased and many new businesses are choosing downtown. Being located in a business improvement district means you have access to multiple resources and benefits. Picture a mini Chamber of Commerce membership, if you will. I always tell fellow business members, “You get as much out of your membership as you choose.” Your benefits are waiting for you and you should take advantage of them.

Like all business associations, the Fairfield Main Street Association strives for ongoing improvements in the downtown business district. Did you know that downtown Fairfield is an Accredited California Main Street City? What exactly does that mean? The downtown business district encompasses the area between Pennsylvania

Avenue and Jefferson Street. It also includes the side streets between Delaware and Kentucky streets. The North Texas Street Business Association covers the areas from Union Avenue to Dixon Hill Road. West Texas Street is the area between Beck and Pennsylvania avenues and currently that area has no business improvement association.

As one of only two California Main Street Cities in Solano County, there is a strict criteria which must be met each year to maintain this accreditation. The key component is following the Main Street Four Point Approach. This all-volunteer committee-based program focuses on four categories: Design, Organization, Promotion and Economic Vitality. Each committee creates a detailed work-plan and meets as needed to ensure progress. If you have a few hours to spare each month and would like to help with our efforts, please join us for our upcoming committee kick-off party. Contact our office for more details.

You might be surprised to learn that reinvestment in

community

downtown has been occurring at a record rate. Perhaps you have noticed the façade improvements at 735 and 739 Texas Street? Both locations will soon house new restaurants. Saffron Indian Cuisine and Bar will be open soon and Bella Vita Family Bistro is planning to relocate in downtown Fairfield as well. Both locations are complete remodels and will transform these buildings into very unique and wonderful gathering places.

Speaking of new gathering places; Rustwater Kitchen and Taproom is now open at 800 Texas Street in the historic bank building. If you haven't had a chance to stop by, you're missing out. This place is a great addition to locals' favorite, Luigi's Deli and Draft. One thing all our restaurant owners agree upon is "the more the merrier" philosophy. They understand that more restaurants mean more visitors to downtown Fairfield.

Other new eateries in 2017 included Baja Ice Cream, Crush Wine and Food, and Million Thai Cuisine. This had the Main Street Association team asking if perhaps now is the time to explore the addition of a "Taste of Downtown" event to coincide with Restaurant Week. You'll have a chance to taste a wide array of international cuisines along with beer and wine selections. With nearly 20 locations, you're sure to discover many gems!

The Promotions Committee is working on plans now and has scheduled March 10 for a kick-off launch event for Restaurant Week. In addition, Armijo High School IB art



Downtown Fairfield.

students will be producing an art walk. For tickets and information, visit www.FairfieldMainStreet.com. Restaurant Week does not require tickets and will continue through March 18 featuring Pre-Fix menus and specials at a variety of downtown restaurants.

Finally, we are most excited to see the Heart of Fairfield implantation plan in its final phase. This plan is an important step to seeing meaningful change take place in downtown Fairfield. Just a few of the plans include: increased police staff to address homelessness, façade improvement program, outdoor dining, street improvements and much more. The implementation plan will be heading to the City Council soon and we hope it will garner full approval from our City Councilmembers.

Of course, we all understand that downtown Fairfield has its challenges. As a main thoroughfare of Fairfield, traffic rolls by often without a single stop. We may not be blessed with a central park, waterfront or town square. That's OK. The area is rich with history and houses our county seat, which is something to be proud of. We strive to make downtown an attractive place to do business and for visitors to gather. We need your help to make this happen. If nothing else, stop by for a visit and see what's new. Or better yet, visit the many cherished establishments you know and love but have maybe forgotten about. Our downtown will only be successful when those of us within our community support these local businesses. Trust us. You'll be pleasantly surprised by what you discover.

Visit www.FairfieldMainStreet.com for a visitor guide and more details about the Fairfield Main Street Association. ♦



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CHAMBER MEMBER Testimonials



“Since joining the Fairfield Suisun Chamber nearly a year ago I have already gained a client and a ton of exposure within the community. Not to mention the support you receive from the Chamber staff is amazing! I am looking forward to being a part of the chamber for many years to come.”

CORINA MEDRANO-MARLER
STATE FARM INSURANCE AGENT



“I am so happy I joined the Chamber. The Fairfield-Suisun Chamber is the BEST Chamber in Solano County. Debi Tavey and her staff are very professional and always make you feel welcome. They always try to support you and your company any way they can. The business connections I have made from the networking events and the numerous referrals I have received from other chamber members have been amazing. The members are open and approachable, it’s easy to learn about their businesses to give viable leads. If you aren’t a member yet, you won’t want to start 2018 without joining. Accelerate your business by joining the Fairfield-Suisun Chamber of Commerce this year and watch what will happen!”

DEBORAH BENEFIELD
CEO SPACE



“Becoming a Fairfield-Suisun Chamber member is one of the best business decisions I have ever made. Our staff is amazing and they are always looking for new ways to help us. As a business relocating operations to Fairfield, I needed to get connected to the business community right away, and by participating into the ambassador program and attending the mixers and ribbon cuttings I have been able to expand my network. Within a few months of

becoming a member I have already got referrals from my business peers for being one of the few bilingual branding agencies in Solano county. I feel confident, that as time progresses and more members are aware of our capabilities to create strategies and tactics to reach the Hispanic market, our business will boom. Thank you to our ambassador team for the referrals. That is the best compliment I can receive.”

CITLALLI FLORES ZEPEDA
ALFA ENTREPRENEURS - BILINGUAL BRANDING AGENCY

“The chamber helped us not only boost our customer base but also get to know other business owners in our city. We are proud to be thriving within our local town and to be helping other local businesses as well.”

ROXIE RAMOS-STOKES ARMS ROOTER & PLUMBING SERVICES





"I'm so glad to be an a member of the Fairfield Chamber of Commerce. I've received referrals from attending events and networking with others connected to Chamber that resulted in being able to educate and assist individuals and families to help protect and secure their financial future as a New York Life Insurance Agent."

RAYMOND ROBINSON
PROFESSIONAL NEW YORK LIFE
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SILVER FROM PAGE 5

Inspire Dreams Start Now, Inspire Dreams Move Forward, Job Squad and Solano County Workforce Development.

Developing a strong succession plan to ensure future strong leadership on the chamber Board of Directors

With its current membership and standing as Interim, Executive Director for North Texas Street Business Association, which represents more than 350 businesses on North Texas Street, the Fairfield-Suisun Chamber of Commerce has relationships with the major business leaders in our region, who will ensure strong leadership on the chamber Board both now and in the future.

Through the actions I have noted above, the chamber's impact in our communities continues to grow, along with its reputation as the most dynamic networking and pro-business advocate in Solano County. I am excited about the opportunities for our continued growth in the coming year and am honored to serve as your chair as we move forward to become an even more vibrant force in shaping our economic future.

I wish you all a happy and prosperous New Year!

Nav Khanna

Chairman, Fairfield-Suisun Chamber of Commerce



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The Vacaville Chamber of Commerce and Vacaville Mayor Len Augustine join NorthBay Healthcare leaders and board members to open NorthBay Urgent Care in the Nut Tree Plaza.

NorthBay Healthcare Opens Urgent Care Center at Nut Tree

Solano County's first retail-based urgent care clinic opened Wednesday, Jan. 10th in the Nut Tree Plaza, to a packed house of VIPs – NorthBay Healthcare leaders, board members, civic leaders and lawmakers – just hours before the first patient walked through the front door.

An affordable and convenient alternative to the hospital emergency room, NorthBay Urgent Care occupies 4,000 square feet in the buildings adjacent to the vintage Nut Tree train and carousel.

NorthBay Urgent Care's first day kicked off with a ribbon-cutting ceremony and comments by NorthBay leaders, as well

as Vacaville Mayor Len Augustine.

NorthBay Healthcare has partnered with Direct Urgent Care, a pioneer in operating high-tech, patient-centric urgent care centers in the San Francisco Bay Area. Together they offer an improved consumer experience through a service-based, retail location, offering accessible, high-quality, affordable care.

NorthBay emergency physician and Direct Urgent Care co-founder Caesar Djavaheerian, M.D., explained the reason for the venture into retail medicine. "This is what it's all about," he told the crowd as he lifted his cell phone: "It's the

remote control of your life.”

He explained that appointments at the new center can be easily booked on a smart phone and that the staff is all about handling patients efficiently and effectively.

The center features onsite X-ray, laboratory, some pharmacy services and accelerated test results within minutes. Expectations are 30 to 40 patients per day will be seen for low-acute illnesses – flu, fevers, cuts, sprains, broken bones, sports injuries, ear aches and other childhood maladies.

“We will provide care for people of all ages, extending NorthBay’s standard for quality of care, delivered by a team of ER-trained clinicians,” said Konard Jones, president and CEO of NorthBay Healthcare.

Online reservations will be available with a “virtual queue” to help minimize wait times. Walk-in patients can “save my spot” and are sent a text message when a treatment room and health care provider is available.

Direct Urgent Care operates similar high-tech, patient-centric centers in Berkeley, Oakland, San Francisco and Mountain View, all in or near retail centers.

“The benefit to the community is that we can treat patients in our urgent care setting and out of the Emergency Department,” Dr. Djavaherian explained. “That way the ER can do what it is amazing at doing – taking care of critically ill patients who need that level of care.”



Dr. Caesar Djavaherian welcomes local business and civic leaders to NorthBay Urgent Care in the Nut Tree Plaza.

“As the only community-based, locally managed, nonprofit health care system, we strive to fill the gaps in local services that people need,” noted Aimee Brewer, president of NorthBay Healthcare Group, the division that operates the two local hospitals and an array of outpatient services. “Convenient and affordable urgent care for anyone who needs it is an asset to our community.”

Brewer added, “Our partnership with Direct Urgent Care helps us fulfill our mission to innovate new healthcare services in our community. Our two missions align as we both believe in patient-centered care providing a seamless service experience, and access to care when and where people need it most.”

The joint venture, she said, is an innovative model that is convenient to where patients live, work and play.

Wayne Gietz, vice president of Ambulatory Services, said retail medicine achieves two critical goals for NorthBay Healthcare:

Eases pressure on overburdened Emergency Departments and thereby reducing waiting times for patients who need emergent care; and

Introduces more of the community to the NorthBay Healthcare system and the compassionate care, advanced medicine, close to home, that it delivers.

Being in a retail shopping area is the “future of medicine,” Dr. Djavaherian noted. “It is not fair for people to have to wait a week or more to be seen by their doctors when they are feeling sick today. We are now the same-day provider in our community.”

Open every day from 9 a.m. to 7 p.m., the facility will accept most major insurance plans. ♦



Vacaville Mayor Len Augustine gets a tour of NorthBay Urgent Care from Vice President of Ambulatory Services Wayne Gietz.

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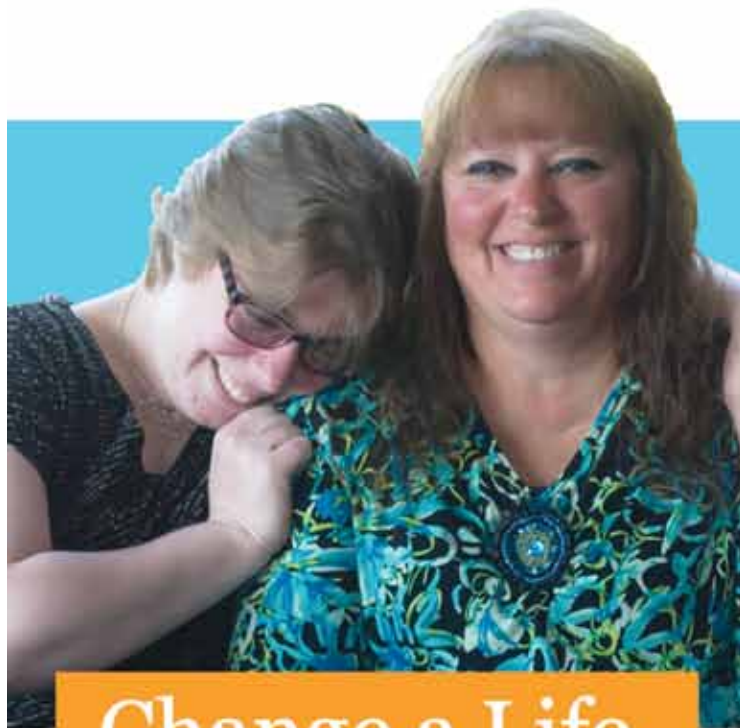
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Holly Mattice
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Fairfield, CA 94533
707-429-2222
Attorneys, Family Law, Law Firm

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School District

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Karine Fickes
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Banks

**US Bank Home Mortgage -
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*Mortgage Planner, Financial
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Vacaville, CA 95687
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Suisun City, CA 94585
707-429-7450

Banks

Western Federal Credit Union

Beatriz Lainez-Gonzalez
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Brentwood, CA 94513
925-597-3639

Nonprofits

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White, Chinh

Fairfield, CA 94533
Associate

Wiseman Company LLC, The

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707-427-1212

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Nonprofits

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Insurance, Health Insurance

Y

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