



Sand Dollar

Where Business and Lifestyle Work Together

Message from the President:

The Chamber's the Place to Build Your Business

By Helen Duncan, President/CEO

This month, I have the opportunity to write a column and I appreciate it. There are so many reasons to join the Manhattan Beach Chamber of Commerce and if you are a member, don't forget to renew your membership.

• There is nowhere else that you can network better than with us. You will meet people who are good business leads. Look at our calendar and plan to attend one of our mixers, www.ManhattanBeachChamber.net.

• Our Legislative Advocacy Council is one of the most active in Southern California. We advocate for business. At our meetings, you will meet staff members from our county, state and federal representatives.

• The Manhattan Beach Young Professionals is a dynamic group. They have great

events every month and if it's networking you're looking for, MBYP is it.

• MB Women in Business Committee brings businesswomen (and men) together. The annual conference is April 16, 2010, at Raleigh Studios in Manhattan Beach. Chamber members can participate in the conference boutique. Watch for the committee's speaker series announcements. You will hear experts who will help you grow your business.



Helen Duncan

• We give referrals every day.
• You will be in our annual directory.

• You will be in our Web site.

There is so much more to learn about our Chamber. Please call the office and speak to one of our staff at 310-545-5313 or visit our Web site, www.ManhattanBeachChamber.net.

Business Development – Your Success is our Business!

North Manhattan Beach

The mission of the Manhattan Beach Chamber of Commerce is to represent the collective interest of our members by promoting, informing, supporting and continuously improving the Chamber network; by helping new entrepreneurs realize their dream of business ownership; and by assisting new and existing businesses to become and remain competitive in the complex marketplace of an ever-changing global economy. The Chamber also delivers educational assistance to strengthen small and medium business management so that they become contributors to the growth of local, state and national economies.

The Manhattan Beach Chamber of Commerce is an advocate for all businesses. The Chamber is dedicated to help businesses get the tools they need to build vital contacts; relationships that are so important in developing a successful business. Exposure on our Web site; business expos; the well-known and premier Manhattan Beach event, Manhattan Beach Women in Business Conference; and networking mixers are all part of that effort.

North Manhattan Beach is one of the vital business districts supported by the Chamber. These businesses along Highland and Rosecrans, largely comprise spas, wellness, and body and skin fitness venues that offer a wide range of services to fit anyone's needs and budgets. North Manhattan

Beach also has dentists, restaurants, coffee houses, handbag and shoe repair, architects and real estate offices.

Try Elegance Boutique Spa, the perfect place to go to unwind after yoga or a personal training session! Bernadette George, the owner, a member of the Chamber's board of directors, represents the North Manhattan Beach Business District. She is organizing the Fifth Annual North Manhattan Beach Holiday Open House and Walk About on Dec. 2, from 5 to 10 p.m. It is expected to be the biggest one ever!

Other terrific establishments in North Manhattan Beach are The Green Yogi for yoga lessons; and Four Daughters Kitchen, scheduled to open soon, for delicious California cuisine. North Manhattan Beach is a vital and thriving part of our city and a great place to go for relaxation, good food and drink, and services. Make it one of the stops on your list!

Parking Meter Cash Keys are now available for purchase in **North Manhattan Beach** at the Elegance Boutique Spa location, 3516 Highland Ave. The cash keys are \$25 each, which includes a \$20 refundable deposit and \$5 worth of parking. Two additional North Manhattan Beach locations will be announced soon. To reload your key, there are recharging stations on the northeast corner of Highland Avenue and Manhattan Beach Boulevard and at City Hall, 1400 Highland Ave.

Mix & Mingle in North Manhattan at Upper Manhattan Lounge

Bring your business cards! The Chamber's next mixer: Nov. 19, 5:30 – 7 p.m., Upper Manhattan Lounge, 3500 N. Highland Ave., M.B. The cost is \$5 for members, \$10 for guests.

The Official Publication of the Manhattan Beach Chamber of Commerce

Mission Statement: The Manhattan Beach Chamber is an association of businesses, other entities and individuals organized to encourage a strong local economy and quality of life by promoting commerce, sound government and an informed membership and community.

THE BEACH REPORTER

Content and opinions expressed in the Chamber publication are the sole responsibility of the Manhattan Beach Chamber of Commerce.

News from City Hall:

Mayor's Call to Civic-Minded Youth: Study Your City and Report to Council

By Mayor Portia Cohen

Do you notice how energizing it is to be in the presence of young adults? (Parents, aside!) Their inquisitive and attentive nature, free spirit and enthusiasm – characteristics that serve as antidotes to the too often flat or cynical reception from us tired and worn adults.

I've been tossing around an idea with school folks about forming a youth civics group to keep council on its toes. It is quite simple, but has the potential of bearing meaningful fruit for both parties involved.

The thought is to form a group of high schoolers whose charge would be to study council and commission meetings over a course of an extended period, learn from them, and, here's the twist, evaluate council's performance and provide constructive feedback.

Certainly, this real life, hands-on experience will augment the fine government

courses offered to our students, by teaching our young citizens how their city makes impactful decisions. The second part is the student feedback. Clever ideas often originate from the clarity and imagination of younger minds. Simply put, we want their initiative.

So, here is the call: To twist the famous phrase, "Youth is wasted on the young," I say unto our high-schoolers:

Youth, let not you waste!

Come to the aid of your city! We want your spirit and your talent! (But, please, no *coup d'état*!)

Parents: Please share this message with your high schoolers and encourage them to speak to one of the following school members: MCHS Social Studies/Government Chairs Greg Kloes and Bill Fauver (gkloes@mbusd.org); MCHS Associated Student Body Adviser Lisa Claypoole (lclaypoole@mbusd.org); and *La*



Mayor Portia Cohen

Vista Newspaper Adviser Michael McAvin (mmcavin@mbusd.org).

Manhattan Beach Women in Business

By Laura Rectenwald

We're excited to announce that the greatly anticipated 12th annual MB Women in Business Conference will take place April 16, 2010, at Raleigh Studios in Manhattan Beach. Preparations are under way for our largest event of the year, and we're making it easy to stay updated on the buzz at www.mbwib.com. Register online to read our blogs, check out the pictures and videos, follow us on LINKED IN and even add MBWIB as your friend on Facebook!

UPCOMING EVENTS

Please join MBWIB for this timely business workshop: **Social Media Demystified. Real Marketing, Real Revenue.**

Our speakers will guide you through the labyrinth of social media options and give you the practical knowledge to successfully plan, implement, manage and measure your marketing results. Led by experts LuAnn Roberto (411 Graphics) and Greg Towsley (WSI), this interactive workshop is a must-do for business owners, entrepreneurs, and start-ups. More information and registration is available at www.mbwib.com.

Friday, Nov. 6

The Belamar Hotel, 3501 N. Sepulveda Blvd., Manhattan Beach

7:30 a.m. Networking and Breakfast
8 to 10 a.m. Workshop

\$30 for Chamber members, \$35 for nonmembers

FALL MEETING RECAP

For those of you who missed our first fall meeting Sept. 23, let us fill you in! The sold-out event brought MBWIB members together to hear Mayor Portia Cohen give an engaging speech on "How Business Matters in the City and to the City of Manhattan Beach." It was a great kickoff meeting with important information, lots of networking, and delicious food! We thank Cohen for speaking, Twelve + Highland for its hospitality, and our attendees for making this event a success. To download Cohen's fact-filled and interesting slides, visit the homepage of our Web site, www.mbwib.com, and click on "Cohen Web Slides." You'll also find a video of the opening part of Cohen's talk and meet some of our members!

MEMBERS MAKING A DIFFERENCE

We appreciate all of our members and recognize the impact each one has on MBWIB's success. This month, we'd like to recognize Toni Boornazian, who has (and continues to) donate her time creating the beautiful MBWIB Web site. Boornazian is the owner of Beach Cities Web Design and can be reached at 310-750-7688. Check out its Web site to view its portfolio and learn about its services: www.beachcitieswebdesign.com.

Downtown Festivities Nov. 18: Holiday Open House and Annual Pier Lighting

The 15th Annual Holiday Open House and 20th Annual Pier Lighting will be Wednesday, Nov. 18, 5 to 9 p.m. in downtown Manhattan Beach and at the Manhattan Beach Pier.

The Holiday Open House event is the kickoff to the holiday season and the Downtown Business Association's way of saying thank you to our customers and community for their support and patronage throughout the year. This will be the 15th Annual Holiday Open House and the first

time we are partnering with the city of Manhattan Beach's Annual Pier Lighting Ceremony. Participating downtown merchants will keep their businesses open until 9 p.m.

The 20th Annual Pier Lighting Ceremony will begin at 5 p.m. with live entertainment from the Manhattan Beach Middle School Choir, Mira Costa High School Choir and Thin Ice. Mayor Portia Cohen will "flip the switch" at 7 p.m. and illuminate

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