

WHAT'S HAPPENING IN LOS GATOS

(see insert for Event Calendar)

Wine Walk, Sept. 24

Quad Chamber Mixer, Sept. 22



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The Spa ~ Los Gatos
Toll House Hotel

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We Want YOU! *It's Time to Join the Chamber Board of Directors*

**Dianne Anderson, Discover Los Gatos
President of the Los Gatos Chamber of Commerce**



Every day I see the Los Gatos Chamber of Commerce contribute to making the Los Gatos business community stronger and more competitive. To make that happen, our Board members give generously of their time, talents and resources. In return they become part of a small group of connected business people who are dedicated to helping each other. Maybe you'd like to become part of that group, too.

What's in it for you?

- 1 Immediate, increased visibility and promotion of your business.
- 2 An entrée to local business owners you want to meet via outreach on behalf of the Chamber.
- 3 New business relationships with other savvy business people and the opportunity for Board member referrals.
- 4 Satisfaction of community service to strengthen the Los Gatos' business community.
- 5 The chance to develop some new friendships at fun, high-energy events.

What does it take?

It takes a Chamber membership in good standing and about four hours each month.

You will attend monthly Board meetings and participate in Chamber events and activities, representing the Chamber Board while you're actively growing your business. You'll also be asked to bring your knowledge, skills and connections to bear in support of the Chamber community and help with events from time to time.

Who are we looking for?

We're looking for business people who want to strengthen the business community while they strengthen their own business; people who are energetic connectors – of ideas, resources and other people.

Business sectors currently under-represented on the Board include medical, insurance, legal and real estate professionals; winery professionals; computer professionals; construction professionals; and retailers, especially women's retailers.

If you have non-profit experience or have affiliated with a successful non-profit team, that's another plus. And we're also looking for Board members who are interested in business advocacy at the local level or getting involved with legislative concerns at a County, State and Federal level.

Do any of these descriptors fit YOU?

How can you get more information or an application?

You can contact me directly at Dianne@Dianne-Anderson.com, or Executive Director Ronee Nassi at Ronee@LosGatosChamber.com. Or you can talk to any of our current Board members. Each of them is a savvy professional with unique business challenges and something valuable to share. See who they are on page 2 in the box on the left side of the page.

Invest in your business while you help the Los Gatos business community thrive. Be part of the Chamber Board of Directors. Apply to join the Board today!

CHAMBER NEWS

EXECUTIVE COMMITTEE

Dianne Anderson – President
Discover Los Gatos

Susan Stevens – Past President
Elegant Voyages

Patti Rice – Past President, Treasurer
The Spa-Los Gatos

David Hernandez,
Los Gatos Auto Service

Lisa Rhorer,
Cin-Cin Wine Bar & Restaurant

DIRECTORS

Gina Adams,
Techthree Marketing & Consulting Service

Erika Brown,
Private Mortgage Advisors

Cleve Dayton – Chair Ambassadors
The Painting Pros

Butch Harris – PG&E

Janice McCabe,
Janice McCabe Interior Design

Patricia Morreale – *Toll House Hotel*

Pam Snowden-Abella,
Heritage Bank of Commerce

Rita Marcojohn,
We've Got Your Back

Trevor Schwartz,
UBS Financial

Marie Tallman

Bill Seligmann,
Law Offices of William R. Seligmann
Honorary Board Member &
Legal Counsel

AMBASSADORS

Jessica Burroughs – *Alameda Family Funerals & Cremations*

Aldene Gordon – *Nicerpage Web Design & Implementation*

Lori McIntosh –
Lori McIntosh Photography

Samantha Owen – *HSBC*

Dave Van Nest – *VNV Insurance*

Jeana Moore – *Huber Group*

Mika Storz –
Storz Insurance Services

STAFF

Ronee Nassi
Executive Director

Rei Yamakawa
Office Administrator

MEMBER SPOTLIGHT

DiscoverLosGatos.com



In this edition of the newsletter we are turning the spotlight on **Discover Los Gatos, publisher of the Los Gatos Discovery Map and www.DiscoverLosGatos.com**. Husband and wife team Dianne and Scott Anderson have partnered in this business for the past 5 years.

What does **Los Gatos Discovery Map and www.DiscoverLosGatos.com** do? According to **Dianne and Scott**, “We make Los Gatos, Saratoga and the Santa Cruz Mountains Wineries more famous throughout Silicon Valley, California, and the world. We make sure visitors know about all the best places to shop, wine, dine, play and stay in the area, and our publications are a point of pride for local residents who have the good fortune of living in this extraordinary area.

We showcase local businesses with an illustrated Map Guide, an interactive web map, social media, and a destination website - www.DiscoverLosGatos.com. The interactive web map can be found on an ever-increasing circle of local websites including the **Mountain Winery, Montalvo Arts Center, Hotel Los Gatos, Los Gatos Motor Inn, Hobee's California Restaurant, the Butter Paddle and We've Got Your Back** to name a few.”

They feel their business is unique because they literally put Los Gatos and Los Gatos businesses on the map, and is the only business currently promoting the Los Gatos area as a visitor destination.

They cater to independently owned businesses, creating a “power in numbers”

Thanks to **Enoteca La Storia** for hosting our June Mixer. Their hospitality was appreciated by all of our guests, especially those who won the terrific raffle prizes generously donated by **Enoteca La Storia, Christina's on the Avenue, Gioia Company, Cryolab California, Mercury News, Cinnabar Winery, Hobee's California Restaurant-Los Gatos, Health e Centric, The Mountain Winery, Lark Avenue Car Wash and Willow Street Pizza.**

program where the sum of the whole is greater than the sum of the parts. This cooperative marketing also enables small businesses to participate in a major, year-round marketing campaign that few can afford to do individually.

You will not only find **Discovery Maps** at sites around Los Gatos and Saratoga but they are the only business distributing Los Gatos destination promotional material from Santa Rosa to Pismo Beach.

Dianne and Scott feel that businesses should advertise with **Discover Los Gatos** because they provide broad reach and exposure to potential customers every day of the year for an unbelievably low price. Space on the 2011-2012 **Discovery Map** is limited and September 16th is the last day to be included. Call or email the **Andersons** TODAY for more information.

Scott & Dianne Anderson, 408.406.5021, sda@discoverymap.com

How did Dianne and Scott get their business spotlighted in the Chamber newsletter? At each Biz to Biz Luncheon we draw a spotlight winner from amongst the attendees. Scott's name was pulled and voila! If you'd like to have a chance to have your business be highlighted in a future edition, join us for one of our quarterly networking and educational luncheons, hosted at Testarossa Vineyards and catered by California Cafe. Our next luncheon is scheduled for October 25. Watch our website and email blasts for information on our upcoming event.





At our July Biz to Biz Luncheon we were fortunate to have as our speaker Kristy Rogers, a well-known networking specialist. Kristy was kind enough to contribute this article to our newsletter.

Are You a "One Try Wonder?"

Kristy Rogers

You meet someone and you try to reach them one time and then you stop. That's a "one try wonder." Many people are "one try wonders." It's probably occurred to you that it's not an effective way to get more sales, make things happen, nor build your network and yet do you pick up the phone a second time? How about a 3rd time?

Statistically it takes 5-12 times to close 80% of the business. Get this...

1st contact you close 2% of the business

2nd contact you close 3%

3rd contact you close 5%

4th contact you close 10%

And 5-12 contacts you close 80%.


If that's not enough to emphasize the importance of continually reaching out, consider this...it can take 3 attempts to make 1 contact. Wow, this just got a bit more daunting, huh? That means potentially you would need to make 15 attempts to connect until you made a sale. This is likely why you stop at one try—this is a lot of work.

Does email count as a contact? Sometimes. Do email newsletters count? Sometimes. Does direct mail count? Sometimes. Talking on the phone and meeting in person count all the time.

5 ways expedite connecting:

- Choose 2-4 business groups, such as the Los Gatos Chamber, and attend regularly so you build your reputation of reliability, trustworthiness and likeability.
- Have more productive initial contacts and ask for the information you need to make follow up easier.
- Develop your sales plan to include several attempts to contact people to decrease your frustration and to honor the prospects timeline to purchase.
- Honor your weekly scheduled time to reach out and stick to these appointments.
- Inspire people to positively talk about you and your business which develops trust quicker.


Written by Kristy Rogers of KristyRogersConnects—a business community of movers and shakers and those aspiring to be. For additional information contact Kristy at 408.288.8484 or kristy@kristyrogersconnects.com



Wine Walk – Downtown & Old Town, September 24

The Visitors Bureau is working its magic again with another Wine Walk "Downtown & Old Town" on Saturday, September 24. Over 30 wineries will be participating in the fun and will be sprinkled through the downtown shops as well as Old Town and the Old Town Amphitheater from 2-6 PM. Our website will have listing of the participants, both wineries and local merchants.

The cost which includes the event day crystal wine glass is \$40 but will go up to \$50 on the day of - if we have any glasses left! Our May Wine Walk sold out 2 days before and you don't want to miss out on the festivities. You can purchase your ticket online at the Chamber's website. Look for the Wine Walk shield on the homepage and click through.



It's Time for the Quad Chamber Mixer!

Once again the Los Gatos Chamber of Commerce will join forces with the Chambers in Campbell, Scotts Valley and Saratoga for our third Annual Quad Chamber Mixer on September 22 from 5:30-7:30 PM. This year the mixer will be hosted by the Campbell Chamber of Commerce at the Campbell Community Center, 1 W. Campbell Avenue. It will be outside the Orchard City Banquet Hall.

The event will be open to members of all the Chambers who would like the opportunity to network with business owners and community leaders from all four Chambers. The cost of admission is \$5 for everyone. Food samplings will be provided by members of all of the Chambers along with wine and microbrews. Gift baskets will be raffled off as well.

Reservations are being taken by the Campbell Chamber. You can email them at info@campbellchamber.net or call 408-378-6252. Please RSVP no later than Monday, September 19th.

Congratulations to...

HARRELL REMODELING, named by Inc. Magazine and Winning Workplaces as one of the Top Small Company Workplaces, who announced the winners of the 2011 Top Small Company Workplaces competition—an annual contest that recognizes the nation's best small and mid-sized company work environments—in Inc.'s June issue. We are pleased to congratulate Chamber member **Harrell Remodeling, Inc.**, for being one of the 50 winners of the Top Small Company Workplaces awards. The award ceremony was held in Dallas, Texas.

2011 Annual Dinner – Another Successful Celebration!

Congratulations to this year's **Business Person of the Year Darrell Bennett**, the **2011 Most Valued Professional Darrell Monda** and the **2011 Ambassador of the Year Jeana Moore**. These individuals were lauded at the Chamber's Annual Dinner, July 20, at the **La Rinconada Country Club**.

A special thank you to those who donated our wonderful raffle prizes:

Cambric of Los Gatos, Cin-Cin Wine Bar & Restaurant, Discover Los Gatos, Natural Creations, Regale Winery and Vineyards,

Spa Elia, The Spa Los Gatos, The Toll House Hotel, Harrell Remodeling, the Los Gatos Visitors Bureau.

We'd also like to thank **Cin-Cin Wine Bar and Restaurant, Guglielmo Winery and Poetic Cellars** for providing the wine that was served at dinner. We'd also like to thank **Bunches** for the gorgeous flower centerpieces that graced our tables.



Business Person Of the Year Darrell Bennett with his award after receiving it from Chamber President Dianne Anderson.



Darrell Monda receiving his Most Valued Professional Award from Dianne Anderson.



Chamber Member Anne-Marie Harop wins a raffle prize again!



County Supervisor and Chamber member Mike Wasserman during the presentation of certificates to our award winners.



Dinner speakers Peggy and Mike Gibbs talking about Camp BizSmart.



Jeana Moore receiving her Ambassador of the Year award from Cleve Dayton, Chairman of the Ambassador Committee.

Town Manager Greg Larson was a big winner at the Award Dinner.





CHAMBER RIBBON CUTTINGS

Welcoming New Businesses To Los Gatos!

It is great to be able to celebrate our member's Grand Openings or Special Anniversaries with Ribbon Cuttings. Since our last newsletter we joined in on the fun with the following:

On June 23 we joined **Phyllis Hughes** and her family, staff and friends with a ribbon cutting for **Bella Casa Consignment & Décor**,



located at 125569 Union Avenue. Mayor Joe Pirzynski did the honors with Chamber President **Dianne Anderson**, Board member **Marie Tallman**, and Ambassadors **Samantha Owens** and **Jeana Moore** assisting. Stop by

Phyllis' shop often – her inventory changes quickly.

We were out with the big red scissors again on July 22 to help celebrate the grand opening of **Christina's on the Avenue**, a new salon located at 296 N. Santa Cruz Avenue. Owner **Christina Cusella** hosted a party for staff and friends and we were happy to be a part of it. Mayor Joe Pirzynski was surrounded by women as **Christina's** staff



and Chamber President **Dianne Anderson**, Board member **Marie Tallman** and Ambassadors **Jeana Moore** and **Aldene Gordon** represented the Chamber.

and Chamber President **Dianne Anderson**, Board member **Marie Tallman** and Ambassadors **Jeana Moore** and **Aldene Gordon** represented the Chamber.

Kiss'Tique asked us to help celebrate their 1st Anniversary with a ribbon cutting on August 5. Again Mayor Pirzynski was surrounded by stylish women. Standing to the Mayor's right is **Kiss'tique** owner **Heather Thompson Twardus** who shared the spotlight with her staff and Chamber President **Dianne Anderson**, Board member **Marie Tallman** and Chamber Ambassadors **Samantha Owens** and **Jeana Moore**. **Kiss'tique** is located at 11 N. Santa Cruz Avenue. Stop by and take a peek at their fashions and accessories.



The Chamber got to celebrate its own Grand Opening and Ribbon Cutting for our new office located at 10 Station Way on August 12 with a grand celebration. Over 125 people helped make the celebration extra special. Mayor **Joe Pirzynski**, Council Members **Diane McNutt**, **Barbara Spector** and **Steve Leonardis** and County Supervisor **Mike Wasserman** led the list of dignitaries helping with the official cutting along with Chamber Board members **Dianne Anderson**, **Susan Stevens**, **Gina Adams**, **Janice McCabe**, **Marie Tallman**, **Cleve Dayton**, **Patti Rice**, **Bruce Harris** and Ambassadors **Jeana Moore**, **Jessica Burroughs**, **Samantha Owens** and **Dave Van Nest**.



Special thanks to **Cooper-Garrod Estate Vineyards and Winery** and **Poetic Cellars** for generously pouring their delicious wines for our guests and to **California Cafe**, **Cin-Cin Winebar and Restaurant** and **Purple Onion Café and Catering** for their tasty delights that our guests enjoyed at the party. Thanks also to **Bunches** for the stunning flower arrangement they donated for the event.

If you haven't been over to the new office, please stop by and say hello. (And if you haven't changed our address in you address book, now would be a great time to do it – mail is still being forwarded from the old location but save time and mail directly to us at 10 Station Way, Los Gatos, CA 95030.)

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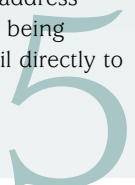
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REALTORS

ALAIN PINEL REALTORS

LOS GATOS OFFICE

750 University Avenue, Suite 150

408.358.1111



CHAMBER MEMBERS NEW & RENEWED

NEW MEMBERS

Loreen E. Huddleston, CPA
Loreen Huddleston
236 N. Santa Cruz Avenue
Suite 236
Los Gatos, CA 95030
408-395-1012

The Alarm Company
Larry Walker
P.O. Box 748
Los Gatos, CA 95031
408-358-1500

The Salvation Army
Emiliano Guzman
359 N. 4th Street
Suite 202
San Jose, CA 95112
408-282-1165

**Black Diamond Paver Stones
& Landscape**
Roger Van Alst
24345 Santa Cruz Highway
Los Gatos, CA 95033
408-353-2992
800-942-1955

Eric Drew Foundation
Robert Bencotter
P.O. Box 1949
Los Gatos, CA 95031
1-877-300-DREW(3739)

Dream Home Design
Julie Watros
301 N. Santa Cruz Avenue
Los Gatos, CA 95030
408-827-4171

**Gina Adams Creative
Communications**
Gina Adams
408-307-4071

Bunches
Roger & Nancy Copolillo
14 N. Santa Cruz Avenue
Los Gatos, CA 95030
408-395-5451

Costco Wholesale #470
Tony Brown
5301 Almaden Expressway
San Jose, CA 95118
408-723-0964

Docubiz/Los Gatos Stories
Franklin Marshall
15466 Los Gatos Boulevard
#109/237
Los Gatos, CA 95032
408-966-4794

Now and Forever Studio
Ronald Bristol
100C Cooper Court
Los Gatos, CA 95032
408-354-8660

Authentic Pilates Los Gatos
Lindsey Jellinek
8 Station Way
Los Gatos, CA 95030
408-335-5761

Four O'Clock Company
Laura Murray
408-921-0926

Gardino Fresco
Pete Jillo
51 N. Santa Cruz Avenue
Los Gatos, CA 95030
408-354-8788

Nimbus Aveda Concept Salon
Demetra Jennings
65 W. Main Street
Los Gatos, CA 95030
408-354-7717

West Coast Collection Bureau
Val Shehan
P.O. Box 110122
Campbell, CA 95011

American Wireless Retail, Inc.
David Shapiro
130 N. Santa Cruz Avenue
Los Gatos, CA 95030
408-874-4941

Baby Buzz
Karen Pozansky
35 W. Main Street
Los Gatos, CA 95030
408-395-8000

Wix, Inc.
Cassie Will
15557 Union Avenue
Los Gatos, CA 95032
408-377-2472

RENEWALS

UBS Financial Services
Le Boulanger
Real Estate Connections
Museums of Los Gatos
Los Gatos Birdwatcher
Seashell Reflections of
California
Safeway Inc., N. Santa Cruz
Avenue
Safeway, Inc. – Pollard Road
Southern Kitchen
Patricia Ruch
Main Street Burgers
Greenfield Group
Round Table Pizza
Wayne Johnson
Cooper & Company
Bob Gilmore's Flowers and
Home Accessories
McNutt & Company, Inc.
Carney, Sugai & Sudweeks,
LLP
Happy Dragon
Pedro's Cabo Grill
Assistance League of Los
Gatos-Saratoga
The Integrated Lifestyle
AAA Los Gatos
Silver Mountain Vineyards
Hotel Los Gatos & Spa
Rotary Club of Los Gatos
Nirvana Aveda Concept Salon
Los Gatos Weekly Times
Office Depot #950
Yavneh Day School
Los Gatos.com/Los Gatos
Observer
Los Gatos Union School
District
Los Gatos Morning Rotary
Club

Charles Schwab
A Rental Center
Lunardi's Supermarket #3
Savannah-Chanelle Vineyards
Ask Barbara, Inc.
Legacy Capital Group,
Rice Financial Consulting, Inc.
Pro Signs, Inc.
ChaseVP
Great Bear Coffee Company
Los Gatos Shopping Center
Kaiser Permanente Campbell
Medical Office
Alain Pinel Realtors – Jeff
Barnett
Natural Expressions of Los
Gatos
Morley Bros.
Paychex, Inc.
Early Birds
Loma Prieta Winery
Cin-Cin Wine Bar &
Restaurant
Darling Fischer Chapel of the
Hills
Nicerpage Web Design and
Production
Janice McCabe Interior
Design
Hobee's California Restaurant
Mathnesium of Campbell-Los
Gatos
Gina King
Azuca
West Valley Community
Services
Stephen A. Los DDS
Gioia Company
History Club of Los Gatos
Sereno Group – Rita Boren
Padgett Business Services –
Silicon Valley

Let our family take care of yours.



**Oak Meadow
Dental Center**
210 Oak Meadow Dr.
Los Gatos, CA 95032

(408) 395-1121
www.oakmeadowdental.com

Dr. Fantino & Dr. Dyer of Oak Meadow Dental
(pictured here with their children).



Inspiration and Motivation at August IMPOWER Luncheon

Los Gatos-Monte Sereno Police Captain Alana Forrest captivated the audience at the August 3rd IMPOWER Luncheon held at La Rinconada Country Club.

Thanks to **Dio Deka, Domus, the Los Gatos Visitors Bureau, Harrell Remodeling, HSBC Bank, The Spa Los Gatos** and Police Chief Scott Seaman for their raffle prize donations and to **Janice McCabe, Janice McCabe Interior Design** for providing the Champagne Reception for our guests. Thanks also to **Bunches** for the beautiful floral arrangements on the tables.



Alana receiving a donation from IMPOWER for the Los Gatos Monte Sereno Police Foundation as a thank you for speaking at the luncheon.



Speaker Alana Forrest talking with luncheon guests.



IMPOWER Committee member Cheryl Wong of Comerica Bank welcoming and toasting the guests.

Photos by Dave Lepori, Dave Lepori Photography

LAST CALL FOR THE 2012 CHAMBER DIRECTORY – DO WE HAVE YOUR MOST CURRENT INFORMATION???

Is your information up to date in the Chamber database? When was the last time you checked? Now is the time to make sure that we have the correct information for your business as we put the finishing touches on the 2012 Chamber Directory and Community Resource Guide. The four color magazine will be going out around January 1 and you want to have your correct address, phone number and website listed. The Directory will be mailed to 15,000 households and businesses in the 95030 and 95032 zip codes as well as given out at our local hotels and through the Chamber office. Your up to date membership entitles you to two listings automatically – one listing in the classified section (do we have you listed the way you think people will find you?) and one listing in the alphabetic section.

All you need to do is logon with your user name and password and you can keep your information current all year long but especially as we ready the database that will go to the publisher. Don't know your user name and password? Not sure how to use the system? Call the Chamber office and we'll be glad to help.

You still have a little time to get your ads in the book but give **Brian Simon** of **Atlantic Publications** a call as soon as possible. His number is (310) 647-2876 or you can email him at brian_simon@atlantic4us.com. Don't miss out on having your business put its best foot forward in the 2012 edition of the Los Gatos Chamber of Commerce Business Directory and Community Guide.

10 Station Way
Los Gatos, CA 95030

(408) 354-9300

www.losgatoschamber.com

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VISITORS BUREAU RECEIVES COMMENDATION AT TOWN COUNCIL MEETING ON SEPTEMBER 15

The Los Gatos Visitors Bureau was presented with a commendation by Mayor Joe Pirzynski in recognition of their efforts. The Visitors Bureau is a partnership between the Chamber and the Town with a mission to bring more customers through the doors of local businesses by promoting Los Gatos as an attractive, compelling destination and as a unique fun, convenient, authentic alternative to other Valley entertainment and shopping options. The committee is chaired by **Susan Stevens** and **Scott Anderson** and members are **Dianne Anderson, Julie Okashima, Marie Tallman, Gina Adams, Mary Lindsay, Meagan Clement, Jessica von Borck, Ronee Nassi** and **Rei Yamakawa**. The Visitors Bureau sponsors the bi-annual Wine Walks, the annual Girls Night Out and has produced the very popular “Cooking Los Gatos Style...taste the Treasures.”


Is It Really That Time of Year Again?



Photo by Lori McIntosh of Lori McIntosh Photography

Hard to believe, but the Chamber is gearing up for Holiday Carriage Rides, a community tradition that has been here in Los Gatos for over 30 years. Annually over 2,000 riders enjoy the horse drawn carriage rides through the Almond Grove neighborhood and down N. Santa Cruz Avenue during the holiday season. The dates for this year's rides are December 2, 3, 9, 10 and 16-23. Although the rides don't start until December 2, our website and ticket sales site should be up and ready to take your reservations on or about October 1.

Looking for ways to increase your business' visibility? We have some great sponsorship opportunities available for your business like a holiday coupon book that will be distributed to the riders as well as through our local hotels and businesses. You can get more information by contacting **Patricia Morreale** at pmorreale@tollhousehotel.com or the Chamber office as soon as possible to get the most “bang for your buck”!



Environmental Benefits Statement

Design ♦ Print ♦ Mail

Los Gatos Chamber of Commerce saved the following resources by using Primavera Silk supplied by ChaseVP for the production and printing of this project. This paper is made with 80% recycled fiber and 60% post-consumer waste.

trees	water	energy	solid waste	greenhouse gases
32 fully grown	124,276 gallons	200 million BTU	1,264 pounds	3,228 pounds

Calculations based on research by Environmental Defense Fund and other members of the Paper Task Force.




www.ChaseVP.com



CALENDAR of EVENTS

SEPTEMBER 2011

- 9/3: **LGCF Bandstand Boogie** Hosted by Los Gatos Community Foundation. at the Historic Lyndon Bandstand in Oak Meadow Park, from 2:00 until 10:00 p.m., with a variety of rock bands playing throughout the day. For information contact Sharon at 408-399-3131 <http://www.losgatoscommunityfoundation.org/events.php>
- 9/5: **The Labor Day Grill & Chill**, 11am to 3pm at Calvary Church in Los Gatos. Admission is free! For more information, call 408.356.5126 or www.calvarylg.com.
- 9/6 SCORE business counseling in the Chamber office. Appointments necessary and available by calling the Chamber office (408) 354-9300. FREE
- 9/6 **Biz Break - Casual, drop in networking hosted by your Chamber Ambassadors. California Cafe, 50 University Ave. (in Old Town). 5 to 6:30 p.m.**
- 9/10 **Claws For A Cause VI** at C.B. Hannegan's at 208 Bachman Ave. Hosted by Los Gatos Morning Rotary CoolCats and C.B. Hannegan's. ALL-YOU-CAN-EAT FRESH MAIN LOBSTER, TRIP-TIP, C.B. Hannegan's famous sides, libations, live music, and dancing. www.lglobsterparty.com for more information and to purchase tickets
- 9/14 SCORE business counseling in the Chamber office. Appointments necessary and available by calling the Chamber office (408) 354-9300. FREE
- 9/22 **Quad Chamber Mixer, hosted by Campbell chamber of Commerce. 5:30-7:30 PM at the Campbell Community Center. Los Gatos, Campbell, Sa0ratoga and Scotts Valley Chambers participating. \$5 admission for all. RSVP**
- 9/23 **Screen on the Green 10 Anniversary Celebration** - at Oak Meadow Park for an evening of family fun. A Family-Friendly movie will be shown on a 25' inflatable movie screen. Children's activities will begin at 6:30 p.m., and showtime is 7:30 p.m. For your enjoyment during the film, bring flashlights, blankets and low back chairs. The Billy Jones Wildcat Railroad concession stand will be open from 6:30 to 8:30 p.m. selling delicious snacks, beverages and BBQ favorites ranging from \$1 - \$4.
- 9/24 **Los Gatos Wine Walk - Downtown and Old Town. 2 to 6 p.m. \$40 for tickets online and \$50 day of (if available). Go to www.losgatoschamber.com and click on the Wine Walk logo to buy tickets. Must be at least 21 years old to participate. ID's will be checked.**

OCTOBER 2011

- 10/1 **Community-Wide Garage Sale** 9 a.m. to 3 p.m. A map of the registered residences for the garage sale will be released before the event and will be available at the Neighborhood Center, Town Clerk's Office, the library, at local 7-11 stores and Safeway stores, as well as Los Gatos Coffee Roasting Co. To learn more about the sale, please call the Community Services Department at (408) 399-5796. <http://www.losgatosca.gov/index.asp?NID=330>.

- 10/1,2 **The Magical Glass Pumpkin Patch Fundraiser** - Saturday from 10 a.m. to 5 p.m., and Sun. from 10 a.m. to 3 p.m. at Los Gatos High School front lawn. For more information: www.magicalglasspumpkinpatch.com/los-gatos.html

- 10/2 **Second Chance Day, 10 a.m. to 3 p.m.** A donation drive hosted by Town of Los Gatos. For more information www.losgatosca.gov/index.asp?NID=970

- 10/4 SCORE business counseling in the Chamber office. Appointments necessary and available by calling the Chamber office (408) 354-9300. FREE

- 10/4 **Biz Break - Casual, drop in networking hosted by your Chamber Ambassadors. California Cafe, 50 University Ave. (in Old Town). 5 to 6:30 p.m.**

- 10/8 **Trek for Treatment 2011 - Family Fun Walk** Hosted by The Eric Drew Foundation. Register at www.drewfoundation.org Check-in at Oak Meadow Park. A Marrow Donor Registry and Blood Drive will also be held, courtesy of the National Marrow Donor Program and The Stanford Blood Center.

10/7,8,9

St. Mary's Country Fair at 219 Bean Avenue. Food, craft booths, amusement rides, petting zoo, talent show and much more. Information: www.stmaryslg.org

- 10/12 SCORE business counseling in the Chamber office. Appointments necessary and available by calling the Chamber office (408) 354-9300. FREE

- 10/20 **Chamber Mixer - Location to be announced**

- 10/25 **Biz to Biz Luncheon - Testarossa Vineyards, 300 College Avenue, luncheon catered by California Cafe. Speaker to be announced. Reservations strongly suggested. 11:30 a.m. to 1 p.m.**

10/7-31

Haunted Harvest Festival featuring Goblyn's Glen at Oak Meadow Park. Fridays, Saturdays and Sundays. For tickets and more information, please call (408) 395-7433 for Train and Carousel. For info on Goblyn's Glen visit www.goblynglen.com.

NOVEMBER 2011

- 11/1 SCORE business counseling in the Chamber office. Appointments necessary and available by calling the Chamber office (408) 354-9300. FREE

- 11/1 **Biz Break - Casual, drop in networking hosted by your Chamber Ambassadors. California Cafe, 50 University Ave. (in Old Town). 5 to 6:30 p.m.**

- 11/5 **7th Annual CATillion Gala - Puttin' on the Ritz - "Los Gatos Style". 6:00 to 11:00 p.m. at La Rinconada Country Club. For Sponsorship and more information, please call the Community Foundation at 408-399-3131. Or visit www.losgatoscommunityfoundation.org.**