

2018 Business Retention Visits

Business Name Contact Name Email Phone #	How is Business?	Are you planning on expanding your business in the next 1-2 years?	What was your experience locating in Roseville (i.e. business assistance and permitting)?	How could business conditions be improved?	What do you like about doing business in our community	What can the City do to assist your business needs?	What can the Chamber do to help?	Is there anything you would like us to know about your business?
Tim Herman								
Top Golf	good	No	Would like to revisit their existing use permit. They would like to have outside music.	Business conditions are good. Customers would like outside music. We would like to revisit their existing use permit. They would like to have outside music.	Roseville is a great community to locate in and business is good.	Allow music outside on decks and rooftop.	N/A	No.
Lifetime Fitness	Good	ok	Yes -	They would like earlier outdoor start times for swimming. Also would like to hold three events annually.		Expand swim hours in the morning.		
Westfield Galleria @ Roseville Jeff Richardson	Good	It is anticipated that over the next few years that Westfield and anchor tenants will be processing building permits that might include site modifications and/or possible expansions.	Permitting historically has been great. Over the past year it seems like the timeframe for processing of tenant improvements has gotten longer.					

2018 Business Retention Visits

Laura Matteoli								
TSI Bruce Gray bruce.gray@tsi semi.com		No		Provide an economic development electric utility rate.		Reduce electric rate.	N/A	
Automall Damon Eberhart eberhartcpa@surewest.net Phone: (916) 783-9900 Dom Casey and Scott Alvord in attendance	Business very good. 17 dealers 22 brands	No plans for expansion so to say. However, they are looking at every opportunity for additional vehicle storage. The Automall is completely full and vehicle storage and auto repair facilities are looking for suitable locations outside the Automall proper but within close proximity.	Roseville permitting has gone well.	Assist with finding locations for additional vehicle storage.	Roseville has been very supportive and they appreciate City's working with them.	Continue to work with Automall to ensure the Roseville Automall remains regional draw.	N/A	Automall is appreciative about City's & communities support
Harris & Bruno International Nick Bruno, President nicktbruno@icloud.com (916) 781-7676 Scott Alvord in attendance	Business very good Trades within 32 Countries (Japan and Europe)	No plans to expand at this time. Currently they have leased additional space in Lincoln Cost of doing business is high and has concern of the direction that the City is going (he feels that the community is degrading). Laura discussed fee deferral for a defined period of time rather than to BP occupancy.	It is ok.	Business could be improved..... With the City developing policies that are more sustainable in terms of supporting our current culture and ethics. Would like City to take stand on Sanctuary State.	Loves the community and hopes that we take initiative to keep it excellent.	They would like to find ways to grow job interest in high school & Jr College age students. Possibly internships and training	N/A	Just received award from Department of Commerce for excellence in export

2018 Business Retention Visits

LB Construction Kimberly Cook, Director of Corporate Development kcook@lbconstructioninc.com (916) 624-8404	Very Good. Over the past 3 years they have expanded to 400 employees.	No Expansion proposed in next year to two	They love being in Roseville.	They would like to find ways to grow interest in high school & Jr College age students	Roseville has lots of things to do and places for employees to eat.	Help get LB connected to students and community	N/A	They would like to get to know the City. Will be sharing events with City in hopes we will attend.
SaveMart Laura Mesunas, Store Manager 617mgr@save-mart.com (916) 774-0293	Going great.	No plans for expansion.	Don't recall – there has not been any recent permits.	Nothing – things are going well.	The community is business friendly. They enjoy the community and recently are trying to be more engaged in the community. Recently they held events for the youth age students.	Help Savemart get connected into the community.	Yes – just joined the Chamber. They are looking for ways to be better connected to the community. I shared the Roseville 2018 event and upcoming Splash event. They are very interested.	No. Just thank you for stopping by.
TelePlan Rick Anderson, Facilities/Security Coordinator Rick.Anderson@teleplan.com (916) 677-4593	Business doing well.	No current expansion plans.	N/A	They are doing well	Close to services for employees	Offer an economic development utility rate, but they have been told City can't offer one as a public agency.	N/A	N/A
JMC Steve Schnable	Business is doing well. Just acquired additional subdivisions within the West Area and have acquired a few additional office buildings this past year. Overall Company is doing well.	Possibly more acquisitions	Permitting for SFD and TI are good.	Business conditions are good for them as long as economy is good.	Roseville is home	Be consistent with implementation of COA and DAA obligations across the board.	N/A Wendy is great.	No. Requested a follow-up meeting with new CM to share with them their projects.

2018 Business Retention Visits

<p>Flexcare Karisa Stahle HR Director Flexcare karisa@flexcarestaff.com (916) 288-9029</p>	<p>Business is going very well. Doubled in the past year.</p>	<p>Yes</p> <p>A Tenant Improvement was just completed that will accommodate addition staffing on site.</p> <p>Last year, staffing was at 85 employees. Today they have 160 employees. Currently they are in the process to hire an additional 20 employees and another 20 by the end of the year. The total employees on site will be 200. They have 1400 total employed.</p>	<p>The Permitting was a concern – contractor delay. TRI (the landlord) coordinated facilitation with the help of the Economic Development Department and Building Division.</p>	<p>Nothing – they are doing well</p>	<p>3 years ago they were in North Highlands where they were afraid to walk outside and not a lot of restaurants or shopping for employees.</p> <p>Flexcare moved to a location off of Reserve Drive near the Fountains three years ago. The employees and corporate loved the location near the Fountains. When they outgrew that site they purposely searched for locations near the Fountains and Galleria.</p> <p>Additionally – many of their onsite employees are younger and although they live in the midtown area – they loved working in Roseville and have a reverse commute which they like.</p>	<p>Would like maybe some assistance with getting connected with community volunteering.</p> <p>Flexcare gives their employees 8 hours a year to give back to the community in terms of volunteering.</p> <p>If possible they would like to know of local opportunities to volunteer.</p>	<p>They are currently not a chamber member.</p> <p>I shared a little bit about the Chamber and membership opportunities.</p> <p>Even opportunities that the Chamber may have for assistance with volunteering.</p>	<p>Currently working with Placer County EDD on hiring event.</p>
<p>Composite Engineering David Sollazzo (916) 991-1990</p>								
<p>CBRE Kevin Larscheid Kevin.Larscheid@cbre.com (916)</p>	<p>Business is good</p>	<p>Not expanding office wise. But adding staffing within the company.</p>	<p>N/A</p>	<p>N/A</p>	<p>Roseville is great to work with. Very easy to get information from.</p>	<p>Keep offering the infill development meetings and preparing Fee Estimates.</p>	<p>N/A</p>	<p>N/A</p>

2018 Business Retention Visits

Wayne Wiley								
Performance Polymer Technology Don Cruzan www.pptech.com 916 677 1414	Business is great	No	Working in Roseville has been fine. Not much interaction with the City.	N/A	Nice Community, safe, clean.	N/A	N/A	N/A
OrangeHook Hannah Wolk Hannah.wok@orangehook.com 916 407 1669	Good	No, recently relocated from Citrus Heights and currently have enough space for current business operations.	Good. The TI permitting process was easy and straightforward. Seamless	Have more opportunities for Tech industry as it is becoming more prevalent in the city.	Proximity to amenities. Well Planned City. Thun	N/A	N/A	N/A
ABC Supply Co. Inc. Mark Dionne Mark.dionne@abcsupply.com 916 794 0100	Business is great but the operation is growing and will need more space. In the past two years sales have gone from 12 million to 17 million	Yes	The City has been great. Looking for additional information from the City regarding expansion opportunities	Assistance with expanding operation or relocating	Standard of Living	Help with speeding vehicles down Atkinson	N/A	Nearest competitor is in Sacramento and would like to stay in Roseville
Roseville Glass Partners Shop/Glass Shop Erica	Good. First quarter sales are better than expected	No	Good. Issues with signs but City willing to discuss options	Overall, things are good. Allowing more temporary signs would be beneficial	Great place to live and work, allowing for employees to live in the same community they work in.	Nothing. Pulling permits has been relatively easy and consistent.	Chamber is good to use for marketing and networking	Offer restorative Services and no other glass shop does this
Thunder Valley Cortez, Sandra Sandra.Cortez@thundervalleyresort.com 916 408 9215	There room sales are up for the hotel, concerts are selling well and overall general sales are good. Their meeting venue space is renting well.	Not at this time; however there has been some talk regarding an additional hotel tower expansion in the future – sometime outside the next 1-2 years.	Surrounding communities haven't impacted their business much.	N/A	Partnership with surrounding communities that enable Thunder Valley to offer entertainment packages including golf, shopping, etc.	Refer business events and meetings to Thunder Valley meeting space.	N/A	They recognize that better collaboration can take place between the City and Thunder Valley with having guest utilize amenities in Roseville.

2018 Business Retention Visits

<p>Ultimate Staffing Services David Marcik Branch Manager at Ultimate Staffing Services 916 786 3336</p>	<p>Business is going well.</p>	<p>Just expanded by taking over the adjacent tenant space. Renovating space and will be back in July.</p>	<p>Going through the Roseville TI process was straight forward and was generally pretty easy</p>	<p>N/A</p>	<p>Great area to recruit talented, educated workers. Locally based being able to work and live</p>	<p>Referrals</p>	<p>Nothing at this point. The business area is broad and they were not sure there would be a benefit to join the local chamber.</p>	<p>The gentlemen I met with was in a rush and didn't have much time to talk. He was literally in the process of moving things into the new office space.</p>
<p>Refrigeration Supplies Distributor Chris Laroche 916 780 7220</p>								

2018 Business Retention Visits

Wendy Gerig								
Sutter Shared Services Eric Dalton – VP of Finance	Doing great – Managing 1200 people with 600-700 out in the field and/or telecommuting	Original had 2 floors and now the 3 rd floor of the office is open and ½ full Currently leasing land + building		Experiencing traffic challenges	Involvement – Food Bank March of Dimes – largest corporate sponsorship	California Regulations – Cost of affordability	Interested in Leadership Roseville program	Doesn't experience much turnover The labor pool is very robust
Quest Tim Burke, President tim_burke@questsys.com 916-338-7070	Good – growing	Yes – growing into the space	Fence not built	All good		New road timeline		Nothing
Cokeva Lisa Hutchinson, HR Manager lisa.hutchinson@cokeva.com 916-462-6000	Really Well	At capacity in Lincoln Has some floor space in Roseville Purchased Pelco (Schnelder Electric) – outsourcing cameras		Increase in employment rate	Love the resources – - Chamber - County - Golden Sierra Job Training			Had 10 promotions this Qtr. And pay raises in management Currently has 10 openings for technicians Uses interns – roughly 12 hired Competitor in temp market
Michaelangelo's Michael Rulli michael.rulli@sbcglobal.net 916-608-4216	Just opened		Had some issues with TI – Fire Department very late in the review process called out an issue that caused their opening to be delayed....identifying this earlier in the process would have been helpful		Too soon to tell	Being able to pay utilities online using other than a VISA card		We are thrilled to be in Roseville and finally open. We are located next to Sprouts on Rocky Ridge

2018 Business Retention Visits

<p>Dick's Sporting Goods</p> <p>Kyle Collins, Store Manager 916-7714681 Manager1421@dcsg.com</p>	<p>Good – top store and above goal</p>		<p>Long process compared to others but people were good</p> <p>Fire Marshall had a slow turn around and requirements were stricter</p>	<p>Doing fine – excellent location</p>	<p>Clients are nuts about sports – this area specifically loves baseball (#1 seller in country)</p> <p>No issues hiring – good pool of people</p> <p>Police are good w/ loss prevention concerns (#2 in state for people grabbing & running)</p>			
<p>Sutter Shared Services</p> <p>Eric Dalton – VP of Finance</p>	<p>Doing great – Managing 1200 people with 600-700 out in the field and/or telecommuting</p>	<p>Original had 2 floors and now the 3rd floor of the office is open and ½ full</p> <p>Currently leasing land + building</p>		<p>Experiencing traffic challenges</p>	<p>Involvement – Food Bank March of Dimes – largest corporate sponsorship</p>	<p>California Regulations – Cost of affordability</p>	<p>Interested in Leadership Roseville program</p>	<p>Doesn't experience much turnover</p> <p>The labor pool is very robust</p>
<p>John Tallman</p>								

2018 Business Retention Visits

Geoff Sakala								

2018 Business Retention Visits

Colin Roe								

2018 Business Retention Visits

Naaz

Stephanie Dement

--	--	--	--	--	--	--	--	--

2018 Business Retention Visits
