<table>
<thead>
<tr>
<th>Business Name</th>
<th>Contact Name</th>
<th>How is Business?</th>
<th>Are you planning on expanding your business in the next 1-2 years?</th>
<th>What was your experience locating in Roseville (i.e. business assistance and permitting)?</th>
<th>How could business conditions be improved?</th>
<th>What do you like about doing business in our community</th>
<th>What can the City do to assist your business needs?</th>
<th>What can the Chamber do to help?</th>
<th>Is there anything you would like us to know about your business?</th>
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<tbody>
<tr>
<td>Top Golf</td>
<td>Tim Herman</td>
<td>Good</td>
<td>No</td>
<td>Would like to revisit their existing use permit. They would like to have outside music.</td>
<td>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.</td>
<td>Roseville is a great community to locate in and business is good.</td>
<td>Allow music outside on decks and rooftop.</td>
<td>N/A</td>
<td>No.</td>
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<tr>
<td>Lifetime Fitness</td>
<td>Good</td>
<td>ok</td>
<td>Yes -</td>
<td>They would like earlier outdoor start times for swimming. Also would like to hold three events annually.</td>
<td>Permitting historically has been great. Over the past year it seems like the timeframe for processing of tenant improvements has gotten longer.</td>
<td>Expand swim hours in the morning.</td>
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<tr>
<td>Westfield Galleria @ Roseville</td>
<td>Jeff Richardson</td>
<td>Good</td>
<td>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.</td>
<td>Permitting historically has been great. Over the past year it seems like the timeframe for processing of tenant improvements has gotten longer.</td>
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## 2018 Business Retention Visits

<table>
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<tr>
<th>Laura Matteoli</th>
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| **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) 763-9900  
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 |

| Harris & Bruno International  
Nick Bruno, President  
nickbruno@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 |

Automall is appreciative about City’s & communities support
<table>
<thead>
<tr>
<th>Company</th>
<th>Contact Person</th>
<th>Summary</th>
<th>Expansion Plans</th>
<th>Recent Permits</th>
<th>Community Comments</th>
<th>Help Needed</th>
<th>Notes</th>
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</thead>
<tbody>
<tr>
<td>LB Construction</td>
<td>Kimberly Cook, Director of Corporate Development</td>
<td>Very Good. Over the past 3 years they have expanded to 400 employees.</td>
<td>No Expansion proposed in next year to two</td>
<td>They love being in Roseville.</td>
<td>They would like to find ways to grow interest in high school &amp; Jr College age students</td>
<td>Roseville has lots of things to do and places for employees to eat.</td>
<td>Help get LB connected to students and community</td>
</tr>
<tr>
<td>SaveMart</td>
<td>Laura Mesunas, Store Manager</td>
<td>Going great.</td>
<td>No plans for expansion.</td>
<td>Don't recall – there has not been any recent permits.</td>
<td>Nothing – things are going well.</td>
<td>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.</td>
<td>Help Savemart get connected into the community.</td>
</tr>
<tr>
<td>TelePlan</td>
<td>Rick Anderson, Facilities/Security Coordinator</td>
<td>Business doing well.</td>
<td>No current expansion plans.</td>
<td>N/A</td>
<td>They are doing well</td>
<td>Close to services for employees</td>
<td>Offer an economic development utility rate, but they have been told City can't offer one as a public agency.</td>
</tr>
<tr>
<td>JMC</td>
<td>Steve Schnable</td>
<td>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.</td>
<td>Possibly more acquisitions</td>
<td>Permitting for SFD and TI are good.</td>
<td>Business conditions are good for them as long as economy is good.</td>
<td>Roseville is home</td>
<td>Be consistent with implementation of COA and DAA obligations across the board.</td>
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</table>
### 2018 Business Retention Visits

| Flexcare | Business is going very well. Doubled in the past year. | Yes | The Permitting was a concern – contractor delay. TRI (the landlord) coordinated facilitation with the help of the Economic Development Department and Building Division. | Nothing – they are doing well | 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. 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 the purposely searched for locations near the Fountains and Galleria. 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. | Would like maybe some assistance with getting connected with community volunteering. Flexcare gives their employees 8 hours a year to give back to the community in terms of volunteering. If possible they would like to know of local opportunities to volunteer. | They are currently not a chamber member. I shared a little bit about the Chamber and membership opportunities. Even opportunities that the Chamber may have for assistance with volunteering. | Currently working with Placer County EDD on hiring event. |
| Karisa Stahle | HR Director | karisa@flexcarestaff.com | (916) 288-9029 | | | | | |

| Composite Engineering | Business is good | Not expanding office wise. But adding staffing within the company. | N/A | N/A | Roseville is great to work with. Very easy to get information from. | Keep offering the infill development meetings and preparing Fee Estimates. | N/A | N/A |
| David Sollazzo | (916) 991-1900 | | | | | | | |

<p>| CBRE | Business is good | Not expanding office wise. But adding staffing within the company. | N/A | N/A | Roseville is great to work with. Very easy to get information from. | Keep offering the infill development meetings and preparing Fee Estimates. | N/A | N/A |
| Kevin Larscheid | (916) | | | | | | | |</p>
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<th>Business Retention Visits</th>
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<tr>
<td><strong>Wayne Wiley</strong></td>
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<td>Performance Polymer</td>
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<td>Technology</td>
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<tr>
<td>Don Cruzan</td>
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<tr>
<td><a href="http://www.pptech.co">www.pptech.co</a></td>
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<tr>
<td>916 677 1414</td>
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<tr>
<td>Business is great</td>
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<tr>
<td>OrangeHook</td>
</tr>
<tr>
<td>Hannah Wolk</td>
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<tr>
<td><a href="mailto:Hannah.wolk@orangehook.com">Hannah.wolk@orangehook.com</a></td>
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<td>916 407 1669</td>
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<tr>
<td>Good</td>
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<tr>
<td>ABC Supply Co. Inc.</td>
</tr>
<tr>
<td>Mark Dionne</td>
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<tr>
<td><a href="mailto:Mark.dionne@abcsupply.com">Mark.dionne@abcsupply.com</a></td>
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<td>916 794 0100</td>
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<td>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</td>
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<td>Roseville Glass</td>
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<td>Partners Shop</td>
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<td>Erica</td>
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<tr>
<td>Good. First quarter sales are better than expected</td>
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<tr>
<td>Thunder Valley</td>
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<tr>
<td>Cortez, Sandra</td>
</tr>
<tr>
<td><a href="mailto:Sandra.Cortez@thundervalleyretort.com">Sandra.Cortez@thundervalleyretort.com</a></td>
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<tr>
<td>916 408 9215</td>
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<tr>
<td>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.</td>
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<td>Business</td>
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<td>Ultimate Staffing Services</td>
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<td>Refrigeration Supplies Distributor</td>
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David Marcik
Branch Manager at Ultimate Staffing Services
916 786 3336

Chris Laroche
916 780 7220
<table>
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<tr>
<th>Company</th>
<th>Contact Person</th>
<th>Notes</th>
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<tbody>
<tr>
<td>Sutter Shared</td>
<td>Wendy Gerig</td>
<td>Doing great – Managing 1200 people with 600-700 out in the field and/or telecommuting</td>
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<tr>
<td>Quest</td>
<td>Tim Burke</td>
<td>Good – growing Yes – growing into the space</td>
</tr>
<tr>
<td>Cokeva</td>
<td>Lisa Hutchinson</td>
<td>Really Well At capacity in Lincoln Has some floor space in Roseville Purchased Pelco (Schneider Electric) – outsourcing cameras</td>
</tr>
<tr>
<td>Michaelangelo’s</td>
<td>Michael Rulli</td>
<td>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</td>
</tr>
</tbody>
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2018 Business Retention Visits
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<tr>
<th>Dick's Sporting Goods</th>
<th>Good – top store and above goal</th>
<th>Long process compared to others but people were good</th>
<th>Doing fine – excellent location</th>
<th>Clients are nuts about sports – this area specifically loves baseball (#1 seller in country)</th>
<th>No issues hiring – good pool of people</th>
<th>Police are good w/ loss prevention concerns (#2 in state for people grabbing &amp; running)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kyle Collins, Store Manager 916-7714681 <a href="mailto:Manager1421@dcs.com">Manager1421@dcs.com</a></td>
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<tr>
<th>Sutter Shared Services</th>
<th>Doing great – Managing 1200 people with 600-700 out in the field and/or telecommuting</th>
<th>Original had 2 floors and now the 3rd floor of the office is open and ½ full</th>
<th>Experiencing traffic challenges</th>
<th>Involvement – Food Bank March of Dimes – largest corporate sponsorship</th>
<th>California Regulations – Cost of affordability</th>
<th>Interested in Leadership Roseville program</th>
<th>Doesn't experience much turnover The labor pool is very robust</th>
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<tr>
<td>Eric Dalton – VP of Finance</td>
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<tr>
<th>John Tallman</th>
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## 2018 Business Retention Visits

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<th>Name</th>
<th>Department</th>
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