

November 7, 2005

Message From the Chair Emeritus—Dick Johanson

This is the high time of fall athletic activity all across this nation. Teams are regionally and nationally rated based upon their ability to compete successfully. In our own sphere we, too, are engaged in a contest to turn this region into a conference champion. One has only to delve superficially into the players on our team to recognize their outstanding talent. Each of our all stars is first and foremost team oriented. Each is subordinating personal recognition in favor of team success. Our goal is to become a nationally acclaimed winner. Our reward will be the quiet satisfaction of knowing that our won/loss record is a testimony to our dedication to excellence. This is our game plan. We are preparing ourselves to be over achievers. All of this is summed up by Michael Jordan in our thought for the week:

"Talent Wins Games, but Teamwork and Intelligence Win Championships"

Back on the Air—Timely, Provocative and Inspiring News from a Business Perspective

The former Business Roundtable radio program featuring Tom Jones, Tim Stearns and Lee Lockhart has resurfaced as the **PULSE, KFSR's Business Roundtable**. The program can be heard at 12 noon on Saturdays on KFSR 90.7. It can also be heard on demand streaming audio & podcast at www.KFSR.org. KFSR is located on the campus of California State University, Fresno and Joe Moore is the Station Manager. He has a very talented staff supporting the station's activities. Persons interested in being interviewed or suggestions concerning business related program topics are encouraged to contact one of the three program hosts. Lee Lockhardt, the editor of the Business Journal, can be reached at lee-lock@comcast.net, Professor Tim Stearns, director of the Lyles Center for Innovation & Entrepreneurship can be reached at timothy_stearns@csufresno.edu and author and consultant Tom Jones can be reached at WorxJones@comcast.net.

Expansion is the Fastest Form of Job Creation—How to Plan for Growth

The Central Valley Business Incubator is planning a four-part **business expansion** seminar for existing businesses beginning November 30, 2005. The goal of the program is to work with companies looking to grow their business and develop a plan to do so. The first session will focus on developing a new vision for the business and understanding market potential. Todd Stemler from the Central Valley Fund will present at the second session with a commercial banker to discuss financing strategies. Tom Burns from the MBA program at Fresno State will present at the third session and will focus on operational issues and the development of a management team to support the effort. The final session will focus on developing action steps to launch expansion. If you have questions or would like to register, please call CVBI at (559) 292-9033 or visit <http://www.cvbi.org>. To learn more about office space, business development and incubation services available, contact CVBI or attend one of the weekly orientation sessions held at 9 am on the 1st and 3rd Wednesday of the month or at 6 p.m. the 2nd and 4th Tuesday of the month.

The Building Blocks of Comparative Advantage

Based upon conversations with business and civic leaders across the state, the Business, Transportation and Housing Agency developed a framework to build a foundation for economic prosperity. The building blocks are based upon the state's history of creativity, entrepreneurial spirit and unique natural assets. The building blocks include: research excellence and knowledge base which are a magnet for innovation; competitive advantage industry clusters which drive economic growth; quality infrastructure and smart growth which insure a high quality of life; efficient government and regulations which provide a culture of accountability and effective governance & civic leadership to provide stability for economic development. Working together as a state of unique regions, we can leverage resources and provide customized solutions. The California Partnership for the San Joaquin Valley is our opportunity to craft strategies to insure that we have these building blocks in place. For more information go to <http://www.bth.ca.gov>

Upcoming Meetings

Thursday, November 10 from 11:30 to 1:30 pm—FBC Membership Meeting at Pelco

Note: The Thursday November 10 board meeting has been canceled.