

President's Message



by Christina Blackman
WCC Board President
Yolo Federal Credit Union

Fall is here, Halloween is upon us and we at the chamber are gearing up for one of my favorite events, the Farm City Harvest Festival. (Formerly known

as Farm City Banquet) It's a wonderful opportunity for your chamber to recognize and embrace our agricultural roots as well as those individuals that are committed to enhancing the relationship between business and agriculture.

One of the challenges at the event over the past years has been the recognition and award ceremony that seem to get a little lost with all the other stuff going on. It's an important part of this event but we felt it was time to separate the awards portion and provide a venue all its own. On October 9th, your Chamber will utilize our business connections luncheon to recognize and celebrate our ties to agriculture. Our award recipient this year, Blake Harlan is a well known advocate for his connection to our business community. I hope you will join us at the luncheon and share in our celebration of Mr. Harlan's contributions to agriculture and business. To RSVP, call (530) 662-7327 or email Diana at dianas@woodlandchamber.org.

Once again the Dynamite Chili Cook-Off was a great success. Thank you to all of our sponsors, volunteers and our dedicated Chamber staff. We'll be working on the Holiday Parade and we are eager to see what creative ideas our float entries will have this year. If you are interested in volunteering for this event, please contact Cynthia at cynthias@woodlandchamber.org.

It won't be long and I'll be turning the reins over to Janet Carrere of First Northern Bank. As first Vice President of your Chamber Board, she has been busy working with the

"President's Message: cont'd on page 2

Harlan is Agri-Business Person of the Year!

Last year the Chamber's selection committee made the decision to announce in advance the recipient of this annual award so that family members and co-workers could attend the recognition festivities.

Let us briefly tell you a little bit about this gentleman and you will see why he was selected.

Blake Harlan was raised in Woodland on the family farm. He started working on the farm at a young age. He attended school in Woodland, graduating from Woodland High School.

He was very busy in 4-H and raised hogs. He was active in the Woodland FFA and in the Junior Rodeo (bullriding). He continued his studies at Cal Poly, San Luis Obispo and graduated with a B.S. in Ag Business Management and an A.A. in Psychology.

Blake returned to Woodland and began farming with his dad and grandfather. The Harlan family has a history of being very active in the Yolo County Farm Bureau. Blake is the fourth generation of the Harlan family to serve as YCFB President. His great uncle, J.L. Harlan helped form the Yolo County Farm Bureau and served as President in 1916, 1917, 1918 and 1919. Blake's grandfather, J Bernell Harlan, was President in 1945, 1946 and 1947 and his father, Bernell Harlan was President in 1979 and 1980. His mom, Sandy Harlan, worked in the Farm Bureau office and Blake served as President in 1997 and 1998.

Blake continues to serve the Yolo County Farm Bureau. He has served on both the Executive Board and Regular Board and finds time to attend many Land Use Committee meetings. He has been very active in the Yolo County HCP and still monitors the local JPA and NCCP Committees. He often attends Board of Supervisors Meetings to speak out about ag issues.

Blake testified at a State Capitol hearing regarding the use of a very important herbicide for early planted tomatoes. As a result of the hearings the herbicide was approved for use.

In addition to his farming activities Blake is also involved in the community:
He has been a member of the Willow Oak Fire Department, and served as a volunteer and EMT.
He went to Norway with the Rotary Group Study Exchange Program in 1992
He has served on the PCP Advisory Committee
He has served on the California Tomato Research Institute
He was appointed to the Sacramento Valley Farm Credit Board of Directors
He was awarded the Young Farmers and Ranchers Award at the Farm City Banquet in 1991.

Blake works tirelessly for agriculture. He is extremely knowledgeable about issues and is always willing to work with both sides to solve problems. He is very deserving of this honor.

So, with all that said, October will be the Woodland Chamber of Commerce's Salute to Agriculture month and there is a change. The Woodland Chamber of Commerce will sponsor two events that will honor the farmers in Yolo County by hosting a Farm-City awards luncheon on Thursday, October 9, and the Farm-City Harvest Festival on Thursday, October 30!

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307 First Street, Woodland, CA 95695
 Phone: 530.662.7327 Fax: 530.662.4086

Officers

Chris Blackman, President*
 Yolo Federal Credit Union

Janet Carrere, 1st VP*
 First Northern Bank

Jim Hilliard, 2nd VP*
 State Farm Insurance

Sarah Robinson, Treasurer
 PremierWest Bank

Gary Wright, Immediate Past President
 The UPS Stores

Kristy Wright, CEO*
 Corporate Secretary

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Rick Butterfield

Anne Del Castillo

Jillian Caunedo

Pam Duey*

Angela Fairchild

Tom Galeazzi

Diova Gray

Bradley Gollober

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Rick Johnston

Duffy Minges

Kevin Vaziri

Ambassadors*

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Annamarie Barros

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Shawn Dhillon

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Linda Konietzko

Michael Marchese

Lydia Medina

Dorothy Minges

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Katie Parker

Peg Parker

Larry Parker

Jim Rodgers

Aaron Schmoekel

Barbara Shreve

Carl Stringfellow

Pamela Vargas

Staff

Kristy Wright
 Chief Executive Officer

Cynthia Solorzano
 Administrative Assistant/Special Events Coordinator

Diana Sindeff
 Receptionist/Member Services Rep.

Twyla Thompson
 Volunteer Office Manager

President's Message (continued from page 1)

executive committee and scheduling our upcoming planning session in November. If you haven't had the opportunity to meet Janet yet, stop by a luncheon or mixer, you can always find her networking at our events.

It's hard to believe that the year is almost over and before you know it, a new year will begin. I encourage you to take advantage of the opportunities available to you through your Chamber. Consider us your local resource. We have an array of networking venues, advertising opportunities and other options to get your business in front of potential customers. Give Diana a call at the chamber office and she will be happy to help!

Officers & Directors - Elect

In accordance with the By-Laws Article 8, Section 33a, the Board of Directors at their September 25, 2008 meeting, ratified the nominations of the 2008 Nominating Task Force. This year's task force was comprised of the following members: Membership Division Chair & Second Vice President Jim Hilliard, First Vice President Janet Carrere, Immediate Past President Gary Wright, Director Diova Gray, Director Phil Hogan, Ambassador Michael Marchese and CEO Kristy Wright (ex-officio member).

Nominated Directors-Elect: (to serve 3 year terms 1/1/09 to 12/31/11)

Rick Johnston - Perry, Bunch, Battaglia & Johnston

Joe Knieriem - Tri-co Welding

Anne Lynch - County Fair Mall Fashion Mall

Charlie Santoni - V. Santoni Co.

Kevin Vaziri - Woodland Healthcare

Additional nominations for each Board of Director position may be made in writing and signed by any fifty (50) designated representatives of the general membership in good standing, delivered to the Chief Executive Officer at the Chamber at least twelve (12) days prior to the date of the annual election, October 19, 2008 at 5pm This procedure shall be followed for each additional Board of Director position such members in good standing seek to nominate.

If there is a need for an election, all ballots must be received on or before 5:00 p.m. at the Chamber Office on the annual Election Day, October 31, 2008. Additionally, officers for the organization were nominated and approved to fill the 2009 terms of President, First Vice President, Second Vice President, and Treasurer. Congratulations to:

President: Janet Carrere - First Northern Bank

First Vice President: Jim Hilliard - State Farm Insurance

Second Vice President: Tom Galeazzi, Edward Jones Co.*

Treasurer: Sarah Robinson - PremierWest Bank

Mark your calendars now for the 2009 Annual Installation Dinner to be held Thursday, January 29th 2009 at the Yolo Fliers Club.



Polished! is a full service nail salon specializing in sculptured acrylic, pink & white acrylic, spa manicures and spa pedicures. You will definitely enjoy spoiling yourself with one of their relaxing manicures or pedicures. Polished! is located at 916 Main Street "B", Woodland, 661-3044.

Agri-Business

(continued from front page)

The Farm-City awards luncheon will take place at the Heidrick Ag History Center, from 11:30 a.m. to 1:30 p.m. The Agri-Business Person of the Year Award will be presented to local row crop farmer and former Yolo County Farm Bureau President Blake Harlan. The Future Farmer of America Award will also be presented, and the Woodland Chambers' FFA scholarship recipients will be acknowledged.

To reserve a seat for the Farm-City Awards Luncheon, call the Woodland Chamber of Commerce at (530) 662-7327 by October 7 for the \$20.00 price. The price for the luncheon will be \$25.00 if reserved after October 7 and at the door.

The keynote speaker for the Farm-City Awards Luncheon will be Dr. Clare Hasler, Executive Director of the UC Davis Robert Mondavi Institute of Wine and Food Science.

The second tribute to agriculture, the Farm-City Harvest Festival, will feature major changes from the banquets in previous years. It will be held at the Heidrick Ag History Center, October 30, from 4:30 p.m. to 7:30 p.m. Instead of a sit-down dinner, Cracchiolo's will serve heavy hors d'oeuvres. "This format will allow more time for playing the games at the exhibit booths and a opportunity to sample the marvelous wines that will be available during the evening," said Janet Carrere, this year's Farm-City Harvest Festival chairperson and Woodland Chamber of Commerce Present-Elect. "A multimedia presentation will also be continuously played that will feature the accomplishments of this year's Agri-business Person of the Year award winner, Blake Harlan."

Bella Bartending will have a no-host bar and live entertainment will be provided throughout the evening. Booth contestants will have a chance to win the Grand Prize, a drawing for a mystery prize from Ramos Oil and Clark Pacific. The prizes donated by each booth exhibitor will be used for a silent auction. The winners of the games at the booths will be put into a special drawing to win another grand prize.

Tickets for the October 30 Farm-City Harvest Fest are \$20.00 before October 16. They will be \$25.00 after October 16. Contact the Woodland Chamber of Commerce to order tickets (530) 662-7327.

"This year's Salute to Yolo County Agriculture promise to be the most exciting and educational in quite a few years," said Chairperson Carrere. "Please join the Woodland Chamber of Commerce on both October 9th and October 30 to honor our hard-working farmers and ranchers."



Members in the News!

Congratulations to two local Woodland businesses and Chamber members Childers Marketing Group and Nugget Market. Both companies recently appeared in the Sacramento Business Journal List of **Top 100 Fastest Growing Companies** in the region. The list appeared in the September 19 edition of the Sacramento Business Journal.

Childers Marketing Group, listed as #48 on the list, is a marketing and advertising firm specializing in graphic design, web site design, print materials and distribution, public relations, and strategic planning. Childers Marketing Group works with clients in the public and private sector regionally, nationally and abroad.

"This is an exciting moment for us and I'm very proud of our team as we've worked hard to provide our clients with quality products and services along with a high level of customer service," said Morgan Childers, owner.

Nugget Market, listed as #96 on the list, is a family-owned business, founded in Woodland in 1926 by the Stille family. Nugget Market is widely known for quality foods, exceptional guest service, and low prices. Nugget Market has nine locations throughout the Sacramento region and maintains their corporate offices in Woodland.

Childers Marketing Group can be reached at 530-661-1968 and the next time you're in Nugget, make sure to congratulate one of the associates!

WOODLAND HEALTHCARE

Occupational Health Services

Woodland Healthcare Occupational Health Services specializes in meeting the business health needs of Yolo County employers through a fully integrated system of healthcare services. We offer:

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- Medical surveillance services

Woodland Office
1207 Fairchild Court
Woodland, CA
530.668.2660

Davis Office
2330 West Covell Blvd.
Davis, CA
530.406.2885



October 2008 Chamber Calendar

Save
the
Date



Farm/City Harvestfest
Heidrick Ag Center - 4:30p.m. – 7:30 p.m.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
<div style="border: 2px solid black; padding: 5px;"> <p>Calendar Sponsored by:</p> <h1 style="margin: 0;">PG&E</h1> </div>			1	2 Marketing Committee, 9 a.m. Chamber office Ambassadors Noon - Red Cross	3	4 Rotary Salmon BBQ & Auction, Heidrick Ag Center, 925-570-7542
5	6	7 Business Education Committee – Chamber office 4:00 p.m.	8	9 Farm/City Luncheon – Agri-Business Person of the Year Award 11:30 a.m. Heidrick Ctr. White Cane Dinner, Elk Lodge, 6 pm. Outa Sight Inc. 662-0535	10	11
12 Celebrate UC Davis! - Call 530-756-5160	13	14	15	16 Chamber Mixer – Clark Pacific 5- 7 p.m.	17	18 Sammie's Marathon For Life – All Vehicle Poker Run, 10 a.m. Dutch Bros. The 25th Concillio Recognition Dinner/Dance – Fairgrounds 758-2331
19	20	21 Business Issues Meeting – 3:30 p.m. Holiday Inn Express	22	23 Board of Directors Meeting – 3:30 p.m. Red Cross Office	24	25
26	27	28	29 Business Basics Workshop – Davis, 2171 Cowell Blvd 7:30-8:30 a.m.	30 Farm/City Harvestfest 4:30 – 7:30 p.m. Heidrick Ag Center	31 Downtown Woodland Trick or Treating and Costume Contest TBA	Note: All events dates/times subject to change.





Chamber Membership Anniversaries September 2008

COTTONWOOD 30-49 YEARS

Wallace Safe & Lock Co. Inc.
Sheldon K. Smith, O.D.
Hoblit Chrystler Jeep Dodge
Russ Fiddymont
Pan American Underwriters
Washington Mutual
Al Lucero

ELM 20-29 YEARS

Timothy Bernard, D. P. M.
Woodland Healthcare Foundation
CR Locksmith
Jim Hilliard State Farm Insurance &
Financial Srvc
County Fair Fashion Mall, LLC
Strelitzia Flower Co.
Target Stores
Valley Truck & Tractor
Woodland Motors
Gottschalks
Peter M. Holmes Co. Inc.
Sir Speedy

WALNUT 10-19 YEARS

Woodland Biomass Power, LTD
Faye Properties, Inc.
Thomas J. Lumbrazo Planning, Inc.
Matt Rexroad
Buckhorn Cafe, Inc.
Robinson Chiropractic Life Center
Hall's Plumbing
Sundance Car Wash
B. J. Ford
American Medical Response
Sacramento River Train
J E G Enterprises, Inc.
Inter-Cal Real Estate Corp.
Radio Shack Distribution Center
RDM Entertainment & Audio Visual
Rentals
AFES Network Services
Mescher Door Company
Woodland Bail Bonds
Fred Bailard

PALM UNDER 10 YEARS

Ramon S. Tafoya Elementary
Matteoli Bros.
United States Army
Woodland Davis Aeromodelers
Valley Oak Veterinary Hospital
Piper's Med-Transcript Service
Capay Canyon Ranch
Douglas Krieger
Gary Sandy
Statewide Collection Bureau
Kay Curtis/ReMax
Ivan D. Allred Consulting
Checktronic Business Solutions
Doris Krevsky, Commercial Broker
Peg Parker
Dragonfire Toy Company
Splitfire, Inc.
Applebee's Neighborhood Grill & Bar
Quality Engineering
Joe's Office Equipment
The UPS Store

By-Law Changes

Attention Members: You, the membership are hereby notified that some modifications have been made to the Chamber By-Laws by the Board of Directors. Please review the following changes/additions:

ARTICLE II: MISSION STATEMENT or PURPOSE
REMOVE: 2. Limitations. In all its activities this corporation shall be nonpartisan and nonsectarian, and shall not discriminate on the basis of race, creed, color, age, sex marital, handicap or veteran status.

ADD CURRENT APPROPRIATE WORDING: 2. Limitation of Methods. The Chamber of Commerce shall observe all local, state and federal laws which apply to a nonprofit organization as defined in Section 501(c)(6) of the Internal Revenue Code.

ADD: ARTICLE XXIV; DISSOLUTION
The Chamber shall use its funds only to accomplish the objectives and purposes specified in these Bylaws, and no part of said funds shall inure, or be distributed, to the members of the Chamber. On dissolution of the Chamber, any funds remaining shall be distributed to one or more regularly organized or qualified charitable, educational, scientific or philanthropic organizations to be selected by the Board of Directors as defined in Section 501 (c)(3) of the Internal Revenue Code.

ARTICLE XX: INDEMNIFICATION CLAUSE
No member, officer or director of this Chamber shall be personally liable for its debts or other liabilities, and the private property of such individuals shall be forever and wholly exempt from any debts or liabilities of every kind and character of this corporation.

The ACTION to approve the By-Law modifications as presented was moved by Director Phil Hogan, seconded by Director Angela Fairchilds and unanimously approved on August 28, 2008.

If you have any questions please feel free to contact CEO Wright, 530.662.7327

PALM UNDER 10 YEARS (CONTINUED)

Acc U Lube Tune and Break
Calista Schwerin MFCC
Sprint
CCF
La Mariposa Thrift Store
The Next Chapter
Gemini Bio-Products
Premier Chiropractic
Hometown Chinese Restaurant
Barsamian, Saqui, & Moody
Woodland Montessori Children's House
Grover's Soil Solutions
Modern Sign Design
Tri Counties Bank
Pacific Star Gardens
Supervisor Mariko Yamada
Suzanne Felton Sanchez - Doncaster
Yolo County Tobacco Education Program
AGRIassociates
Notary Now Services
Gunby Construction
Brooks Painting Inc.
The Salvation Army
Citi Financial
Porter Building
Bernadette E. Murray, L.M.T.
Ink Monkey, LLC

\$100 Gift Cert Winners!

Vince's Restaurant first opened its doors on April 1st, 1976 at the old market place. Although it only served sandwiches at the time, it paved the way for Vince to move to his present location at 140 W. Main Street. The lot was sold to Vince by Shakey's Pizza, and went under immediate construction. After many months of work, Vince's Restaurant once again opened its doors to the public on July 18, 1976. Through the years, Vince has improved his restaurant with the addition of an open air patio in 1980, and later with a total remodeling in 1986. Vince's Restaurant has been and continues to be a family business, owned and run by Vince and his son Eloy, and helped by his wife Rocio, his sons Edgar, and Vince Jr. and his two daughters Maribeth and Pricila.

They feature traditional favorites like Tacos, Burritos, Tamales, Chile Rellenos, & Enchiladas. They also feature a variety of Specialties such as: Camarones (Shrimp) al Mojo de Ajo, Camarones a la Diabla, Carne Asada Carnitas, Chicana, Chile Verde, & even Delicious 18 oz. T-Bone Steak! There is a Full Service Bar, and have the BEST MARGARITAS IN TOWN!!! Catering & a large Banquet Room are also available. Open Tues – Sun. Hours are Lunch 11am-2pm and Dinner 4:30-9pm.

For paying their membership investment in advance of the due date and being drawn, the Rodriguez's chose Home Depot to redeem their \$100 prize for August.

Prime Conduit, Inc., formerly the PVC Pipe Division of Carlon (Lamson & Sessions), was the recipient of the incentive prize for September. The company still manufactures superior conduit products for the electrical, telecommunications, utility, and sewer markets.

Their name may have changed on the print line, but their product quality and customer service still remains best-in-class! They have been a "Proud Member of the Woodland Community and Chamber of Commerce since 1974 and look forward to continuing to serve our customers for years to come. For more information on the company go to: www.primeconduit.com They elected to redeem their \$100 gift certificate at Sundance Car Wash.

Boost to Local Business

The City has added 'Tools for Business Success' to their website with a free tool to help entrepreneurs choose the type of business entity that meets their needs, a business start-up kit, sample business plans and small business certification information." The business start-up kit includes the forms needed to establish a sole proprietorship, partnership, limited liability company or corporation. The following are some of the many tools available on the website:

There's information on training provided by the regional Small Business Development Center and others, and over 75 online classes available to help start and grow your business.

The Government Requirements kit has forms and simplified instructions that businesses need throughout the year.

Whenever you're ready to hire staff, visit the Employer Assistance site for our free Employer's Kit and to see hourly pay information for 850+ different positions. You can also provide your new employees with a New Hire email that includes all the forms and required compliance notices.

If you're looking for loans, check out the site for Business Funding and to find local lenders that participate in SBA loan programs. Our loan payment calculator will help you quickly determine your payments for the loans you are requesting. There are tools throughout the site to help you better manage your business, including a Business Report Card, financial calculators, a website grader, payroll tax calculator and more.

The website is set up at the following link and is expected to be "live" by the end of September 2008.
<http://www.toolsforbusiness.info/success/index.cfm?cx=woodland>

For information contact City Economic Development at www.economicdevelopment@cityofwoodland.org or 661-5921.



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Chamber of Commerce
CEO, Kristy Wright

Wright Writes!



"ISSUES" FLOW PROCESS

1) Issues for Board consideration identified by/from:

- Staff
- Membership
- Non-members
- Government Officials
- Electronic/Print Media
- Affiliated Organizations
- Other Sources

2) Issue paper completed by the person presenting the issue for Chamber consideration. CEO presents "Issue Papers" to Executive Committee.

3) Executive Committee

- Reviews issue papers
- Identifies issues appropriate for direct Board of Directors action
- Assigns appropriate issues to divisions
- Identifies issues not pertinent to the mission of the Chamber
- Presents list of issues received, issues assigned and issues not assigned to the Board of Directors each month.

4) Recommendations for resolution and finding of the issue made by the division, task force or study group to the Board of Directors.

5) Board of Directors issues public statement on Chamber's position on each issue.

6) Listing of issues received, issues assigned, issues not assigned and Chamber's position on issues placed in CONNECTIONS monthly and press/media weekly.

If you have an issue you would like the Chamber to address please contact the office for an issue paper. One can also be found on our website: www.woodlandchamber.org We do want to be your business advocate!

As we move into 2009, I would like to bring to your attention, how members can bring an issue that you would like addressed, to the attention of the Board of Directors.

The process was established in 1989 when Wayne Ginsburg was President of the organization. At that time former Executive Director Dick Klenhard was retiring and trends across the country were taking place in Chambers to restructure. Volunteers' time became limited and meetings were being reduced. Our Chamber had 22 standing committees and attendance was declining, it was determined that task forces would work more rapidly at bringing issues to a solution.

As a Not for Profit 501c (6) organization, we abide by, and are legally bound to follow By-laws and policies and procedures that have been established by the Board of Directors. Directors are voted upon by you, the members, each October. They serve in that position to represent the entire membership. At the present time, we have 701 members, not all are located in Woodland, we have many from the County and also outside the area.

Because we are a large and diverse organization with many members with different opinions on issues, the structure was designed to be thorough yet still follow our legal guidelines. Some may say this process is slow. The timeliness of when the issues are addressed lies with the individual submitting the issue paper and at what time it is submitted for review and action. If the issue is complex and will require more information before a decision can be made, then the paper should be turned in far enough in advance of when the final vote is taken.

The following organizational structure and flow chart was approved and implemented to try and move issues through the process in as timely a manner as possible. This is not an uncommon process for most small Chambers with limited personnel and large Boards.

There are five divisions within the Woodland Chamber of Commerce: Finance, Membership, Economic Development, Public/Community Affairs and Recognition. Each division is responsible for specific areas of issues related to the Program of Work/Objectives of The Chamber.

Issues for recommendation/action will be assigned to the appropriate Division by the Executive Committee. A task force or committee will be formed within a Division, if it is necessary for discussion and recommendation on an issue. In some circumstances, the Executive Committee may discuss the issue and decide that it can go directly to the Board for action.

All Vehicle Poker Run to Benefit Sammie's Marathon for Life

On October 18th, a Poker Run Ride will begin at 10am at Dutch Bros. Coffee in Woodland on E. Main St. Pre-registration forms are available at the Woodland Chamber office or at www.caringbridge.org/tx/samantha

The Run is open to ALL vehicles: motorcycles, jeeps, hotrods, cars, and trucks, anything with a motor. From 8 a.m. to 3:00 p.m. there will be food and live music by: The Mighty Delta Roadmasters, Lynette Kimura and the Bluetones and The Dropped Roses.

There will be family fun participation, vendor booths, a 50/50 raffle etc. Please attend and show your support for Sammie and her family. All proceeds go to Samantha to help defray the high costs of medial treatment from her Cancer.



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www.WoodlandChamber.org

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PC4513D LW



What is your dream?

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- College
- Home Improvement
- Retirement
- New Car
- Vacation

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