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Brettle

Council Members Gamble on Sports

by Matthew Padilla

If you build it, they will come. We hope.

—any politician.

Councilman Alan Wagner has a vision for Ontario. He sees a sports arena filled with cheering crowds and an influx of tourists, tossing money gaily at ticket booths, concession stands, and neighboring businesses.

Wagner and other Ontario council members are flouting the idea of building a $35 million, 12,000-seat arena, which would feature an ice rink and basketball court. He hopes a minor league basketball and hockey team will play in the arena, bringing large crowds to Ontario.

Wagner says that if the city wanted to spend $19 million, said Daniel Crowe, the station's general manager. 98.3, is a Spanish station with a large audience in Ontario.

When the California League this month announced a major sports facility in Palm Springs, the Ontario councilmen are again trying to keep the wait at 15 years.

When the Caesar's entertainment center on one property and a 2000-room hotel on another property.

Brown declined to comment on the reason for dropping the Ontario expansion, except to make a general statement that the company decided in time would be better invested in a more ambitious project.

The deal is still on, Crowe said, so further details out, Crowe said, so further details are not available.

more than $100,000 for an "It’s the cheese" promotional campaign.

Ontario is the leader in the region," Wagner said. "The only thing we are lacking is professional sports."

Ontario has blossomed into a city of more than 145,000 residents. It is building a convention center.

"Our area needs more, Wagner said. "We would have a chance to have our own teams and follow them."

And there it is; on the simplest level politicians want professional sports teams to play in a major sports facility in their city to excite and unite residents. The glory of it all has swept the country; sports arenas and stadiums are being erected with fervor.

"A conservative estimate is continued on Page 5

Major Sports Facility Announced for Palm Springs

The construction of a major sports complex, which will feature a 7,000-seat, Olympic-size hockey arena, additional risks, and enough arcade-related entertainment for a stand-alone family fun center, was announced in Palm Springs late last month.

Harry Henderson, president of Atrium Enterprises, Inc., said construction will begin in September of this year, with plans to open in December 1998. The facility will be built on the Market Fair Grounds on the corner of Ramon and Crowley Road. Atrium holds

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Council members gamble on sports

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tickets. They are 20 stories proposed or under construction for the professional sports industry," wrote Robert Baue, an economics professor at Lake Forest College, in the December 1996 publication of Real Estate Issues.

The bill for those stadiums exceeds $400 million. That sum may seem surprising, but that is what is even more surprising is how many cities are choosing to build stadiums and arenas are rising, cities are assuming more and more responsibility for athletic and entertainment businesses. Ontario council members have said the city would see a revenue and economic development. The theory is that visitors will spend money in the destination city, which will lead to higher tax rates and economic development around the new sports facility: new restaurants, coffee shops, hotels, and related businesses. Politicians believe the destination city will provide an influx of resources to those no longer furnished by higher levels of government. Baue wrote.

The danger of this thinking is that cities are gambling with huge chunks of money, $35 million or more in the Ontario case.

The largest is San Bernardino's Great Park which, with huge chunks of $35 million or more in the Ontario case.

The second is San Bernardino's Great Park which, with huge chunks of money, $35 million or more in the Ontario case.

The Diamond features a petting zoo, an Enenergy Bistro that drums every time the Storm scores, and one ever present “good luck” shark. Mavrick's fans across the board are a colorful lot.

Lowe's Diamond stadium is without a doubt the Storm's finest facility. In fact, Baseball America named it the best minor league ballpark in America (out of 150).

Lone Star and franchise are two in their fourth year buoyed by strong attendance, a league champi-

The Storm is the defending California League Champion. Storm fund-raisers have netted over $350,000 for charity in three years, and the organization was named “Business of the Year” by the Lake Elsinore Chamber of Commerce in 1995.

Quakes Rancho Cucamonga built the Epicenter in 1993, launching the Quakes' baseball franchise and minor league baseball. The Quakes earned appearances on network television, generated interest throughout Southern California, and the Quakes earned appearances on network television, generated interest throughout Southern California, and the Quakes earned appearances on network television, generated interest throughout Southern California.

Baseball fans are free to play at the Storm's baseball stadium. The city filed the company it hired to manage the stadium, and that move is expected to bring the $1 million operating loss down to about $500,000 this year.

Despite the financial disaster, some city officials still stood by the stadium. Assistant City Manager Dick Waterpug said there are several benefits to having the stadium in the Storm.'

"Their attendance is great," Waterpug said, and he stated that the stadium led to a rise in community pride.

There is truth to his statements. Diamond Stadium has become the home of the largest crowds in the California League. The 7,866-capacity stadium saw about 5,240 people per game.

Waterpug argued that the benefits of the team and the Storm are intangible, simply outweigh the costs, even if the city never recoups its losses.

"Many stadiums are free to play," Waterpug said.
California Needs Cleaner Water...Service

For centuries the wealthiest political leaders and activists have sought to make government accountable to the people. And since the industrial revolution, they have sought the same from companies, which influence millions of lives worldwide.

But one area has slipped through the cracks: water. Necessary for life, water is the most precious natural resource we have. Recognizing its importance, politicians have regulated it, and municipalities have provided it. They have not done enough. Water districts and other providers need to face accountability. The Inland Empire water companies do not release financial statements to the public.

Why? Citizens have a right to know why their water bills are so high. Company official says that because their companies are privately held they do not have to provide the mysterious sub rosa cargo.

California needs to see an opening of the books and an elimination of meaningless charges.

Former Congressman Troops on Right to Privacy

Check the address on your driver's license to make sure you still live in California. This journal has no problems with verifying the citizenship of voters.

Enough is enough. True, we have to protect the integrity of the polls, but one area has slipped through the cracks: water. Necessary for life, water is the most precious natural resource we have. Recognizing its importance, politicians have regulated it, and municipalities have provided it. They have not done enough. Water districts and other providers need to face accountability. The Inland Empire water companies do not release financial statements to the public.

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California needs to see an opening of the books and an elimination of meaningless charges.
Blind Dining Offered by Reservation Only

by Matthew Pudliski

Try eating dinner with your eyes closed. Not interested? How about trying a restaurant where the bill is $25, but the dinner is a mystery. Welcome to Csaba, pronounced "Chuck", one of the City of Job, also known as the Bakery and Cafe, in Arcadia. It's a mystery approach of the Chezzy Corporation surprised many financial and operations heads of industry. Chezzy was a marketer. The menu and operations heads of Chaz and Ford (where he learned the auto business) worked with him.

Chezzy was losing its list of individual customer base as a result of not listening to them. The American auto industry was notorious for this common problem; it took a marketer to figure out what he wanted.

I have never forgiven the introduction to one of my college marketers. He said his cuisine does not evolve. His company has that managed to turn around a commodity pricing cross-fire in the plastic valve business. As outlined in March’s Marketing Magazine, published by Advertising Age, Ross was in trouble a few years ago. A marketing approach called mass customization, Ross is growing in a flat industry and has turned a life-threatening problem into a success story.

Combining computer aided manufacturing and design tools with one-to-one marketing, Ross’ engineers were not only commoditizing their products but found ways to survive.

The company focused its customers want service, not the product. Ross’ concept was so radical that graduates right out of school were trained in the process instead of using existing engineering staff.

The concept itself is impressive, but the thrust of the reasoning was that the company redesigned its manufacturing process. The judges will choose winners from a pool of more than 100 local businesses who are expected to compete. Finalists are encouraged to attend a departmenal meeting. Marketing is a system of interacting business activities designed to plan, price, promote, and distribute products and services to meet and exceed customer needs. It is big business, not a salesman with a catalog.

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Anyone in a company who understands and embraces this concept is a marketer.

That’s why the finance and accounting people worked for Lee Izacza. According to Izacza, he had to change the entire focus of management. To turn around the company Izacza knew that the industry had to become marketing driven, no longer could they just hawk cars. As simple as it sounds, I believe that most companies are still selling products in search of markets. The holistic shift of market management into an integrated marketing machine requires time and care, cannot be accomplished by luck or edict. A complete process requires the careful blending of planning, technology, philosophy, and human interaction. As Ross Controls is aware, the shift is more than just right: the results can be life-saving.

Ron Burgess is a business development consultant who specializes in strategic marketing planning, relationship marketing, and integrated marketing systems. Burgess may be contacted at BURGESS group by e-mailing to: "unbegarden@earthlink.net" or calling (909) 798-7902.

Competition Begins to Become Entrepreneur of the Year

The Inland Empire Entrepreneur of the Year (EOY) awards committee announced the selection of eight business leaders to serve as judges for the 1997 competition.

"In selecting the judging panel, the EOY committee took care to select leaders who represent a diverse cross section of the Inland Empire’s business community," said Dave Harris, Inland Empire EOY program director.


"The EOY judges will go on to select a national EOY competition. The judges are local business leaders who represent a diverse cross section of the Inland Empire’s business community," said Dave Harris, Inland Empire EOY program director.


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Cliff Cummings, General Manager of Chuckershoya Toyota
by Rebecca Jo James

For Cliff Cummings, every day is a "good day." Whether he's sip
ning coffee in the morning while reading the page to one-year-old
Trever on his lap, whacking away at a tennis ball during a four-year-
old Michael trying his luck with plastic clubs, or discussing the "good
things" happened that day with his wife, Bobbie.

Cummings believes in making "good things" happen. And he has
just that in a 6-year term as general manager of Chuckershoya
Toyota.

"If you run your business ethi
cially, and trust your customers not
to be a one-night stand but in a long-
term relationship, then things will
be okay," Cummings said.

Things are more than "okay" at the
dealership under Cummings' guidance.
Before he came on board, the
store sold an average 88 cars per
month. Now that average is up to 327.
They moved the dealership from "E" Street in San Bernadino
to a former Safeway Plaza and reworked the
advertising.

But the biggest change has been in the dealership headquar
Believing that "people will do a good job if you let them,"
Cummings gave the department heads the authority and budget
to run their own departments.
"I'm just the cheerleader," he said. "I encourage them to do things,
that they didn't know they could do in the past."

The dealership has reaped "tremendous results" from people
who are responsible for their own decisions and who have
desire to do their own destiny, Cummings said.
"I give them guidance — but we
let them make the job in the heat that,
during the meetings, seven managers get one vote and I get
five," Cummings said.

When negotiations are com
pleted, Cummings will be the owner of Chuckershoya Toyota
— an agreement that was in the
works for the past six years.

Spending 15 years in Virginia
as a partner in Fairfax Toyota, he
was ready to make a move. And he had
started looking in Atlanta, Florida, and Texas for a dealership to buy.

He was talking to his best friend in California, where he met Toyota
dealership owner Chuckershoya. When Cummings was up to the
level of pursuing his current legal career. However, he
found that a lawyer starting out in the "good things" that
happened was about $19,000 a year — which
was unappealing to Cummings, who
made substantially more than that
in the automobile business.

His career with Toyota's office
paid off. Initially, they were selling
approximately 110 to 120 cars a month.
When Cummings came on board, they "capped out" at 400.

When the opportunity presented
itself, Cummings bought into Calvert Toyota, relocated it to
Fairfax, and made it a success.

Cummings sold the business and made his transition to California
at Chuckershoya Toyota in San Bernadino.

Here, his involvement extends beyond the Auto and
Sports Complex. When college computer
Cummings went to Virginia, opting for a political science major.

"This community has been
supportive of our business," he said.
"They've been responsive to our
requests to walk into their community
and we have made great friends here.

Cummings is very much
involved with charitable work. The
organization adopted the Fairfax:
School — helping the school to buy
books, refurbish the teacher's lounge,
and buy drill team shoes. The
school is a wall to a school in the
dealership where they can display
their drawings.

Another passion his for
community involvement. They help
to sponsor the American Youth
Soccer, so they have a "parking lot" and
he assists with dental screening for the
underprivileged.

"Perceptions that the only
ways to get to the top is to work
harder — that isn't true. As a community
leaders, it's our responsibility
to let people know that there
are some good things happening and
that people are out there doing
good work."

However, a bond is required prior to departure for 40 percent of
the display of the samples ensure
that the material is returned to the
United States.

The U.S. Department of Commerce
offers several methods of participation in international trade shows.

Foreign Buyer Program
encourages international buyers
to attend selected U.S. trade shows
in industries with high export potential.

Matchmaker Trade
Distributors are U.S.
Department of Commerce
personnel and enable U.S. exporters
to pre-screened prosperous.

Trade Missions are planned
visits to appropriate buyers over
seas, and most of the coordination is
done by commercial personnel.

Catalog Exhibitions display
sales material of U.S. manufactur
ers at embassies and consulates, or
in conjunction with trade shows in
appropriate countries.

The sale of the traveler's
passport provides each provider
with sales leads and a visitors
list. For a very low fee, the provider
on the part of the manufacturer, this
type of exhibition is particularly
well suited for use in developing
markets.

Upon completion of the trade
show, additional follow-up is
required. All bills and charges must be
reviewed for charges which have
been made without the material
in the United States.

Material can be shipped
to a U.S. delivery service such as
FedEx or UPS. The "ship to" address
should be the manufacturer, in care of the
booth at the destination country.
Unused material can also be sent back
that, or using one of these delivery
services.

Material is not too
commonly used, it is
covered with the traveler. Table-top displays
are compact and are specifically
designed to be handled by a single person.

If the material consists of
valuable samples that will not be
sold — and several countries will
be visited using a business visa — a
"Carat" can be obtained. This
document gives the traveler
time period to any country without pay
ing duty and to clear customs inani

massive booth sizes. Evidence sug
that size is not a critical factor in getting a booth visitor to a
qualified lead.

The best way to get an overall
view of the market and an industry
is to participate as an exhibitor in
an international trade show. This
is a useful method of doing business
and market research and is a very
effective route to expanding export
activity.

Susan Thomas established Export
Associates in 1991 specifically to
help small manufacturers market
their products sold on the international
market. Thomas may be contacted by
calling (714) 382-7694.
FRAUD: THE SOFTWARE FEATURE YOU DIDN'T ORDER

by Peter McLaughlin

After months of long hours, voluminous memos, endless meetings, and endless meetings, the company's new software application is ready to go. A virtual switch is pushed, and hundreds of workstations gleam with a new, friendly home screen, inviting users to saddle up and get the transaction running round the room.

In too many cases, however, that new road is a high-speed highway for financial loss and embarrassment. The complexity and volatilities of today's technology - coupled with the pressing need for new systems on stream on time - provide a golden opportunity for criminals to profit.

More than one U.S. company has learned the hard way the devastating effects of computer fraud. For example, one well-known example, a large company tendered a $1 billion bid on a government contract several days before the deadline. After losing the bid by a small amount, the company found out someone had crashed its computer system.

Alarmingly, a recent survey showed that in half of the companies in the world have been victims of fraud during the past fiscal year, 25 percent of profits. But the cost of losing $1 million or more in the past five years.

Because information management technology is so widespread, all of almost this fraud involved the misuse of computers in some shape or form.

Computer thieves: increasingly creative

A major factor in the rise in corporate fraud is the fact that most companies installing new computer systems fail to install sufficient computer security to keep outsiders at bay.

Disgruntled employees and other insiders pose the highest threat to corporations since they often have the most motivation to create a fraud. Also, they usually know what controls are in place and are more often the ones who can conveniently test these controls or exploit weaknesses found in applications, systems, and networks.

Common cache: computer fraud

Computer fraud is the fastest-growing form of crime in the United States, with losses estimated at over $2 billion annually. Computer fraud has increased by over 300 percent in the past five years, and experts predict it will continue to grow.

Computer fraud is often committed by individuals who have access to sensitive information, such as employee records, financial data, or other confidential information. This access allows them to gain financial advantage or to damage the company.

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Common types of computer fraud

Common types of computer fraud include:

1. Embezzlement: This is the theft of money or property by a person in a position of trust. Embezzlement is often committed by employees who have access to financial records or other sensitive information.

2. Identity theft: This is the theft of someone else's personal information, such as their Social Security number or bank account information, for financial gain.

3. Phishing: This is the use of fraudulent emails or websites to trick individuals into providing sensitive information, such as their credit card numbers.

4. Denial of Service (DoS) attacks: This is the use of a large amount of traffic to overwhelm a computer or network, making it unavailable to others.

5. Malware: This is the use of software programs designed to disable or damage computer systems.

6. Insider threats: This is the use of insiders who have access to sensitive information to commit fraud.

Computer fraud has increased by over 300 percent in the past five years, and experts predict it will continue to grow.

The key to preventing computer fraud is to restrict access to sensitive information. The key to controlling access to user authentication - knowing who is requesting access to the network, system, or sensitive information.

However, passwords are often the weakest area of control. Because employees may have to remember multiple passwords, they often end up picking simple passwords that are easy to guess and easy to crack.

Secure computer systems can easily break as many as 75 percent of all passwords because they are obvious or naive. One Chinese computer recently broke into dozens of Georgia Tech systems merely by using the word “Balls” as a password.

The best solution is usually a one-time password software program that automatically changes user passwords on a regular basis, providing a high level of protection that is difficult to break. Enigma Logic and Security Dynamics are leading providers of such systems, which can cost as little as $50.

"Firewalls," encryption and enhanced audit software

Another strategy for reducing the risk of unauthorized access to a newly installed computer application or network involves putting a "firewall" program between the private corporate network and the Internet or other outside network.

Firewalls block access to the protected network from sites which are not authorized or block employees from using services approved by management. A typical firewall program allows outside connections only from certain addresses and users. Only firewalls prevent users from connecting to external networks.

Encryption is another security option to consider prior to the installation of a new computer system. Encryption software prevents information that is intercepted by a criminal from being read by enciphering it with a key. Only firewalls allow users with a copy of that key to read this confidential information.

Another key defense against computer crime and fraud is the immediate detection and quick response to suspicious or fraudulent computer transactions through enhanced audit software.

Information security consultants such as Deloitte & Touche have developed audit programs that can automatically identify and flag transactions that stand out in anomalies, making an in-depth audit of all transactions on a daily basis unnecessary.

Computers don’t steal, people do.

Finally, with all the attention to technology, corporations shouldn’t forget that the true focal point in all fraud is people. Human resource management in all forms is key.

As more contractors and outsourced personnel come into a corporation, the varieties of modern мужет increase, and so does the threat of fraud.

Inland Empire Business Journal

McLaughlin

Inland Empire Business Journal

March 13 in the Ontario Mills Mall.

• INLAND EMPIRE BUSINESS JOURNAL

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Catching Liars in the Act

by Peta G. Benson

We live with lies in the workplace every day. There are the lies we use to ease out of an uncomfortable situation. "I have to leave now — got to pick up the kids at day care. My boss insists I rotate supplies, so we won’t be doing business with you this year." "No, ma’am, it’s not me — your name isn’t in the ledger.”

Often we don’t refer to these statements as lies, but as fibs, which sounds gentler and less declarative and less statements as lies, but as fibs, we won’t be doing business with these people. Lies are everywhere and lie detection is a daily chore for those who work in the business world: lies about accomplishments (look at that resume) ... lies about results (we’re ahead of schedule) ... lies about appearance (the check is in the mail) ... lies about perfection (look, no bugs in the program) ... lies about motives (I really want to get this for the good of the project) ... lies about values (honesty is what we want in this company — as long as you don’t tell me what I don’t want to hear).

We tell our children that lying is bad when, in fact, lies are part of the daily fabric of our work lives. We justify the inconsistency by saying that all lies are not equal; some are more acceptable than others.

As individuals, we have to determine for ourselves what our personal values are about honesty. Do we have the courage to be honest? Do we have the diligence to distinguish what is a lie and what is not? Say we study this distinction, and say we think of the truth, the whole truth, and nothing but the truth; of formulating traditions, and of maintaining them.

In the workplace, where high performance is everything, lies are told to put a better light on a situation or a result, to justify an action, to be reassuring, or for our own protection. Because it is not uncommon to tell lies in business, it can be difficult to convince ourselves and others that lying should be prohibited.

Is it our job as managers to convince people not to tell lies? Or is it our challenge to develop skills so that we know when people are lying to us?

Paul Ekman, a professor of psychology at University of California, San Francisco, is a leading authority on lying, deceit detection, and the ethical implications of this behavior. He has summarized some of his research in a new book, "Telling Lies: Clues to Deceit in the Marketplace, Marriage, and Politics."

Liars sometimes exhibit clues (a quiver in the voice, downward glances, red spots on their cheeks, etc.) that can be noticed and used to help us determine whether someone is lying. But, truth, there are other clues which may be easier to observe under most circumstances. In fact, some of the tell-tale symptoms lie deep in our own hearts and minds: What is the line that we will not cross when it comes to telling the truth?

Finally, there are the everyday lies, about which we think and accept with varying degrees of comfort or discomfort: "I know that’s true but I want to hear it again." "What's the matter, another way of looking at this situation?" and another, and another, until you get the answer you think is true.

Repurse the question more directly. "So, if Sam asks me whether we made profit this week, shall I tell him yes or no?"

Use humor. "Maybe too many weeks of wet weather are turning our crop soggy. Can you run that by me again?"

The trick is to discover a way to signal that the information received is suspicious and that you'd like the person to try again to get it right — without having to directly confront the lie and the liar.

Faced with a choice a second time, individuals will more often than not recalculate the answer towards the truth, especially if they feel they will be held accountable for being less than 100 percent honest in the first response.

Line are a fact of life in the workplace, and there's no point in denying it. Maybe we decide that it is a priority to shift our corporate culture toward a more honest, but in the meantime lies are what we have to contend with in managing people who have the potential for making our company great.

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Is it our job as managers to convince people not to tell lies? Or is it our challenge to develop skills so that we know when people are lying to use?"
temperature superconductivity has been a topic of intense scientific interest in recent years, particularly in solid materials. The movement of electrons in these materials is of great interest to both theoretical physicists and experimentalists.

The concepts of superconductivity and the principles that govern it are based on the idea that the movement of electrons in a superconductor is spontaneous and wave-like, rather than randomly as in other materials.

Antonio H. Castro Neto, a theorist who specializes in condensed matter physics, has made significant contributions to the understanding of superconductivity. His work has been recognized with prestigious awards, such as the Sloan Research Fellowship.

Castro Neto earned his Ph.D. in physics at the University of Illinois, Urbana-Champaign, in 1994 and has been a postdoctoral scientist at the Institute for Theoretical Physics at UC, Santa Barbara, before joining the UCR faculty in 1995.

Castro Neto has been active in the field of condensed matter physics and has contributed to the understanding of superconductivity, a phenomenon that might one day lead to economic growth in various aspects of society.

Research in superconductivity has also led to the development of new materials with unique properties. For example, the discovery of high-temperature superconductors has opened up new possibilities for technological applications.

Castro Neto's research has been recognized with the Sloan Research Fellowship, an award that is designed to support the development of outstanding young scientists in the United States. The fellowship is awarded by the New York-based Sloan Foundation to encourage the development of outstanding young scientists and to support their developing research careers.

As of this writing, Castro Neto and his colleagues continue to work on understanding the properties of superconducting materials and the mechanisms that govern their behavior. Their research is expected to lead to new applications and technological advancements in the future.
San Bernardino County Awarded $300,000 Grant for Drug Court

by Mathew Padilla

San Bernardino County convinced the federal government that it could use some help keeping drug offenders from repeating their crimes.

The county was one of 12 communities nationwide awarded a one-time grant of $300,000. The funds will be used to enhance the county's drug court program in the city of San Bernardino and to help fund the Redlands Drug Court, which, at press time, was scheduled to open this month.

"It keeps them committed to their recovery," Morris said. "Because if they don't, they go to jail."

The program goes beyond drug rehabilitation. Members of the program receive job training and placement, transportation, child care services, and are monitored after leaving the program.

"This is a unique program that benefits the entire community by going to the root of the problem for these non-violent offenders," Congressmen George Brown (D-San Bernardino) said. "Rather than just constantly cycle these offenders through the corrections system, the San Bernardino Drug Court can literally help turn lives around. Their work reduces the need for incarceration and protects the community at the same time."

Despite the praise, the drug court only handles a small percentage of drug-related cases, Morris said. About 100 offenders are enrolled in the San Bernardino Drug program, and that court is only open part-time. The Redlands court is scheduled to be open part-time.

"We need drug courts in every county house," Morris said.

continued from Page 3

At deadline

Rinos is owned by El Dorado Communications, which will maintain ownership of its other Spanish station, KRRA Radio Ranchito.

San Bernardino Federal Agency to Hire Locally

The Defense Finance and Accounting Service Center in San Bernardino will hire local residents for the first time since it opened two years ago.

The center, which does accounting for the Defense Department, announced Tuesday, March 25, that it will add 20 people in the first few weeks of April to its work force of 86.

By next year, it plans to add 200 people.

The agency has run out of Defense Department employees and wants to make an effort to hire people from the community, said Dave Coon, the agency's deputy director of administration.

Coon said the facility expects to be responsible for accounting services at four more Air Force bases and will need more employees.

The pay is not enough to live off, employees say.

The union hopes to get more.

The last UPS contract was in 1993. The deadline for a new contract is July 1.

Rialto City Council Supports Low-Income Housing

The Rialto City Council voted to give $2.5 million to a low-income apartment complex. Part of the council's motivation is to maintain control of the project.

The council voted 4-1 in late March to use money previously set aside from a bond issue held for low-income housing to partially pay off a $4.9 million construction debt by the Renaissance Village apartments on Glenwood Avenue.

The bond council member against the measure, Mayor Pro-Tem Ray Farmer, said the $2.5 million was needed elsewhere. The remaining debt will be paid by ARCS Mortgage, in conjunction with the Federal National Mortgage Association.

The association sought total control over the project after the 144-unit complex fell below its targeted occupancy rate.
Barbara Lee Crouch  

Island Empire Regional Manager  

The Employers Group  

She is a "people person."  

Working in the human resource field for more than 23 years has made her a "people person."  

As a matter of fact, she's been considered an expert in the field by her fellow personnel and employers groups, chairing or participating on several group meetings. Often sought out for her words of wisdom, Crouch has been quoted by newspapers, radio and television talk shows.  

Frequently involved with her words of wisdom, Crouch has been quoted by newspapers, radio and television talk shows.  

She enjoys working with people, being involved in the community, helping the community, or solving people's problems.  

Crouch said.  

The Employers Group has been in existence for more than 100 years and is the largest human resource management association in the United States. It serves nearly 5,000 member firms employing approximately 2.5 million workers—and Crouch has played a major role with its ever-growing membership.  

"Enjoying working to make the Inland Empire and California a business-friendly environment."  

She enjoys working to make the Inland Empire and California a business-friendly environment.  

Crouch keeps her schedule busy. Serving on the board of directors for the Inland Empire Business Journal as well as on the Inland Empire Small Business Development Center, various employer advisory groups and educational advisory groups, Crouch has kept her finger on the pulse of the community.  

"This is always a constant learning process," she said. "It is a fact that no two days are exactly alike."  

When someone says, "Hey Mayor!" she is just fine.  

Glenda L. Holt  

Mayor  

City of La Quinta  

When someone says, "Hey Mayor!" Holt is fine.  

"It's exciting to motivate others to become involved in our community and help improve the quality of life in Barstow," she said.  

Born in Arizona, she was raised in Barstow and, after attending the University of La Verne, she came back and made it her home.  

Having three children and four grandchildren, Ysler-Yent works diligently with the community primary focus geared toward young people—helping them set goals and bridging the gap between the business community and the community making her primary concern.  

"I enjoy the challenge of setting goals and then achieving them," she said. "I can create an atmosphere in which business will prosper well into the 21st century."  

Stephanie Cooley  

Director of Development and Community Relations  

Pomona Valley Humane Society and S.P.C.A.  

She spends her time earning for "man's best friend." But for the special distinction applies to more than dogs—especially when it comes to talking about the humane society.  

Born and raised in St. Louis, Missouri, Cooley received her degree in Spanish from Webster University and also attended the Universidad Ibero-Americana in Mexico City. This taste of the international flair got Cooley teaching high school foreign language classes for several years, traveling extensively around the world. Cooley made California her home in 1970.  

For working so far her heart, animals, Cooley produces a cable television show about animals.  

"Animals have always been important to me, so I am very lucky to be able to combine my job with something that I enjoy," Cooley said. "It is gratifying to help promote responsible pet ownership and to know that thousands of companion animals' lives are made better because of that."  

Community involvement is important to Cooley, who volunteers her time for several charitable activities including the planning of National Pet Day in Los Angeles, serving on the board of the California Humane Museum in Illinois, the Josie Cooley School of Nursing in Ontario, and the Ontario Chamber of Commerce.  

Currently, she is a member of Catholic Daughters of America, and serves on the Ontario, California, and the Inland Empire's Women's Accountability Board. Cooley is a graduate of the Pomona Police Department's Citizen Police Academy and serves on the National Council of Women Advisors to Congress.  

"My Italian-born father had a saying that we have lived by in our business," Faust said. "One hand washes the other and they both have to be done in the same."  

She pointed out that Cooley was one of the first to printsters to 400- to 600-line screen and the only printer to produce a 900-line screen. In many cases, Cooley said, "You have to do these jobs with advanced technology, they are able to provide their clients with a more exacting color reproduction and detail."  

"Growing up with the Inland Empire for the last 30 years has been a pleasure," Faust said. "It has afforded us the opportunity to grow from a single press in the garage operation into a multi-million-dollar printing facility."  

"We have been in the business for 44 years," she said. "It has always been a "family business" in the sense that my husband, Paul Boyer, and we have kept our five children involved with the family business.  

When she is not churning the printing business, Faust is very much involved with the community. She belongs to the Rancho Cucamonga Chamber of Commerce, Corporate Council 2000 of San Antonio Hospital and the Inland Empire Ad Club.  

She has been awarded the Women Entrepreneur Award from the Inland Empire Business Journal. Certificate of Recognition from the county of San Bernardino Board of Supervisors, is listed in the U.S. Registry of Women "Who's Who" in American Executives, and is on the Business Advisory Board for Assemblyman Fred Aguiar. In 1996 she was a recipient of the "Women of the Year Award," for which she received a letter of congratulations from President Clinton.  

"My life and work has been living the American Dream," Faust said. "I'm saying everything is simple and wonderful, but without hard work, sacrifice, believing and caring—what is there?"  

Debbi Huffman Guthrie  

President  

Roy O. Huffman Roof Company  

She was in the business in 1947 when her husband took it over in 1965 when her father died after working the business for 44 years.  

When her parents were killed in a plane crash in 1977, Guthrie was faced with a choice to either abandon the company or become its third generation family leader. At the age of 28 she made a commitment to her employees to not only continue the dream but make it thrive.  

"It is most satisfying to carry on the tradition of the business that started by my grandfather," Guthrie said. "I am committed to excellence in our products, in the services we provide and, along with my team, we work hard to maintain the reputation that we have earned over the past 76 years."  

Guthrie saw expansion into Huffman Roofing into the public works arena. She was also named to the Huntington Beach Department of Transportation certification status and expanded the company's involvement in trade and professional organizations, creating new business networks that resulted in a new era of growth and recognition.
Linda Foy  
Chief Executive Officer  
San Bernardino School Employees Federal Credit Union

Ventruring from the green valleys of St. Joseph, Missouri, Foy has lived in sunny Southern California for 39 years — 25 of those have been in San Bernardino with her husband and two sons.

Foy attended Valley College, took business administration courses at California State University, San Bernardino, and graduated from Western_Crisp Management School.

Bringing 25 years of experience in the financial industry, Foy is responsible for the overall administration and operations at the credit union.

"I enjoy the challenges of maintaining a small, friendly, family atmosphere while continuing to offer a full line of financial services to the credit union members," Foy said.

Complementing the "special report" Foy has with the credit union members is her involvement with several business and service organizations: the San Bernardino Chamber of Commerce, Highland Avenue Area Business Association, and Credit Union Executive Society.

Her enjoyment of people and desire to help others has prompted Foy's involvement in the Adopt-A-School Program and becoming a mentor for San Bernardino High School.

Sandra Jane Forney  
Owner  
Impressions Gourmet Catering

Forney began catering to people's needs at a young age — helping her family operate a successful resort in the San Jacinto Mountains.

Starting off as a short order cook in her family's restaurant, Forney honed her administrative skills during college as a manager and opportunity to keep involved with the community. She belongs to many professional and civic organizations, including being a member of the California Defense Facility Marketing Association.

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L-sundell  
Director of Business Development  
Chaffey High School District

K nowledge may not nec-

essarily be power, but Sue Sandell has it been a life-
time of discovery and a key that opened other doors.
“My professional and community involvement is based on an idea which I think Winston Churchill first expressed—We make a living by what we get, but we make a life by what we give,” Sundell said.

Sundell has acquired just about every acronym in education — earning a bachelor of arts degree in history from the University of California at Berkeley. In 1947, she married Jerry Pettis, with whom she pioneered innovative technologies in high-speed duplication of magnetic tape, culminating in the first use of tape in the automobile and the world-wide tape service to physicians, dentists, and hospitals.

Sundell moved to Washington, D.C., in 1967, following her husband’s election to Congress. At his death in 1975, she ran for the vacant seat and was elected to the 94th Congress. While there, she was a member of the Interior, Education and Labor, and Foreign Affairs committees. She served until her retirement in 1979.

“Following congressional retirement, I was asked to join four Fortune 100 corporate boards,” said Sundell. “I love the challenge of corporate policy and the great people with whom I work.”

Sundell returned to the world of business, and has served on Kemper Group’s various corporate boards since 1979, as well as the James S. Kemper Foundation Board of Trustees.

During the Reagan years, she was a member of the President’s Arms Control Commission and the vice president of the Women’s Research and Education Institute, as well as a trustee of Redlands University in California.

Sundell resides in Rancho Mirage with Dr. Ben Roberson, an anesthesiologist, whom she married in 1988. Currently, Sundell serves as chair of the Loma Linda University’s Children’s Hospital.

“My chairmanship with the hospital foundation is rewarding on many levels,” Sundell said. “Life is good.”

Virginia M. Eaton
Director
Wiggall Museum and Gallery

Painting is in her blood, so it’s no wonder that Virginia Eaton wound up with the museum and gallery. She began her career as a visual artist working in the medium of painting and, prior to entering the museum field, established herself as a graphic designer.

Eaton began her 23-year-long tenure with the museum as an assistant director for six years.

When California Steel Industries started up operations in 1986, Carolyn Vogler started up, too.

One as an emergency room nurse and another as a forensic nurse, collecting evidence that might otherwise be overlooked.

Her tenure paid off in 1992, when Battiste-Otto was awarded contractual work with law enforcement agencies out of Riverside, Los Angeles, San Bernardino and San Diego counties.

She was a founding member and a member of the board of directors of the International Association of Forensic Nurses, and in 1996 received the Pioneer Award in forensic nursing.

Barbara Wilkinson
Partner
wilkinsonpartners, inc.

“T is not just what you say that sets people, it’s how you say it,” is the motto of Barbara Wilkinson, known professionally as Wilkinson partners, inc., an advertising, marketing and public relations firm.

“Business is tough enough without spending money on advertising that doesn’t work,” Wilkinson said. “We create advertising that works.”

Located in Palm Desert, the journey there took some stops along the way in Chicago, Washington, D.C., and Los Angeles. A partner with the company since 1992, Wilkinson deals primarily with the financial end.

“However, I particularly enjoy watching the marketing and creative solutions evolve,” she said.

Carollyn Vogler
Manager
Human Resources
California Steel Industries

“When California Steel Industries started up operations in 1986, Carolyn Vogler started up, too. Having been active in the human resources community for more than 20 years, Vogler has spent a large percentage of her time holding positions in manufacturing operations.

Her leadership in the human resource area has awarded her the title of chairman for the PHIRA in two separate districts.

"Being a leader is exciting and a challenge," Vogler said. "In my job, I have the opportunity to not only to be involved in human resources management, but to lead the way." A strong proponent of mentoring for minority human resource practitioners, Vogler frequently speaks at schools and organizations on the human resource profession and other matters relating to employer relations.

"Organizations all have access to basically the same technology and equipment," Vogler said. "What makes the difference in an operation is the human resource and the way that resource is managed and used. If I leave this job and this company, I want it to be all the better because I was there."

Faye Battiste-Otto
President and Chief Executive Officer
American Forensic Nurses

She’s tall and willowy, gentle and kind, and someone you would never think of as attending to the collection of forensic evidence from victims of sexual assault and child abuse. But Faye Battiste-Otto does not only that, but she trains other nurses in the collection of forensic evidence.

Born in Newfoundl and, Canada, Battiste-Otto is a naturalized U.S. citizen. She received her education at the General Hospital School for Nursing, St. Johns, Newfoundland.

It was her extensive experience in emergency room nursing and medical-surgical nursing that prompted her to look at the “down time,” Battiste-Otto said.

"I thought that they should be out in the community protecting me and let someone else stay with the victim." Battiste-Otto said.

On a trial basis, Battiste-Otto worked two jobs at the same time—have been instrumental in the conviction of rapists and sexual assailants. By using the cul-
Los Angeles civil trial attorney, Battiste-Otto does not have any children of her own but finds satisfaction in helping children victimized by abuse or sexual assault.

"When people ask what I find most satisfying about a business that functions around the clock, seven days a week, I reply that it is the satisfaction of providing an innovative, cost-effective service to law enforcement and victims of violence," Battiste-Otto said.

Tamera B. Parent
Development Officer
San Bernardino County Museum Association

With eight years of experience in the fund-raising field under her belt, Tamera B. Parent is in touch with people who volunteer their time at the museum.

Development officer for little more than a year, Parent has worked diligently in pursuing funding avenues available to the museum.

"I consider myself very fortunate," Parent said. "Not only do I affect future museum funding, but I am part of an organization that touches the lives of many children in a positive and educational way.

Living in Riverside with her husband and three daughters, Parent enjoys camping with her family and travel. She also is a volunteer with California Riverside Ballet and a member of the National Society of Fund Raising Executives Inland Empire Chapter. Prior to her position with the museum, Parent spent more than six years as area director for the American Diabetes Association, Inland Empire Chapter.

Lois K. Lauer
Chairman of the Board
Lois Lauers Realty, Inc.

When Lois Lauers started her real estate business in 1976 with only two agents, little did she know it would blossom into four office locations with 11 on staff and more than 100 agents.

"In my years as a realtor, I have met so many wonderful people, many of whom have become dear friends," Lauer said. After graduating from the University of Cincinnati with a bachelor of arts degree, Lauer arrived in Redlands with her husband in 1946. Their two children, now grown, have become successful in their own right — her son, James Lauer, Jr., is an attorney, and her daughter, Ann L. Bryan, is director of relocation and secretariat-consultant to Lauers, Inc. Even Lauer’s son-in-law, Vaughn S. Bryan, has joined the Lauer-family business as president. That is when Lauer became chairman of the board.

Her firm, represented in the cities of Redlands, Yucaipa, Loma Linda and San Bernardino/Highland, is the largest independent residential real estate broker in the Inland Empire.

"Within my offices, I have interplay with extraordinary people who are so bright and so caring, and who preceded me with love," Lauer said.

Her real estate adventures have led Lauer into the community’s time light. She is a member of the Redlands, San Bernardino, Yucaipa, Banning/Beaumont/Cherry Valley boards of realtors and multiple listing services, as well as the California and national associations of realtors.

She is also secretary of Inland Action, Inc., a member of the Assistance League, past president of the Redlands Symphony Association and past vice president of the Arts Foundation of San Bernardino and former trustee of University of Redlands.

"Because of my real estate activities, I have an opportunity to work in the community with movers and shakers," Lauer said.

Her hard work has won her the titles of Town and Gown’s Woman of the Year for the Inland Empire in 1987, Montessori in Redlands Woman of the Year in 1985 and The San’s Business Leader of the Year in 1994.

Her agency was ranked 252 by sales volume in the USA by Real Trends. An avid golfer, Lauer seems to be hitting a lot in one with her agency, family and friends.

"Because my daughter and son-in-law are with me at the helm of Lois Lauers, I love what I do, and I do it because I love it!"

Patricia H. Birdsell
Mayor
City of Temecula

She’s got her ducks in order and her priorities straight in the town where balloons decorate the sky.

As the owner of her own bookkeeping service, Birdsell exemplifies a "stick-to-it-ness" in an industry that fluctuates with the business climate.

"I enjoy helping people keep their business records straight so that they know where their business stands," she said.

As mayor of Temecula, Birdsell has key objectives in mind for the betterment of the city.

"I want to attract clean companies and jobs to the community," she said. "Also on the agenda is to provide quality parks and recreation for residents, improving traffic circulation and revitalizing Temecula’s Old Town area."

Birdsell has shown leadership in the city and loyalty from residents — having been a council-member since December 1989 and being the city’s only woman mayor in 1992 and again in 1997.

She has served on the League of California Cities Family Community Service, and on the Human Employment Policy Committee for the National League of Cities.

Birdsell’s volunteerism record reads like a who’s who in Temecula — serving on the Temecula Rod Run, Temecula Valley Balloon & Wine Festival, Great Temecula Tractor Race, French Valley Air Fair, and the Temecula Rodeo.

"I take great pride in what we have accomplished in this city over the last seven years," Birdsell said.

Putting in the hours of volunteer work is nothing new for Birdsell, who worked with the Navy Relief and the American Red Cross from 1960 to 1970 — receiving two awards for 500 hours and 1,000 hours.

She has been married to her husband, Richard, for 42 years, has four children and seven grandchildren.

Deborah Mandabach
Director of Public Relations/University Relations
University of La Verne

Deborah Mandabach’s duties where she’s at — in the higher education arena where she’s “surrounded by creativity.”

"Here I can write to my heart’s content and work with fascinating people in a setting that encourages creativity," Mandabach said.

An experienced professional in banking and health care services, Mandabach holds a bachelor’s degree from California State University, Long Beach, and a master’s degree from Claremont Graduate School.

Although she says writing can be done in most any setting, Mandabach is content with her position at La Verne.

"One mission for 106 years has been to provide quality education to a student body diverse in age, religion, ethnic and national origin," she said. "There is no finer calling than to support that mission."

She and her husband, Superior Court Judge Fred Mandabach, live in Loma Linda, where "their lives are ruled by two cats."

continued on Page 28
Leslie Saint McLellan
Director of Marketing and Tourism
Lake Arrowhead Community Chamber of Commerce

She has firmly set herself on the ground, but her head is still in the clouds, which—at an elevation of 5,500—is easy to do.

Leslie Sant McLellan doesn’t consider marketing the communities of Lake Arrowhead as a job—but a “joy.”

“Although McLellan was raised in Yucaipa, she had the mountaineering spirit inside. After graduating in 1981 with a bachelor of arts degree in English from University of Redlands, McLellan began working for the U.S. Ski Association. She promoted material and developed specialized themed ski weeks for the 10,000 plus members of the association.

Requiring a lot of travel, the job got McLellan to consider “getting a real job” and, after five years with the association—and getting married—McLellan worked for the Orange County Register newspaper as a promotion manager.

Tourism was in her blood and she answered the call to the Lake Arrowhead Hilton Resort where she worked for the next four years, holding the position of director of sales and marketing. McLellan stayed on the mountain, making a lateral move to the chamber in 1991.

Carolyne Hayes Usher
President and Creative Director
Vant ads & Public Relations

For more than 21 years, Carolyne Hayes Usher has worked hard at making people successful at marketing their business.

Usher graduated in 1978, “with another moneyNow experience,” Usher worked her way through the recession that left many companies murring about getting the most out of their advertising dollars or wondering if they really needed it at all.

But Usher persisted and today has a staff of 13 in offices and studios of more than 5,000 square feet.

Her client list covers a diverse selection from education, automobile, food, health care and horticulture.

“I enjoy helping clients identify their marketing needs and developing creative strategies to fulfill them,” Usher said. “I love the work I do—probably because it continually feeds my insatiable curiosity.”

Candace Hunter Wiest
President and Chief Executive Officer
Inland Empire National Bank

Inland Empire National Bank is “in the money,” and Candace Hunter Wiest is helping it grow even more.

Wiest has been with the bank since 1988 and has seen it grow to approximately $62,000,000 in assets and four branches.

Previously serving as a leader, branch manager, community reinvestment act officer, and the bank’s credit administrator, Wiest was appointed president by the board of directors in June 1993.

She has been a community banker for 16 years in California, Arizona and Nebraska.

“Each customer business has its own unique challenges and strengths, and I continually learn something new,” Wiest said.

“I like being a community banker because I know that our bank contributes to making the Inland Empire a great place to live and do business,” she said. “We make a difference.

Wiest makes a difference in more ways than one. She has been a member of the board for Alternatives to Domestic Violence and the Inland Empire Chapter of Make-A-Wish Foundation, and director for the Hospital Foundation and the Riverside Education Environment Foundation, to name a few. Her involvement earned her the title of “Woman of Achievement” in 1995.

Barbara S. Hope
Executive Director House of Ruth

To her name, Barbara Hope has given such care to the lives of battered and battered women.

Used as a refuge against domestic violence, the House of Ruth employs individual who help others through a difficult time—and Hope is encouraging them all.

“...and inspire me to have tremendous community support.”

But Hope adds her own community involvement to the cause. She is a member of the board of the California Alliance Against Domestic Violence, and co-chair of the Executive Directors Committee of the Los Angeles Domestic Violence Council.

Hope received her bachelor of arts degree from the North Central College in Naperville, Illinois. Her teaching degree from Morristown University in Kentucky comes in handy as she has made several presentations in local, regional, and state conferences. Her appearances on television and news shows, including XTRA and CNN, have always highlighted the need to address domestic violence and the service the House of Ruth provides.

Glenda McBayless
Owner
Bayless Accounting Corporation

April showers may bring May flowers, but for Glenda Bayless, CPA, it brings tax deadlines, extensions, and working late into the night. It sure doesn’t come to mind, at least. A matter of fact, Bayless is more than eager to help people decipher the uncharted tax laws.

"The tax laws are so complex now it is difficult for the average person to understand them without professional help," Bayless said. "I enjoy helping people solve problems with their tax situations in Riverside and Victoria. Bayless has expanded her business to include consulting with clients to help them value their business."
People, places and events

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Fallbrook National Bank Announces New Director to its Board

Fallbrook National Bank announced the appointment of Philip D. Oberhansley to its board of directors. Oberhansley joins the bank's eight current directors and is the second with business roots in the Temecula Valley.

Oberhansley is a current board member of the Temecula Valley Economic Development Corp. and the Murrieta Valley Foundation. In 1995 he was president of the Southwest Riverside County Bar Association. He recently left the board of the Temecula Chamber of Commerce and was honored with the President's Award at the chamber's installation dinner for his significant time and dedication while a board member.

Oberhansley is a partner in the law firm of Lawrence Alahdeff Cannon & Rose, Temecula office. He holds a J.D. Doctorate degree from Pepperdine University School of Law and a BS degree in finance from Brigham Young University. He is a bishop in his ward of the Church of Jesus Christ of Latter Day Saints and lives in Murrieta with his wife, Christin, and their three children.

Rialto Chamber Elects Executive Director

The Rialto Chamber of Commerce has chosen Beth Ryan as its new executive director. Ryan was chosen from a list of 12 and brings 18 years of chamber experience to Rialto.

Her past chamber experience includes: executive vice president of the La Verne Chamber for 12 years, assistant manager of the Ontario Chamber and administrative assistant of the Chino Valley Chamber. Beth has also served as a director of the Western Association Chamber Executives.

“We look forward to having Beth lead the Rialto Chamber in an exciting era of business development and expansion in our city,” said Jim Robertson, chamber president-elect. For more information contact the Rialto Chamber of Commerce at (909) 875-5364.

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**California Gas Company and**

**ENOVA**

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**KMN Radio**

**President**

**Electric - will mark a more dramatic**

**California Gas Company and**

**ENOVA**

**----WOMEN IN**

**University,**

**Bernardino.**

**continued on Page 20**

**With all of this going on, Bayless still finds the time to lecture on the aspects of taxes, as well as volunteer for many community activities. Currently, she is serving on the Board of Trustees for California State University, San Bernardino.**

**Judith W. ‘Judi’ Battey**

**District Manager**

**Idaho Empire Region**

**South California Gas Company**

**Judi Battey thrives on change — which is a per­**

**fect reflection of her position with The Gas Company.**

**"The electric industry will be restructuring in January 1998," Battey said. “This coupled with the proposed merger of Pacific Enterprise and ENOVA — parent companies of South California Gas Company and San Diego Gas and Elec­**

**will mark a more dramatic change.”**

**Battey began her career in January 1980 as an energy sales engineer in the Gas Company’s marketing department. She joined the man­**

**agement team the next year as an engineering training specialist. She moved through a variety of assignments, gathering information and experience from being a sales supervisor, management admin­**

**istrator and management planning manager in human resources, facilities and real estate man­**

**— and most recently strategic planning man­**

**ager for the marketing department.**

**Hr involvement with the community has gained her prestige, especially in 1996 when she earned the titles of Business Leader of the Year from the San Bernardino County Sun newspaper**

**...continued from Page 20**

** Enforcement**

**...continued from Page 6**

**But who is keeping an eye on these schools to ensure that they do not abuse their freedom?**

**Take the Victor Valley Union High School District and the Options for Youth Charter School as examples.**

**They have refused to release financial records related to that charter school, including travel expenses, contracts, invoices, credit card bills, and copies of checks written to the school.**

**Lawyers for two groups have maintained that because Options for Youth is a non-profit corporation its records are private.**

**As a charter school is a public entity by tradition, its records are public. The California Public Records Act applies to charter schools, end of story.**

**Charter schools are fully funded with taxpayer money. By law, any non-profit entity funded by the government must make its records available to the public.**

**Public schools must be open to public scrutiny. Charter schools are no exception, and allowing an exception would set a dangerous precedent.**

**A House Divided**

**To hear Sam Crowe tell his story, Ontario City Hall became a house divided against itself and could not stand.**

**“The turmoil the city had gone through those facts,” said Crowe, the former city attorney who resigned last month. One of those facts “left we won’t on their side. For all practical reasons, we utilized computers to do the extra­**

**time attorney. They are not going to feel like they are going to be backed into a corner - and the city was not taking our**

**continuation on Page 3**

**Real Estate Boom Expected**

**The Inland Empire’s real estate industry is on the verge of strong growth.**

**At least, that’s what Michael Meyer, managing partner of E&Y Kenneth Leventhal’s Newport Beach office, said dur­**

**ing the University of California, Riverside’s Seventh Annual Real Estate Conference on Feb. 21.**

**“The Inland Empire is at the center of Southern California’s business and indus­**

**trial complex and will benefit from its strategic location as a warehouse for the nation’s manufacturing hub,” Meyer said.**

**The real estate guru said the Inland Empire has “the three main ingredients for success: low cost land and plenty of it, working labor, and lower cost housing.”**

**Put all the pieces together, and “the Inland Empire will be home to most of the speculative industrial space built in Southern California this year and probably for the next sever­**

**Continued on Page 10, City Manager Michael O’Connor was placed on administrative leave. About a week**

**before those events, police served search warrants relating to a multi­**

**National testing of the program began in 1994, and it has run with some success. Of the 1,276 applic­**

**Continued on Page 34**

**They have refused to release financial records related to that charter school, including travel expenses, contracts, invoices, credit card bills, and copies of checks written to the school.**
Should water districts that imposed a surcharge for the drought be required to cancel their surcharge and refund those monies collected since the drought ended four years ago?

Calvin Good, Administrative Services Manager/Controller for the Monte Vista Water District

That's a mixed thing. We didn't do it. I assume they are trying to continue to promote water conservation. All water companies try to continue to promote conservation. We have to look out for future generations. It's a mixed bag. Just because we don't have a drought we shouldn't stop conserving. What happens if we have another drought down the road? We need to have sufficient water available.

Jeffrey Brown, General Manager of the Ontario Airport

Marriott Hotel

What I don't know is what they are using the money for now since there is no drought. If there is no drought, why are we still paying for one. If they have built a surplus up for profit and the money has not gone back to the public in improved quality of water, then it should be refunded.

Diane Richer, General Manager of Palm Springs Country Club

It makes common sense that anytime there is no longer a drought, my question would be what are they doing with the money? As a golf course, it can be a substantial difference, the amount of money we can save without a surcharge.

Jason Spiegeloff, Press Secretary for Assemblyman Brett Grassle

With any type of fee or tax that is raised for a specific purpose, once that purpose is fulfilled, that tax or fee should be lifted. But there are mitigating factors. For instance, if a water district is doing a capital project that will help assist it for future droughts and they are using the fee to help capitalize the cost of that, it might be justifiable. Just as long as they are clearly communicating to the public they serve what they are using the fee for. However, that does not mean that a district should sustain the fee for new drought projects. Once they finish whatever project the fee was raised for, then they should go to the voters and ask for fees for the next project.

Technology Center ... continued from Page 33

according to Bishop. To increase competitiveness and profitability, many of these firms call CMTC.

"We are getting more than 300 calls a month for services," Bishop said. CMTC has worked with firms such as Walter Corp., Ontario Dance Metal Surfacing, Ontario; Venco Corp., San Dimas; Molding International and Engineering, Temecula; and Stackhouse, Riverside.

Bishop said CMTC has worked with 61 firms in the Inland Empire and believes there are 7,000 small to medium-size manufacturers in the region, all potential clients.

Although the company receives federal funding through the National Institute of Standards and Technology, it still charges $50 to $125 an hour.

To reach the expanded office call (909) 460-5570.

— by Matthew Padilla
on regular (non-Power) Apps because they lacked the vital CFM-68 Run Time Enabler, whatever that is. As we hit the streets, Apple put that very same Run Time Enabler in an up-dated "Beta Test" version out for download on their Web site. Now we can run ACF, 3.0, if we can get a line through.

We're watching for "Crashing and Freezing, Part Two..."

Crashes and Freezes, Part One

Raider of the Lost Page

by J. Allen Leinberger

Here is truth! You will crash. You will freeze. You will lose the great American epic as you hit the last punctuation point because an error of unknown origin has occurred.

The excuse of the Nineties is not that the dog ate your home work. It is that the computer ate it.

And for every missing document there is some smug Dilbert co-worker who is waiting to ask you, "Did you build it up to you?"

So let's start from there. Backing things up so that you had to have a hard copy of all of your information. Later, they came out with tape machines that let you keep a running copy of your input.

But as we got dumbers, our computers got smarter. Yes, you should still make a floppy disk copy of all your stuff. If it's a big file, you should invest in a Zip Drive.

That way there is always something there to remind you. Even if you've made changes recently.

I have learned the hard way that by clicking two simple buttons I can save my deathless prose from an untimely death.

But as we got dumber, our key executive contacts, address information, and more, virtual garbage of data is made, then thrown, waiting, watching, counting on and waiting.

Apple likes to think that if you click two simple buttons it will chime, "You should always back up your work."

Late word in: Last month I mentioned that America Online Line 3.0 could not run on regular (non-Power) Apps because they lacked the vital CFM-68 Run Time Enabler, whatever that is. As we hit the streets, Apple put that very same Run Time Enabler in an up-dated "Beta Test" version out for download on their Web site. Now we can run ACF, 3.0, if we can get a line through.

We're watching for "Crashing and Freezing, Part Two..." Power Banks are Off Line, SIC coming soon to this magazine.

Best-Selling Business Books

Here are the current top-10 best-selling books for business. The list is compiled from information received from retail bookstore associations throughout the United States.


* (2) indicates a book's previous position on the list.

* (7) indicates a book's first appearance on the list.

In the 1996/1997 Book of Lists on Disk

* New books listed.

Features:
- Daily record time stamps on each entry in both the topical lists and the Top 10 books of the year.
- One or more links to full text online for each entry.
- None of the entries are based entirely on editorial judgment.
- No automatic entries; all entries are based on hard evidence from lists from booksellers, retailers, bookstore associations, and more.

Top 10 Business Books


* (2) indicates a book's previous position on the list.

* (7) indicates a book's first appearance on the list.
When the Los Angeles County Fair was up for sale, board mem-
erors mandated in the early 1980s that the grounds that host the Los Angeles County Fair would be up for sale more than just the annual fair and a few weekend events, little did they know what they were starting.

After all, since its beginning in 1922, the L.A. County Fair had grown to be the largest convention center in the nation, and there was little need for other activities on the grounds.

But things changed. Ralph Hinds, who served as president of the Fair Association from 1978-94, realized that to keep the fairgrounds, there would have to be more than just the annual fair and a few weekend events.

The 247-acre site of the 247-acre Fairplex, the building complex that house commercial and competitive exhibits, has been renovated into a state-of-the-art exhibition complex, allowing Fairplex to be self-sufficient and independently-owned.

"Because Fairplex has several buildings of any good size and because of our tremendous acreage, we can be flexible with the events we receive," said Jim Henwood, senior vice president and chief executive officer.

Thanks to more than $75 million in capital improvements to the facility since 1981, including the renovation of the exhibition buildings and the construction of the 247-acre Fairplex, the building complex that house commercial and competitive exhibits, and automotive center.

Its wide range of diverse and enter-prises, its expanded trade and consumer shows, motor sports events, inter-track wagering, conventions, meetings, international, equity auctions, and agricultural events.

"What separates us from other fairgrounds is the variety and quality of our year-round events," said Henwood.

We have here during the year are most-ly targeted for specific audiences and they tend to have loyal follow-

eng their special interests. For example, the 247-acre Fairplex, the building complex that house commercial and competitive exhibits, and automotive center.

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prises, its expanded trade and consumer shows, motor sports events, inter-track wagering, conventions, meetings, international, equity auctions, and agricultural events.
House Members Begin Fight for Credit Unions

A bipartisan group of House members have put their support behind a bill introduced late last month, which would require the membership freedom of credit unions taken away by a court decision last year.

Congressman George E. Brown, Jr. (D-San Bernardino) has announced the introduction of the Credit Union Membership Access Act. Brown said the Act is "a bipartisan effort to ensure that hard-working, middle-class Americans are not denied the financial services they otherwise would receive through a credit union.

The bill essentially overturns the July 1996 ruling against the AT&T Family Federal Credit Union in North Carolina by the U.S. Circuit Court of Appeals for the District of Columbia. That court ruled that a credit union cannot have as members more than "a common bond of occupation." The appeals court decision cut membership to one group of employees came as a result of fierce lobbying by banks, Brown said. The decision overturned 15 years of established National Credit Union Administration (NCUA) policy. During the 1980s, NCUA began permitting credit unions to serve more than one employee group, as long as each group had a common bond.

About a third of the nation's 12,100 credit unions have extended service to groups other than their original membership. The major thrust of the bill is to prevent credit union growth by suing federal and state regulators.

"Let's face it," Brown said. "Banks feel threatened. They view credit unions as being in the way of usurping more territory of the consumer market. The banks are out to cripple credit unions.

Brown said the Act is a bipartisan group of House Banking Committee and its introduction was supported by 15 bipartisan members of the House.

If the bill is greeted with enthusiasm by both Houses, it could lead to a bill friendly to the banking industry, said Bert Elly, Virginia, the banking policy analyst who successfully estimated the scope of the savings and loan industry collapse.

"If the credit union bill really heats up this year, I think a number of financial modernization measures now being discussed in Washington could end up being attached to it," Elly said.

Small business conference coming ...

February 1997, that program has helped 51 minorities achieve loans totaling more than $5 million.

"Those are loans which probably wouldn't have been made otherwise," McCarron said.

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Wilson's Actions No Surprise to Native Americans

by J. Allen Leiberger

Whenever the Federal government says "let's negotiate," Native Americans should start packing their bags. This is not a problem of broken promises and wounded knees from a hundred years ago. It is a situation that exists today.

Over the last century the U.S. government has moved native tribes to some of the worst land available and, then, discovered that some natural resource like hunting or oil or even uranium existed on the land.

Finally, they gave the tribes absolutely barren land, even land that spread up the side of a mountain, and still the tribes survived. They had one thing that the government had given them, but they made their existence possible. They were sovereign.

Nor, now in California, Governor Pete "Armstrong" Wilson has decided, under the 1988 law, that he can pull the plug on slot machines and video poker in the Indian casinos. I think the governor smells much wampum. The fact of the matter is that what the tribal councils of California do is their own business.

As I said, they are technically NOT in our State. And anything they do, legal or illegal, with California is simply a gesture of good will on our part. Their many tribes do not even have gaming on their reservation, but those that do, like the Casino Morongo, Shreve casino and the San Manuel facility, have made a lot of money, which, in turn, has gone to pay for tribal education, health benefits, and housing.

It has helped the other tribes in the area. It has even created new jobs for non-Indians in those communities. You may not be comfortable with gambling on moral grounds, but that's a different issue. The fact is that the Native American tribes have been mighty successful at it when we took everything else away.

And, now, like the oil and uranium before it, our state and federal governments smell money here, and they are trying to get gaming going in it.

There are those who believe that the Mulla is involved in Indian gaming. That has been proven untrue. It is Sacramento that is too involved. Last year people laughed at Pat Buchanan when he said we should build a wall along the U.S. border to keep the illegals out. Perhaps it is the Indian nations who should put up walls to keep California out.

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For only $24 a year, you get the most in-depth news in the Inland Empire
Small Businesses Now Have a CFO at Their Fingertips

by Frank Han

Small business owners have an alternative to hiring expensive financial advisors and treasurers. Intuit's QuickBooks® small business financial software can perform many banking tasks easily, cheaply, and at one's fingertips.

"QuickBooks is targeted for small businesses with one to 30 employees," said Richard C. Hartnack, UBOC vice chairman. "This brings online banking and sophisticated financial management to smaller firms, which are probably the fastest growing part of the economy," he said.

The software enables firms to check bank account balances, transfer funds, make payments to anyone in the U.S., handle accounting tasks like invoices, sales orders, customer contacts, time-management, inventories, payrolls, and tax records.

"It's simple enough to use, so there's no need to struggle with accounting jargon and complex financial rules," Hartnack said.

UBOC is the largest commercial bank in the west to offer access through QuickBooks and is one of the few banks in the country to offer a range of alternative online banking software packages. QuickBooks, like Bank@Home, is supported by the Union Direct Banking Center (DBC) at (900) 796-5565.

Many small business customers of the bank have incorporated QuickBooks into their financial operations.

"We've seen it help us a lot, especially at tax time," said one customer.

In rural areas like the Central Valley and Imperial County, farmers have said they appreciate the convenience of not having to drive for miles from a remote location to perform simple banking tasks. In addition, QuickBooks has more customers than other online software packages.

The San Francisco-based Union Bank of California Corporation (NNM/UBNC) is the holding company for Union Bank of California, the third largest commercial bank in California with more than $29.2 billion in assets. It has 228 branches in California, five in Oregon and Washington, and 16 oversees offices, located primarily along the Pacific Rim.

Frank Han is the director of interactive markets for Union Bank of California.
Women Becoming Powerful Force in Economy

Women-owned businesses are expanding like an atomic mushroom cloud from a bomb detonating on the Island Empire and each of the top 50 metropolitan areas in the United States, according to a study by the National Association of Women Business Owners (NAWBO).

In Riverside and San Bernardino counties, the number of businesses owned by women increased 122 percent between 1987 and 1992, the study, released late last month, shows. The report, sponsored by Wells Fargo Bank, also shows that the number of women-owned businesses in the Riverside area more than doubled over the past nine years, employment more than tripled, and sales increased more than three-fold.

As of 1996, Riverside-San Bernardino’s 82,600 women-owned enterprises employ 127,100 people and generate over $15 billion in sales.

This substantial growth in both sales and employment of women-owned businesses shows how significant they are to the economic health of our communities," said Susan Peterson, NAWBO chair.

The results are based on the U.S. Census Bureau surveys of 1987 and 1992 and assume the growth rates between those surveys would continue at the same pace through 1996.

The Island Empire numbers reflect a nationwide expansion of businesses owned by women. California has led that growth with more than a million women-owned businesses employing 2.3 million people.

"This study is one more wake up call for all of us who are doing business with small business," said Lucile Reid, an executive vice president with Wells Fargo Bank. "We know women are when you walk through our door, we won’t change our way to speak with a bank and I will come to your place of business whether it’s an important document or create a comprehensive banking package that’s right for your company.

With resources such as affordable on-line banking, company direct payroll, SBA loans through our ‘Certified Lender’ SBA Department, construction loans and asset based lending, I can create solutions to meet your banking needs. I will come to your place of business and work towards the common goal of growing your company.

If so your bank seems reluctant to visit you when you need them, call us at (909) 755-7426 and find out why so many businesses are making Wells Fargo Bank their bank.

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Visit our website at: http://www.foothillindependentbank.com
"Bad Faith" Filings in Bankruptcy Cases
by Lazar E. Fernandez

Neither Chapters 7, 9, 11, or 12 of the Bankruptcy Code in any way express "good faith" filing requirement. However, as a result of case law, a requirement of "good faith" in any way includes the condition to the right to file and maintain a bankruptcy case under all chapters of the Bankruptcy Code. For example, a lack of good faith is a valid cause for dismissal of a Chapter 7 petition, as well as any other petition filed under any other chapter of the Bankruptcy Code.

The imposition of the "good faith" standard is a counter-balancing measure to the automatic stay. The automatic stay is a statutory injunction issued upon the filing of any voluntary bankruptcy petition. In exchange for receiving the numerous protections of the automatic stay and the discharge benefits afforded by bankruptcy, a debtor must respect and abide by the processes and procedures of the Bankruptcy Code and Bankruptcy Rules and must be candid and forthright with the court and the creditor's committee. A Bankruptcy stay is found to have not been filed or maintained in good faith, the remedy includes, but are not limited to 1) dismissal of the case, 2) vacating the automatic stay, 3) amending the automatic stay, 4) obtaining from hearing the case, and/or 5) monetary sanctions. There is case law discussing abusive or "bad faith" filings, but there is still no clear rule to which factors, if any, a court has looked to in determining a "good faith" filing. In cases involving proceedings commenced under Chapter 11 of the Bankruptcy Code, the courts have regularly dismissed petitions for lack of good faith as to the truth of the facts show (1) the debtor's lack of real debt, creditors, assets, employees, or a cash flow, (2) the debtor's lack of a realistic possibility of an effective reorganization, and/or (3) the debtor's abuse of the judicial process to delay creditors or to evade a court order by exploiting the protections of the automatic stay.

From case law, however, it is clear that there is no single determinative factor as to what conditions affirms a "bad faith" filing. Thus it is a subjective determination that must be made on a case-by-case basis, and the courts have relied on a variety of factors, indicating "bad faith" similar to the "badges of fraud" shown in a Chapter 7 bankruptcy petition is found to have not been filed or maintained in good faith, the remedies include, but are not limited to 1) dismissal of the case, 2) vacating the automatic stay, 3) amending the automatic stay, 4) obtaining from hearing the case, and/or 5) monetary sanctions.

Women becoming powerful ...

continued from Page 45

are not ending up in the executive offices," Palmer said. She said many women decide not to join corporations. They see the success of women who have started their own businesses as a positive sign, and they are inspired to emulate that success.

And building a business is one way women can work at home and have a family, Palmer said. She said many women start their own original businesses, write public relations and marketing—more which they can run from home.

Peterson said women-owned firms are beginning to resemble the profile of all U.S. businesses in size, age, creditworthiness, and industry distribution.

"But our research documents that these women business owners differ from their male counterparts in many ways, including how they manage, make decisions, select vendors, and use credit," Peterson said. "As their businesses grow and become more prominent in our economy, it is increasingly valuable for all companies to understand and benefit from these differences."

She is not alone in her view. It is important to document the growth women entrepreneurs, said Suzanne Taylor, national president of the NAWBO, "These numbers are valuable to us all. They make the public aware of women business owners. But most of all, they empower all women."
New Child Care Center Planned for Rancho Cucamonga

Rancho Cucamonga PreSchool Limited Partnership, an affiliate of Gloucester Development Company, is building a child care center with in the 1,340-acre community of Terra Vista.

The new center will be a Tutor Time Child Care Learning Center. Tutor Time is the fifth largest child care provider in the United States. The center is being built on a 54,800-square-foot parcel of the intersection of Terra Vista Parkway and Ellenus West. That parcel was purchased by Tutor Time from Ralphs Development Co.

Lee & Associates has 17 offices in California, Arizona, and Nevada and is the largest regional commercial real estate brokerage firm in the western United States.

Real Estate Focus

High Tech Firm Will Move to New Facilities in San Bernardino

A group of committed business people and educators met on March 7, 1997 at the administrative office of Kaiser Permanente in Riverside, to discuss ways that colleges and universities can support the growth of existing medical technology companies and foster an atmosphere which allows for expansion of the industry within the Inland Empire.

At present the meeting included organizers of the medical technology clustering effort, Jim Courtey from The Gas Company and Chairman of the Inland Empire Economic Partnership, John Slater, President & CEO of Optivus Technology, Inc., Lee Hanson from California State University, San Bernardino, and Michael Heck from the University of California, Riverside, as well as medical technologists.

The company, which employs 42 people, is in the midst of an administrative search to develop a mission statement and sales plan, with over $200 million in contemplated transactions throughout the state.

Optivus was previously located on East Victoria Avenue in Riverside. The new building is expected to be completed April 15.

David Doty is a doctor with a simple mission. He wants to help people suffering from cancer.

That's why he became an orthopedic surgeon.

"You get to deal with injuries, helping children who have been badly injured get back on their feet," Doty said.

His dedication to his work has brought him good fortune. St. Bernardine Medical Center recently made him the 1997 Chief of Medical Staff.

Doty said his course, "is an honor," and the appointment of "it's not so much a popularity contest as an acceptance of your abilities to do the job."

He wants to ensure that hospital officials are "reaching our fundamental goal, which is the least impact on nurses and doctors."

The distinguished surgeon received his medical degree from the University of California, San Diego. He also completed his internship at UCSD, followed by a residency in surgery and orthopedics. And he completed a research fellowship in orthopedics at UMD Medical School.

The Doctor is in...Surgery

The next step is to put together a conference in the late spring that will help to develop an action plan to begin planning medical technology and other industry needs. This will be preceded by a full day conference at Cal State, San Bernardino, on April 30th where educators and business leaders will discuss ways to create the necessary pool of well-trained, high-technology workers to meet the needs of medical technology and other industry clusters.

For additional information on the April 18 conference contact Tanya Scott, assistant to Dean Mintz, at (909) 880-5771.

Steven Mintz is the dean of the School of Business and Public Administration, California State University, San Bernardino.

Medical Technology Growth in the Inland Empire

Southern California Housing Development Corporation (SCHDC) was honored last month during a special presentation at a meeting of the Orange County Housing Authority Board of Supervisors.

The Children's Fund, a non-profit organization with at-risk children and youth, honored SCHDC for its underwriting of after-school fine arts programs.

The program was created by the Riverside Art Museum and financed by the Children's Fund and funded by the Orange County Community Foundation.

An acceptance of your abilities to do the job.

David R. Doty, M.D.

Doty was an orthopedic surgeon before joining the St. Bernardine staff in 1979. He still maintains that practice.

The doctor has a tough job ahead. A decline in the number of patients the hospital serves has led to budget cuts.

Doty said one of his goals as chief of medical staff is to help the hospital do the best possible job in the face of budget-related cutbacks in staff.

Housing Developer Honored for After-School Program

by Steven Mintz

by Steven Mintz

by Steven Mintz

by Steven Mintz

by Steven Mintz
In my youth, back in Cleveland, I saw many wedding parties like Joey & Maria’s Multi-cultural debacles. I married a German to Italian, to Hungarian, and Polish to something. Even if you’re from the Pacific Northwest, as a mobile DJ, I was paid to entertain such events. These often included loud wedding noises, heart attacks, and live animals.

So when one lady at my table said she’s never seen anything like this, I had to tell her I had seen plenty more to keep me there. Despite the grim reality, "Joey & Maria" goes out of its way to be silly. Even if you’re 80 and have grey hair, Joey, for example, attended Wauwauatami. Then there are the subplots. But unlike a murder mystery, they don’t get in the way. There is the ongoing conflict with Joey’s ex-girlfriend. The money may disappear.

But these problems are quickly resolved with another bed joke and everybody gets up to dance. This dancing is actually another dangerous part of the event. People walking down the aisle at the Red Lion Inn stick their head in the door and think it’s a real reception. And so it would appear.

The audience is up and dancing and intermitting with the party. The entire room has become a part of the event. Expect to get a big red lipstick kiss from a drunken bridesmaid. Expect one of the groom’s ushers to hit on your date. And, with every wedding reception, expect to have fun despite yourself. The bouquet gets toss. The bride gets the cake all over her face. Party fights break out all over.

If you’re lucky, in the middle of all this you get to eat dinner. Chicken Cacciatore, of course. As it happens, this was the third time I had eaten at the Red Lion that week, and it was the best meal of the three. But you do have to eat fast. Otherwise, Aunt Rita Romans might grab you for a dance, and you’ll miss out on your cheese. The Red Lion Inn will host one show this month on the 12th. Shows run every weekend in Palm Springs. For ticket information call (666) 944-5639.

Tina Trusetneek

Located in Corona, Villa Amalfi provides the performance of exceptional food and traditional Italian hospitality. Inland Empire is the restaurant is charming and comfortable, with a very family-friendly atmosphere.

As a college student, I often catch Villa Amalfi features a "Dinner’s Club." If a customer eats at the restaurant a total of 12 times, that customer receives a meal on the house. Particularly flavorful is the Spinach Risotto, which is a fakely pasta stuffed with cheese and spinach all floating on a creamy tomato sauce. Spinach customer executives at the "Diner’s Club." If a customer eats at the restaurant a total of 12 times, that customer receives a meal on the house. Particularly flavorful is the Spinach Risotto, which is a fakely pasta stuffed with cheese and spinach all floating on a creamy tomato sauce.

Villa Amalfi is the fact that the setting is equally suited for a variety of situations.

Prices are generally good. Considering the quality of the food, the cost is relatively low and the portions are generous.

Service is splendid. All staff members follow General Manager Carol Cornelison’s lead as they treat patrons with extra care. Overall, Villa Amalfi is highly recommended. The entire dining experience is pleasant.

Villa Amalfi is located at 1237 West 6th St, in Corona, Ca. It opens on Monday through Saturday from 11 a.m. to 10 p.m. Although the restaurant is not closed between meals, lunch is served before 4 p.m. dinner is served after that. The week before Easter is closed. Reservations aren’t necessary but can be made at (909) 378-2393.

The Winegrowers of the Cucamonga Valley*

Galleiano Winery

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* Tel: 909-599-9111 Fax: 909-599-9669 E-mail: galleiano@msn.com Web: www.galleiano.com

The taste of surname of children, abounded everywhere, grows new and shows. Their own parents, once nurtured in a candy-drug, nation or father’s desire that the range of their being children.

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CULICACAPITAL

The American Heart Association will host its 5th Annual Benefit Luncheon, "Celebration for Heart," from 6 p.m. to 11 p.m. in the Salon de Flores at The La Quinta Inn & Suites. The event will feature a sports analyst and former pro golfer Bob Rosburg who will host the event with his wife, Elaine. To reserve tickets, $75 each, contact Amalia Canto at (619) 346-8109.

Monday Business Builders of Rancho Cucamonga, weekly, 7 a.m. at Sooner's Mexican Restaurant, 10276 Foothill Blvd., Rancho Cucamonga. Contact: Don Grimes, (909) 844-5402; Shirley Patric, (909) 625-2366. Personal Break Through Networking, weekly, 7 a.m. at 7387 Citrus Lane, Rancho Cucamonga. The club meets to discuss marketing and business networking. Contact: Barton Hawkins, (909) 267-2067 or (909) 672-0320 (pager).

Tuesday Business Network International, La Verne Chapter, weekly, 7 a.m. at Brookside Inn, 367 Foothill Blvd., Pomona. Contact: Donald Chapin, (909) 581-7074. Intelligent Design National, International, Upland Chapter, weekly, 7 to 9 a.m. at 170 North Mountain Avenue, Upland. Contact: Laura Morris, (909) 608-0500.

Wednesday Business Network International, Chino Valley Chapter, weekly, 7:30 a.m. at Mike's Cafe, Spectrum Marketplace, 390 Grand Ave., Chino. Contact: Margie Bridges, (909) 625-2292.

Business Network International, Rancho Cucamonga Chapter, weekly, 7 a.m. at Plain Time Restaurant, 1170 W. Fountain Street, Rancho Cucamonga. Contact: Michael Cush, (909) 847-5677.

Rancho Cucamonga Women's Association, weekly, 7:15 a.m. at Mike's Cafe, 370 N. Mountain Avenue, Upland. Contact: Jackie Robinson, (909) 381-2760 Ext. 500.

Thursday LaTip of Upland, weekly, 7 a.m. at Kappa Coffeehouse, 170 North Mountain Avenue, Upland, Contact: Gina Moring, (909) 987-5339.

Business Network International, Upland Chapter, weekly, 7:30 a.m. at 170 North Mountain Avenue, Upland. Contact: Norma Martinez, (909) 608-0500.

Ontario-Upland Trainees Chapter, weekly, 7-9 a.m. at Marriott Fullerton Bluejay, 365 S. Mountain Avenue, Upland. Contact: Sherry Russell, (909) 388-5089 or on call at (909) 465-4001.

Friday The California Venture Forum, weekly, 7:30 a.m. at The Employers Group, 11170 C. Ave., Rancho Cucamonga. Contact: Maryanov, (818) 305-7300 Ext. 3240.

River’s Edge Police Services Special Olympics football game to benefit the Make A Wish Foundation and families of slain River’s Edge Sheriffs deputies will take place at 6 p.m. at Ramona Highway in Riverside. For more information or donations contact Sergeant Duane Beakman at (909) 789-6389. Tickets are available at all Riverside Police substations and storefronts for $5 for adults and $3 for children.

For a total protection, rely on the first name in security.

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The thought of having AIDS is scary enough, but imagine having the disease and being too poor to afford decent meals.

That scenario, as unpleasant as it may be, is not unfathomable to many residents of the Coachella Valley, according to David Smith, a volunteer and force behind the AIDS Assistance Program (AAP).

The nonprofit's mission is simple: to provide food or money to low-income victims of HIV/AIDS. The group is staffed entirely by volunteers.

Although there is a need for AAP's services, times have been harder for the group as inflation turns charitable contributions scarce.

"They just had to cut 400 clients from their list because of a drastic shortage," Smith said.

Smith used to be an AAP's client, but he was cut from the list when a lack of funding forced the group to stiffen its assistance requirements. Although he lives off of $650 monthly in disability checks, new AIDS treatments have made it healthy to make the cutoff line.

The struggling AIDS victims would rather work the group get back on its feet. He is helping to put on an art show from April 19 to May 20, at which the AAP's procedures will go on.

AAP began in 1991 with nine clients and now helps more than 200 adults and children. The group provides food vouchers, worth $30 every two weeks, for a total of $1400 monthly.

The group also provides home delivery of frozen meals to 10 AIDS victims who are not able to purchase and prepare their own food. Everything given by AAP is paid for by donations.

Practitioner's License Revoked

The Respiratory Care Board of California has revoked the license of Anthony Paul Manor, Desert Hot Springs, for criminal convictions.

Manor was convicted of carrying a loaded weapon with intent to disturb the peace in October 1994. When he renewed his respiratory therapist license in February 1995, Minor indicated that he had never violated any laws. Due to his recent record and fraudulent statement on his renewal application, the board revoked his application.

Manor must reimburse the board $1,837 for costs of investigation and prosecution.

Palm Desert Neurologist Charged with Defrauding Medicare and Medicaid out of $1,000

Dr. I. Susan Sultan, a neurologist who practiced medicine in Palm Desert has charged with fraudulently counting four false counts of mail fraud in connection with a scheme to defraud Medicare and Medicaid out of $120,000.

Sultan charged for over filing of office visit made by thousands of patients to Hollywood and Beverly Hills as part of a federally-funded health insurance programs for the most expensive treatment for office visits, and that he overfiling of office visits by him, in fact, he only charges for five to 10 minutes each.

Sultan pleaded guilty and faces a maximum sentence of up to five years imprisonment and a $250,000 fine.

Coffee Maker Hires Executive Vice President


Prior to joining the company in July 1996, Jennings was a general management consultant. Previously, he was chairman of Mission Management, Inc., in Mission Viejo.

He received an electrical engi-
The Rialto City Council approved the construction of a passenger terminal at Ontario International Airport. That move was part of a $60 million suspension of the airport Improvement Program funds destined for the Los Angeles Department of Airports, which oversees the Ontario and Los Angeles International. The FAA alleged $2.1 million was illegally spent. It led to the city of Los Angeles in September; federal law prohibits the use of aviation revenue outside the airport.

The site of the Rialto won the first Robert William Langford Fellowship and Conference at the University of Victoria, B.C. in November.

A. Gary Anderson Center for Entrepreneur Research hosted a pre-opening benefit and seminar to discuss the project. The seminar was attended by over 200 people, including airport managers, consultants, and industry leaders.

Two million dollars will go to the Anderson Family Foundation to support the center.

The center creates year-ahead and long-term forecasts for the Ontario area, focusing on economic research.

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plenty of tasty wood notes. Very
long, complex finish. Hard
for me to believe these two Pinot
nones came from the same producer. Rating: 91
Buena Vista 1993 "Carneros"
Cabernet Sauvignon ($12). In the
good year Buena Vista's Cabernet is
buying better quality wine at a
textbook price. It's not hard to
imagine that Reserve or even
can be bought for what you
might pay for a modestly priced
wine. 93

Moving into being the number
one customer for American wines
is Great Britain, noting our peren-
ennial leader, Canada. Japan is the
third largest market, once again
with the entire Pacific Rim being
very popular with us. We are very
important in the United States,
and now, with the entire Pacific
Rim being a strong market for us,
we can expect to see an increase
in the future.

As you might imagine, I
receive virtually every wine, food,
and spirits publication going. It's
how I try to keep up in a field that
changes as fast as any in America.
There's always something
new.

Truth is, there are some with
pretty covers and enough pages
for a small city phone book,
exports reached $242 million (90
percent from California) in 1995,
and growing nearly seven-fold in
the past 10 years, exports of
California and other American
wines are on a roll.

Those critics who object to a
small government funding to pro-
mote American wines overseas
should note that at least they're
getting some bang for their buck.
Their efforts in 1995, up 23 percent from the year before.

Buena Vista wines have good
ground-breaking research. The
"Reserves" tend to be very limited
and available only at specialty
shops and restaurants. For infor-
mation on nearest outlet: Buena
Vista, P. O. Box 182, Sonoma, CA
95476, (800) 678-8504. The origi-
nal winery building (more than
100 years old), near Sonoma, is
a delightful wine country visit and
picnic site. Ask for information
and directions.

It's getting easier and easier to
drink good American wines where-
ever you travel in the world. From
a base near zero two decades ago
and growing nearly seven-fold in
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Bank Expands in Temecula

Fallbrook National Bank announced late last month that it has relocated its Temecula office to a new office nearly twice the size of the original.

The new site, 27541 Ynez Rd., allows the bank to offer additional services. It features a walk-up and drive-thru ATM, a drive-thru window, and safe deposit boxes.

"This facility will allow us to offer the conveniences that the Temecula community is looking for," said Thomas E. Swanson, president. "This is the type of banking that fits this community's needs, as it caters to the household accounts as well as the businesses in Temecula."

The bank is also putting together a new ATM will be located at the Town area for shoppers and Encinitas.

‘Bad Faith’ Filings ...

Continued from Page 46

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Banking

The bank is expanding its services, and this is a good first step to handling the problems facing that particular part of the community," Swanson said.

The bank is coming off its most profitable year as well as one that saw it grow to nearly $90 million in assets. Fallbrook National Bank was established in 1985 and serves Fallbrook, Temecula, Ontario, the city of Orange, and Encinitas.

Liability Partnership, located downtown Los Angeles. The firm concentrates its practice in business and commercial litigation and bankruptcy work. Fernandez is a former law clerk to the Honorable Mitchel R. Goldberg, U.S. Bankruptcy Judge for the Central District of California sitting in San Bernardino. Fernandez is a member of the California and Florida state bars.

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