

**OCTOBER 2, 2014 NEWSLETTER**

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**THIS WEEK:**

The next regular meeting of the Tri-Valley Executives' Association will be held on **October 9<sup>th</sup>** at Vic's All-Star Kitchen at 7:00am.

GREETERS will be **Manny Martin** of Amador Valley Property Management and Real Estate Appraiser, **Larry Brumm**.

The TWO TRUTHS will be given by **Joey Minahan** of The Door Doctor.

**Joey Minahan** of The Door Doctor will lead the DISCUSSION.

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**NEW PROGRAM: TWO TRUTHS**

**Dan Brown** of Onstad's Insurance

1. Service is his priority and takes up the majority of his time during the day.
2. An Independent Broker represents only one insurance carrier.
3. Onstad's routinely shop many carriers to get the best rates.

One and three are Dan's truths; two is the lie: an independent broker can represent many carriers to get you the best rate for your particular need.

To get an insurance quote or to refer Dan, call him direct at 242-7798 [dlbrown@onstadts.com](mailto:dlbrown@onstadts.com).

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**UPCOMING:**

October 16 – **Darlene Crane-Peel**, Opes Advisors  
October 23 – ASSOCIATE LUNCHEON – No AM Meeting  
October 30 – **Dave Silva**, Silmar Flooring  
November 6 – **Joey Minahan**, The Door Doctor  
November 13 – GUEST SPEAKER  
November 20 – **Jim Pease** of Pease Tax & Accounting  
November 27 – NO MEETING  
December 11 – HOLIDAY DINNER – No AM Meeting

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**MEMBERSHIP PROPOSALS:**

**2<sup>nd</sup> Posting:**

*Proposing Member:* Kevin Gundry

*Classification:* Insurance – Medical/Dental

*Member:* Cook, Disharoon & Greathouse, Inc.

*Represented by:* Mark Caufield

*Address:* 1900 Embarcadero, Ste.206, Oakland 94606

*Phone:* 925-570-8566, 510-437-1900

*E-mail:* [mcaufield@cdginsurance.com](mailto:mcaufield@cdginsurance.com)

If you have any questions or comments about or objection to the proposed member, please contact the Chairperson of the Membership Committee: Chuck Eggers 847-3030 [chuck.eggers@baronsjewelers.com](mailto:chuck.eggers@baronsjewelers.com).

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**THE WEEKLY "POT" REPORT:**

TVEA's 50/50 raffle is at **\$44.00** with 8 white marbles (\$5), 2 blue marbles (\$10) and 1 red marble (the Pot).

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**CLASSIFICATION**

**Sheri Facciolla** grew up with two older brothers in San Jose. She was a cheerleader and graduated from Gunderson High School. During her senior year she did the work experience program. She did so well that her teacher nominated her for a scholarship, which she got, and was named one of the Top Women in Business in Santa Clara at age 17. In college with her brother playing football, she continued cheerleading, and ended up making it to the top 50 (out of hundreds) to be a Raiderette.

She met her first husband, and much to her parents' dismay, moved to LA. They had a son, Jerimee, when Sheri was just 19. It didn't last and she became a single parent at a young age. She started out doing credit checks and was quickly moved up to a loan officer at CitiCorp Savings. When she was asked to head up the new real estate loan office, she jumped at the chance. She was offered corporate housing, but to stay near family, she commuted from San Jose to Oakland, making for very long days, which is very hard on any mother.

Sheri met Don while playing on a church volleyball team. They had a lot in common since she loves the outdoors: hiking, biking and working out. Don is a former Marine (which is where the company name, Patriot, came from); his imperfection is being a Dodger Fan. Jerimee, who was 4 when Sheri and Don met, is now 31 and works for the company; he likes jujitsu and ultimate fighting. Their 25-year-old daughter, Chelsea, a former Tracy Festival Queen was married a couple of years ago and just gave Sheri and Don their first granddaughter. 17-year-old daughter, Ashley, is a very talented singer and actress.

Sheri & Don were working for the same pest control company for 10 years. Originally Sheri stayed home with their daughter and Don's boss gave her work that she could do at home. The San Jose company asked Don & Sheri to start up a new location for them in Tracy, which they did with Sheri (pregnant with their second daughter) in the office and Don was a manager out in the field. After seeing the Profit & Loss report for the company, and knowing that Don was at the top of the pay scale, they questioned why they were working for someone else. They got the idea of going out on their own, since they were practically running the company anyway.

In August of 2001 they started Patriot Pest Management with a card table and one phone line, installed by a friend, in their garage. They knocked on doors and had one advertisement. They eventually worked from a full in-home office and, finally, in 2006 they moved into an outside office in Tracy. In 2010 opened their Pleasanton location. They had customers, but not a presence in the Tri-Valley until Sheri met former TVEA member, Jan Batchelor, and joined the Tri-Valley Execs three years ago.

Patriot Pest Management services homes and businesses from San Jose to Alamo, and has clients like the City of Dublin, the City of Tracy, property managers and condominium complexes. They have 9 employees and 5 trucks.

They operate under a *Green* philosophy. This means they use bio-degradable materials and offer non-toxic solutions when available. Their materials have no odor and no vapor that eliminates the worry about what you're breathing in. They stand by the philosophy that they would never use a material in your home that they would not use in their own.

A comprehensive inspection is conducted at every residence or facility. Extra attention is given to the five pest-activity zones: entry points, water sources, food sources, harborage points, and customer or employee areas. After the comprehensive inspection, all current and potential problem areas are noted.

Different types of pests require different types of treatments depending on their growth patterns and characteristics. A comprehensive inspection and analysis of the facility, including interviews with customers, help develop an effective pest control program tailored to the customer.

By preventing ant, cockroach, flea, and rodent infestations, Patriot Pest Management residential program helps protect your family from as many as fifteen major diseases. By eliminating stinging insects, the program helps prevent many allergic reactions from wasp and hornet stings. Your Family is protected from: Carpenter ants, Ants, Carpet beetles, Centipedes, Clothing moths, Cluster flies, Cockroaches, Earwigs, Fleas, Hornets, House crickets, Mice, Millipedes, Pantry Pests, Rats, Silverfish, Sow bugs, Spiders, Wasps, Yellow Jackets. It is also important that homeowners remove all standing water in which mosquitos will breed. Mosquitos are known as the deadliest animal in the world, due to the massive number of people killed every year from numerous diseases that are spread only through the bites of mosquitos. Adding a small amount of vegetable oil to bird baths and fountains will suffocate mosquito larvae without harming birds or other pets that may drink from them.

In addition to the common household pests, they offer bird abatement (proper treatment is essential for solar tiles), rodent work, sanitation and removal of animals, dead or alive, and bed-bug extermination. They go beyond simple eradication of the pests by removing evidence left by the pest, which most other companies won't do. The acidic nature of bat and pigeon guano will erode sheet metal gutters among other things if left behind.

Their technicians are continually educated on all of the latest techniques and materials to keep up their licenses. Having an agriculture license, they can treat your home from the back fence to the front sidewalk and everything

in between, including trees, unlike most pest control companies.

Patriot Pest Management has been the “Best Of Tracy” year after year, and they are extremely involved in giving back to the communities they serve: Adopt-a-family Christmas, McHenry House, Homes for Heroes, Tracy Chamber of Commerce (where Sheri has been the President for the past 7 years), an entrepreneurs group in Tracy that partners with the Stockton Business Center, and they started a group that helps seniors by performing services for low or no cost.

To set up a consultation or no-contract maintenance service, call Don, Sheri, Don or Jerimee at Patriot Pest Management: 447-7100.

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**NEW MEMBER:**

*Classification:* Locksmith

*Member:* Transbay Locksmiths

*Represented by:* Earl Woodson

*Address:* PO Box 2497, Castro Valley CA 94546

*Phone:* 925-580-2194

*E-mail:* [transbaylocksmiths@yahoo.com](mailto:transbaylocksmiths@yahoo.com)

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