



PACC - MDC

Newsletter

WINTER 2022-2023



2

President's Year End Report

3-4

2022: Year in Photos

5-6

Thoughts on 2023

7

Business Partners

8

Membership Update

9

Members Page

Calendar:

January 12, 6pm - Meet & Greet:
New Beginnings @ Pinay Kitchen

January 26, 7pm - Seminar:
Stop Losing Money in 2023

February 9, 6pm - M&G:
Love is In the Air @ Sari Kusina

March 9, 6pm - M&G:
Spring Re-Awakening @ Bitter Grace

April 13, 6pm - M&G:
Make It Happen @ Hiraya

May 11, 6pm - M&G: Flores de Mayo
@ CF Alliance Office

FROM THE EDITOR *Olma Inocentes*

Happy New Year!

As we bid adieu to 2022 and welcome the new year, we wax nostalgic about the year that was as we fondly peruse all the photos that captured the camaraderie, the laughter, the boo-boos, the singing and dancing, the tons of food eaten and all that jazz. But mostly, we are thankful for new friendships forged and old ones strengthened.

This edition we are focusing on the year that was and the year ahead of us. We've dedicated a couple of pages to show our 2022 in pictures and asked our members to give us their thoughts on 2023. We're skipping our Tips & Hacks column to give way to this theme, but no worries, it will be back next edition

Speaking of the year ahead of us, we are gearing up for our June Philippine Independence Day celebration and our main event, the Fil-Am Expo later in the year. We're looking for volunteers, sponsors, vendors, speakers and entertainers!

Contact us now to show your support and express your interest in participating – info@filamexpo.com.

Quick welcome to our new PRO, Sheila Zelghi of Sheila & Company (Samson Properties) who is taking over from Marcus Soriano. Thanks, Marcus, for your contributions to our PR team! Welcome also to our new members. Check out our Members Page to find out who they are.

*Winter is the season of rest -
to recover, to recharge, to reflect.*

Olma Inocentes

2022

President's Year End Report



Michael San Juan
President

Dear Members of the Philippine American Chamber of Commerce of Metro Washington DC,

I am pleased to present the Year-End Report for 2022. It has been a busy and productive year for our organization, and I am proud of all that we have accomplished.

During the past year, we have:

- Produced and/or collaborated in several events: I Fil Am Powered, The Creative Council launch with FPACC, the joint activity at the Arena Stage to support Filipino excellence, Musika at Moda, Jingle and Mingle at the AT&T location in DC which has further expanded our network.
- Hosted our monthly networking event "Meet & Greet" at Filipino owned and operated businesses.
- Produced informational webinars with speakers from our own member pool and with non-member guests, including high-ranking politicians.
- Grown our membership by signing up multiple business individuals and firms.
- Partnered with various groups such as the National Association of Filipino American Associations, National ACE, ACE Next Gen, Filipino Young Professionals, and the National Association of Asian American Professionals, and others, to support meaningful projects.

In addition to these major accomplishments, we have also made progress on a number of other fronts. We have strengthened our partnership with the Philippine Embassy and have expanded our outreach to various community leaders and affiliates. We have also made improvements to our internal systems and processes, streamlining our operations and increasing efficiency.

I am also proud that we have several members that have excelled in their various fields such as Rodney Salinas, awarded the Washington Business Journal Fastest Growing Company in the DC area, Pogi Boy for landing the front cover of Food and Wine, Roberto Llames for being appointed as a board member of National Asian/Pacific Islander American Chamber of Commerce and Entrepreneurship (National ACE) and yours truly, for being awarded the Jewels of Asia Award by the Asian American Chamber of Commerce.

Starting fresh for 2023, we have updated our logo to better capture our vibrant spirit and rebranded our short name to be more in line with our official name. Looking ahead, we have a number of exciting initiatives planned for the coming year. These include the upcoming Philippine 125th Independence Day celebration with the Embassy, the Anniversary Gala, the Fil Am Expo, and other events that continue to pose a positive impact in our community and achieve our mission to support Filipino entrepreneurship and Business development

Thank you for your support of our chamber.

I look forward to continuing to work with you in the coming year.

Sincerely,

Michael San Juan

President, PACC Metro DC



2022: Year in Photos





2022: Year in Photos



Thoughts on 2023

Michael San Juan, The Virginian

Hardships build character and resilience.
"Be the change you wish to see in the world."



Cristina Sison, Sison Homes & Associates

For 2022, I will learn to let go of sorrows, anxieties and concerns, creating a sense of inner peace by reviewing and evaluating my life. Letting go of what we can't change, or fix enables us to focus our energy and attention on what can be controlled, rather than needlessly seeking impossible solutions. Finding the courage to release what's holding you back sets the path for a great year ahead.

We're thrilled to announce that Sison Homes and Associates has partnered with ONE LUXE at Realty ONE Group Capital located at 7925 Jones Branch Dr. Unit 3100, McLean, VA 22102.



Christine Pabico, ANCC

2023 brings so much opportunity as the world begins to settle in our "new normal". I hope to strengthen the voice and positive image of Filipino-Americans in the community by optimizing the national and global platforms I am blessed to have. My goal is to develop new relationships and bring the communities I serve (ANA, PNAMDC, PACC-MDC) together for a collective impact. My personal wish and hope for everyone are to make this a year of investing in ourselves. We readily give our time to serve others. We must make time to refill our own cups.



Louie Anne Batac-Nguyen, The Sake Mom, LLC

We have a lot of aspirations for 2023, for our family, business, and community, and I've never been more inspired to see what we can turn into reality! And so we resolve to grow in our discipline and embrace the work that will get us there. Game time!



Sheila Zelghi, Sheila & Company

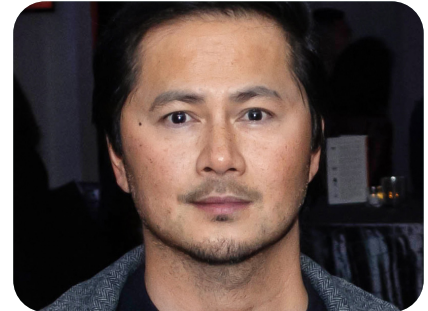
This new year will be a year of diversification. From diversifying my businesses and real estate portfolio, to the diversification of people and companies that I network with. And finally, the diversification of not just our sponsors for PACC, but also the diversification of members.



Thoughts on 2023

James Mata, Maryland Premier Exteriors, Inc.

When you continuously hold and provide value, you can live life on your terms. Things happen in your favor effortlessly, and you get the opportunity to live life by design because of the power and influence that comes with value you hold. With great power comes great responsibility, so make sure you use it wisely! Wishing everyone a Health, Happy and Prosperous 2023!!!



John P. Cabrera, CF Alliance Insurance

Happy 2023 to all! Every new year, I thank God for all the blessings we received from the past year whether it's personal or business. I always feel lucky to have the opportunity to have a job that I love. However, the harder I work the luckier I am. I set higher standard goals every year because we don't want to be satisfied with our past achievements only. Just as that saying goes, "You didn't come this far to only come this far".



Matt Veland, Mass Mutual Commonwealth

As we enter another year, many of the same financial uncertainties from 2022 carry over into 2023. In times of uncertainty, the most successful investors stick to their financial plans. No one year or down market will matter more than the overall strategy we have for the course of our lives and our businesses. One thing is certain - committing to our financial objectives and plans is one thing we all can do for our benefit. Wishing everyone their most prosperous year yet!



Mickey Pilar, Mid-Island Mortgage Corp.

Year 2023 for me is all about LOVE and LOVE HARD. Be in love with everything we do. Speak with Love. Do with Love. I will continue to do what I love most and that's building my real estate business and help as many people as I can along the way. I will continue to stay true and spread love to people I come across with professionally and personally. With love anything is possible. Love is everything and without it, what's the point? LOVE. LAUGH. LIVE. Happy 2023!!!



Marielle Kabin, Sison Homes & Associates

We are in a shifting market and its more important than ever to work with professionals to help navigate you through the year. You can go fast alone, but you are prone to make mistakes. Work with an expert in the field and you will learn and accomplish your goals much faster.

In 2023, I look forward to seeing the chamber members create strong partnerships and more collaborations.





thesakemom.com



dentons.com





Mickey Pilar
Mid-Island Mortgage Corp.

Director of Membership Update

Last year was a great year for the Chamber as we started to go back to in-person events. Our monthly Meet & Greet saw growth almost every month. In 2022 which was my first year as the Director of Membership, PACC's membership grew by over 30% from the previous year's. And an 18% increase in annual new membership sign-ups in 2022 compared from the previous year. This was made possible due to the hard-working collective effort of the board of directors, officers and special appointees. It's actually not work, at least it doesn't feel that way. The Meet & Greet or any of our events, even our in-person board meetings turn into a family affair with food, drinks and of course a bit of karaoke here and there, we are Filipinos, after all.

As we welcome year 2023, we will work harder to promote the chamber and our activities, reach out to the community of Fil-Am owned businesses and professionals in the DMV and the surrounding areas and grow our PACC-MDC family. The bigger we are, the more we can make a difference in the community. With everyone's help we will achieve whatever we set our goals for this year. 2023 will show and test our bayanihan culture as we have some great exciting events planned out this coming year, and we ask for everyone's support.

On top of the monthly networking Meet & Greet, webinars and presentations by different industry experts and resource speakers, we will be hosting our milestone 30th Anniversary GALA, which will take place towards the second half of the year, as well as the Fil-Am Expo. We are also part of the Steering Committee for the 125th Philippine Independence Celebration together with the Philippine Embassy and other Filipino organizations in the area. With all that being said, for a number of years now, our membership fees have remained the same, and by far the lowest compared to other organizations and chambers of commerce in the area. We are, therefore, increasing our fees this year to help us serve you, our members, better.

2023 will be a historical year for PACC-MDC to say the least. No better time to join and be part of our growing community. Whether you are a sole proprietor or a Fortune 500 business, the benefits of being a member of the chamber will only help you and your business in a very positive way. Let us continue to support, promote PACC-MDC to other Filipino-American business owners and professionals and help enhance each other's businesses. Together we will all rise to greater heights.

MEMBERS' BULLETIN BOARD*

CONGRATULATIONS TO OUR MEMBERS FOR THEIR ACCOMPLISHMENTS
AND WELL-DESERVED AWARDS AND RECOGNITION!!!

- Chef Erwin "Wing" Villarias - 1st Place Winner, People's Choice Award in the 2022 Embassy Chef Challenge, representing the Philippine Embassy
- Tom Cunanan & Paolo Dungca - Pogi Boy's Tocino Burger landed the front cover of Food and Wine Magazine's July 2022 issue
- Robert "Bobbet" Llames - appointed to the Board of National Asian/Pacific Islander American Chamber of Commerce (National ACE)
- Rod Mercado - Presidential Lifetime Achievement Award, 2022 The Outstanding Filipinos in America Awards (TOFA)
- Rodney Salinas - His company HUNGRY was honored as one of Washington Business Journal's Fastest Growing Companies in the DC area and made the cover of Washington Business Journal's 2023 Book of Lists

**If you wish to make any announcements of awards or recognitions, events, or post job vacancies,
please contact Mickey Pilar at mpilar@mortgagecorp.com*

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Join the PACC!

Business Development Connections

- Calendar of events & meetings offering networking and business development opportunities
- Priority registration and discounted event ticket pricing for members
- Sponsorship opportunities at networking events as well as e-newsletter, social media, and website
- Listing in and access to PACC-DC business directory and members-only resources
- Post job and partnership opportunities on the PACC-DC website and Newsletter
- Creating collaboration and business opportunities with fellow members
- Connections to local businesses, other Chambers of Commerce, and to SBA and Minority Business Development Agency (MBDA) as well as other business organizations

Learning & Support

- Access to recognized industry experts, speakers, and thought leaders
- Mentorship opportunities with key business leaders
- Webinars on topics of interest

Savings

- Exclusive PACC-DC Membership Savings Card - discounts offered to members

Advocacy

- Networking and advocacy opportunities with leading federal, state, and local officials

Welcome to New Members!

Member Name	Business/Employer
Margie Dumadag	<i>Petal Burst Designs</i>
Camille Bismonte	<i>Denton's Global Advisors Albright Stonebridge Group</i>
Sam Q. Kim	<i>H Mart Companies, Inc.</i>
Hannah Aurelia Castillo-Villanueva	<i>Quirkee Baked Goods</i>
Elmer Amparo	<i>Philippine Nurses Association of Metropolitan DC (PNAMDC)</i>
Michelle Arnold	<i>M&T Bank</i>
Francis Abbey	<i>Barkada DMV (Ciscovaras Pictures, LLC)</i>
Ron Sayco	<i>Sayco Advisors LLC</i>
Wilson Lopez	<i>Dans Van Lines</i>

PACC-MDC

Our Vision

To expand and strengthen Filipino-American entrepreneurship and business development activities in the greater Washington, D.C. area, and to become a meaningful force in the growth and development of communities within the region.

Our Mission

To develop programs, seminars, and events that have a positive impact on the business community; to connect and foster open and consistent communications across communities; to support and augment all our members; and to foster community outreach initiatives that benefit the entire region.