



CALLING ALL MEMBERS: PACC-MDC ANNUAL MEETING APRIL 13, 6pm @Binge Bar DC (See details on p. 7)



FROM THE EDITOR

Spring To Action!

Not that the past winter was a terribly cold one, but the return of warmer weather is still very much welcome. And for most of us, Spring is a call to action – a time to awaken, bloom and expand.

So, we are calling on all our members to awaken and attend our Annual Meeting on April 13, 6pm at Binge Bar in DC. Right after that, we will have our monthly

networking event at the same venue aptly themed, "Make It Happen".

Congratulations to our newest Board member, Erika Salvador of Carevana Home Health Inc.! More on this and other news on our Member News page. This issue, we also focus on Spring To-Dos, like selling your home, doing your tax returns, and tips for healthy senior activities. Thank you to our contributors, Shelia Zelghi of Sheila & Company – Samson Properties, Eliot Cashell of KJL Accounting and new board member Erika Salvador. We also have our Tips & Hacks column back for this issue from yours truly. Don't forget to take a look at our Membership Page to see who our new members are.

We have several activities coming up in the next few months. Your participation and attendance are strongly encouraged. Sponsor our events to promote your businesses and network, network, network! Check out the calendar of activities on this page, on our website www.pacc-dc.org, or our FB page <https://www.facebook.com/paccdc/> or FB group page <https://www.facebook.com/groups/593084614360624>.

A reminder from our Director of Membership Mikey Pilar and Treasurer LA Batac-Nguyen to please send in your membership dues if you haven't yet. By the way, we are moving to a calendar year membership instead of a rolling year. More on this and other updates at our Annual Meeting. See you there!

Spring is rebirth, renewal, reawakening – a time to start afresh.

Olma Inocentes

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CALENDAR OF EVENTS

- **Nat'l Ace/AAPIStrong Small Business Roundtable Series**
Greencourt Innovation Center, Bethesda, MD
April 12 - 11:00-1:30 ET
- **Apr M&G: Make It Happen**
Binge Bar DC
April 13 - 6-9pm ET
- **Cybersecurity & Privacy Laws**
Zoom Webinar
April 27, 6:30pm ET
- **May M&G: Power Up**
CF Alliance Office
May 11, 2023 / 6-9pm ET
- **PACC-MDC Celebration of 125th Philippine Independence**
June 23, 2023 / 4-7pm ET

Springtime Selling

By Sheila Zelghi



The spring season is a great time to sell your house as it's the time when buyers are typically more active and eager to purchase a new property. However, to ensure a successful sale, you need to make sure your house is ready to impress potential buyers. Here are some tips to get your house ready to be sold during the spring market.

1. Start with a deep cleaning.

One of the most important things you can do to get your house ready to sell is to give it a deep cleaning. This means going beyond the regular weekly cleaning and tackling every nook and cranny of your house. **At Sheila and Co. the perks of being one of our clients, is our complimentary concierge service where we set up the contractors for you.**

2. Declutter and depersonalize.

When it comes to selling your house, less is often more. Take the time to declutter and remove any unnecessary items from your home. This includes clearing out closets, cabinets, and any other areas that may be filled with clutter.

Make sure to call Sheila & Co. to get a complimentary walk through of your home and we can help with the guidance of decluttering in person.

3. Make necessary repairs.

Take a walk around your house and make a list of any repairs that need to be made. This could include fixing leaky faucets, repairing holes in the walls, or replacing outdated light fixtures. By taking care of these repairs before putting your house on the market, you can increase its value and make it more appealing to potential buyers.

4. Focus on curb appeal.

The exterior of your house is the first thing potential buyers will see, so it's essential to focus on improving your home's curb appeal. This could include landscaping, repainting the front door, or adding outdoor lighting. Make sure your yard is well-maintained and that any outdoor furniture or decor is in good condition.

5. Stage your home.

Staging your home can help potential buyers envision themselves living in the space. This means rearranging furniture to create a more open and inviting feel and adding decor to make the home feel more welcoming. **At Sheila & Co. one of the perks in working with us is our complimentary home staging.** Sheila & Company can provide valuable insights into what will appeal to potential buyers.

6. Consider painting.

A fresh coat of paint can do wonders for a home's appearance. If your walls are looking worn or outdated, consider repainting them to give your house a more modern feel. Stick to neutral colors, as these tend to appeal to a wider range of potential buyers.

7. Improve energy efficiency.

Energy-efficient features can be a big selling point for potential buyers. Consider adding insulation, updating your windows or doors, or installing a programmable thermostat.

Not only will these improvements make your home more appealing to buyers, but they can also save you money on energy bills in the long run.

8. Price your home appropriately.

Pricing your home appropriately is essential for a successful sale. Work with your real estate agent to determine a fair price for your home based on its location, condition, and other factors. Keep in mind that an overpriced home can deter potential buyers, while a well-priced home can attract more interest and potentially result in a faster sale.

In conclusion, getting your house ready to be sold during the spring market requires some effort, but it can pay off in the end. By following these tips, you can make your home more appealing to potential buyers and increase your chances of a successful sale. Remember to work with your real estate agent, **like myself** to determine the best strategies for marketing your home and attracting potential buyers.

Here at Sheila & Co. we would be honored to help with your spring selling needs. With over 20 years of experience, and along with our client concierge service and complimentary staging, your home selling process is a sure win-win for everyone. We are passionate about creating the perfect customer experience because the most important person in the room is our client. **Make sure to mention this article to get yourself a free home evaluation.** Contact the author at **571 210 0251** | www.myrematchmakers.com



Tax Return Basics

By Eliot Cashell



A business owner can be called many things: entrepreneur, contractor, consultant, independent contractor, outside consultant, small business owner, 1099, sole-proprietor, or a single-member LLC. Whatever the title of a business owner, they should all perform the same financial activities to prepare and file their tax return.

Bookkeeping. Business owners need to perform monthly bookkeeping. Bookkeeping can take many forms such as a spreadsheet, logbook, Quickbooks, or a detailed accounting information system. The intent of bookkeeping is to record the revenue and expenses. Best practices are to consolidate the expense accounts as much as possible to facilitate tracking the multiple sources (credit card and bank statements, amazon purchases, uber eats, cell phone and internet bill, check stubs, etc.) of expenses. Any business expenses considered necessary

and ordinary to operate the business are deductible on the tax return. Common business expenses include but are not limited to tax preparation fee, advertising/marketing, liability insurance, supplies, meals, equipment, taxes and licenses, travel, business miles, cell phone, internet, office supplies, legal fees, education and training, permits, commissions, postage/shipping, etc. Additionally, business owners qualify to deduct their home office assuming the home office is a dedicated space strictly for conducting their business. A business owner does not qualify for the home office deduction if, for example, they work on their dining room table and then later use the dining room table to eat dinner with their family. The home office deduction allows a business owner to deduct a portion of their rent, mortgage interest, real estate taxes paid, insurance, repairs, utilities, homeowner association fees, etc. Another important point to distinguish is that W-2 salaried employees are not eligible to deduct their home office, commuter miles, or any expenses associated with their salaried position; it is possible however that a W2 salaried employee can also be a business owner eligible to deduct business expenses and their home office.

Profit and Loss Statement. The final output or product of monthly bookkeeping is called the annual profit and loss statement. The profit and loss statement is simply the annual revenue minus total expenses for the year. A negative number means the business operated at a loss. A positive number means the business made a profit. Specifically, business owners must file a tax form called "Schedule C Profit or Loss from a Business". An important distinction is the Schedule C tax form is included with their individual tax return. The Schedule C tax form is not prepared and filed separately from the individual tax return. The deadline to file the Schedule C tax form with the individual tax return is April 15th. In contrast, corporate (S Corp and C corp) and partnership tax returns are separate business entities from the individual tax return. Corporate and partnership tax returns are due March 15th and are beyond the scope of this article.

The general rule according to the Internal Revenue Service (IRS) is a business can report a loss on their tax return for up to three years. The IRS requires the business to make a profit after the third year; otherwise, the IRS will categorize the business as a hobby. Running a hobby as a business increasing the likelihood of triggering an audit from the IRS.

Professional Advice. Analyzing, differentiating, categorizing, and allocating business expenses to determine their deductibility on a tax return requires the skill and judgement of a Certified Public Accountant (CPA). Additionally, a CPA can assist a business with their monthly bookkeeping making sure business records are always organized and available for inspection by the IRS. If the IRS examines the tax return, then the business owner will be asked to explain the items reported on the tax return by substantiating them with supporting documentation such as a receipt or invoice. Federal and state taxes are complex. Every individual and business owner should have a CPA who is their trusted advisor to help them navigate highly uncertain financial environments and the economic chaos of taxes.



Eliot Cashell, CPA, is a service-disabled Marine Veteran, providing personalized tax advice. Contact the author at (703) 966-2595 | Tax Preparation and Financial Consulting – KJL Accounting

Spring in Your Winter Years

By Erika Salvador



Spring has sprung! Now that the snow has melted and the season is changing, we encourage everyone to get out and enjoy the cool, sunny weather. Being in the Nation's capital, we are blessed to be close to the Tidal Basin, where the Cherry Blossoms are predicted to be at their peak on March 20-25, 2023. For the older folks who want to get out, visiting the Cherry Blossoms is one way to get out and enjoy nature's beauty. In addition, staying active and enjoying the outdoors is one way to stay healthy. Swimming, biking, or hiking are other ways to keep busy.

If you want to join a program, one recommendation is Yoga for seniors. Yoga is known to strengthen your bones, contribute to mindfulness, and helps with getting a good night's sleep. Yoga also helps with mobility, stability, and strength. In addition, Yoga enables you to stretch those muscles and do mindful breathing, which helps alleviate body pains and stretches those muscles. Please look for instructors that offer classes for seniors since they know how to deal with beginners or those who need more assistance.

Tai Chi is a form of martial arts that involves martial arts, slow movements, and deep breaths. This form of exercise has many benefits:

- 1.Reduces stress, depression, and anxiety, thus improving one's mood.
- 2.Promotes weight loss.
- 3.Consistent Tai chi helps in restful sleep.
- 4.Tai Chi helps improve balance and stability.

Tai Chi is generally considered a safe exercise for the older generation with few side effects. It is known for its fluid movements, while Yoga is known for finding your center. Yoga and Taichi offer the same benefits as stress relievers, mood enhancers, and better sleep.

As it is, life is full of surprises and setbacks! If you need home health care, **Carevana Home Heath Inc.** will be there for you. We are a start-up, family-owned company, and we offer personalized service. Nurse Erika Salvador will visit you at your home and ensure you are cared for. How can we be there for you? We will need your doctor's order, and we will come and coordinate with you and talk about getting you back on track. Our objective is to communicate with everyone in charge of your care. One of the things that we can do for you is to check what you are eating and drinking, taking your blood pressure, temperature, heart monitor, and breathing. Check that you are taking your prescription drugs and treatments correctly. We will teach you about your care so you can care for yourself. We will check in with you if you are in pain.

Our goal is to make you better, lessen the decline and get you back to where you were. We look forward to taking care of you, one patient at a time.

For more information about **Carevana Home Heath Inc.**, please contact Erika Aleta Salvador, CEO, 1340 Old Chain Bridge Road, Suite 405, McLean, VA, 22101, office number 571-327-2077.

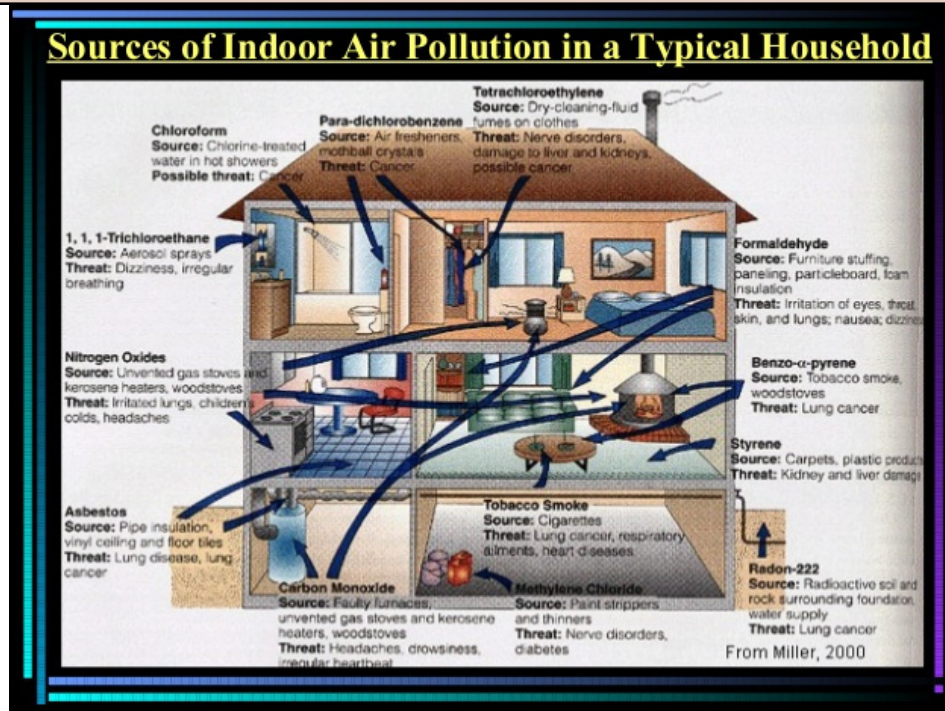


TIPS & HACKS

The Air We Breathe

Gold & Green, LLC

We complain about air pollution, advocate for greener environment and rally to save our planet, but we don't particularly think much about indoor air pollution. Worse, we barely do anything about it. The fact is, we spend over 90% of our time indoors. It's time we think about doing something about the air we breathe indoors. This will help alleviate or prevent chronic ailments like asthma, pulmonary fibrosis and other lung conditions.



Here are some actions you can take to maintain a generally healthy indoor environment:

- Control moisture, including humidity, condensation, and water leaks.
- Promptly dry areas that are wet and keep areas that are supposed to be dry, dry.
- Clean up visible mold.
- Regularly clean surfaces, damp wiping with clean water or water and a detergent is sufficient.
- Using doormats at exterior doors and taking off your shoes when you enter your home can reduce the dirt and other contaminants that get tracked in from outside.
- Ventilation, such as opening windows to bring in outdoor air, can help lower the concentrations of indoor air pollutants in your home.
- Get your HVAC system inspected regularly and upgrade filters if possible.
- USING BUILT-IN WHOLE HOUSE OR PORTABLE AIR CLEANERS THAT ARE PROPERLY SIZED TO THE ROOM AND WELL LOCATED.



At Gold & Green, LLC we offer specialized, patented DFS technology for superior indoor air purification. Our products are 40x more effective and efficient than HEPA and have been clinically proven to capture and neutralize viruses, bacteria, and other ultrafine air contaminants that HEPA filters don't.

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Feel Beautiful. Be Confident. Live Authentically

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MEMBER NEWS

2023 ANNUAL MEMBERS' MEETING

Your presence is requested at our annual members' meeting on April 13, 2023 at 6:00 p.m. Venue is at DC's First Zero Proof bar called "Binge Bar", owned by Fil-Am Gigi Arandid. Please attend to participate in the discussion and resolution of chamber matters, and also to support a novel Fil-Am business.

MARCH MEET & GREET: MAKE IT HAPPEN

Directly after the annual meeting, we will have our monthly networking event at the same venue. The M&G is aptly titled, "Make It Happen", for our Spring call to action. Whatever your business or personal goals are, make it happen! And if you need resources, products and services to achieve your goals, what better way to get them than network with the people who can help you make it happen. See you there!



FILIPINOS @THE KENNEDY CENTER!!

The Fil-Am community came in full force last March 19 for the last showing of the musical comedy, "THE MORTIFICATION OF FOVEA MUNSON", to support the Fil-Ams in the cast and crew.

The musical is based on a book with the same title by Mary Winn Heider about a Filipino family, touching on the key ideas of standing your ground and following your passion.

Leading the Fil-Am cast is our very own, Regina Aquino, in the dual role of Mom/Grandma Van and Justine "Icy" Morales in the title role. Music and lyrics are by Seattle-based Fil-Am, Justin Huertas.

The actors' performances were all outstanding and the little Filipino traditions, references to the Philippines, accents and nuances in speech tickled the Fil-Am audience to no end. Some might have baffled the non-Fil-Ams but hey, everyone still had a roaring good time!



MEMBERS' BULLETIN BOARD

CONGRATULATIONS TO OUR MEMBERS!!!

Awardees of Jewels of Asia Awards

Power 30 Awards Program

\$1M - 10M Annual Revenue Category

Northern Virginia Surgical Arts / Joseph M. Arzadon, MD, DDS, Founder & CEO

Platinum Flooring / Judith Mitchell, Founder & CEO

Polianna / John Victoria, CEO

\$50 -100M Annual Revenue Category

Financial Rescue LLC / Rod Mercado, CEO

Corporate Social Responsibility Category

HUNGRY / Rodney Salinas, Regional VP of Sales

JOIN THE PACC - METRO DC

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 and lasting impact on the business community; to connect and foster open and consistent communications across all our communities; to support and augment all our members; and to organize and foster community outreach initiatives that benefit the entire region.

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Membership Benefits

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 member firms

Advocacy

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



Reminder: Kindly pay your 2023 dues

1. Submit form online: <https://www.pacc-dc.org/join-form>
2. Wait for invoice, then pay via Venmo: @PACC-DC or Contact Treasurer: Louie Anne Batac-Nguyen at lbatacnguyen@gmail.com



WELCOME NEW MEMBERS!

Member Name	Business/Employer
Jerry Wang	Genesis Capital
Eliot Cashell	KJL ACCOUNTING
Anne Marie Johnson	Bitter Grace
Leah Vicente	Humana MarketPOINT
Glaiza Garcia	GCG International Team LLC