



Summer

**ISANG TINIG
ISANG LAHI**
ONE VOICE. ONE PEOPLE.
LIVE AID PHILIPPINES
FREE CONCERT

FILIPINO AMERICAN VOICE UNITED
IN COOPERATION WITH Caritas Philippines Rotary PACC-DC

**PACC-DC
CONCERT WATCH PARTY**
July 3, 2021
9:30pm EDT

PLEASE DONATE TO HELP COVID EFFORTS
PAYPAL
bit.ly/paccdc-donate

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CALENDAR OF EVENTS

- **PACC-DC Watch Party**
“Isang Tinig, Isang Lahi”
July 3 – 9:30 pm EDT
- **Health & Wellness Round Table Series #1**
July 15 – 4:00 pm EDT
- **Meet & Greet: Speed Networking w/ Asian American Chamber of Commerce**
July 28 – 4:00 pm EDT
- **Health & Wellness Round Table Series #2**
August 12 – 4:00 pm EDT
- **Meet & Greet: Philippine Embassy New Arrivals**
August 26 – 4:00 pm EDT
- **Health & Wellness Summit w/ Trainstation Philippines**
Sept 27 to Oct 1 – 6 - 8pm EDT

Please watch out for more announcements about our events!

FROM THE EDITOR

It’s summertime, folks! Time to focus that sunbeam on our members once again, so we’ve asked a few members to write about their company and what they do. Thank you to Ken Apple, Denise Lee of Social Burger, Roberto Llamas of Enterprise Solutions, Inc. and Kristoff Inocentes of Gold & Green, LLC.

Also, for this edition, we are reprinting the article written by Voltaire Trinidad (a.k.a. Volt) for PACC-DC’s “Mind Your Business” column in the June 2021 issue of the Manila Mail. Volt tackles the issue of having, or not having, a Filipino Town – much like Chinatown or Koreatown. Is it time for one? Check out the article and let us know your views. Email us at paccdc.eboard@gmail.com.

As a reminder, we must continue to watch out for our health and wellness within and even beyond Covid-19. Now is not the time to let down our guards with the many variants still out there and the question of needing booster shots still up in the air. Please continue to follow recommended health and safety protocols by the appropriate authorities in your locale.

Whether going out of town or doing a staycation, enjoy your summer!

Keep safe.

Olma Inocentes



FILIPINO TOWN BY VOLTAIRE TRINIDAD

Craving for some Asian food? No problem. There's a lot to choose from in the DMV area. In fact, there are even specialized areas where you can go and find food and services specific to one country.

Take for example Eden Center, a Vietnamese American strip mall in Falls Church with over 120 shops and businesses originally catering to the Vietnamese American population. Initially named Plaza Seven Shopping Center over 40 years ago, it has seen major transformation through the years with various renovations and the addition of a 32 thousand square foot space called Saigon West. On top of that new building sits a big clock tower which is an exact replica of the one in downtown Saigon. For the thousands of immigrants who settled in Washington DC metropolitan

after the Vietnam War in 1975, this place is a reminder of home. Nowadays, it is popular even to non-Vietnamese, with locals bringing visiting friends and families there to sample authentic Vietnamese food. You can find several pho restaurants, Bahn mi delicatessens, bakeries, various small general stores, and a huge supermarket selling Vietnamese and other Asian products. Important cultural events such as Chinese New Year are also celebrated at the Center.

If you're searching for authentic Chinese food, a good place to head to is Washington D.C.'s Chinatown located in the historic area east of downtown DC. Chinatown was originally established in the 1880's along the South side of Pennsylvania Avenue. Immigrants came hoping to find their fortune in America and return to China someday. In the 1930's, Chinatown moved from it's original location to the downtown district where it is located today. The neighbor-

“Why is there no Filipino Center? According to Census Reporter... there are more than 123,000 Filipinos in the Washington-Baltimore-Arlington, DC-MD-VA-WV-PA CSA area.”

hood is a mix of commercial, residential, religious, and government buildings. There are establishments such as restaurants, general stores, Chinese American cultural and religious charities and even a Chinese Community Church. There are approximately 20 Chinese and Asian restaurants, almost all owned by Asian American families. The area was once home to thousands of Chinese immigrants. Although that number has shrunk to a few hundred now, it is still a neighborhood that Chinese migrants and Chinese Americans can call their own.

Then in Annandale there's Koreatown, which runs for 1.5 miles from the intersection of Little River Turnpike and Hummer Road to Evergreen Lane. Home to some of the 129 thousand Korean Americans in the region, this area has grown through the years. Craving Korean food? You'll have a hard time choosing from among some of the best Korean restaurants in the DMV area, which boasts more than a thousand Korean-owned businesses including accounting offices, spas, bakeries, restaurants, bookstores, karaoke bars, and Korean beauty stores.

This brings me to the question that has hounded me for years - why is there no Filipino center? According to Census Reporter (U.S. Census Bureau 2015-2019), there are more than 123,000 Filipinos in the Washington-Baltimore-Arlington, DC -MD-VA-WV-PA CSA area. In the same survey, the Vietnamese population is smaller than ours at around 87,000 and yet, they have successfully built their own commercial/cultural center. Saying that there is not enough Filipinos in the area is not accurate then. The recent launch of Jollibee in Wheaton, MD and another planned opening in Alexandria, VA is undeniable proof that the market is big enough. I was told there were attempts through the years to create a Filipino center in the DMV area though for various reasons, they have never come to fruition.

I remember a conversation with a Vietnamese realtor more than a decade ago. She conveyed how envious she was of Filipinos in general because we are educated and mostly in professional or white-collar fields. Most newly migrated Vietnamese, she continued, are not fluent in English so it is usually challenging to find work. Thus, a lot of them have no choice but to start their own business. It seemed like a compliment, and I know she meant it as such, but at the same time, I have always wondered - does our ability to assimilate more quickly through our fluency or familiarity with the English language stifle any entrepreneurial spirit we may possess?

Could it be that our Asian neighbors have more entrepreneurs borne out of desperation? Or maybe there is not enough community support. The Chinese and Vietnamese communities have been known to organize groups that provide financial and marketing support for immigrant families trying to establish their own business.

Is it a matter of U.S. immigration policy? In recent decades, the U.S. government only allows immigrants from the Philippines who can find sponsored work in the country. And from that pool of immigrants, you will find doctors, nurses, accountants, teachers, and IT engineers but very few entrepreneurs. There seems to be significant barriers for Filipino immigrants to engage in entrepreneurship.

And yet, we find the likes of Precious Hiyas-Lopez, owner of Sew Magarbo, a sewing & creative arts studio in Ashburn, VA. She sells sewing machines and fabrics and offers workshops and classes for sewing and quilting. Judith Mitchell, who co-founded and manages Platinum Flooring, a flooring company in McLean, VA. Her company provides flooring services and offers a wide variety of styles and colors of Carpet, Hardwood, Luxury Vinyl Plank, Rubber and Sport Flooring.

Tom Cunanan and Paolo Dungca, both formerly of Bad Saint, have opened Pogiboy in DC early this year. A straight-up homage to Jollibee, it offers its own version of smash burgers, fried chicken, and Pinoy spaghetti. Just based on the members of our own Philippine American Chamber of Commerce (PACC-DC), we can find a number of Filipino-American entrepreneurs in the region. But for sure, there is room for much more.

Imagine a place where you can find fantastic regional Filipino restaurants and bakeries all in one place, a place where you can find your favorite Philippine snack food inside a grocery store, alongside “parols” (Philippine lanterns) you’ve always wanted to bring here but just couldn’t fit in your suitcase. Imagine finding in one place a selection of forwarding companies for sending balikbayan boxes, or being able to walk in a Pinoy-owned accounting office to get help filing taxes, or getting financial advice from a licensed Filipino financial adviser, or meeting a realtor with whom you can be at ease, speak in your native tongue and know that you are being attended to by someone who understands your cultural background. Imagine a community center where the Filipino community can celebrate national and regional festivals and hold exhibits where Philippine products and services are being promoted. Visiting such a place can become a cultural experience for everyone, whether Filipino or not.

Filipino-American entrepreneurs can benefit from relocating their businesses to a Filipino center due to increased foot traffic and a highly targeted market. Hopefully, aspiring entrepreneurs who will get to know these Filipino-American owned and operated businesses will find inspiration and be encouraged to pursue their own endeavors. Such a place will also be beneficial to the Filipino-American community in general since we would have a place to congregate, build, and foster communities. More importantly, we will now have a place we can call our own – a place where we can bring our family and non-Filipino American friends to taste Filipino food and culture. And maybe at times, we may just want to visit a place that reminds us of home.

PACC-DC would like to build the foundation for such a center by spearheading the feasibility study and business plan development. From there, we hope to partner with the right people and institutions to carry this plan into fruition. But a united community is needed to build such a center. We need the support of the Filipino-American people in the DMV area to turn the dream of a Filipino center into a reality. So, ask yourself – what can I do to help make this happen?

Volunteers interested in being part of the initiative are most welcome to reach out to members of PACC-DC. What better way to show the spirit of Bayanihan by coming together to build this Filipino center, our very own Barangay.

About the author:

Voltaire Trinidad is a database developer for an analytics firm in Germantown, MD. He moved to the DMV area in 2006.

BUILDING BRIDGES BY ROBERTO LLAMES



It was April Fool's Day in 1999 when I started the operation of Enterprise Solutions, Inc. (ESI), a technology and management consulting firm. Being April Fool's Day, I asked myself, "Is the joke on me by diving into the world of entrepreneurship?" Since then, year after year, I always asked myself the same question

and year after year, I always have the same answer: "Blessings, not jokes, have been given to me and I will not trade them for anything."

In our journey, we experienced many challenges, from the "dot-com bubble burst" and the "9/11 terrorist attacks" of 2001, to the COVID-19 pandemic. ESI's resiliency was tested and remains strong due to effective strategic and risk management plans, core values, and the excellent work of ESI staff leading to strong customer satisfaction and loyalty. The qualities that have made ESI successful for over 22 years.

From a Humble Start to Building Bridges

ESI had a humble beginning. I was a "poor entrepreneur" with limited funds of \$2,500.00. However, I was armed with God's grace of knowledge, confidence, and "street smart" to start ESI as a revenue generating company with sufficient cash flow to not only support our clients but also allow me to execute growth strategies since day one.

ESI launched with a clear mission: "Building Bridges to Excellence!" Since our inception, ESI has been helping our clients build bridges to fill in the gaps in their operational challenges to advance from where they are at the beginning, to where they want to be at the end of their engagement with ESI. A simple recipe, leading to strong customer satisfaction and loyalty and ESI's success.

The people at ESI built the business into a reputable firm by providing excellent business process improvement, digital transformation, and knowledge management solutions for government clients to help build bridges for improving citizen services and the citizen's quality of life.

One of our core values is our Corporate Social Responsibility (CSR) of giving back to our communities, especially to the underprivileged. We are supporting children in the Philippines and South America, building bridges to education with their studies from early childhood education through college through the Unbound network. We support community outreach efforts of the

Metropolitan Baptist Church building bridges to combat poverty to help the poor and homeless in the Washington, DC area. We produced "Tackle the World: Tough Game Tough Women" (<https://vimeo.com/127521709>), a television documentary of the journey of Team USA Women Tackle Football Team in winning the 2013 World Championship in Finland, a bridge that demonstrates the importance of gender neutrality and diversity in any sports.

We also formed the SMART Development Institute (SDI), an IRS-approved 501(c)(3) non-profit firm, to help communities solve many social problems, addressing sustainability and resiliency issues through policy-driven technology solutions for improving the quality of life of citizens. Last May, SDI launched Project RISE (Resiliency Improvement Support and Education), in partnership with the Project Handclasp Foundation, the US-Philippines Society and the PTC Group in the Philippines, to help build bridges to enhance the overall level of resiliency and disaster response preparedness among communities in the Philippines.

On a personal level, as a member of the Board of Directors of the US-Philippines Society and a Senior Advisor to the Philippine American Chamber of Commerce-DC, I help build bridges to address many Fil-Am-related community issues.

Be a Bridge for Change

We pride ourselves with the values and successes we bring to our customers, and we thank them for their confidence and loyalty. We are humbled and honored for the opportunities of giving back to our communities. We have been here for over 22 years, and we plan to be around for a long time to continue "Building Bridges to Excellence for a Better World."



www.enterprisesolutions.net



www.sdinstitute.org

BRANDING IS HERE TO STAY

BY DENISE LEE

What is your brand? This is a question I often get asked as a business owner and one that I personally feel does not have one set answer.

Branding, in very simplistic terms, is the process of creating a public persona for your target customers. It is conveying what your business stands for, its values, and what its goals are.

For our own restaurant, I set out to be the hometown burger restaurant. My goal is (till today) to be top of mind so that every single time people think about a burger, they think of us. To achieve that goal, our first task was to develop a top-notch product - and we did.

As our business started to grow and evolve, we found ourselves at the center of a lot of community and local school-based activities. We became the go-to place for local fundraisers and the like, which was aligned with our belief as a company to always give back to the community. This has allowed us to become a “loved” brand. We found that our customers loved us - and we loved them right back.



“A coach is someone who uses their knowledge and experience to help others grow and evolve in many areas of life—whether physical, spiritual, or emotional.”

When the pandemic hit hard last year, our “loved” brand allowed us to raise funds from the local community for meals that we in turn donated to local hospitals, shelters and first responders. We continue to raise funds and we are now close to donating 4,500 meals.

One other underlying aspect of our brand is that customers trust us. This is HUGE! Not only do they trust us to produce a high-quality burger, but they trust us with money to donate meals for those who need it the most. We continue to donate 40 hot meals a week to The Lamb Center, which is a daytime homeless shelter in Fairfax and have no plans of stopping.

Branding is not for businesses only. If you read through PACC-DC’s website, the stated vision is “to expand and strengthen Filipino-American entrepreneurship and business development activities in the greater metropolitan Washington, DC area and to become a meaningful force in the growth and development of communities within the region”. PACC-DC has stayed true to this vision and have created a “brand” for the organization, which is one of collaboration and unselfish support for everyone in the group. The fresh and dynamic style of leadership is what inspires me to volunteer and often say “yes” to whatever the chamber needs.

Truthfully, I hadn’t really considered joining PACC-DC until I met the current leadership. What I had perceived to be an outdated business organization is, in reality, a dynamic group. I found it inclusive and so open to new ideas. The leaders at the helm of PACC-DC represent the best of what a Filipino-owned business is and can be.

To that end, I believe that any business should periodically check in on their brand. Are you conveying to your target audience what you are passionate about? Is your brand authentic? Is it a reflection of your own personal brand? If you Googled your business, what would you find?

Whether businesses like it or not, branding (together with all the buzzwords that come with it) is here to stay. I challenge every business to pause for a moment and answer these questions. You may be surprised at what you find.

About the author:

Denise Lee is the owner of Social Burger in Vienna, VA



www.mysocialburger.com

TRAVEL THE MARIPOSA WAY BY ROSE AQUINO-VALERIANO

Travel has been in my blood for as long as I can remember. Growing up in the Philippines, I remember my first trip at 5 years old, travelling with my parents, my 7 siblings and a mid-wife to Hong Kong, Taiwan and Japan via airplane, then taking an ocean liner from Japan back to Manila Bay port. That started the “Travel Bug” in me with my desire to see the world, to explore another country’s history and appreciate their heritage and culture. Little did I know then, that the TRAVEL industry will influence every aspect of my life both personally and professionally. I thank my parents for opening my eyes on how big the world is and I appreciate all the places we visited together as a family until my adulthood. Today, the tradition of traveling as a family continues with my daughter, Regina Aquino, my 2 grandchildren, Riana and Mal and my husband, Francisco Valeriano, creating lifetime memories around the world.



As a Filipina born and educated in Manila, I was fortunate to launch a very successful senior leadership and management career in the Travel and Hospitality Industry in the US and the international markets. Working for the airlines gave me first-hand knowledge of yield management, hub & spoke and witnessed the consolidation of Piedmont Airlines to USAir to American Airlines. I am certain most millennials are not familiar with Eastern Airlines, Braniff Airlines, New York Airways, People Express Airlines, and others from the 80’s & 90’s!

Having studied Hotel Management in Washington, DC gave me the opportunity to work in Sales Management for Marriott Hotels and as an Associate Director of Sales for The Ritz-Carlton, Dubai, UAE. The Ritz-Carlton management training gave me a great foundation on the luxury market and how to grow and retain your clients by providing great customer service, addressing their expectations and fulfilling their needs.

In 2020, I retired after 20 years as the Vice President, Affiliates Division for BCD Travel, a Corporate Global Travel Management Company with \$27Billion in sales in 110 countries traveling as a “Road Warrior” for the corporate market around the globe. I was flying literally almost every week on business, and with all that travelling, I figured out the best and quickest way to get through airport security (hints: no buckles or ties on shoes, put all your phones in a small pouch and phone charges in another pouch, and apply for CLEAR and TSA Pre-Check and Global Entry). I met so many incredible people not only in the 50 states but also in places like New Zealand, Mexico, South Africa, Turkey, Japan, Costa Rica, Europe, Thailand, Cambodia, China, S. Korea, and many more countries who became my friends and will treasure through the years!

Fast forward to TODAY. After 15 months of experiencing a global pandemic with all the countries on lockdown and the Travel & Hospitality industry on an indefinite pause, the world is finally moving forward. With countries lifting their travel restrictions and people being vaccinated, “Revenge Travel” is now the buzz word as more and more people are emerging from their bubbles and are now ready to travel again.

With that in mind, I thought it was high time to make use of my over 35 years of travel experience, so I recently launched “Mariposa Global Journeys”, a full-service travel company focusing on personal and leisure travel. We offer Land & Tour Packages, Cruises, Air, Hotels and Private Villas & explore different ways to travel. As your Travel Curator, our mission is to assist individuals, couples, multi-generational families, friends & groups in envisioning & fulfilling your life-long dreams to discover & travel the world. Our focus is to curate & customize your travel journey to enhance your experience & create lasting memories.

“Mariposa” is Spanish for Butterfly symbolizing hope, renewal, courage, happiness and good luck, and an homage to the name of the street in Quezon City where I grew up in my parents’ home filled with love, laughter and fond memories. I have come full circle with Family and Travel being an important part of my life.

I am very excited in becoming an entrepreneur, making great connections with my new venture and I am looking forward to working closely with PACC-DC and its members to collaborate on projects enhancing and promoting the Filipino-American community.



www.mariposaglobaljourneys.com

ACCESSING FINANCE FOR PROJECTS IN THE PHILIPPINES

BY KEN APPLE



My name is Ken Apple. I have been in the DC area for about eighteen months. In the coming months, my fiancée, Cora, and I are to be married. Cora is a Filipina with three children, ages thirteen, eleven, and four, all currently based in Manila. Due to Covid-19 and travel restrictions, however, our marriage plans were delayed.

Nonetheless, our business and community outreach plans continue undeterred, with income opportunities developing as Cora assists in the sale of property near her provincial home in San Narciso, Quezon. Also, I've been an advisor for companies located overseas which are about to receive funding and I am anticipating reaping the fruits of my labor. These companies are involved in projects paid for by guaranteed payment and government projects located in Iraq, India, Africa, and potentially, the Philippines.

Having come from a career of International Business Development as a Private Enterprise Specialist with USAID and the US Department of State, I wish to engage with the Filipino community. I know and work with good and trustworthy businesspeople with vetted contracting reputations. As I soon plan to travel to the Philippines, I am on the lookout for consulting opportunities with experienced Filipino contractors who may not have access to traditional international finance structures. My role would be as an intermediary consultant or partner as I engage with entrepreneurs who seek investors and lenders.

For example, my business partner as Contractor and CEO of ADSA Contracting and Trading has his main office in Northern Iraq. He has warehousing, shipping, and port operations from Mercin, Turkey from where food and humanitarian projects are shipped to Syria, Yemen, and Africa. Government and trusted public entities award ADSA with guaranteed or purchase order payment contracts of \$1.5 to \$2 million that pay-out within 90 to 180 days. The gap for working capital or cash needed from order placement until delivery is the opportunity for the investor or a bank lender. Thus, there's a big business opportunity in projects which are turnkey, repeatable, and thus become scalable private investments with a public impact. We are just now in the process of consummating this kind of partnership involving a local bank with assistance from the Small Business Administration and the Export Import Bank.

I am also involved in a long-term project called Compassionate Community Builders (Compassion Builds). It is a non-profit initiative still under construction (www.compassionbuilds.org) with the goal of building sustainable livelihoods, enterprise and industrial development overseas. Our key objective is to make it possible for any individual or organization to have the opportunity to learn, grow, connect, and receive sufficient and timely funding to go and serve loved ones and fellow citizens from their homeland.

The idea is to create a "People-Prioritized" Public Program. Meaning that an organization like the Philippine American Chamber of Commerce of Metro Washington DC (PACC-DC) would take the initiative and leadership role with the intent of obtaining both private and public monies to bring the program about. Targeted groups in the Philippines, especially at the beginning, would be those who are living outside of or where few humanitarian programs currently exist. Multi-nationals who have lived and worked overseas would have a platform from which to engage their skillset. Current and former employees from the military, governmental entities, and especially immigrants with overseas connections and family are ideal candidates to lead, embrace, and inspire others to scale up such a project.

I am excited to be a part of PACC-DC and I see so many possibilities for funding projects. I personally am registered with one new virtual group: Faith-Driven Entrepreneurs - <https://www.faithdrivenentrepreneur.org/marketplace>. An initiative I suggest for PACC-DC's benefit, is to design, and implement our own "Mobilizing/Sending/Funding Program for Filipinos"!

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THE GOLD FISH & THE GREEN LEAF

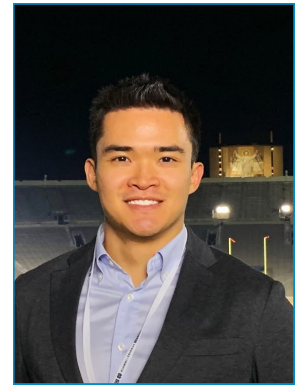
BY KRISTOFF INOCENTES

The symbolic meaning of Gold is immutability, eternity, vitality, fortune, and perfection. Gold has been called the “master healer”, thus the Gold Fish on our logo. The color Green symbolizes prosperity, renewal, rebirth, nature, and progress. It is also the color of the heart chakra. And all of that is what the Green Leaf on our logo stands for. We are the Gold & Green, LLC (“G&G”).

We all strive for balance and peace, good health and good fortune. From the time the company was founded in 2013, it has been our mission to help our clients in their journey to attain these goals in environmentally friendly ways.

We are a minority-owned Virginia-based company offering health and wellness products and services through our different programs.

The health and wellness sector has grown by leaps and bounds in the past decade. Most of the attention has been on the food we eat, physical fitness, and spiritual growth, among others. But we seem to have neglected arguably the most important thing we need to lead a long and healthy life: the air we breathe.



“The health and wellness sector has grown by leaps and bounds in the past decade... But we seem to have neglected arguably the most important thing we need to lead a long and healthy life: the air we breathe.”

The health and safety of our family, our employees, our customers, ourselves, and the community at large is still a primary concern today, and will continue to be an important consideration moving forward. Living through the pandemic has driven home the importance of the air we breathe, especially indoors where we spend 90% of our time – whether at home, in the workplace, our doctor’s office, grocery stores, shops, restaurants, church, and so on.

Under “The Air We Breathe” program, our company, in partnership with Healthway, offers residential and commercial air purification solutions with the latest in air purification technology. For more than 30 years, Healthway has provided the most effective technology to improve indoor air quality with the utmost respect for the environment.

Healthway technology is used worldwide in numerous applications, from medical facilities and clean rooms to classrooms, residences, hotels, cruise ships and lately, even airplanes. Their patented Disinfection Filtration System (DFS) technology was developed through a U.S. Military grant to combat germ warfare, capable of filtering out ultrafine particles up to .007 microns, like mold, bacteria, and viruses (including coronavirus at .1 micron). The system is 40x more effective than HEPA and also neutralizes these bacteria and viruses in the air as they pass through the special filter. Improving indoor air quality is a big part of our mission. We take it very seriously.

To complement our physical health program, our “Forked Road PrincipleSM” program offers life and health coaching services. At a crossroads in your life? Unhappy about your career? Striving for a healthier lifestyle? We understand that things happen, life happens.

We have coaching programs ranging from life, health, cleansing, spiritual, relationships, and financial.

We also offer specialized coaching to cope with stress, anxiety and depression through neurokinesis techniques. We understand that the past year has been especially trying with the pandemic, the need for social distancing, the quarantines and isolation, health scares and worst of all, coping with grief for the loss of our loved ones.

We stand with PACC-DC in the shared mission to have a positive impact on the business community, fostering open communications across communities and fostering community outreach initiatives that benefit the entire region.

Know that you are not alone, and we are here to help. You can reach us at info@gng-llc.net.



PACC-DC

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.

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Join the PACC!

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



WELCOME TO NEW MEMBERS!

Member Name	Business/Employer
Joyce Puno	Love Sweatshop
Reggie Sharpe II	ComfortOneShoes
Christian Pimentel	MIND
Erwin Gomez	KARMA Beauty Lounge
Hyginia-Rowena Centeno	New York Life—Greater Washington
Ana Marie Austria	Home of Sweet Slices LLC
Rey Dacul	Praetorian Group International (PGI)
Trishia Domingo	Accenture
Carl Momplaisir	Caribbean Media Group of Florida, LLC