

Spirit of Solano

SOLANO HISPANIC CHAMBER OF COMMERCE
2009 AWARD RECIPIENT

DR. GUIDO A. MINAYA MINAYA & ASSOCIATES, LLC

Dr. Guido Minaya from Minaya & Associates, LLC has been a member of the Solano Hispanic Chamber of Commerce since 2006, shortly after moving to Fairfield from Denver, Colorado. Upon joining the Chamber he volunteered and was appointed by the board to serve as the Chamber's secretary. The following year he was elected Chamber president and served for two years.

As president of the Chamber, Dr. Minaya led a very dedicated board of directors in setting a new vision for the Solano Hispanic Chamber of Commerce. In the past two years, the Hispanic Chamber has become a vibrant, growth-oriented business organization serving Hispanic businesses. The mission of the Chamber is to strengthen Hispanic business by providing tools which advance development, prosperity and success in Solano County. During Dr. Minaya's term as president, bilingual business workshops were introduced, a signature annual Gala event during Hispanic Heritage month was launched, scholarship programs were created and relationships with the Vallejo Business Alliance, the California Hispanic Chambers of Commerce and U.S. Hispanic Chambers of Commerce were strengthened. The Chamber also opened up an office on West Texas Street and hired staff.

As we have all heard for the past 12 months, the economic downturn has impacted businesses large and small. Many businesses contend with these challenges daily. Sustaining a business in the present environment is a successful feat in itself. It is in this context that Dr. Minaya's business performance and a key client's business performance are remarkable. Minaya & Associates provided the service of an outsourced Operations and Business Development Executive for Boston-based firm, Sumaria Networks. Dr. Minaya's direct efforts led to 100% revenue growth for the past two years. He assisted his client in taking a U.S. based enterprise and transforming it into a global company with expanded operations and services in Germany, Switzerland, the UK, Russia, China, Singapore, India, Mexico, Brazil and Argentina. The firm grew from a staff of nine employees and contractors to a staff of over 100.

Dr. Minaya is a long-time student of business, education trends and operational excellence. Receiving his MBA from Vanderbilt University in 1999 and his Doctorate in Education from Penn, an Ivy League University, and having worked for multinationals with regional and global responsibilities, Dr. Minaya was well prepared prior to starting his own Corporate Education Consulting Practice. It is through these lenses that he is able to take what many find challenging economic conditions and optimize these same conditions, finding new opportunities resulting in success. For example, this year for his Boston based client, he added Instructional Design Services helping firms create strategic training courses and introduced high quality, e-learning content development leveraging resources in the U.S. and India. These two new services, introduced in June, have already resulted in \$1M worth of new business.

Dr. Minaya's teams are well known for their excellence and professionalism. In an area that measures performance based on learner satisfaction and ability to do the job better, various statistics exist with regard to customer service results. With one global client, his teams consistently receive top scores.

As immediate past president of the Solano Hispanic Chamber of Commerce, Dr. Minaya continues to serve on the board. He helped launch the Matt Garcia Scholarship Program through the Chamber and invests yearly to its ongoing success.

Dr. Minaya serves as chairman of the Solano County Education Consortium made of multiple players including UC Berkley, UC Davis, Solano Community College, Napa Community College, CSU East Bay, CSU Maritime, and the following school districts; Fairfield - Suisun Unified, Vacaville Unified, Vallejo Unified and the Dixon Unified School District. The consortium provides professional staff and undergraduate students serving as mentors and tutors to middle school and high school students in Solano County. The objective of the consortium is to help students realize their college aspirations and to increase academic engagement across students, families and community members.

Dr. Minaya serves as chair of the Leadership Development Committee for California Hispanic Chambers of Commerce providing Chamber Executive educational development opportunities to 60 Chambers throughout the State.

Dr. Minaya has served as mentor the past two years through the Puente Program at Solano Community College. The program focuses on having students complete their AA degree and move on to a four year institution.

Dr. Minaya has been inducted as an Honorary Commander of the 60th Air Mobility Wing at Travis Air Force Base.

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