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# Business Update

AWARD-WINNING MONTHLY PUBLICATION OF THE VISALIA CHAMBER OF COMMERCE

## UPCOMING EVENTS

**APRIL 20:**  
**Visalia Chamber Annual Member Meeting**  
Time: 4:30 pm  
Location: Buckman-Mitchell Building  
Cost: Free

**APRIL 25:**  
**Business After Hours Mixer**  
hosted by  
Sue Sae's Creative Catering,  
699 W. Center Ave.  
5:30 - 7:30 pm

**APRIL 26:**  
**Stop Harassment Workshop**  
Time: 7:30 am  
Location: Lamp Liter Inn  
Cost: \$45.00 for members  
Reservations required:  
<http://visaliachamber-dev.chambermaster.com/events/calendar/2017-04-01>

**APRIL 27:**  
**Ambassador Meeting**  
8:00 - 9:00 am  
Visalia First Assembly Church



**Iceland**  
Land of Fire and Ice  
July 26 - 31, 2017

**Reflections of Italy**  
September 6-15, 2017

**China**  
October 6 - 14, 2017

**Christmas at the Galt House & Opry Land Hotel**  
December 4-10, 2017

Collette Vacations,  
Mayflower Tours, Cistline  
For more information, go to  
[www.visaliachamber.org](http://www.visaliachamber.org)

## Martial Arts Classes for Kids with Special Needs wins Inaugural Visalia SOUP



On March 14, 2017, the Visalia Chamber of Commerce in partnership with Tucoemas Federal Credit Union, Fresno Pacific University, Visalia Campus and the Visalia Convention Center hosted the first ever Visalia SOUP. Visalia SOUP is a community-based crowdfunding dinner. The idea, modeled after the program in Detroit, Michigan, is a way to promote community-based development through crowdfunding, creativity, collaboration, democracy, trust and fun.

Each of the four SOUP presenters had four minutes to describe their idea and answer four questions from the audience. After the presentations concluded attendees discussed the presentations, ate soup and voted on the idea they thought would benefit Visalia the most. More than 80 people ranging from young students to retirees attended and voted. When all of the votes were counted *Martial Arts for Kids with Autism and Special Needs* was announced as the winner. We want to thank Tucoemas Federal Credit Union and the Visalia City Council who sponsored this event.

### Martial Arts for Kids with Autism and Special Needs

Greg Morentin currently works full time for the City of Visalia and teaches martial arts classes at Central Valley Martial Arts (CVMA) in partnership with the Team KO gym in Farmersville. Greg was born and raised in Bakersfield. As a high school student, Greg was bullied which led him to the martial arts. As he got older he began to teach martial arts to children, specifically to kids who were being bullied, this included kids with disabilities.

Greg has been teaching martial arts at the Team KO gym for 2 years. During this time, Greg's friend, whose child is autistic, encouraged him to begin teaching a martial arts class specifically for kids with autism and special needs. Greg noted "Autism certainly has become a well-recognized ailment and it should come as no surprise that 1 out of every 68 kids is living with some form of Autism. It's a very complex disorder that effects the child's development, and one that is generally evaluated by or around age 3. The relationship between martial arts and autism has been getting a lot of attention in the past decade. With a constant search for effective therapies and activities for autistic children, the martial arts have begun to establish themselves as a positive aid in the lives of autistic kids." Today Greg teaches one class a week for children with autism in Farmersville.

Greg's proposal for SOUP was to increase the number of classes he can teach for autistic kids to include new classes in Visalia. Greg noted that when he retires in a few years he would love to be able to devote himself full time to teaching martial arts to children with disabilities. At Visalia SOUP, Greg was able to connect with local residents who provided leads on potential gym space for his classes to be held. Gym space is very important because children with disabilities classes need to be held where it is quiet without the distraction of other classes or people working out. Greg was also able to help spread awareness of his mission. With the money he earned, Greg plans to purchase new equipment for the children and also begin advertising and marketing to bring awareness to his cause. He wants local residents to know that his class is currently available and that the class is a local resource for Visalia children with autism and special needs.

## BUSINESS SPOTLIGHT



Martial Arts classes for kids with autism and special needs - Saturdays 10:00 - 11:00 am

For more information contact Greg Morentin at Central Valley Martial Arts (CVMA)  
559-556-5747  
<http://centralvalleymartialarts.com/>  
448 Farmersville Rd, Farmersville, CA 93223

### Additional SOUP Presentations: Every Second Counts

Every Second Counts is a program where a licensed CPR/First Aid Instructor offers lifesaving skills classes to Visalia high school students at no cost. Studies have shown that in areas where high school students are mandated to take CPR classes before graduation the success rate for people surviving cardiac arrest episodes increased. This program can be administered at no cost in partnership with the school district.

For more information you can contact Christopher Pietroforte, [www.cpr-us.biz](http://www.cpr-us.biz)

### CaliCrave Vending

CaliCrave Vending is a one year old business located in Visalia. The company sells healthy snacks and beverages in new state of the art vending machines. There are currently six machines in Visalia. Having these machines in additional locations across Visalia would allow for students and employees to have access to healthier quick energy options.

For more information you can contact Tysen Bradley, [www.calicravevending.com](http://www.calicravevending.com)

### Imagine Rock School

Imagine Rock School plans to fill the gaps that exist between learning to play and connecting with others in a similar age group and learning to be a band. The goal is to create a culture of young, professional musicians and technical apprentices that will be PAID for their efforts. Structured like a dance academy, students will engage in a custom designed 12 week course of mentored rehearsals with a student run performance at the end. The targeted student would be 12-17 years old.

For more information contact Mark Rogers [www.imaginerockschool.com](http://www.imaginerockschool.com)

## PRESIDENT'S CORNER

### It's All In How You Look At It...

It's happened more than I'd care to admit. My mother's words come flying out of my mouth; just the other day I murmured, "It's all in how you look at it". When my mother shared that gem with me I was a whining teenager seeing my share as less than. Her words reminded me to have perspective and change my view.

If I'm honest, I wake up all too often in the middle of the night worrying about business in Visalia. In my late night/early morning worry sessions, I wonder what more the Chamber can do to support small local businesses. I worry that big businesses face crises that the Chamber can help them overcome. I dream about Assembly bills that threaten business, and agonize about what more the Chamber can and should be doing. In reality the list will never end. There will always be something to worry about. But as I wrote our Chamber Status Update for the annual Board of Directors strategic planning session and have been revising our 2017 annual report to our members, my mother's words came flying back to me "It's all in how you look at it". As I reflected on what the Chamber has done and where we are headed my perspective began to change. We have done so much (stay tuned for our annual report - we've got great news) and have so much more planned for the future.

This lesson isn't just helpful for me, it's helpful for us. As a community



**Gail Zurek**  
Visalia Chamber  
President & CEO

we can sometimes focus on what we lack or what we want. I often hear how Visalia wants a Trader Joe's or we'd be better with this store or that restaurant. I've been guilty of saying the same thing. When the Chamber shared that we were on the list for top happiest places on our Facebook page, some folks pointed out some of our less than desirable characteristics, pollution, our struggle with supporting our homeless population, trash on the 198. I get their point - How can we be happy when we have so much to tackle? And while we need to acknowledge where we need to grow and develop, I don't want to do it at the cost of losing sight of all we have going for us as a community.

Visalia is amazing. It's an amazing place to have a business, raise a family, shop, live, worship and plant roots. I was never more reminded of this than when we gathered as a community at Visalia SOUP to hear from four presenters about how we can make Visalia stronger. We gathered to dream big. We gathered to celebrate great ideas and becoming better.

In this newsletter you will see stories of success, businesses who are succeeding, individuals making a difference, all stories about OUR great Visalia. If you have great news, please share it with us. Please join us in helping others change the way we look at our city.

## VISALIA CHAMBER OF COMMERCE MISSION ICONS



Business-Government



Business Relations



Promoting Community



Strong Local Economy

Visalia Chamber of Commerce  
222 N. Garden St., Suite 300  
Visalia, CA 93291  
ADDRESS SERVICE REQUESTED



## Bueno Beverage Invites Visalia to the Annual Sequoia Cycling Classic

As a title sponsor of the Sequoia Cycling Classic, Bueno Beverage would like to invite everyone in Visalia to come out and support this event and all of the riders who have traveled to Visalia to participate. The Sequoia Cycling Classic is a sanctioned event with licensed pro and semi-pro riders. The event will be held on Sunday, April 2nd and will start at 8:00 am with the Elite 5, the last race of the day will begin at 4:30 pm.

The Sequoia Cycling Classic is a .07 mile course beginning at City Hall 707 W. Acequia Ave. Spectators can line the course and cheer on the riders throughout the entire day. This is a great family activity and is sure to be an event to remember. For more information go to: [www.sequoiaclassic.com](http://www.sequoiaclassic.com).



## AAUW Ribbon Cutting Sequoia Mall April 19, 2017, Noon

American Association of University Women (AAUW) is excited to begin our partnership with the Visalia Chamber of Commerce. The Visalia/Sequoia branch began locally over 90 years ago! Our mission is to empower women and girls by promoting opportunities for literacy, equality and education. We do this by sending 60 fourth graders to Expanding Horizons at COS for a Saturday workshop introducing them to educational possibilities beyond high school. Twelve seventh grade girls from our area are provided scholarships to attend a weeklong Science, Technology, Engineering and Mathematics (STEM) workshop held on the Fresno State University campus. The experience of living on campus, participating in STEM activities and learning about college first hand has proven life changing for these students! Our university scholarship program has been a core value of our local branch from the beginning. Scholarships for COS students continuing on to a university are provided by the Visalia/Sequoia branch of AAUW in partnership with the COS Foundation. Funds are raised at our twice-annual used book sale at Sequoia Mall. The spring book sale will take place April 19-24th. We have over 15,000 books available! Hardcover books sell for \$3 and softcover are \$2. On April 23rd and 24th we will have a " \$10 Bag Sale". We accomplish our goals of promoting literacy and supporting educational opportunities for students who reside in our community! Join us at Sequoia Mall, Wednesday, April 19th at Noon for our book sale and Ribbon Cutting ceremony.



## COS Offers Produce Safety Rule Train-The-Trainer Course

College of Sequoias Training Resource Center is offering a two-day train-the-trainer course on the Food Safety Modernization Act (FSMA) Produce Safety Rule on April 5 & 6, 2017, at the COS Tulare Center, 4999 E Bardsley. The Product Safety Alliance (PSA) Trainer Certificate meets the training requirement that, "at least one supervisor or responsible party from a farm subject to the FSMA Produce Safety Rule must have successfully completed food safety training at least equivalent to that received under standardized curriculum recognized as adequate by the Food and Drug Administration (FDA)."

This two-day course will provide detailed information about Good Agricultural Practices (GAPs), co-management of natural resources and food safety, FSMA Produce Safety Rule requirements and a review of the seven module PSA Grower Training curriculum. The course will also cover principles of adult education, how to incorporate the PSA curriculum into other extension trainings, developing working partnerships, expectations for trainers and how to register a PSA Grower Training Course with the Association of Food and Drug Officials (AFDO).

Who should attend the train-the-trainer course? Produce safety educators and others who work with fruit and vegetable growers who are interested in becoming PSA Trainers or PSA Lead Trainers. Those who become a PSA Trainer or PSA Lead Trainer are able to offer the PSA standardized curriculum to train fresh produce growers to meet the regulatory requirements in the FDA's FSMA Produce Safety Rule. This curriculum was developed through a nationwide collaboration including produce growers, extension educators, researchers, produce industry representatives and government personnel.

Join us for this two-day training that is certified and approved by the Food Safety Preventive Controls Alliance (FSPCA) and the FDA. The cost of the training is \$349 per person and includes materials, certificate fee, lunch and refreshments. Register now through COS Training Resource Center Website at URL: <http://www.cos.edu/TrainingCenter> For more information go to our website and/or call 559.688.3130.



## About this publication ...

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## GROUNDBREAKING • GRAND OPENING • RIBBON CUTTING • CEREMONIES



Ribbon Cutting

### Katie's Custom Fit

315 E.Main St. Suite B, (559) 368-3790



Ribbon Cutting

### Farmers Insurance District Office

4020 S. Demaree, (559) 429-4257



Ribbon Cutting

### Manpower

4218 S. Mooney Blvd, (559) 625-5722



Ribbon Cutting

### Rainmaker Productions

1013 W. Center Ave, (559)-300-3654



Ribbon Cutting

### ARCO AM/PM

600 S Lovers Lane, (760) 396-9260



Ribbon Cutting

### Center for Integrated Medicine

725 W. Main St., (559) 625-4246

## COMMUNITY LOYAL MEMBERS

*A thriving community starts here!*



### New

The Visalia Chamber of Commerce would like to welcome our newest members. We encourage individuals and businesses to support Chamber Member businesses.

■ **SECURITY NATIONAL MORTGAGE COMPANY**  
559-802-3058  
[www.snmc.com/fidelmazon](http://www.snmc.com/fidelmazon)  
Mortgage Brokers & Lenders

■ **RITA'S ITALIAN ICE**  
559-805-6511  
[www.ritasofvisalia.com](http://www.ritasofvisalia.com)  
Bakery & Deserts

■ **CANNACANHELP INC**  
559-651-4090  
Health & Nutrition

■ **PRIDESTAFF INC.**  
559-734-4002  
[www.pridestaff.com/visalia](http://www.pridestaff.com/visalia)  
Employment Agencies

■ **VISALIA U.S. ARMY RECRUITING CENTER**  
627-1906  
[www.goarmy.com](http://www.goarmy.com)  
Government

### Renewing

The Visalia Chamber of Commerce thanks the following companies for renewing their commitment to the community of Visalia.

- AT&T
- Bank of the Sierra - Main St.\*
- BEN-E-LECT Foundation\*
- Berkshire Hathaway Home Services\*
- Best Buy Market\*
- Boretti, Inc\*
- Boy Scouts of America - Sequoia Council\*
- Chandi Group USA Inc.
- Companion Animal Medical Center

- Eagle Mountain Casino /Tule River Tribe\*
- Hands in the Community\*
- Haulaway Storage Containers\*
- Kim Batty
- Little Italy Restaurant
- Miracle-Ear
- Read for Life\*
- Redwood Springs Healthcare Center\*
- Saint Anthony's Retreat/Santa Teresita Youth Conference Center
- Salser & Dillard Funeral Chapel\*
- Seals Construction\*
- The Orosco Group
- The Planing Mill Artisan Pizzeria
- Walmart Neighborhood Market\*
- Wells Fargo Commercial Banking Office

\*Indicates membership in the Visalia Chamber 110% Club.



VISALIA CHAMBER OF COMMERCE

## 2017 Visalia Chamber Annual Member Meeting

The Visalia Chamber of Commerce is hosting its Annual Member Meeting

Thursday, April 20<sup>th</sup>  
4:30 pm

Buckman-Mitchell Courtyard

- Meet the Visalia Chamber Board of Directors
- Annual State of the Chamber Update
- 2017 Annual Report
- Ambassador of the Year
- Recognition of members celebrating significant anniversaries
- Thank you to Chamber Ambassadors



Thank you to the **Visalia Rawhide** and Mi-colette Peña for your donation of tickets for our **CASA** children to watch a baseball game. The generosity of your organization is appreciated! Thank you and Go Rawhide!

Thank you to **Imagine U** for providing **CASA** children passes to learn and explore at your fantastic children's museum! ImagineU Interactive Children's Museum provides a quality, interactive, educational environment for children.



My 3-month-long internship with **The Lockwood Agency** has been astonishing. I have acquired skill sets your average 18-year-old teen does not possess. Who would have known there is a proper way to address someone or how to label mail the "correct" way. In this short period of time I have learned how to properly write an electronic newsletter, how to use social media as an advantage for marketing, and, the most compelling of all, how to research marketing analytics. This thrilling experience will create new opportunities for me in the short run and in the long run will open doors for my future. I am honored to say that the amazing staff here has inspired me to pursue forward into a marketing career. Learn more about participating in Work-Based Learning by calling Bill Davis, **Visalia Unified School District**, 730-7517.



Kim Jasso, Golden West High School Senior

**Ronald McDonald** House Charities of the Central Valley came to Visalia to make a presentation to share their mission with over 500 of employees at **VF Outdoor** and would like to thank them for their generous donation of over \$75,000!



Visalia Rawhide / CASA

The museum hours are Monday - Saturday: 10:00am - 5:30pm Sunday: 12:00pm - 4:00pm. This is a great place for learning and fun! Thank you again Imagine U! Thank you Nancy Loliva (Read For Life board members) for organizing a wonder-

ful collaborative effort with Pro-Youth and the new animal shelter. The **Pro-Youth Goshen** After School third-graders visit the **Visalia Animal Care Center** to read to the animals. Paws and thumbs up all around.

Visalia made the Top 25 Happiest Places to Live!!! We could not agree more. We love our community. Gallup and Healthways created a Well-



Pro Youth Goshen



City of Visalia

Being Index which measures whether an individual feels a sense of purpose, has supportive relationships, is financially secure, satisfied with their community and are in good physical health.

Our partners from **Tulare County Health & Human Services Agency Child Welfare Services** came to tour the new **Family Services of Tulare County Freedom House**, where our human trafficking services will be based. We are excited to be partnering with CWS to provide a drop-in center for youth at risk for commercial sexual exploitation of children.



Tulare County Freedom House

On Feb. 16th at the Tulare-Kings Work-Based Learning In Action Conference, 24 Career Technical Education (CTE) students from College of the Sequoias and Porterville College were awarded \$1,000 scholarships through The Edison International Foundation.

## VISALIA UNIFIED SCHOOL DISTRICT It Happens Every Spring

Nope--this isn't a piece on baseball! It's about another spring activity in school districts: goal setting. Every year at about this time the Visalia Unified Board of Trustees sets goals for the upcoming school year. This February, the Board engaged once more in the goalsetting process for our District and came away with an approach that is very familiar but more strategic: The goals for the present year were confirmed and extended for the next five years.



Todd Oto, Ed.D. Superintendent, Visalia Unified School District

work together to teach, support and serve our kids better. Further, it expects that we communicate and work as partners with parents in the education of their children.

### 3. Maintain a caring and encouraging learning environment for students and adults

This goal focuses on the way that kids and adults interact with and among each other. The way that school feels to students impacts their learning greatly, and we are committed to making school feel welcoming, positive, and supportive. We have the same expectation for the work environment for adults, for we want our staff in all departments to feel that they can work in a positive and productive environment.

### 4. Recruit, hire, and retain highly qualified, talented, and productive staff

This goal establishes the importance of having the best possible people in our organization. Having skilled and committed people is the key to helping kids achieve at the highest levels possible.

### 5. Align resources to support District goals, student achievement, and school sites

In the simplest possible terms, this goal says that we will use all of our fiscal resources as efficiently as we can to support our mission and our goals.

I am excited to continue the work that we have started in Visalia Unified. These are good goals that speak to us clearly and that command our attention, resources, and best efforts in the service of the kids of our community. Although this particular set of goals is relatively new, it is important to know that our target has remained the same for many years: helping kids get an education that allows them to take a strong first step into adult life.

This is hugely important for us, for it allows us a strategic perspective that helps us in two ways. First, it allows us to take the "long view" on making progress. This is important in that it helps us focus on systems and processes instead of shorter-term results. Second, it allows our staff the knowledge that we will persist in our existing work to support students and learning.

Our mission remains the same: We exist to provide students with an education that affords them limitless opportunities for the future. To attain that mission, we extend the five goals set for Visalia Unified into 2022:

### 1. Engage students in a challenging curriculum and provide them the support to be successful

This goal establishes that students will have equitable and systematic access to instruction that supports learning at high levels for all. It includes also the need to ensure that each student has a path through our school system that is relevant to his or her plans for adult life.

### 2. Support a district-wide collaborative culture for students and adults focused on learning and results

This goal establishes that kids learn how to collaborate as a part of our instructional program, and also that adults in our organization

## BOARD SPOTLIGHT

### Phil Cline

Phil Cline is the owner of Phil Cline Consulting and has been a Chamber Board Member for 1 year.



Cline

**Why is it important to be a Chamber Member?** Being a Chamber Member is a means by which an individual or business can directly benefit their business as well as the community. All citizens of Visalia benefit from the Chamber's advocacy for creating a fair and level playing field for businesses so they can exist in an environment where there is an opportunity to grow.

**What is your favorite charity or cause?** The District Attorney's Victim/Witness Bureau and Veteran's Court. At the time of my retirement after serving 20 years as District Attorney, I established a trust fund to benefit victims of crime. Funds from the Trust Fund were recently used to purchase "Fortune", a comfort dog to support child victims of crime as they endure the difficulties of testifying in court. I also created the County's first Veteran's court to provide a means for our troops, traumatized by their war service and finding themselves in trouble with the law to resolve their legal problems and return to being productive members of society.

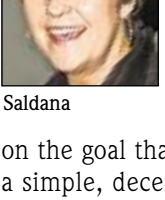
**What is Your Best Advice for Young Professionals?** Credibility is everything and it is two-fold. 1) You must mean what you say and fulfill your promises at all costs. 2) To be credible with those whom you lead they must be convinced you could and would do their job in the circumstances under which they labor.

**What is Your Favorite Quote?** "One equal temper of heroic hearts, made weak by time and fate, but strong in will to strive, to seek, to find, and not to yield." Alfred, Lord Tennyson.

## AMBASSADOR SPOTLIGHT

### Deanna Saldana

Deanna Saldana has been the Resource Development Director for Habitat for Humanity of Tulare/Kings Counties



Saldana

Habitat for Humanity of Visalia was started as a volunteer organization focused on the goal that everyone should have a simple, decent and affordable place to live. The founding board members set out to build their first Habitat home in Visalia and did most of the building, fundraising and daily business for the affiliate. The first house was completed in December of 1995.

### 1. What are some of the ways you'd recommend getting involved/working with/partnering with the Chamber?

As a member of the Ambassador group at the Visalia Chamber, I recommend any business leader send staff or attend ambassador meetings, ribbon cuttings and after hours to promote your business and meet members who may have a need for your services/products. I've seen partnerships develop from the first introduction. The Chamber of Commerce gives its members the opportunities to promote their business, meet new partners and clients and build long term relationships that may be the catalyst to future growth for small and large companies in Tulare County.

### 2. What has Chamber Membership meant for your company?

Being a part of the Visalia Chamber of Commerce and the Ambassador group has given us an opportunity to share Habitat's mission with numerous other chamber members and non-profits. We have forged great partnerships as a result of developing long term relationships with businesses here in Visalia and throughout the county.

### 3. The best part of Visalia is .....

That it is a city by population but has a small town personality. People and business owners genuinely care about the community and work incredibly well together to help grow local business.

### 4. What is your favorite local charity/non-profit?

Habitat for Humanity.

## HEALTHCARE NOTE

# Strengthening and Expanding Services for High-risk OB Patients Locally



In 2016, Family HealthCare Network continued to experience growth, serving over 218,000 active patients, and providing over 616,000 visits to individuals in Tulare



Kerry L. Hydash, MPA, President & CEO

and Kings Counties. Contributing to our success this past year was the continued strength of our Obstetrics (OB) program. Family HealthCare Network performed nearly 3,000 deliveries in 2016, ranking as the third largest provider of OB services nationally amongst Federally Qualified Health Centers.

To address the ongoing needs of our OB patients, we continue to focus on recruiting providers the Valley - a federally designated health professional shortage area - as well as partnering with other agencies to provide needed services to our patients. Our most recent partnership of this type was with Central California Family Medical Group (CCFMG). This collaboration has resulted in FHCN being able to add perinatology to the list of services provided to our OB patients at our centers as of February 2017.

The addition of perinatology services is an exciting new chapter for our OB program, and our patients who will now have local access to these services at our health center. Perinatology services will have a beneficial impact for local OB patients who experience

a high-risk pregnancy, are uninsured, underinsured, or who are facing transportation barriers. Prior to the addition of these services, many of our patients were forced to travel to Fresno to receive the care of a perinatologist.

These expanded services also complement the case management and support programs we currently offer within our OB program. Each of our OB patients have the benefit of having an assigned Navigator Health Coach who offers case management services throughout their pregnancy. In addition, resources such as Healthy Pregnancy, Breastfeeding, and Childbirth classes are available to help OB patients through each trimester of their pregnancy.

With the addition of perinatology services, we continue to strengthen the services offered to the community of Visalia and the other communities we serve. We hope to alleviate the barriers to care that many local patients in our community currently face, and continue to improve health outcomes for those we serve.

Perinatology Services are offered at Family HealthCare Network's Visalia School Avenue Health Center, located at 401 E. School Avenue in downtown Visalia. To schedule your appointment, call (877) 960-3426, or visit [www.fhcn.org](http://www.fhcn.org) for more information.



Don't rock?  
Don't run?  
No problem!



Bank of the Sierra's Rockin' Resolution Run and Visalia Rescue Mission's Run for Hope become one, as they proudly present the inaugural Rockin' Run for Hope - April 1 at Cutler Park.

It finally happened — the marriage we have been waiting for.

"Bank of the Sierra has fully supported the mission of the Visalia Rescue Mission, and was proud to contribute the proceeds from the Rockin' Resolution Run to VRM each of the last three years," stated Matt Hessler, SVP, Director of Marketing at Bank of the Sierra. "As the Resolution Run became more successful, we saw an opportunity to donate the entire run to VRM, in an effort to provide a proven and ongoing source of capital with the potential for exponential growth."

"Visalia Rescue Mission exists because of a generous community, and businesses like Bank of the Sierra are such an asset to us, both in financial support and in creative collaborations," said Ryan Stillwater, Director of Development.

For this first time, runners will be able to start teams of their own with friends, family, and coworkers, and set their own fundraising goals to support the Mission. "Whether a team raises \$5 or \$500, everyone can come together to walk or run in support of changed lives and restored families," Stillwater said.

Another change over prior years is the time of the event. Participants will find themselves at Cutler Park next to St. John's River around sunset, with the run beginning at 4:30pm and ending around 6:00pm. After working up an appetite, participants will be able to enjoy food and dessert from Quesadilla Gorilla's food truck, Bite Me Donuts, and Cool Cow Scoops ice cream. Musical guest, Run River North, a sextet from Los Angeles, will take the stage to wrap up one rockin' evening.

To register for run and to create a team of your own, go to [vrmhope.org/run](http://vrmhope.org/run) or call the Mission at 740-4178. Just want to see the band and leave your running shoes at home? You can do that, too.

For more information, contact VRM Development Coordinator, Jessica Rondon: [jessi-ca@vrmhope.org](mailto:jessi-ca@vrmhope.org) - 740-4178 ext. 210.

Happy Trails Riding Academy Will Host its Annual "Night at the Races" on May 19, 2017 Tickets Now Available



Happy Trails Riding Academy will be hosting the 22nd Annual "Night at the Races" Fundraiser on Friday, May 19, 2017 at 6:00 p.m. at the Visalia Convention Center. The night will include dinner by Sue Sa, horse racing, prizes, and more.

Tickets will be \$50 per person, or a reserved table of eight for \$400. To reserve your tickets or inquire about sponsorships opportunities, contact Leslie Gardner at 559-688-8685.

Happy Trails Riding Academy is a non-profit program that enriches the lives of children and adults with physical, mental and emotional disabilities through therapeutic horsemanship, providing a unique opportunity for self-improvement and independence while offering a challenging alternative to traditional therapy.

For more information on Happy Trails Riding Academy please contact us at 559-688-8685.

## LEADERSHIP VISALIA

# Leadership Visalia Went to the Next Level of Public Service to See How It Is Done!

By Eric Anderson  
Anderson Percussion, Leadership Visalia Student

March 7, at 6:30 AM, Leadership Visalia boarded the vans and made its way to Sacramento to learn about the working life of our senators and assembly people. The class met Dana Brennan, Senator Jean Fuller's Chief of Staff; Devon Mathis, Visalia's Assemblyman; and finished the day with a guided tour of the capitol building.



Leadership Visalia Class at the Capital

Dana Brennan invited the class into Senator Fuller's office. She discussed Senator Fuller's Bakersfield roots, her unexpected journey to the State Capitol, and the challenges of being the Senate Minority Leader; namely that Senator Fuller and her contemporaries must be a little creative when working bills that promote Central Valley values through the legislative hall and across the Governor's desk.

The class next made its way to the other side of the capitol building to meet up with Assemblyman Devon Mathis. The 20-person class filed into Assemblyman Mathis' office shortly before he arrived. Upon entry, he stated that his day had started at 5:00 AM, and had been non-stop since then. Assemblyman Mathis

shared his story of his two deployments to Afghanistan, followed by his desire to become a public servant and to continue to fight for the Central Valley. He offered frank, direct answers to all the class' questions and excellent insight about life in the capitol building.

The class moved to the center of the building to start its guided tour of the working museum. The tour started under the Capitol Dome. The tour revealed historical rooms, incredible architecture, the Senate and Assembly Galleries, portraits of each past Governor, and ended at the Tulare County Box. Each California County has a large box that reflects what the county offers to the state. Care to guess what Tulare County offers to the State and the Nation? The class finished its day on the steps of the Capitol building for class and individual pictures before boarding the vans to return to Visalia.



Leadership Visalia in Senator Fuller's Office

Life is very dynamic in the State's Capitol; both in the city and within the hallowed halls of the Capitol Building. Leadership Visalia gained a greater appreciation for the world of state legislation and learned about the unique challenges of serving Visalia and Tulare County as a Senator and Assemblyperson.

## CITY UPDATE

# Winning never gets old. Get ready Visalia!

Visalia continues to grow and develop, all while maintaining the charm and community feel that our citizens love. As matters are presented to the City Council, we're guided by the General Plan when evaluating land use changes and making funding and budget decisions. The last General Plan Update took place in 2014 and stated that the city will grow to no larger than 32,648 acres by 2030.

A key theme of the General Plan is to encourage new development to occur within existing city limits and emphasize renovating or rebuilding existing buildings, as opposed to consistently growing outwards. To accomplish this, the City relies on two primary sets of regulations, the Subdivision Ordinance and the Zoning Ordinance. At the March 6th City Council meeting, the Council adopted Ordinance No. 2017-01, adopting the City's Title 16 (Subdivision Ordinance), Title 17 (Zoning Ordinance), the Zone Map and amendments to the General Plan Land Use.



Warren Gubler  
Mayor, City of Visalia

These updates included land use and zone changes along the Ben Maddox Corridor for Commercial Mixed Use and Service Commercial, and revised the Planning Commission's Craft Distillery recommendations.

These documents were updated to ensure their consistency with the General Plan, as they collectively regulate the location, size, and amount of development that can occur on property in the city, as well as the infrastructure improvements that will be necessary to accommodate that development.

Visalia has successfully grown in a concentric and balanced manner over the past 30 plus years. With the adoption of these updates, the City has further established the vision for the management of Visalia's growth for the next 20 years and beyond.

For more information on Ordinance No. 2017-01 and a full list of updates, or to view the City of Visalia's General Plan, visit [www.visalia.city](http://www.visalia.city).

## THE LAW AT WORK

# Avoiding Problems With Final Paychecks



Terminating an employee is never fun. No one likes to do it. Yet, for any number of reasons, there are times when it is necessary end the employment relationship. Employers need to make sure that they don't create problems for themselves when it comes to paying employees their final paychecks. This article will explain some important rules on this topic.

The first key issue is whether the employee has been terminated or has resigned. When an employee is terminated, or laid-off with no specific return date within the normal pay period, all wages and accrued vacation earned but unpaid are due and payable immediately (see Labor Code section 201). An employer may not ask or require the employee to wait until the next regular payday for the final wages. Furthermore, it is illegal to withhold a paycheck for any reason, including inducing a former employee to return tools or uniforms, pay back money that might be owed to the employer, or turn in expense reimbursement forms. The key word in dealing with terminations and final paychecks is that they must be given to the employee immediately.

A different standard applies when an employee resigns. If an employee voluntarily quits and gives more than 72 hours notice, all wages and accrued vacation are due and payable on the last day of work. However, if the employee quits without giving 72 hours notice, all wages and accrued vacation are due and payable no



Brett T. Abbott  
Gubler & Abbott LLP

later than 72 hours after notice is given. In these situations, the employee is entitled to receive his or her final wages by mail if he or she so requests and provides the employer with a mailing address. The date the check is mailed is considered the date of payment for purposes of the 72 hour requirement.

As for the place of final payment, quitting employees are normally required to return to the place of employment to pick up their final check. Again, employers are not required to mail the final paycheck unless the employee requests payment by mail and provides an address. Unless an employee specifically requests that their final paycheck be mailed, the safer practice is to simply hold the paycheck until the employee picks it up.

Terminations, lay-offs, and resignations are difficult enough, without the added stress of an employee's claim that their final check was not handled properly. As such, exercise care when paying departing employees.

This article is for education and information purposes only; it should not be construed as legal advice. If you have an employment law question for inclusion in a future article, contact Brett T. Abbott at Gubler & Abbott LLP ([bta@thecalifornialawyers.com](mailto:bta@thecalifornialawyers.com)).

For specific employment law advice or other legal assistance, contact Gubler & Abbott LLP, (559) 625-9600, 1110 N. Chinowth St., Visalia, CA 93291 ([www.thecalifornialawyers.com](http://www.thecalifornialawyers.com)).





## The Big Reveal

For the last six months, we have been telling you about the progress of the Young Entrepreneurs Academy (YEA!) students. The students have taken field trips, listened to guest speaker, worked with mentors and interacted with volunteers, all

in preparation to create their own businesses. The time has come for the students to finally put all of their research, time and effort to the test and pitch their ideas to the YEA! Investor Panel.

# The 2017 Young Entrepreneurs Academy Investor Panel Presentation

Wednesday March 29th 2017 • 6:00 pm to 8:00 pm  
Tulare County Office of Education Building - Redwood Room • 6200 S. Mooney Blvd.

### 2017 Student Business



Esteban Oliveras  
*Slingshot*



Alekyha Rajasekaran  
*Kalifornia Kisses*



Victor Rodriguez  
*VESPR Goods*



Aeryal Semana  
*Aeryal's*



Rigoberto Villa  
*Unknown Apparel*

### Investors

Matt Ainley, 4 Creeks Engineering • Tony Benevento, ServiceMaster by Benevento • Judy Fussel, Buckman-Mitchell Insurance  
Carmen Gallegos, VEPO Bottles • Devon Jones, City of Visalia • William Martin, Martin & Martin Properties

The YEA! class of 2017 would like to invite you to attend the Annual Investor Panel event.

YEA! students will have 5 minutes to pitch their business idea to the panel of investors. After all presentations are completed the investors will deliberate and decide how much money each of the businesses have earned. Funding will be announced for each business at the end of the evening. In past years students have earned anywhere from \$350.00 - \$1,300 dollars in start-up funding.

The Investors will also be asked to select one of the student businesses to represent

Visalia at the 2017 Saunders Scholars completion. Saunders Scholars is a national competition which partners with the YEA! national program where more than 100 students from across the country to pitch their business ideas with the hopes of winner scholarships and other prizes.

The Investor Panel event is always a fun evening and a great opportunity for the Visalia community to come out and support the students who have put in months of work. The 2017 YEA! Investor Panel is open to the public and there is no charge to attend.

## Educational Opportunities and Benefits of an Advanced Degree



Elmelda S. Dudley, Graduate Outreach Specialist for the Graduate Net Initiative at Fresno State, facilitated a workshop for the Young Professionals Network on March 16th. The workshop focused on graduate education opportunities, the benefits of an advanced degree, and the impact on the Central Valley. Fresno State offers 47 graduate programs, including an Interdisciplinary M.A. or M.S.

that prospective students can tailor to meet their unique career aspirations. More and more people are enrolling in graduate programs as a means for upward mobility, since in today's workforce many business, government, and non-profit employers require a master's degree for many entry-level positions. A graduate education not only provides more financial and employment opportunities, but also healthier and more engaged citizens. The Central San Joaquin Valley has low educational attainment and unstable

economic conditions with high unemployment rates. The Graduate Net Initiative's goal is to promote graduate education to the community and assist community members in embarking upon their graduate education a higher education journey in order to elevate the economic development of the region. In this workshop, Ms. Dudley discussed different types of graduate programs and career research platforms that could help participants make informed decisions about their education and profession. The workshop also focused on the graduate application process. For those community members not yet ready to apply to a graduate program, Ms. Dudley reviewed other available resources, including the College of the Sequoias' professional development opportunities and Fresno State's undergraduate degrees.

If you were unable to attend the workshop and would like to discuss your educational goals, please feel free to contact Imelda S. Dudley via email at [isantacruz@csufresno.edu](mailto:isantacruz@csufresno.edu) or visit the Graduate Net website at <http://www.fresnostate.edu/academics/graduatenet/>



TWENTY SEVENTEEN  
**ANNUAL AWARDS**

VISALIA CHAMBER OF COMMERCE

**JUNE 8 | 6:00pm**  
VISALIA CONVENTION CENTER

**\$75 per ticket**

Call the Chamber office at 559| 734-5876 for sponsorship options

LEADERSHIP VISALIA  
VISALIA CHAMBER OF COMMERCE

## Leadership Visalia

Developing Effective & Visionary Leaders

THIS IS AN INTENSIVE LEADERSHIP DEVELOPMENT COURSE AND IS DESIGNED TO HELP EMERGING LEADERS IN BUSINESSES AND OTHER COMMUNITY ORGANIZATIONS FURTHER DEVELOP THEIR SKILLS, EXPERIENCE, AND COMMUNITY KNOWLEDGE.

PLEASE CONTACT THE VISALIA CHAMBER OF COMMERCE AT (559) 734-5876 FOR MORE INFORMATION OR TO SIGN UP

VISALIA CHAMBER OF COMMERCE

Leadership Visalia is a program of the Visalia Chamber of Commerce





**SHRM of Tulare/Kings County April Luncheon**

Assessing the Health of Your Organization from TOP to BOTTOM, Presented by Steve McCartha, True Legacy Consulting

Is your work fun? Do you love going to work? Do you have a process that is NOT working? This is the meeting you want your boss to come to.

**Tuesday, April 11th**

11:00 - 1:00 pm

lunch will be served at 11:30 am  
Visalia Marriott, 300S. Court St.

Register: [www.shrmtularekings.org](http://www.shrmtularekings.org)

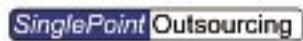
For questions contact Ashley Marroquin 559-651-4040

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CLIP & SAVE

CALENDAR - APRIL 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
						1
2	Visalia City Council Meeting	4	5	6	7	8
9	10	11	12	13	14	15
16	Visalia City Council Meeting	18	19	Chamber Member Annual Meeting Buckman-Mitchell Office, 4:30 pm	21	22
23	24	Business After Hours Mixer, Left of Center, 5:30 pm	Stop Harrassment Workshop Lamp Liter Inn, 7:30 am	Ambassador Breakfast Visalia First Assembly, 8:00 am	28	29
30	31					

**Cal Water National Groundwater Awareness Week**



In recognition of National Groundwater Awareness Week, California Water Service will take

two classes of Visalia high school students on a tour of its Visalia water operations.

The students are from the Academy of Engineering and Agricultural Manufacturing at Golden West High School and the Academy of Agricultural Bioscience & Technology at Visalia Technical Early College. They will learn about groundwater extraction, well and production operations, water quality, water treatment and how Cal Water gets water from the source to the tap.



“Despite the wet winter, we here in the Central Valley, and especially here in Visalia, know the importance of managing our water resources,” said Visalia District Manager Tammy Kelly. “Our potable water system in Visalia is 100 percent reliant on groundwater. Since Cal Water already has such a great relationship with Visalia Unified School District and we’ve become involved

in VUSD’s Linked Learning Academies program, Groundwater Awareness Week seemed like a natural fit for something like this.

“We hope activities like this encourage students to explore careers in water service, water resources management, water quality and water systems engineering. Even if they do not pursue such careers, they can gain valuable insight into the intricacies of providing reliable, high-quality drinking water 24 hours per day, every day of the year, and hopefully we’ll all remember to use water wisely. It’s essential.”



**CHRISTMAS AT THE GALT HOUSE & THE OPRYLAND HOTEL**

FEATURING LOUISVILLE, MEMPHIS AND NASHVILLE

**December 4-10, 2017**

**HIGHLIGHTS**  
Dinner at the Ladies for Liberty Dinner Show, Tour of Kalightscope Christmas, Tour the Muhammad Ali Center, Visit the Louisville Slugger Museum & Factory, Dinner and entertainment at the Derby Dinner Playhouse, Musical Tour of Memphis, Visit Graceland Mansion, Tennessee River Freshwater Pearl Farm, Opryland’s traditional ICE! Show, Delta River Board ride through Opryland Resort, Reserved seats to the Opryland’s Diamond Rio Christmas Dinner

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FEATURES: 7 DAYS, 12 MEALS, ROUND TRIP AIRFARE FROM FRESNO, AIRPORT SHUTTLE SERVICE



JOIN THE CHAMBER FOR A SLIDESHOW PRESENTATION  
**APRIL 26 AT 12:00 P.M.**  
220 N. SANTA FE  
(CITY ADMINISTRATION BUILDING)  
FOR PRICING OR REGISTRATION DETAILS CALL THE VISALIA CHAMBER OF COMMERCE at 559-734-5876 or visit [VisaliaChamber.org/travel](http://VisaliaChamber.org/travel)



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