



www.Facebook.com/Visalia-Chamber
www.twitter.com/VisaliaBiz

Business Update

AWARD-WINNING MONTHLY PUBLICATION OF THE VISALIA CHAMBER OF COMMERCE



UPCOMING EVENTS



- JUNE 8:**
2017 Annual Awards
Time: 6:00 - 9:30 pm
Location: Visalia Convention Center
Cost: \$75
RSVP: www.visaliachamber.org/awards
- JUNE 22:**
Ambassador Meeting
Time: 8:00 - 9:00 am
Location: Visalia First Assembly
- JUNE 27:**
Business After Hours Mixer
Time: 5:30 pm - 7:30 pm
Location: theSOURCE LGBT+ Center



- Reflections of Italy**
September 6-15, 2017
- China**
October 6-14, 2017
- Christmas at the Galt House & Opryland Hotel**
December 3-10, 2017
- The Legendary Blue Danube River Cruise**
May 7-17, 2018

Collette Vacations,
Mayflower Tours, Cistinc
For more information, go to
www.visaliachamber.org/travel

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

Express Solution Helps Tackle Regional Problem

Poised with fantastic distribution locations, affordable real estate, and a wonderful quality of life, Tulare County is top for many companies looking to relocate. However, not all statistics make community leaders swell with pride. The latest census data listed Visalia's bachelor degree attainment at 22.9% and Tulare County at a mere 13.8%. Area leaders see this education statistic as a potential stumbling block in attracting high paying industries to our region.

For those 77% in our community deciding to complete an undergraduate degree, it isn't a decision that is taken lightly. For these individuals there are real concerns behind the statistics. Going back to school means sacrifice, time away from family, rearranging schedules, it means tackling fears, and for some it can mean temporarily cutting back hours at work.



The Outreach and Admission staff at Fresno Pacific University Visalia Campus knows the census data and the stories behind those numbers. "13.8% is just too low. We need to do better," said Raquel Garcia, Visalia Campus Assistant Director of Community Outreach. Tackling that 13.8% became a focus for Garcia's FPU Visalia team.

As a university, they saw firsthand the stumbling blocks working adults faced when making the decision to return to complete their degree or start a graduate program. While many factors in the decision process could not be controlled, the FPU Visalia Outreach and Admission staff decided to effect change where they could. They determined that once a working adult faced the real concerns and made sacrifices to return to complete their degree, the process to enroll in classes ought to be as quick and easy as possible.

"The last thing we wanted to do was have the enrollment process be one of the stumbling blocks preventing people from receiving their degree," Garcia shared. FPU Visalia took a hard look at their enrollment process and decided they could do it better. Typical enrollment can take four to six weeks. That timeline presented problems not only for the working adults wanting to return to school but also the university itself. The 'old' enrollment process left class planning a challenge. The university had to plan for the number of classes without a clear understanding of who would actually be enrolling.

Fresno Pacific University Visalia Campus developed Enrollment Express, a new approach to enrollment that cut down the wait time from weeks to hours. Enrollment Express allows working adults to have an admission decision, meet

with a financial aid advisor, and register for classes all within two to four hours.

At Enrollment Express events, working adults bring their completed application, a copy of their transcripts and a copy of the Free Application for Federal Student Aid (FAFSA) when they sign in. Then each applicant takes an English placement test, personally meets with financial aid, then meets with an advisor to review their transcript evaluation and register for classes. When it is official and the applicant is admitted, that applicant, now student, is celebrated in a big, big way. "We ring bells, take pictures, and cheer for each person. We know this is the start of something big for them and for FPU," Garcia said.

Each Enrollment Express day brings 40-50 people wanting to start classes. The Outreach and Admission office at the Visalia campus has four team members plus Garcia. To have staff members at all enrollment stations and keep wait times to a minimum, the Visalia FPU campus brings in 25 staff members to run this event. Additionally they know applicants may have time in between appointments. To make that wait time more enjoyable, the Visalia FPU team created a movie room with snacks, computers and other fun items to make the time go by faster. Some applicants have kids in tow and appreciate all the university has done to make the process as streamlined as possible. A few applicants even request being texted when they need to return for their first appointment that day. "We want to streamline this as much as possible. For some that means having a comfortable place to hang out for a few hours. For others, to run a few errands or head back to work while they wait is extremely helpful," explained Garcia.

The benefit isn't just to students. Enrollment Express allows Fresno Pacific University Visalia Campus to plan for classes better than the old method. At the completion of Enrollment Express, the campus knows exactly how many students need each course, which leads to better class size, faculty utilization and classroom scheduling. With almost 1,400 students in degree completion and graduate programs, these aren't small, insignificant details. The degree completion program has a two year completion guarantee making the planning benefits from Enrollment Express even more important to the university.

Outreach and Admission staff have seen that applicants wait to apply until they can be a part of an Enrollment Express. It's convenient, fun and the application fee is waived as a part of this event. Best yet, FPU Visalia has seen an increase in enrollment. "We love serving the Visalia community. [Enrollment Express] is growing, which means our graduation rate in our region is growing. We're excited to be a big part of that." Garcia shared.

The next Enrollment Express is scheduled for November and December with a January class start date.



PRESIDENT'S CORNER

Business is Visalia and Visalia is Business

Recently, while I was in a meeting with a national retailer who is opening an additional location in Visalia, the retailer shared a desire to connect with the local community. This retailer found when they gave back to the community in real and substantive ways, not only did their sales improve but their employees were happier. This lesson was learned in other openings and in other cities. I smiled. Their lesson certainly isn't a new one for businesses in Visalia.

Here it's common for businesses to "give back", seeing their business as bigger than just the widgets they produce or the services they provide. Business is interconnected with community in tangible ways. Walk into a store, your neighbor is the clerk stocking the shelves. The repair person fixing your fridge is related to your kid's swim coach. The architect designing that new building down the street goes to the same church as you. Businesses routinely support local sports teams, scholarship funds, and charities. Visalia has more active, successful service clubs (comprised primarily of business people) than any community I've ever seen. Here it is more common for a business to be involved in our community than for it not to be. Businesses are involved, dare I say, the business community is critical in making Visalia strong. Business is Visalia and Visalia is business.



Gail Zurek
Visalia Chamber
President & CEO

On June 8th, we will gather as a community to celebrate businesses making Visalia strong. Frankly it's my favorite night all year. At the Visalia Chamber Annual Awards Celebration we award nonprofit, small, medium, and large business of the year. These awards provide recognition to those businesses for whom going above and beyond to make Visalia strong is just doing business as usual.

The night is inspirational. During the event a one minute professionally produced video introduces each nominee and how they give to Visalia. Other than seeing business owners accept their awards, these videos are my favorite part. The

videos peel back the curtain and show the real heart of these companies, highlighting how vital businesses are to making an impact in the lives of our neighbors. I leave that night feeling like we can do this, we can continue to make Visalia even better when we're doing this together.

Want to join us? Please do! Whether you're a Chamber member or not, please help us celebrate. A wonderful retired woman involved in our community shared with me that she'd love to come but she wasn't a Chamber member. That pained me. This event certainly is for our members but it is also for our community. Please join us, be inspired and support these wonderful businesses making a difference in our community.

- Small Business Nominees**
The Planing Mill Artisan Pizza
Mache
- Medium Business Nominees**
Cal Water
Provost & Pritchard Consulting Group
- Large Business Nominees**
Buckman-Mitchell Inc.
Bueno Beverage Company
Kawneer
Quail Park
- Non-Profit of the Year Nominees**
Central Valley Recovery Services Inc.
Happy Trails Riding Academy
Habitat for Humanity of Tulare/Kings County
Hands in the Community

VISALIA CHAMBER OF COMMERCE MISSION ICONS

- Business-Government
- Business Relations
- Promoting Community
- Strong Local Economy

ImagineU Museum Makes Learning Fun This Summer



ImagineU, the children's museum near downtown Visalia, will offer seven weeks of fun, interactive learning this summer.

Half-day and full-day camps run Monday through Friday, beginning June 5, with activities designed for children ages 5 and up and lunch for all campers. Each week offers a field trip, to be determined, projects to take home, and a theme for the curriculum:

- June 5: "Big world, tiny spaces" is a life sciences theme, with children learning about the five senses, a plant's life and nature gone wild.
- June 12: "The secret life of animals" lets children explore rainforest and ocean animals, farm and desert animals, with a field trip to a local dairy.
- June 19: "Scrap shop" allows children to explore the creation of craft quilts, patterns and patchwork. The campers' creations will be donated to critically ill children through Children's Hospital.
- June 26: "On with the show" is all about performance art, with theater games, do-it-yourself musical instruments, artsy poems, interpretive dance and painting.
- July 10: "Gadgets and science" features robotics, Lego engineering kits, cubelets, mad science and space exploration.
- July 17: "Big paws, big feet" tackles large animals, such as sea animals and dinosaurs.
- July 24: "Liquid fun" explores the water cycle, clouds, filters and aquifers and salt water.

Full-day sessions run from 8 a.m. to 5:30 p.m.; half-day sessions run from 8 a.m. to 1:30 p.m. Costs vary depending upon schedule selected, and museum members receive a 10 percent discount.

"Our mission is to inspire children through interactive and fun educational experiences and summer camp gives us the opportunity to meet that mission, in a very profound way," noted museum director Peter Sodhy. "Children can choose the themes that intrigue them and spend a week immersing themselves in it. We are very excited about our curriculum for this summer."

ImagineU is located at 210 N. Tipton St., Visalia. For information, call 733-5975 or visit imagineuseum.org.

Visalia's First Solar-Powered Apartment Homes Now Leasing



Montecito Apartment Homes, a gated neighborhood near the Visalia Country Club, boasts numerous firsts in the city of Visalia.

The community is solar powered, an investment that will reduce utility costs for residents and help reduce energy usage, particularly during the Valley's warm summers.

Each apartment home has a washer, dryer and refrigerator, which meet today's energy-efficiency requirements.

The luxury apartments include granite countertops, ceiling fans, hardwood floors, a private balcony and a single-car garage for each home. The Montecito community features a pool, poolside barbeque areas, a club with a fitness center and a large community room with a full kitchen, among other amenities.

"Phase one is already half rented," noted Harvey May, of Paloma Development. "Visalia has had a shortage of multi-family housing for several years, so available apartments are older, not as energy efficient, and don't offer the luxury amenities that people want today. Montecito is helping to fill that need."

Paloma Development developed the community in collaboration with Ginder Development. The builder is BJ Perch Construction and Manco Abbott is handling property management.

Montecito offers three floor plans, ranging from 823 square feet to 1,356 square feet, with one to three bedrooms and one or two bathrooms.

The Montecito Leasing Center is now open Monday through Friday, 10 a.m. to 6 p.m., and weekends by appointment, at 1137 N. Woodland.

For more information, visit www.montecitophomes.com or call Jessica Palmer at 739-7082.

About this publication ...

Business Update is the official monthly publication of the Visalia Chamber of Commerce, 222 N. Garden St., Ste. 300, Visalia, CA 93291, (559) 734-5876. Periodicals, Postage Paid at Visalia, CA 93277; Publication No. USPS 494-660. Annual Subscription rate \$15. Postmaster: Send address changes to **Visalia Chamber of Commerce**, 222 N. Garden St., Ste. 300, Visalia, CA 93291. Advertising information, call the Visalia Times-Delta at 559.735.3235. **Editor: Nicola Wissler. Layout: Times-Delta Media Group.**

©Copyright 2009. All rights reserved. Reproduction by any means of the entire contents or any portion of this publication without written permission is prohibited. The appearance of any advertisements in the publication does not constitute support or endorsement for any product, person, cause, business or organization named therein, unless specifically noted otherwise in the advertisement.

GROUNDBREAKING • GRAND OPENING • RIBBON CUTTING • CEREMONIES



CannaCanHelp
6614 Ave 304 Bldg E • Goshen • 559-651-4090



Flex Fit Gyms
2335 S. Mooney Blvd • Visalia • 559-549-6955



Flames & Skewers
104 E. Main Street • Visalia • 559-713-6015



Gateway Church
1100 S. Sowell • Visalia • 559-732-4787



Su Casa Valley Insurance Services
3104 S. Mooney Blvd. • Visalia • 559-622-0940



Security National Mortgage
3435 S. Demaree St., Suite B • Visalia • 559-802-3058

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.

- **ALLEN LAW FIRM**
Attorneys
(559) 627-3855
- **FLAME & SKEWERS**
Restaurants
(559) 713-6015
- **HOLIDAY INN EXPRESS & SUITES**
Hotel, Motel & Extended Stay
(559) 627-0600
- **KIWANIS CLUB OF VISALIA**
Civic & Service Clubs
- **SU CASA VALLEY INSURANCE SERVICES**
Insurance
(559) 622-0940

- **VANTIV**
Legal, Financial & Insurance
(559) 679-4502
- **LYLE B STILLWATER, M.D. F.A.C.S**
Medical Services
(559) 732-3888
- **PRIORITY PAYMENT EAST**
Office Supplies & Services
(888) 793-0313
- **VISALIA PARKS AND RECREATION FOUNDATION**
Civic & Service Clubs
(559) 713-4599
- **NAKED NUT, LLC**
Cards & Gifts
(559) 697-6561
- **AURORA CONSULTING GROUP LLC**
Accountants, CPAs & Bookkeepers
(844) 418-6440

Renewing

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

- College of the Sequoias*
- Financial Engines*
- Graham & Associates*
- International Agri Center*
- Klink Citrus Association
- Provost & Pritchard Consulting Group*
- Red Lobster Visalia California*
- Staples*
- True Legacy Consulting
- Tucoemas Federal Credit Union*
- Utmost Creative Promotional Solutions*
- Visalia Fox Theatre
- Walnut Park Retirement

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

TWENTY SEVENTEEN
ANNUAL AWARDS

JUNE 8 | 6:00pm
VISALIA CONVENTION CENTER
\$75 per ticket

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

Oktoberfest

FOOD TASTING
LOCAL VENDORS
★ LIVE ★
MUSIC

SEPT. 29, 2017
5:30PM - 9:30PM

VOSSLER FARMS PUMPKIN PATCH
28773 S. MOONEY BLVD.
VISALIA, CA | 93277

Budweiser

At their Spring mixer, the Visalia Young Professionals Network (YPN) donated \$250 to Habitat for Humanity Tulare/Kings Counties. YPN would like to thank them for all of the great work they're doing



Visalia Young Professionals Network (YPN)

May 13-14. CalNet is the largest horse show on the west coast for the disabled held at the LA Equestrian Center. Happy Trails' riders included Christopher Webb, Josiah Banks,



Happy Trails Riding Academy

in the community. Happy Trails Riding Academy was represented by four riders at the CalNet Horse Show on

Alana Banks and Jenny Wong, all returning with lots of ribbons, many of which were first place. Jenny Wong received High Point Walk individual. Great job! Four hundred women got together on May 12 at the Visalia Convention Center for United Way's POWER of the PURSE fundraiser event. Over 40 purses were raffled off and money was raised to fight illiteracy. It was a great event!

VISALIA UNIFIED SCHOOL DISTRICT The Year in Review



A school year has a natural cycle that influences a community markedly. When school starts in the fall, we reflect the optimism of a new academic year with new classes and teachers,



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

sometimes new schools, and the chance for a fresh start to learning after a break presenting the opportunity for renewed enthusiasm for learning and achievement. The middle of the school year reflects the development of routine and the familiarity of hard work toward goals. The end of the school year represents the final push to bring a season of learning to an end and also the ceremonial transitions that accompany the season. With over 28,000 students in our District, these school year seasons truly do impact our community.

show that we are moving forward. Last month, the State released the California School Dashboard. This report provides the public with an accessible means to review the progress of students. Our results are positive, with growth on all indicators and for nearly all student groups.

With a new middle school opening this year, and a new elementary school and K-6 charter school opening next year, a new campus for Sequoia High School in the works and two additional elementary schools under consideration, we have committed to the construction of new schools and the development of programs that will serve our students and our community as it grows. We want our community to be proud of our schools, and our schools are a part of what makes us proud of our community.

The approach of the end of the traditional school year provides a natural time to reflect on the accomplishments of Visalia Unified over the past twelve months. It has been a good year in our District. Throughout the year, we have worked to communicate our revised mission and goals. Our mission is to provide our students an education that affords them limitless opportunity for the future. Serving this mission are five goals that seek to ensure a challenging curriculum and support for all students, a collaborative culture for kids and adults, a caring and encouraging environment for all, a highly qualified staff, and the efficient use of our resources to achieve our mission. Our mission and goals reflect the needs of our students and staff and have resonated with our organization and our community to the degree that our Board of Trustees has committed to them through the 2022 school year.

June marks the end of my first year as Superintendent of Visalia Unified. It is an honor to lead the organization that I've worked in for over thirty years and that has such a profound impact on the community that I have made my home for the same length of time. The 2016-2017 school year has been a good one, with many achievements to be proud of. Visalia kids and schools have demonstrated high levels of achievement in academics, athletics, and the arts. Our student culture is strong and positive. We have a staff that is committed to providing the best opportunities possible for our students. Our belief is that the best school experiences combine academic preparation with strong and positive personal connections with adults. We are working hard to bring those experiences to every child in our care so that they can have the futures they want and that we want them to have. Thank you for your support and for trusting us to work with your children.

We have much work ahead of us, but there is much evidence to

BOARD SPOTLIGHT

George Vasquez

Bank of the Sierra, VP- Area Branch Manager
■ **How long you have been a Chamber Board member?** This is my third year on the Board.



Vasquez

■ **Why is it important to be a Chamber member?** You may not always be aware of it, or even up to date, but the Chamber is a loud voice for our community and the businesses within

it. A great example recently is the frivolous ADA lawsuits in the Northern business area of downtown. Although you may not have been affected directly by these issues, businesses were being targeted. Just like that, our President & CEO Gail Zurek was in Sacramento testifying on behalf of our community about predatory ADA lawsuits in relation to hearings for AB150. And as a follow-up, the Chamber provided some resources to avoid such events, while encouraging businesses in evaluating their ADA accessibility. It's true that the Chamber is your business consultant on retainer.

■ **What is your favorite thing about your job/company?** Working with people, the flexibility to support community organizations, and be involved in the growth and good of our local area.

■ **What do you like to do when you are not working?** Catch-up on small projects around the house that need my attention. Additionally, getting out to golf with buddies.

■ **What is your best advice for young professionals?** Make an effort to expand your centers of influence. Cut the "learning curve" short and put your best foot forward and pick or decide on the opportunities you've created in front of you.

■ **What did you want to be when you were in elementary school?** To be a Police Officer... which I achieved that goal about 10 years ago with a local department.

■ **What is your favorite quote?** "I can accept failure, everyone fails at some point, but I cannot accept not trying." Michael Jordan

AMBASSADOR SPOTLIGHT

Nicole A. Centofanti

Nicole A. Centofanti has been a CPA and Partner at M. Green and Company LLP for 12 years.



Centofanti

M. Green and Company LLP is a local firm of Certified Public Accountants, established over 60 years ago, with offices in Dinuba, Hanford, Lindsey, Tulare and two offices in Visalia.

We provide the highest quality accounting, auditing, taxation and advisory services to a broad range of clients, from small businesses to large corporate groups, nonprofit organizations and governmental agencies. Our services include payroll services, book-keeping, QuickBooks consulting, financial statement preparation, and individual, business, estate and trust planning. Specialty certifications, such as Certified Fraud Examiners, are held by certain members of our firm, which provide further depths of knowledge in this technical area.

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

I would recommend members to join the Chamber's Ambassador program and become involved in a Chamber committee. The Chamber offers an abundance of networking opportunities to make business connections. Being involved I have been able to expand my professional network and learn more about what our Chamber and our community has to offer.

2. What has Chamber Membership meant for your company?

Chamber membership has helped M. Green and Company LLP meet members of the business community, learn about upcoming events, share in the successes of other local business and being involved in Chamber events has helped inform other Chamber members of the valuable services we can offer them personally and offer their business. If you would ask the average person what a CPA does, the only thing that would come to mind is taxes but our firm offers a wide variety of accounting and auditing services in addition to our taxation services.

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

The best part of Visalia is downtown and the comradery of our town. Downtown Visalia offers many unique local restaurants and shops and the Downtown Visalians put on several enjoyable events throughout the year. The friendship and comradery offered in Visalia is one of a kind.

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

There are many notable local charities. One of the local non-profits that stands out to me is Kids for Christmas. M Green and Company LLP's Visalia office staff has contributed to this charity to help provide shoes and socks to Tulare County's underprivileged children the past couple of years.



YEA! Students Launch Businesses at Leaders of Tomorrow Student Expo

By: Gail Zurek

Day one of launching a business is nerve wracking. Launching a business as a high school or even middle school student, those nerves are really compounded. Recently three area students calmed their nerves and officially launched the businesses they developed as part of the Young Entrepreneur Academy (YEA!).



YEA! - VESPR Goods - Victor Rodriguez

for Rajasekaran's product to begin flying out of her booth. As product launches go, Rajasekaren couldn't have done better selling well over 25 units in just two hours' time.

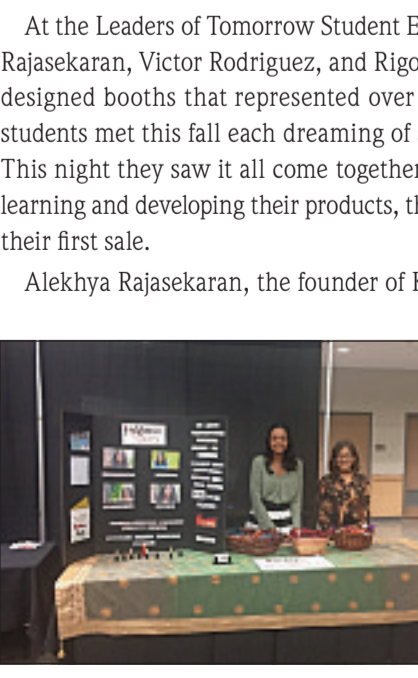
Victor Rodriguez, founder of VESPR Goods, knew his backpacks were the answer to many problems student track athletes face. This Expo meant sharing the solution he'd developed and helping his fellow athletes: backpacks that stand up to the damage track cleats can cause. These waterproof backpacks won't tear, a common problem with other bags. Rodriguez stood before his booth with prototypes, accepting orders. "I just want to raise awareness. I don't think I'll actually sell something." Rodriguez said. By the end of the Expo, not only had Rodriguez talked with a lot of student athletes, he'd sold one of his prototypes.

Rigoberto Villa knows what teens want to wear isn't always easy to find. Living an active lifestyle, Villa knew having quality t-shirts with a back, lower curved hem was appealing. Launching Unknown Apparel, at the Leaders of Tomorrow Student Expo, Villa's company gave teens the styles they wanted. Villa knew, however, that his booth was a representation of his brand. Using music, Villa was able to communicate more than words. Traffic was steady and Unknown Apparel even sold t-shirts. For Villa, it meant an idea could become a business.



YEA! - Unknown Apparel - Rigoberto Villa

These students did what so many others aren't able to do, they turned a simple idea into a money making enterprise. Their hard work has given them much more than the profits they earned at the expo. Their hard work has given them the knowledge to succeed in business.



YEA! - Kalifornia Kisses - Alekhya Rajasekaran

It didn't take long for Kalifornia Kisses to gain attention from attendees and

At the 2017 Annual Awards on June 8, the following businesses will be celebrated for 20 plus years of membership. Thank you for your commitment and dedication to the Chamber.

MEMBERS ANNIVERSARIES	
BJ Perch Construction Inc.	20 Years
Frazier, LLP	20 Years
Little Italy Restaurant	20 Years
Michael's Custom Jewelry	20 Years
Visalia Auto Body	20 Years
Visalia Senior Housing - Oak Meadows	20 Years
Santa Fe Aggregates	20 Years
Visalia First Assembly	20 Years
World Wide Sires	20 Years
Happy Bear Surgery Center, LLC	20 Years
BANC HOME LOANS	25 Years
Brandman University	25 Years
Happy Trails Riding Academy	25 Years
J.R. Nelson's Roofing, Inc.	25 Years
Tachi Palace Hotel & Casino	25 Years
Burgundy House Apartments	25 Years
Sam Logan/Merrill Lynch	25 Years
Wal-Mart Stores #1826	25 Years
Visalia Ceramic Tile, Inc.	25 Years
Robert Half International DBA Officeteam/Accountemps	25 Years
Houk & Hornburg Inc.	30 Years
Realty Stars	30 Years
Walnut Park Retirement	30 Years
Zeeb Commercial Real Estate	30 Years
United Wholesale Lumber Company	30 Years
R-N Market	30 Years
Jon Stemkoski's Celebrant Singers	30 Years
The Creative Center	35 Years
ABLE Industries	35 Years
Gunning & Gunning, C.P.A.	35 Years
Sciaccia & Company, C.P.A.'s	35 Years
Frank's Appliance Sales & Service	35 Years
Integrated Vision Care Optometry	35 Years
Self-Help Enterprises	35 Years
Stephen J. McAuliff, D.D.S., Inc.	35 Years
Turning Point of Central California, Inc.	35 Years
Valley Industrial & Family Medical Group	35 Years
Visalia Dental Group	35 Years
Voltage Multipliers, Inc.	35 Years
Visalia Cyclery	35 Years
CSET-Community Services Employment Training	35 Years
Sons of Italy In America	35 Years
In-Shape Health Clubs	40 Years
Clark Pest Control	40 Years
IDEA! Printing & Graphics	40 Years
QK aka: Quad Knopf Inc.	45 Years
Bastrire Edwards, CPAs	45 Years
Farm Credit West	45 Years
Martinizing Dry Cleaner	50 Years
Country Club Cleaners	50 Years
California Water Service Company	55 Years
Care at the Courtyard	55 Years
M. Green & Company, LLP	60 Years
City of Visalia	60 Years
Buckman-Mitchell, Inc.	75 Years
Chicago Title	75 Years
McCormick, Kabot, Jenner & Lew	75 Years
Miller Memorial Chapel	75 Years
Orange Belt Stages	75 Years
SoCalGas	75 Years
Southern California Edison Company	75 Years

Visalia Economic Development Corporation Bridging the Generation Gap is Focus of Annual Meeting



How to bridge the generation gap in the workplace and retain the best employees is the focus of the Visalia Economic Development Corporation's Annual Meeting at 7 a.m. on Thursday, June 21, at the Visalia Convention Center. Guest speaker Eric Anderton has more than two decades of career and entrepreneurial business experience. Since 2004, he has helped businesses increase profitability by clarifying their purpose, building strategic plans, developing their best people and innovating through obstacles. He also has more than 15 years of experience mentoring millennials, and has a clear understanding of what it takes to attract, develop and retain the best employees. "We are confident that our business community will come away with new insights as to how to better mentor younger staff members and secure the future of their business," said Rick Feder, general manager of the Visalia Mall. "This will be a very engaging presentation for businesses of all types." The Annual Meeting will also include a brief update on the activities of the Visalia Economic Development Corporation, a nonprofit membership organization focused on retention and recruitment of employers, primarily in the Visalia Industrial Park. The major sponsor is Buckman-Mitchell Insurance; additional sponsors are Groppetti Automotive, The Whitatch Group, Tulare County Federal Credit Union, Wells Fargo, Citizens Business Bank, Central Valley Community Bank, Kaweah Delta Health Care District, Southern California Edison and VWR. Tickets are \$35 per person in advance; \$45 at the door (checks and cash only). For tickets or information, contact The Lockwood Agency, 733-3737, or email Julie Ebert, jebert@thelockwoodagency.net.



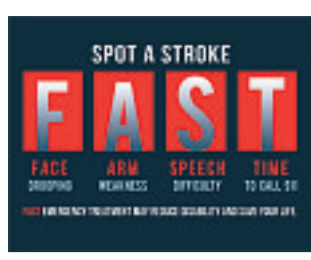
HEALTHCARE NOTE Kaweah Delta Receives Stroke Gold Plus Achievement Award



Stroke Gold Plus Quality Achievement Award. This award recognizes Kaweah Delta's commitment and success in implementing a high standard of stroke care by ensuring that their stroke patients receive treatment that meets nationally accepted, evidence-based standards and recommendations.

May is Stroke Awareness Month – Strokes can happen anytime, anywhere – in fact every 40 seconds in the U.S. That's why it's important to know stroke symptoms – facial drooping, arm weakness, and trouble speaking. When these symptoms appear, it's critical that a person get treatment immediately to minimize long-term effects and prevent death. Every day Kaweah Delta works to educate the community on

Kaweah Delta Health Care District has earned the Get With The Guidelines® -



how to prevent strokes and save the lives of those suffering a stroke.

What's New at Kaweah Delta – In April, Kaweah Delta earned its fifth consecutive "A," the top grade for patient safety in the latest Leapfrog Hospital Safety Score. Also, recently the Accreditation Council for Graduate Medical Education (ACGME) approved Kaweah Delta's initial accreditation to offer a four-year anesthesiology residency program, which will be the only one in the Central Valley. Additionally, Kaweah Delta has launched its new, redesigned website to be patient-focused, informative and user-friendly which features several enhancements to make navigation easier, with links to the medical center's comprehensive specialty services, local affiliated doctors and clinic locations. To access the site, go to www.kaweahdelta.org.

CITY UPDATE Visalia's SMART Team Works to Solve City Issues

Streamlining our response to issues in Visalia has long been a goal of the Council. To this end, the Specific Measurable Achievable Relevant Time-Bound (SMART) Team brings together several departments to work ever more closely on issues ranging from substandard housing to graffiti abatement.



Warren Gubler
Mayor, City of Visalia

The SMART Team is comprised of staff from the Neighborhood Preservation and Parks and Urban Forestry Divisions, and the Police and Fire Departments. Since 2009, the SMART Team has reported semi-annually to the City Council on their objectives and activities, and did so at a recent Council meeting.

While all are important to local business and economic development, a few highlights are:

- The Trespassing Enforcement Program (TEP), now has 293 businesses in District 1 and 287 in District 2. The growth is attributed to property owners seeing benefits from the program, as Visalia Police are able to patrol their property and enforce, if necessary, any and all applicable violations which occur.

- The issue of shopping carts continues, as 630 stolen and/or abandoned shopping carts were removed from the public right of ways in 2016, compared to 590 in 2015. A new hourly employee's focus will be to address the shopping cart issues, with the goal of decreasing the blight that is created by the carts.

- Citywide there was a 53% increase in the total number of transient related calls for service in 2016 compared to 2015. Efforts are being made to address the issues through the newly formed Homeless Task Force, wherein city staff work with local nonprofit and community based organizations in an effort to coordinate resources, develop programs and conduct outreach to the homeless community.

I appreciate the work of our SMART Team as they work to address issues that affect not only the business community, but our population as a whole.

For more information on the SMART Team, visit www.visalia.city. To contact Mayor Gubler directly, email warren.gubler@visalia.city.



THE LAW AT WORK When a "Non-Compete" Turns into a "Cease and Desist"



Employee non-competition agreements in California are generally unenforceable and against public policy per Business and Professions Code section 16600. Nevertheless, employers (especially out-of-state employers) frequently include such provisions in employment contracts. Such employers usually apply the following rationale: "it can't hurt" to have non-compete clauses as a deterrent and a potential source of leverage.



Brett T. Abbott
Gubler & Abbott LLP

When a previous employer learns that its former employee is seeking employment with a new employer, a strongly worded "cease and desist" letter from the old employer to the new usually follows. What employers may not know is that such letters can carry certain risks for the employer seeking to enforce the non-compete provision, such as a claim for intentional interference with contract. However, one Court of Appeal decision, *Silguero v. Creteguard*, held that the new employer may be liable if it responds to the threat by terminating the employee.

Court determined that any explicit no-hire agreement between the two companies would have been illegal and unenforceable. The Court further concluded that terminating Silguero "out of respect for" the non-compete agreement with his prior employer was merely achieving the same result in an indirect manner. As a result, the Court found that if Silguero could prove his allegations, his new employer would be liable for the tort of Wrongful Termination in Violation of Public Policy.

So what should you do if you receive an aggressive cease-and-desist letter from a prior employer seeking to enforce a non-competition agreement? Do not automatically terminate the new employee in such situations. First, the underlying agreement is almost certainly unenforceable anyway. Second, you could face a wrongful termination claim if you do.

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). 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).

In reaching its decision, the court began with the theory that in California, "the interests of the employee in his own mobility and betterment are deemed paramount to the competitive business interests of the employers." Based on this strong public policy the

LEADERSHIP VISALIA

VISALIA CHAMBER OF COMMERCE

LEADERSHIP VISALIA WILL PROVIDE OPPORTUNITIES IN NETWORKING, LEADERSHIP STYLE, MENTORING, PROBLEM SOLVING TECHNIQUES, INSIGHT INTO LOCAL, COUNTY AND STATE GOVERNMENT

Applications are due by July 31, 2017
Contact Dante Rosh at 559 | 734-5876 for more information

LEADERSHIP VISALIA

Leadership Visalia Learns How “Serve and Protect” is Done in Visalia

By Eric Anderson Anderson's Percussive Services, Leadership Visalia Class Member



his handler. Trevor mentioned he felt the pressure of the dog's bite through all the padding.

Leadership Visalia's final day session, on May 5, 2017, was filled with the insights and perspectives from those who serve and protect Visalia and the surrounding area: Visalia Police Department (VPD); Tulare County Sheriff's Department; the District Attorney and Public Defenders; Police Activities League (PAL); Child Welfare Services (CWS); and Court Appointed Special Advocates for children (CASA).

The class toured the VPD and Sheriff Department facilities throughout the city and learned about the various challenges each department faces as they enforce the law and protect the public. The class also investigated some vehicles VPD has in its inventory. One class member, Trevor Lewis, was even “attacked” by a member of the canine unit. Truth be told, he wore the full arm pad and the police dog was restrained by

case has its unique set of circumstances... and that Law and Order is nowhere close to reality!

Outback Steakhouse was the first afternoon destination for the class. The food, drink, and fellowship made it an enjoyable lunchtime for all. The class then made its way to PAL headquarters to hear about the ways our city's youth are served.

Maria Morfin shared the ways PAL enabled her transformation from an at-risk youth to the woman she is today. Following Maria's story, PAL, CWS, and CASA staff members discussed the various ways their organizations serve the most vulnerable people in our city: our children. PAL offers children a place to go and things to do and learn, thus reducing the likelihood of them becoming involved in gangs. CWS and CASA talked about their services provided to our children who are currently in foster care.



Leadership Visalia covered a lot of ground this year to discover why Visalia is a bright spot in the Central Valley. Those who serve and protect contribute every day in various ways to ensure Visalia's reputation remains safe and secure.

Interventional Cardiologist Now Serving Visalia

Interventional cardiologist Nallathambay Thayapran, MD, FACC, is now seeing patients at Visalia Medical Clinic.



As an interventional cardiologist, Dr. Thayapran works with patients who need stents in the heart or in blood vessels elsewhere in the body, or balloon angioplasty. He also helps patients suffering from blockages in the leg, leg wounds and poor circulation in the legs.

“Interventional cardiology is a life-saving scenario – most of the time I see results right away, which is very rewarding,” Dr. Thayapran noted.

He has been in practice since 1990, and is Board certified in internal medicine, vascular medicine, endovascular medicine, cardiovascular diseases and nuclear cardiology.

“Prior to moving to the Central Valley, I had a practice in Southern California, but I find Visalia most rewarding as there is a big need for cardiologists,” Dr. Thayapran said. “Visalia Medical Clinic's primary care physicians provide very comprehensive care and referrals to the specialists are seamless, which is a great benefit to the patients.”

Dr. Thayapran sees patients at VMC on Tuesdays and Thursdays and is available in case of emergency. Visalia Medical Clinic offers the expertise of more than 50 providers. VMC also offers a lab, a wide array of diagnostic technology, extended hours through the QuickCare walk-in clinic, a Sleep Disorders Center and an Allergy and Sinus Center, all in one location at 5400 W. Hillsdale, Visalia. The clinic is open Monday through Friday 8 a.m. to 5 p.m.; with extended and weekend hours at QuickCare. For information, call 739-2000 or visit www.vmchealth.com.

10 Financial Opportunities to Consider

By Garth Gipson Financial Advisor, Gateway Financial Planning Group



Gipson

As a Young Professional certainly growing your resume and career is important. But have you had the opportunity to

take the time to take stock of your financial life? Have you done all that you can to put yourself in the best possible position? Or, have you missed out on some important financial opportunities? Take a look at where you stand and consider these key opportunities that could make a big difference in your future:

- 1. Revisit your financial goals.** You may have established financial goals a year ago or maybe it has been several years. Either way, it makes sense to revisit your goals and make sure they are still consistent with the direction of your life and dreams for the future. Make adjustments if anything has changed.
- 2. Build a sufficient emergency fund.** One of the most fundamental forms of financial security is having money set aside in a “rainy day” fund to meet any emergency needs. You don't want an unexpected expense to result in a major financial setback. It's best to have a minimum of three-to-six months of expenses set aside, and up to a year if you can.
- 3. Save on interest payments.** First and foremost, if you have outstanding credit card debt, make it a priority to pay down this costly form of borrowing as fast as you can. Also, take a closer look at the interest rate on your home mortgage. If it's notably higher than today's market rates, look into refinancing to reduce your monthly payment and put the money you save to better use.
- 4. Take advantage of your workplace retirement savings plan.** If you participate in a 401(k) or 403(b) plan at work, make sure you are, at the very least, contributing enough into the plan to take full advantage of any employer match. It's a “free money” opportunity and should not be overlooked. To the extent you can afford to do so, consider contributing more than the match amount to your plan.
- 5. Capitalize on “catch-up” contribution rules.** When you are age 50 or older, you can boost contributions to your workplace savings plan and individual retirement account (IRA) by taking advantage of so-called “catch-up” rules. This can mean investing tens of thousands of additional dollars over time to help secure your financial future.

6. Establish Roth savings if you qualify. Roth IRAs and Roth 401(k)s allow you to build retirement savings with after-tax dollars where all distributions may qualify for tax-free treatment in the future. The potential for tax-free income in retirement can be an important benefit.

7. Make sure you are comfortable with your portfolio. Are you constantly worried what could happen to your portfolio in a market downturn because you're taking on too much risk? On the flip side, do you think your portfolio needs to be more aggressive to keep up with your financial goals (knowing that there's always risk with reward)? If you come up short in either area, it may be time to revisit your investments and make appropriate changes.

8. Review your protection strategy across all aspects of your life. Do you have sufficient life insurance in place to protect your loved ones? Is disability income coverage part of your mix? Are you protected against the risk of specialized care costs later in life? Are your home and personal possessions properly covered? Make sure you have a comprehensive protection strategy in place to prepare for unexpected events.

Garth Gipson, CFP, CRPC®, is a Financial Advisor and Franchise Owner with Ameriprise Financial Services, Inc. in Visalia. He specializes in fee-based financial planning and asset management strategies and has been in practice for 8 years. To contact him: ph-559-471-0970, email: garth.gipson@ampf.com, 309 W Main St ste 102, Visalia, CA 93291.

9. Get a handle on your taxes. Review past tax returns and your current financial situation with a tax professional who can help you find potential ways to reduce your tax liability. If charitable giving or volunteering is important to you, consider the tax implications of your donations.

10. Solidify your legacy plan. Make sure your will, health care directives and trust documents reflect your current priorities. Review and if necessary, update beneficiary designations on retirement accounts, bank accounts and insurance policies.

Take the time to review these tactics for your personal situation. Checking these items off your list can help get you on the right foot and may make a significant difference for your financial future.

Garth Gipson, CFP, CRPC®, is a Financial Advisor and Franchise Owner with Ameriprise Financial Services, Inc. in Visalia. He specializes in fee-based financial planning and asset management strategies and has been in practice for 8 years. To contact him: ph-559-471-0970, email: garth.gipson@ampf.com, 309 W Main St ste 102, Visalia, CA 93291.

Leadership Visalia Announces Graduating Class of 2017

The Visalia Chamber of Commerce is proud to announce the graduation of the 2016-2017 Leadership Visalia class. Created by the Visalia Chamber of Commerce in 1986, Leadership Visalia is the Central Valley's premier leadership development course. The Leadership Visalia program is designed to develop effective and visionary leaders who will help our community remain successful while retaining its unique atmosphere. To date, nearly 400 graduates have completed the intense program and realized their true leadership abilities and talent.

For the last 10 months, class members have explored topics including leadership styles, state and local politics, healthcare, education, and water. Class participants are challenged with the objective to become engaged in civic activities with the long-term vision of giving back to their businesses and the community as a whole.

The following individuals have successfully completed the 31st Leadership Visalia class:

- Eric Anderson** – Anderson's Percussive Services
- Jon Bueno** – Visalia Chamber of Commerce
- Jennifer Corum** – Kaweah Delta Health Care District
- Colin Franey** – Franey's Carpet One Floor and Home
- Vickie Goudreau** – Innovation Commercial Flooring, Inc.
- Kevin Grant** – Visalia Police Department
- Fran Herr** – Aflac
- Elizabeth Jacques** – The Legacy Group at Morgan Stanley
- Trevor Lewis** – Amplify Inc.
- Christie Long** – Central Valley Community Bank
- Uver Moreno** – California Water Service
- Andrea Navarette**
- Daryl Sanchez** – Family HealthCare Network
- Gracie Sanchez** – Visalia Rescue Mission
- Scott Smith** – ServiceMaster by Benevento
- Brandy Spray** – Visalia Unified School District
- Nick Vargas** – theSOURCE LGBT+ Center
- Lisa Walsh** – Hydrite Chemical Company

For more information on the Leadership Visalia program, or to obtain an application for the 2017-2018 class, call the Visalia Chamber of Commerce (559-734-5876), e-mail dante@visaliachamber.org, or visit www.visaliachamber.org.

CHINA
FEATURING BEIJING, SHANGHAI, SUZHOU & HANGZHOU

OCTOBER 6-14, 2017

HIGHLIGHTS
Tian An Men Square, Temple of Heaven, Palace Museum, Forbidden City, Summer Palace, Great Wall, Ming Tombs, National Embroidery Institute, Economic Development Zone, Lingyin Temple, Westlake, Yu Garden, Lingering Garden, Tiger Hill

CALL FOR PRICING
9 DAY PACKAGE INCLUDES AIRFARE, AIRPORT TRANSPORTATION, 4 AND 5-STAR HOTELS, ALL MEALS, ENGLISH SPEAKING GUIDES

FOR PRICING OR REGISTRATION DETAILS CALL THE VISALIA CHAMBER OF COMMERCE at 559-734-5876 or visit VisaliaChamber.org/travel

TRAVEL WITH US

VISALIA CHAMBER OF COMMERCE

VISALIA CHAMBER OF COMMERCE
222 N. Garden St. Suite 300, Visalia

Visalia Emergency Aid Kicks Off Building Campaign

For nearly 80 years, Visalia Emergency Aid Council has been providing food to families with children and seniors from an adobe brick and mortar building.

That building today has a leaky roof, inadequate storage space, no heating and air conditioning systems and it doesn't meet current building codes.

Plans are now in the works to create a new Community Pantry, a Family Resource Center and an Education Center at the site with a fundraising goal of \$500,000, explained executive director Liz Wynn.

"We have already generated \$55,000 and we've gotten great response from our '\$60 per square foot' request, because this giving level will allow many people to participate," Wynn added. "We have survived the ups and downs of the economy, droughts and freezes because our community and local businesses have a cultural norm of generosity. The people of Visalia care about those who are less fortunate, and these gifts will help us feed the future for another 85 years."

Visalia Emergency Aid Council was founded in 1931 by a group of Visalia citizens concerned about the welfare of the many dust bowl immigrant families living in poverty on the outskirts of town.

Today, the nonprofit organization serves 2,100 children every month, along with seniors on fixed incomes. The mission is to help ensure that no one has to choose between paying rent or buying food, Wynn explained.

Proceeds from the second annual "Evening on the Red Carpet," on Saturday, Oct. 14, will support the building campaign.

For further information, call Wynn, 732-0101, or email liz@veac.org.



THANK YOU TO OUR PREMIER INVESTORS
CHAIRMANS SPONSOR:



PRESIDENT SPONSORS:



EXECUTIVE SPONSORS:



DIRECTOR SPONSORS:



INVESTOR SPONSORS:

BEN-E-LECT
Southern California Edison
Lamp Liter Inn
Central Valley Business Forms
Visalia Marriott

CLIP & SAVE

CALENDAR - JUNE 2017

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
				1	2	3
4	5 Visalia City Council Meeting	6	7	8 2017 Chamber Annual Awards, 6:00 pm, Visalia Convention Center	9	10
11	12	13 Chamber Government Affairs Committee Meeting, 7:15 am, Buckman-Mitchell Office	14	15	16	17
18	19 Visalia City Council Meeting	20	21	22 Ambassador Breakfast - Visalia First Assembly 8:00 am	23	24
25	26	27 Business After Hours Mixer 5:30 pm, theSOURCE LGBT+ Center	28	29	30	

Looking for Your Next Great Hire?

By: Jerry Ormonde
Marketing Coordinator



Ormonde

Nearly 1 in 5 Americans have a disability according to the 2012 US Census. So it's no small secret that people who have disabilities make up a sizeable part of our population. Yet how many people think of someone with a disability as an asset to society, or a valuable contributor to our community?

Fifty plus years ago, a small group of parents in Tulare thought just that. Even though their kids had to live with a disability, these parents felt they had value and could be productive members of the community. They came together with their children and gave them work. They called this enterprise Able Industries.

Today, Able Industries, Inc. is a multi-million dollar non-profit organization that provides training services to Tulare County residents with disabilities. By providing a multitude of services to businesses in the area, trainees are able to gain valuable job and life skills under the guidance of Able's staff. Once job skills are established, Able trainees are eager and proud to make the transition to competitive employment.

What once started with basic work like building kits or assembling mailers has now grown exponentially into an impressive array of services. For example, within the walls of the Able facility, the agency now offers full-service distribution services, certified

document destruction and Secure Document Scanning; which turns your paper documents into digital, searchable computer files. Able's R and D department recently obtained the equipment and initiative to manufacture toothpowder which is sold from coast to coast. But the scope of work doesn't stop there.

Able also provides off-site services to businesses within the community. Able offers commercial warehousing services, commercial grounds maintenance, parks clean-up, janitorial services, mobile catering and in-store retail services. All of these services are provided for our community by a skilled workforce that is happy to meet your every need. The ultimate goal of these training programs is to prepare workers with disabilities for competitive employment.

ABLE INDUSTRIES CAN SAVE YOU TIME AND MONEY, by providing employment services that benefit your company! Supported Employment is one program that Able Industries offers to assist employers in finding hardworking, conscientious, reliable and dedicated employees. Our Job Developer, Melanie Ponce and the C.I.E. team will work with you to ensure that your needs are identified and met. Able Industries can provide additional support during the initial training period at no cost to you. We provide a support system to you and the hired individual by providing a job coach who will help with training the individual until job duties and tasks are learned and mastered. Your company may also qualify for Work Opportunity tax credits or On the Job Training dollars.

Open House Thursday June 22, 2017, 10am-6pm



3234 W. Iris Ave
(Corner of County Center & Iris, one block South of Tulare Ave.)
Visalia

Join the Open Arms House for an Open House celebrating the completion of construction on their facility and to learn about the next steps to opening their doors. The Open Arms House is a home for end-of-life care where every life matters to the very last breath and no one dies alone. It is a unique hallmark of community compassion dedicated to the memory of Ruth Wood, a founder of hospice in Tulare County.

The Open Arms House Board of Directors:

- | | |
|------------------------|------------------------|
| Siro Altirmano | Sabrina Jimenez |
| Merrilyn Brady | Sue McCalliste |
| Angela Biscotti | Margaret Moholt |
| Donnie Clark | Carol Nickel |
| Mary Ferrara | Karl Schaffer |
| Jim Heaton | Pete Sherwood |
| July Hong | Clare Whitlatch |

We interrupt your reading for this shameless bit of self promotion:

Call us. Watch your business grow. Thank you.

For ads that get right to the point and marketing that really works, call us.

559.739.1747 • DMIAGENCY.COM



WEBSITES CORPORATE ID ADVERTISEMENTS CAMPAIGNS SIGNAGE SOCIAL MEDIA