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# Business Update

AWARD-WINNING MONTHLY PUBLICATION OF THE VISALIA CHAMBER OF COMMERCE



## UPCOMING EVENTS

- NOVEMBER 2:**  
**YPN Networking Mixer**  
Time: 5:30 pm  
Location: Planing Mill Pizzeria  
Cost: \$10.00
- NOVEMBER 8:**  
**Candidates College**  
Time: 6:00 - 8:00 pm  
Location: Visalia Unified School District Office  
\$40.00 for Nov. 8 & 15 sessions
- NOVEMBER 9:**  
**Business After Hours Mixer**  
Time: 5:30 - 7:30 pm  
Location: Tulare Outlet
- NOVEMBER 15:**  
**Candidates College**  
Time: 6:00 - 8:00 pm  
Location: City Council Chambers  
\$40.00 for Nov. 8 & 15 sessions



- East African Safari Adventure**  
May 17-29, 2018
- America's Heritage**  
June 7-16, 2018  
\* Slideshow presentation  
January 17, 2018  
12:00 pm, City Administration Building
- South Pacific Wonders**  
August 21 - September 4, 2018  
\* Slideshow presentation  
December 6, 2017  
12:00 pm, City Administration Building
- Islands of New England**  
October 19-26, 2018
- New York City Holiday**  
December 10-14, 2018  
\* Slideshow presentation  
December 6, 2017  
12:00 pm, City Administration Building
- China**  
April, 2019
- Oberammergau**  
May 14-23, 2020  
\* Slideshow presentation  
February 28, 2018  
12:00 pm, City Administration Building

Collette Vacations, Mayflower Tours, Cistline

For more information, go to [www.visaliachamber.org/travel](http://www.visaliachamber.org/travel)

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

## The 37th Annual Christmas Tree Auction: A Tradition of Giving with a Re-Imagined Look

By Nicola Wissler  
Visalia Chamber of Commerce

Generosity and grandeur are standing traditions of the Visalia Chamber of Commerce's 37th Annual Christmas Tree Auction - Masquerade Ball – set to occur Friday, December 8, 2017 at the Visalia Convention Center. The Annual Christmas Tree Auction has become a local holiday tradition. Each year more than 1,200 people dressed in their finest holiday attire kick off the season with a giving spirit.

This year, building on tradition, the Christmas Tree Auction has been re-imagined as the Visalia Chamber introduces exciting new features to update this community mainstay. The popular local band Run4Cover will provide live



music allowing attendees to dance the night away. The Golden West drum line will make a special appearance to kick off the live auction of 14 opulently decorated Christmas Trees. Aerial Yoga Artists will dazzle VIP guests during the exclusive VIP cocktail hour. Of all the changes, event organizers are most tight lipped about a special Mask-ed Sponsor surprise during the evening. "Having a business partner who steps forward with a creative, new dimension to support the generosity displayed by Christmas Tree Auction participants is beyond exciting. We can't wait for the big reveal," said Gail Zurek, President/CEO of the Visalia Chamber of Commerce. While Zurek wouldn't give more details, she did say the Masked Sponsor will be revealed after the conclusion of all auctions.

At the heart of this annual tradition is raising much needed funds and awareness for local non-profit organizations impacting Visalia. Over the last 36 years, more than four million dollars has been raised for local charities. Underscoring the significance of this annual event, the Christmas Tree Auction is the primary fundraising mechanism for many of the participating nonprofits.

To enhance this important fundraising tradition, this year's event has partnered charities auctioning off large trees with local restaurants. This partnership is designed to pay dividends in multiple ways. First, working together, charities and restaurants can cross promote. "Our supporters may or may not know about their amazing food. Or their patrons may not know about the important work we're doing. This gives us a chance to broaden both of our audiences," said Nick Vargas, Board Chair of TheSource LGBT+ Center. Additionally, some restaurateurs are tying their food samplings to the themes of the decorated trees. Ultimately, it means spotlighting not only the charities but local restaurateurs who have always gone above and beyond to support our local nonprofit community.

The charity restaurant partnerships are as follows:

- Daughters of Hope partnered with Mache
- El Diamante High School Boosters partnered with Rosa's Italian Ristorante
- Golden State Family Services partnered with Henry Salazars
- Hands in the Community partnered with Pita Kabob
- Kaweah Delta Foundation Lifeline partnered with Deli Delicious
- Kaweah Delta Hospice Foundation partnered with Quail Park on Cypress
- Love Inc partnered with YMI Café



- My Father's House partnered with Café 225
  - Pro Youth partnered with the Marriott
  - Spirit 88.9 partnered with Fugazzis
  - TheSource LGBT+ Center partnered with the Lunch Box
  - The Ruth Wood Open Arms House partnered with The Café
  - Tulare County Symphony partnered with The Vintage Press
  - Young Life/Young Lives of Tulare County partnered with Lamp Litter Inn
- Charities producing the large trees aren't the only local nonprofits to leverage the Christmas Tree Auction to raise funds and awareness. Nine additional charities, listed below, will auction off other items during the silent auction portion of the evening.

- Arts Visalia
  - Deaf & Hard of Hearing Services
  - Happy Trails Riding Academy
  - NAMI
  - Samaritan Center of Tulare County
  - Soroptimist International of Visalia
  - Valley Caregivers Resource Group
  - Visalia Education Foundation
  - Visalia Police Department Explorers
- Don't miss the chance to generously support the work of local nonprofits and kick off the holiday season with the most formal party in town. Attendees have the choice to attend the Christmas Tree Auction on a General Admission ticket or VIP Ticket.

### Ticket and Sponsorship Information:

General Admission tickets are \$70.00 (7:00 – 11:30 pm). General Admission Tickets include: wine tasting, hors d'oeuvres, live and silent tree auctions, dessert, live music & dancing. General Admission tickets may be purchased online at [www.visaliachamber.org/christmastree/](http://www.visaliachamber.org/christmastree/).

VIP tickets are \$120.00 (6:00 – 11:30 pm) and are extremely limited. VIP tickets include: designated seating, live entertainment, exclusive wine tasting, souvenir wine glass, hors d'oeuvres, live and silent tree auctions, dessert, live music & dancing. Tickets may be purchased by calling the Visalia Chamber of Commerce at 559-734-5876.

Businesses interested in sponsoring the 37th Annual Christmas Tree Auction should contact the Visalia Chamber of Commerce for details at 559-734-5876. *Photos: Ron Holman, VTD*



## PRESIDENT'S CORNER

### Who is Willing to Serve?

I recently returned from a 9 day trip to China through the Visalia Chamber's travel program. My family and I joined 82 other folks from Visalia as we explored Beijing, Shanghai, Hangzhou and Suzhou. It was truly a trip of a lifetime and one that won't easily be forgotten. Particularly fun, was experiencing China through the eyes of my 8 and 13-year-old sons. Their perspectives on Chinese culture, food, history and politics broadened my own experience. In truth, I could write an entire column on the trip, (If you're interested in going to China, contact the Chamber about an upcoming China trip.) but wanted to share how this trip underscores the value of democracy, representative governance, and civic involvement.

Whether touring 2000 plus year old palaces, Tiananmen Square, or local factories, I was struck with how different China is from our country. Those I traveled with were particularly interested in everyday life in China. We asked about finding work, starting a business, family vacations, driving a car, crime, the divorce rate, and education. Our wonderful tour guides were great about answering every question as honestly as they could. What struck us over and over was how much freedom we enjoy here in the US.

That freedom takes work. November reminds us of this. Notably, on Veterans Day, we pause to thank all those who serve and have served to keep our freedom. We wouldn't be this wonderful country without their sacrifice. Second, November means free elections. Power isn't a



Gail Zurek  
Visalia Chamber  
President & CEO

birth right, rather the future of our community, state and country is directed by those willing to serve. The real question is, who is willing to serve?

My trip to China didn't prompt this question. That question comes up in many conversations I have with community leaders. Finding those who are willing to serve and/or run for public office is not easy. For many, the thought of running for elected office is daunting. Others aren't clear how or where to serve. Regardless, we need strong leaders to run for office. We need strong leaders willing to serve this community. It is the only way we can continue to thrive as

a community, as a county.

The Visalia Chamber will host a Candidates College on November 8th and 15th to provide nonpartisan, fact-based education surrounding appointed and elected ways to serve, fundraising, campaign finance, and the realities of running for public office. Each session will have expert panels that will discuss what it takes to serve and how to be successful. If you have ever considered serving your community, or would like to encourage others to serve, Candidates College is for you. \$40 covers the cost of both sessions and more information can be found at [visaliachamber.org/candidates-college](http://visaliachamber.org/candidates-college). As JFK famously said during his inaugural speech, "Ask not what your country can do for you, but what you can do for your country."

## VISALIA CHAMBER OF COMMERCE MISSION ICONS



Business-Government



Business Relations



Promoting Community



Strong Local Economy

## Choosing Coverage to Protect Your Home-Based Business

By **Karen Gross**  
State Farm Agent



Gross

More than half of America's businesses are home-based, according to the U.S. Small Business Administration. But setting up headquarters in your home doesn't mean your homeowners insurance will adequately protect your operation.

"A typical homeowners policy provides about \$2,500 of coverage," says Loretta Worters, vice president of communications for the Insurance Information Institute. That usually will cover equipment — but it won't offer liability protection or cover you for lost data or income.

Do your research to protect yourself and your home business. "An important thing for any business owner to do when starting out is to create a business plan," says Worters. "That includes having the right type and amount of insurance coverage."

### Coverage options

In general, home-based business owners have three basic options:

- **Homeowners policy endorsement:** This is added to a homeowners policy to increase coverage on business equipment. There also may be the option to buy a homeowners liability endorsement for protection in the event someone — say, a delivery person — is injured on your property.
- **In-home business policy:** An in-home business policy provides more comprehensive coverage for business equipment and liability than a homeowners policy endorsement. These policies, which may also be called in-home business endorsements, vary significantly depending on the insurer.
- **Business owners policy:** Also called a BOP, this plan offers the most comprehensive coverage for small- and mid-size businesses. It protects against many of the same things that in-home business policies do, but offers even more coverage.

### Other considerations

Being a savvy home-business owner is about more than having the right insurance. Other factors to consider include:

- **Additional insurance:** Re-evaluate your coverage as your business grows and your needs change.
- **Zoning laws:** Visit your local planning office to review restrictions that could affect your business.
- **Licenses and permits:** Find out which licenses and permits you need to run your business legally.
- **Taxes:** Talk to a tax professional about tax laws for home-based businesses. Also research money-saving deductions, such as the home office deduction.

Not sure if you're adequately protected? Meet with your State Farm® Agent to discuss the insurance needs of your home-based business.

*Karen Gross is a local State Farm Agent; License #0C36140, NMLS #139716. For more information she can be reached at: 1325 W. Main St. Visalia CA 93291, (559) 625-8700, karen@myagentsgross.com. Neither State Farm nor its agents provide tax or legal advice. Please consult your own adviser regarding your particular circumstances.*

## COS Offers Microsoft Office Excel and Word classes

The COS Training Resource Center is offering three different Microsoft Office classes. The first is a Basic/Intermediate Microsoft Excel class on November 1 at the COS Visalia campus from 8:00 am – 12:00 pm. This class is a total of 4 hours and is \$59/person. The second class is an Intermediate/Advanced Excel class on November 6 & 8, 2017 at the COS Visalia campus from 3:00 pm – 5:00 pm each day. This class is a total of 4 hours and is \$59/person. The third class is an Intermediate Microsoft Word class on November 7 at the COS Visalia campus from 9:00 am – 12:00 pm. This class is a total of 3 hours and is \$49/person.

COS Offers Microsoft/Pg 5

### About this publication ...

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Brandman University, 649 S. County Center

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**RSVP:** <http://visaliachamber-dev.chambermaster.com/events/calendar/2017-11-01>

For more information call the Visalia Chamber at 559-734-5876.

## 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.

#### ■ PITA KABOB AND GRILL

(559)-733-4016  
Food & Dining

#### ■ TONY'S PIZZA

(559)-624-1988  
Fast Food & Carry Out

#### ■ THE GROWTH COACH CENTRAL CALIFORNIA

(559) 936-2819  
Public Agencies, Utilities & Other

### Renewing

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

■ Advanced Micro Systems

■ Ashoori & Co. Jewelers

■ Brain Balance Achievement Center of Visalia

■ Bueno Beverage Company

■ Butler Manufacturing Company

■ Casa Grande Senior Care Home

■ Central Valley Collision Repair

■ Collette Vacations

■ Country Club Cleaners

■ Country Club Mortgage

■ Courtyard Aesthetics\*

■ Creative Flowers\*

■ Delta Nursing & Rehabilitation Center

■ EMD Networking Service

■ Fast Signs\*

■ G J Gardener - Tulare County\*

■ Hadley-Marcom Funeral Chapel\*

■ Hydrite Chemical Co\*

■ Jostens Printing and Publishing\*

■ Kaweah Container Inc\*

■ Linwood Meadows Care Center

■ Michael's Custom Jewelry

■ Mitchell Insurance Services

■ Pacific Southwest Container

■ Partyworks, Inc. dba Party City

■ Ryan's Place Restaurant

■ SERVPRO of Visalia\*

■ theSOURCE LGBT+ Center\*

■ Tree House Private Brands

■ United Signs International, Inc.

■ Valley Oak Credit Union

■ Valley Oaks Golf Course

■ Visalia Fire Assoc. Local 3719\*

■ Wonder Valley Ranch Resort & Conference Center

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



THIS IS A 21 & OVER FORMAL EVENT

# Masquerade BALL

DECEMBER 8, 2017  
VISALIA CONVENTION CENTER

HOSTED BY THE VISALIA CHAMBER OF COMMERCE

WWW.VISALIACHAMBER.ORG/CHRISTMASTREE

The SOURCE LGBT+ Center announced that Rev. Timothy A. Rich will be installed as the senior minister at the Center for Spiritual Living Visalia, 117 S. Locust, on Friday, Oct. 27 at 6:30 p.m. A dinner reception will follow. Timothy has been acting minister for nearly two years while he finished his ministerial studies at the CSL School of Spiritual Leadership. Reservations: 559-289-7575

**Tulare County Farm Bureau** hosted their 8th Annual Bounty of the County Event held on September 29 at the Historic Seven Sycamore Ranch in Ivanhoe and was a great success, three local businesses were recognized for Best of Bounty prizes: Sue Sa's catering business **Left of Center**, won best Fresh Product; **Goodies Cookies** won for best Sweet Treat; and Tulare Meat Locker and Sausage Co. for best Savory Dish (2nd year in a row). The Farm Bureau's annual event draws approximately 250 guests to attend the food and beverage event, with 25 vendors in attendance. Take Cover, a local band played live music during the night, and a membership drive contest ended with Grabow Well Drilling winning a Phantom 4 Drone, from the Farm Bureau. To learn more about exhibiting at the 2018 event, contact Farm Bureau at 732-8301, the event is held annually each September.

**Sutton Hague Law Corporation** is pleased to announce the addition of senior attorney Evelin Bailey.



Evelin Bailey, Sutton Hague Law Corporation

**Visalia Technical Early College High School's** new Farm Store is now open from 1:30 to 4:30 Monday through Friday each day that school is in session. VTEC is located on the former COS farm at 2245 S. Linwood. Enjoy free-range brown eggs, pumpkins, tomatoes, peppers, pears and figs, all grown by students. All produce is farm fresh and grown with no pesticides, and students from the Agricultural Bioscience & Technology academy manage the store. Nursery products, ornamental shrubs, fruit trees and succulents are also available at the store. Information: 622-3212.



VTEC Farmstore Interior

Paint Nite at Bobby Salazar's in Old Town Clovis, benefiting **Ronald McDonald House Charities of the Central Valley**. Bobby Salazar's in Old Town Clovis is helping RMHC "kick off the holiday season" by hosting our 2nd Annual Paint Nite on November 9th, 2017. Tickets are \$55 and include your painting supplies, heavy appetizers, and one-alcoholic beverage (draft beer or margarita). Proceeds will go directly towards keeping families close during their time of need. All the proceeds to benefit our local Ronald McDonald House Charities of the Central Valley.

TO PURCHASE TICKETS: <http://rmhccv.org/paint-nite/>. To learn more about RMHC and its mission, visit [www.rmhccv.org](http://www.rmhccv.org)

At **Hampel Security Consulting** we love working with the amazing staff at Valley Life Charter School! Thanks for allowing us the opportunity to provide CPR certifications! We cannot speak highly enough of this school and what it does for students in the Visalia area.

**Gloria House** had a wonderful night! Thank you to all who came out to support us in our first fundraiser and for all who donated their time, talents and goods! I would also like to thank my fundraising committee who made it all happen!!



Hampel Security CPR Certifications

## VISALIA UNIFIED SCHOOL DISTRICT

# Reaching Out



Communication is a two-way process, and Visalia Unified is working to improve our process in both directions. This month I will introduce our revised community stakeholder survey and also announce the launch of our new website.

In 2013, California established the Local Control Funding Formula (LCFF) for schools. This new funding system was undertaken with two goals: to make school funding more equitable across communities, and to allow local communities flexibility to make decisions that are best for their children. The cornerstone of this local control is the interaction of school districts with their communities, and for the past four years, we have worked to deeply engage parents, staff, and the community in forums to collect information about student achievement and needs. This work has been reflected in our Local Control Accountability Plan (LCAP), which ensures that our efforts to improve educational opportunities for students reflect the interests of our students and our community.

While we have had success in our work to connect with the community, we can do better. This year, we will conduct a formal survey of all stakeholders to determine progress on District goals and to gauge our organizational climate. The survey is relatively brief, and will be given to students in grades 7-12, all staff, and parents. Ad-



Todd Oto, Ed.D.

Superintendent, Visalia Unified School District

ditionally, we are interested in the response of any Visalia resident. To access the survey, go to the Visalia Unified website at <http://www.vusd.org/> and click on the "LCAP Survey" link before November 20. We will share the results of the survey with the community in the spring as part of our LCAP development process.

Also this month, we are launching our new district website, which will change the way our district and school websites look and perform. We have had the prior website design for years, and it has served us well in terms of providing the District with a platform for informing parents and the local community. But times change and our website has become dated. More importantly, as we have added information to it, the website has become more complex and more difficult to navigate. The new website is more pleasing graphically and is organized in a way that we believe will be much more accessible to folks looking for information about our schools. Again, the website may be accessed at <http://www.vusd.org/>

Good communication helps us understand the needs of our community, allows us to address issues, and provides insight into our organization. We want to have the strongest and most trusting relationship that we can with students, parents and the broader Visalia community, and I believe that the survey and a better district website are good steps in deepening that relationship.

## Mark The South Pacific Off Your Bucket List



Tour the Tjapukai Aboriginal Cultural Center

The Visalia Chamber of Commerce will be hosting a slide show presentation on December 6, 2017 at 12:00 pm at the City Administration office located at 220 N. Santa Fe. The South Pacific Wonders tour will leave from the Fresno Airport on August 21, 2018 and return on September 4, 2018. The tour will include 15 days, 20 meals and a dedicated tour guide for the entire trip. Travelers will stay at the Pacific Hotel Cairns, Novotel Sydney Rockford Darling Harbour, Pavilions Hotel, and the Millennium Hotel Queenstown.

The tour will begin in Cairns, a tropical gateway to one of the world's most spectacular natural attractions, the Great Barrier Reef. While in Cairns travelers will experience a high speed catamaran excursion, a trip on a glass bottom boat and time to relax on the beach. Travelers will tour the Tjapukai Aboriginal Cultural Center and a Croc Farm, where they will view local koalas and talk to a wildlife naturalist.

After Cairns, the tour will travel to Sydney, the original English colony first settled in 1788 where there will be a guided tour of the Sydney Opera House, the National Opal Centre, and travelers will get a 24 hour Sydney Harbour cruise pass. The tour of Sydney will end

with a delightful dinner cruise.

From Sydney travelers will fly to the historic city of Christchurch, New Zealand known as "the Garden City" and enjoy dinner with a local family in their home. While in Christchurch there will be opportunities to visit the International Antarctic Centre and will have time to explore the city. The last stop of the tour will be Queenstown, with a short detour along the way at a Canterbury farmyard to watch a sheep shearing demonstration and a experience the breathtaking views of Mt. Cook.

Once in Queensland there will be a cruise through the Milford Sound with rock faces that rise nearly 4,000 feet on either side. Optional excursions will include a jet boat ride on the Shotover River and a "Journey through Middle Earth" where the movie Lord of the Rings was filmed. The tour will end with a breathtaking gondola ride to the Skyline restaurant overlooking Queenstown, Lake Wakatipu, and the mountains. This tour also offers the chance to extend the trip with a 3 night stay in Fiji.

For more information about this tour and others please go to [www.visaliachamber.org/travel](http://www.visaliachamber.org/travel).



Take a guided tour of the Sydney Opera House

## Visalia High Schools Adopt Kingwood High School in Texas

El Diamante High School, Golden West High School, Mt. Whitney High School, and Redwood High School, acting collectively through United Students Association of Visalia, is raising money to "adopt" Kingwood High School, one of the high schools hardest hit by Hurricane Harvey. Flood waters destroyed most of the high school's facilities along with books, athletic uniforms, the theater, musical instruments, classroom supplies, and more. The entire Kingwood High School student body and staff has been moved to another site for the 2017-18 school year where they share a campus with another school while Kingwood High School is rebuilt.

Staff members at Golden West High School were made aware of the situation at Kingwood High through a personal connection and wanted to help. Golden West ASB and staff members came up with the idea to "adopt" Kingwood High School and raise funds to donate to the school to help replace what was lost.

Golden West held an initial fundraiser by going around to classes and having students donate to the cause. In one day, the school raised over \$2000, which has already been donated to Kingwood High School's Annual Fund. In September, Visalia Unified School District's four comprehensive high schools began planning an even larger event. At the Cowhide and Battle for the Saddle football games on November 3, students will join together to collect money to go directly to Kingwood High School's Annual Fund, where the money will go directly to helping the students and teachers.

If you would like to participate in this event and contribute to the fundraiser, please contact Alex Gluckmann at [agluckmann@vusd.org](mailto:agluckmann@vusd.org).

## Century 21 Jordan-Link & Company Merges With Bakerfield Firm

Mike Allen, President-Owner of Century 21 Jordan-Link & Company announced the merger of his company with Century 21 Tobias Real Estate in Bakersfield, California.

The merger will join the two firms effective immediately giving Century 21 Jordan-Link & Company four offices covering two of the San Joaquin Valley's largest counties, Kern and Tulare, with more than 250 agents.

"We are very excited about expanding into the Bakersfield/Kern County markets and working with such great people like Scott and Darlene Tobias and the agents in the Bakersfield office. This merger clearly makes us the largest Century 21 franchise company in all the San Joaquin Valley, with the most geographical coverage. We will now be able to effectively serve and provide real estate solutions in every community in Tulare and Kern counties with greater combined resources and experience," said Allen.

Founded in 1976 by Bill Jordan, Century 21 Jordan-Link has offices in Visalia, Tulare and Porterville with more than 200 agents when purchased earlier this year by Managers Mike Allen of Visalia and Michael Gutierrez of Porterville.

Scott Tobias, a licensed broker since 1981, and his Realtor wife Darlene formed Tobias Real Estate in 2007. Scott is a Past President of the Bakersfield Association of Realtors, former District 12 Director for the California Association of Realtors and graduate of California State University of Bakersfield.

## Marine Band San Diego Concert in the Courtyard



You and your guest are cordially invited to attend. Proceeds go to support the upkeep and restoration of the three Visalia Veterans Murals. This event is free and open to the public. (donations accepted)

Visalia Convention Center Eucalyptus Courtyard 303 E. Acequia Ave. Visalia, CA 93291

Visalia Veterans Committee PO Box 4076, Visalia, CA, 93278

## Rawhide Announce Front Office Staff Changes

*Veteran Employees Cody Gray, Charlie Saponara to Transition Out, Jill Webb Promoted to Assistant General Manager*

The Visalia Rawhide announced today that two longtime Front Office employees, Assistant General Manager of Ballpark Operations Cody Gray and Assistant General Manager of Groups, Ticketing, and Events Charlie Saponara, are leaving the ballclub this offseason to pursue other endeavors. In conjunction with the announcement, Director of Sales and Marketing Jill Webb is being promoted to Assistant General Manager of the club.

"This is a bittersweet time for us in the Rawhide front office family. Charlie and Cody have been an integral part of the Rawhide family for almost 15 years combined, so while we're sad to see them go, we can't wait to see what they'll do next," said Rawhide General Manager Jennifer (Pendergraft) Reynolds. "Minor League Baseball is notorious for its high turnover rate for employees, and yet we've been fortunate to have had both Charlie and Cody working in great leadership capacity for years. We wish them the best of luck in their future careers and are incredibly supportive of their decision to take opportunities that will allow them to spend more time with their family."

Saponara plans to remain in the Visalia area with his wife & two young children. Gray intends to relocate to Wisconsin, closer to his Michigan roots, with his wife, where they plan to start their own family in the near future. Both are responsible for many of the improvements to Rawhide Ballpark over their tenures and have served critical roles in helping the Rawhide set attendance records in seven of the last eight seasons.

Webb has been with the Rawhide for four years and headed up the Sales and Marketing departments last season. Webb will now oversee the Ticketing, Events, Media, and Community Relations departments. Manager of Ballpark Operations Jerry Verastegui will now take over Facility Operations while Manager of Baseball Operations Julian Rifkind will supervise Clubhouse operations.

The Rawhide also announced that Orlando Mendoza, who served as the Assistant Clubhouse Manager for two seasons with the Rawhide, will begin a role as the Baseball Operations Coordinator. Mendoza joins a Front Office Staff that includes over 30 years of experience in Visalia.

The Visalia Rawhide now are gearing up for the 2018 season, which will be their 72nd at Recreation Park in Visalia. For more information visit [Rawhidebaseball.com](http://Rawhidebaseball.com) or call 559-732-4433. You can follow the Rawhide on Twitter (@VisaliaRawhide), Facebook (TheRawhide), Instagram (@visaliarawhide) and Snap Chat (visaliarawhide).



## HEALTHCARE NOTE

# What Does the Tulare County Public Health Lab Do?

The Tulare County Public Health Lab (TCPHL) has Public Health Microbiologists available on-call 24 hours a day and seven days a week to provide assistance to the health department, private medical community, and local first responders. The TCPHL performs a wide variety of clinical and environmental testing in support of the public's health and safety. Human specimens are tested for infectious diseases, like measles, pertussis, and tuberculosis. The lab tests animals for rabies, a disease that is found in bats, in particular, and is highly lethal if treatment is not initiated soon after a person is exposed. TCPHL assists with food recalls and tests food for agents of foodborne illness, like Salmonella, Shigella, and Listeria. The lab also tests dairy and water samples for quality.

As microorganisms that cause disease develop resistance to antibiotics or new methods to bypass our immune systems' defenses, new threats can emerge suddenly and spread quickly. If there is a new health threat, like Zika virus or avian influenza, Public Health Labs support public health responses and are often provided with tests approved under special emergency use authorizations. Outbreaks of unexplained illness mean their causes are unknown - Public Health Labs can help identify the causes to provide health professionals with



**Denise Lopez, MS, PHM**

*Public Health Manager  
Tulare County Health & Human Services*

the information they need to address issues as quickly and effectively as possible.

The success of the work that the TCPHL performs depends heavily on our public and private sector partners. Important partners include local hospital labs, first responders, commercial labs, other public health labs, the state lab, and the Centers for Disease Control and Prevention (CDC). The goal of these partnerships is to ensure that our communities' laboratory service needs are met.

Public health laboratorians also enjoy getting out of the lab and into the community by partnering with schools to

provide outreach to students and to encourage them to get involved in the STEM fields (Science, Technology, Engineering, and Mathematics). Public Health Microbiologists have served as science fair judges to our local schools and have given talks to future scientists of all ages. Each year, the TCPHL conducts a full-time, six-month training program to train local students to become certified PHMs. The lab also brings the community into the lab by offering job shadow and volunteer opportunities, lab tours, and internship opportunities through our partner, California State University, Fresno (Fresno State).

## CITY UPDATE

# Higher Education and Impact on Local Business

A city's relationship with their institutions of higher learning is a foundational piece of any municipality. Here in Visalia we're fortunate to have community and vocational colleges, and both public and private universities.

Education is vital to Visalia's well-being, as it helps fuel economic development and prosperity, ultimately providing a better quality of life for all citizens.

Visalia's oldest institution is the College of the Sequoias (COS). COS' admission season for Spring 2018 is underway and for those seeking to take their education to the next level, it's also Fall 2018 CSU/UC Application Workshops time. Thanks to COS initiatives like their Transfer and Career Center, students are guided through the process and even have the opportunity to take part in events like, "Careers and Coffee".

Visalia is also home to a variety of choices including, but not limited to, San Joaquin Valley College, Brandman University, Fresno Pacific University, University of Phoenix and the recently expanded Fresno State Visalia Campus.



**Warren Gubler**  
*Mayor, City of Visalia*

FSU's expanded offerings in Visalia include professional development and additional upper division courses. Community members can now take part in their Accelerated Bachelors Program, as well as their long-standing MPA program.

We welcome the growth of our institutions of higher learning here in Visalia. We know what a great place Visalia is to learn, work, build a family and enjoy life, and it's important that we continue sharing the story of educational success and how it boosts the level of economic activity.

When we do, we share how these institutions offer existing companies talent that helps them grow their business, while also positioning our City favorably for prospective new industry.

For more information visit [www.visalia.city](http://www.visalia.city) or email [communityfeedback@visalia.city](mailto:communityfeedback@visalia.city). To contact Mayor Gubler directly, email [warren.gubler@visalia.city](mailto:warren.gubler@visalia.city).



## THE LAW AT WORK

# Smoking and the Workplace



As the health consequences of smoking are now widely known, fewer people smoke now than probably ever before.

However, since some do choose to smoke, employers should be well-versed in the laws regarding smoking at work.

In 1995, California passed a uniform statewide ban on smoking in the workplace, with only a few limited exceptions. The law prohibits employers from knowingly permitting the smoking of tobacco products in an enclosed space at a place of employment. The "enclosed space" requirement includes lobbies, lounges, waiting areas, elevators and restrooms.

Employers must also ensure that nonemployees comply with the smoking ban as well. Thus, when an employer permits nonemployees to enter the workplace on a regular basis, the employer must post a "No Smoking" sign (if smoking is prohibited throughout the building) or a "Smoking is permitted in designated areas" sign at each entrance to the building.

As outlined previously, there are some exceptions to the workplace smoking ban. The following workplaces are exempt from the ban:

- 65% pf the guest room accommodations in a hotel/motel
- Meeting and banquet rooms in a hotel/motel, restaurant, or convention center, provided the room is not being used for exhibit purposes and food and beverage functions are not taking place
- Private smokers' lounges (cigar lounges)
- Retail or wholesale tobacco shops



**Brett T. Abbott**  
*Gubler & Abbott LLP*

- Cabs of motor trucks or truck tractors, provided no non-smoking employees are present
  - Warehouse facilities with more than 100,000 square feet of total floor space and fewer than 20 full-time employees
  - Private residences, except for residences licensed as day care centers, during hours of operations and in areas where children are present
- Finally, break rooms can be designated as smoking areas if the following conditions are met:

- An exhaust fan must divert air directly to the outside; air must not be allowed to recirculate back into the building
- The room must be located in a nonwork area where no one as part of his/her work responsibilities is required to enter
- There are sufficient non-smoking breakrooms to accommodate non-smokers

And what happens if an employer violates the smoking ban? First-time offenses carry a fine up to \$100, \$200 for the second, and \$500 for the third and subsequent violations in one year.

*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).*

# Internal Medicine Specialist Joins Visalia Medical Clinic

VISALIA – Lara Atchabahian, MD, internal medicine specialist, has joined Visalia Medical Clinic.

Dr. Atchabahian completed her undergraduate studies in biochemistry at the University of California, Los Angeles. She then went on to receive her medical degree from Keck School of Medicine at the University of Southern California and completed her residency program in Internal Medicine at Los Angeles County + University of Southern California Medical Center.

Dr. Atchabahian chose internal medicine because she wants to focus on disease prevention, she explained.

"I did my residency at Los Angeles County Medical Center. Most of our patients had no or limited access to primary care. As a result, many patients were living with chronic diseases that went undiagnosed for years until they presented to the emergency room with



Atchabahian

severely progressed disease," Dr. Atchabahian recalled. "I want to be at the forefront and prevent patients from becoming so acutely ill.

I appreciate the focus of internal medicine on treating the whole patient and the whole body."

Dr. Atchabahian and her husband were ready to trade the urban Los Angeles area for a more rural area when they discovered Visalia through friends.

"My husband and I are looking forward to our peaceful surroundings and are excited about our new adventures in Visalia," Dr. Atchabahian said. "I look forward to getting to know the community and developing strong bonds with all of my patients."

Dr. Atchabahian is now accepting new patients. For information, call 739-2000 or visit [www.vmchealth.com](http://www.vmchealth.com).



## EAST AFRICAN SAFARI ADVENTURE

Game-viewing drives in the Lake Nakuru, Serengeti, Tarangire and Amboseli National parks, Traditional Maasai village, Masai Mara game Reserve, Crater exploration at Ngorongoro Conservation Area

**Slideshow Presentation**  
on October 4th at 12:00 pm at Buckman-Mitchell

May 17-29, 2018

\$6474 per person

(double occupancy)

Features: 13 days, 32 meals, transportation to and from airports, Experience Safari Guide

LEADERSHIP VISALIA

Leadership Visalia Class Learns About Visalia Past, Present and Future



By Samantha Ferrera  
Tulare County Board of Supervisors

Two months after being accepted into the 2017-18 Leadership Visalia cohort, the day finally arrived for our first day session.

The topic of the day was Community Overview and we were ready to dive in. First up on the agenda was a walking tour of downtown Visalia led by our local Historian Laureate and Man of the Year, Terry Ommen. We made multiple stops on this tour and, at each stop, Mr. Ommen peeled back the layers of history and exposed us to what was happening in Visalia in the late 1800s and early 1900s. Not only did Mr. Ommen make the buildings come alive with his stories, but he also had photographs to give us a visual of what the buildings looked like during that time. I consider it a great honor to have had the opportunity to listen to his stories and be privy to his extensive knowledge of the history of Visalia. What stood out to me the most from the tour was the many details one notices when on foot versus when driving by in a car. I would encourage everyone to go for a walk in the downtown area and see just how many little historical details jump out at you that you would otherwise miss.

Our morning tour set us up nicely for our afternoon where we heard from members of the community about what is currently going on in Visalia. Our afternoon speakers included Donn Ritter (retired UPS and SJVC), Connie Conway (former State Assemblywoman), Paul Bernal (City of Visalia), Devon Jones (City of Visalia), and Nicola Wissler (Visalia Chamber). While they each have different backgrounds and are involved in different aspects of the community, they inspired us to leave Visalia a better place than we found it by getting involved in the community in one way or another.

The lesson that I took away from our afternoon speakers was that there are great people and organizations out there working to make Visalia a better place by giving back and creating opportunities for others. Visalia is filled with passionate and engaged individuals and this day session, organized by the Chamber, exposed us to some of the folks out there working to make Visalia a true community for us all. I think I can speak for the group when I say that this session only made us hungry for more.



Visalia Rotary Announces First Showcase 2017

The Rotary Club of Visalia will hold its first Showcase fundraiser event, featuring pianist and entertainer Tim Buie, at the Wyndham Hotel on Friday, Nov. 10.

Showcase will raise funds through the dinner-dance, a silent auction and door prizes, with all proceeds going to benefit community causes and organizations ranging from The Rotary Respite House and high school scholarships, to clean drinking water, the eradication of polio, the Ruth Wood Hospice House and more.

"Rotary's international mission is to work together to find solutions to community problems, provide humanitarian aid and promote goodwill and peace," explained Rotary Club of Visalia president Jon Preece. "With this fundraiser, people who are not Rotarians can help us build a stronger community while enjoying a great evening of music, comedy and dance."

Entertainer Tim Buie has been performing around the world for over 30 years. He plays and sings jazz, rock, classical, country, oldies, blue grass and more, and frequently supports fundraisers for causes such as tsunami relief, the Blind Children's Fund and the American Alzheimers Foundation.

Showcase 2017 begins at 5:30 p.m. Tickets are \$60 per person. To purchase online, visit visaliarotaryclub.com. For additional information, contact Paul Hurley at 740-3677 or email paulhurley@gmail.com.

COS Offers Microsoft (continued from page 2)

A need exists in the business community for various computer skill training and the Training Resource Center's goal is to provide valuable training to Tulare and Kings county businesses. This propelled them to offer these classes. One student at the April 2017 Basic Excel class said that the class was "very thorough and goes at a good pace, which allows everyone to keep up". Another participant said that the class was good and they feel like they can start using Excel now.

These classes are designed for those who need to learn the fundamentals of two of the three most used Microsoft Office programs. The Excel classes will go over a combination of charts, conditional formatting, formulas and more. The Intermediate Microsoft Word class will go over mail merge, tracking changes, table of contents and more. They are hands-on classes and participants will be learning the program on a computer, following the trainer. There will be time to practice what participants are learning with the trainer present, so that questions may be asked. For more information or to register, please visit our website at www.cos.edu/trainingcenter. For questions, please call us at 559.688.3130.

Visalia Young Professionals Meet to Build Their Networks



The Visalia Young Professionals Network is hosting the 2017 Fall Networking mixer on November 2nd at

The Planing Mill Artisan Pizzeria. The purpose of the quarterly networking mixers is to provide young professionals in and around Visalia an opportunity to grow their personal and professional networks. The hope is that, as young professionals grow their network, they will put down roots in the community and help provide energy and new leadership for the city.

The fall mixer is being hosted by The Planing Mill Artisan Pizzeria at their new location, 778 E. Center Ave. Owner Tim Lewis has been a longtime supporter of the Young Professionals Network, and offered the restaurant as an event location before the doors officially opened on September 1. Planing Mill will be providing appetizers and drinks will be sponsored by 4Creeks and 4Creeks Global. Component Coffee Lab will also be at the mixer serving up delicious coffee creations and providing a door prize.

At each of the Young Professional Network mixers a non-profit organization is invited to attend and talk about their mission and how young professionals can get more involved, whether it be as a volunteer, a board member, a donor, or in other ways. The fall mixer will feature Gloria House, a new organization that addresses the runaway and homeless youth epidemic by providing emergency shelters and vital services to youth who have been abused, abandoned, trafficked, and exploited.



The mixer will be held on Thursday, November 2nd from 5:30 - 7:30 pm. The event is 21+ only and the cost is \$10.00. Tickets can be purchased at the door or online at www.visaliachamber.org/ypn.

Host Your Office Party, Birthday Party or School Holiday Party On The Ice!

Host Your Office Party, Birthday Party or School Holiday Party On The Ice!

The Visalia Parks and Recreation Department is pleased to announce the return of the Central Valley's only outdoor skating rink – Host Your Office Party/6



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FOR MORE INFORMATION OR TO DOWNLOAD AN APPLICATION GO TO WWW.VISALIACHAMBER.ORG/EMERGE

APPLICATION DEADLINE IS NOVEMBER 17, 2017



559 | 734-5876  
222 N. GARDEN STREET, STE. 300  
VISALIA, CA 93291



# Host Your Office Party

(continued from page 5)

Ice Skate Visalia! This outdoor winter wonderland will be located in Downtown Visalia at Garden Street Plaza and opening day is set for Saturday, December 2nd for public skate from 2 p.m. to 8 p.m.

In addition to public skate days throughout the month of December and into the first week of January, the public can also book their holiday office or business parties, school holiday parties or even a child's birthday party with Ice Skate Visalia.

Holiday office parties are available for bookings Monday through Friday from December 4th through December 8th and December 11th through December 15th from 6 p.m. to 9 p.m.

Cost to book a 3 hour party is \$200 for up to 50 guests; \$250 for 51-100 guests; \$300 for 101-150 guests and \$350 for 151-200 guests. Skate rental and tables and chairs for up to 100 guests included in the fees. Additional fees for alcohol permits with private rentals. To reserve your party today, call (559) 713-4365 or email recreation@visalia.city. For more information on public skate times, special event movie nights and private rentals, visit [www.iceskatevisalia.com](http://www.iceskatevisalia.com).

**CLIP & SAVE**

**CALENDAR - NOVEMBER 2017**

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
			1	2 YPN Networking Mixer, Planing Mill Pizzeria, 5:30 pm	3	4
5	6 Visalia City Council Meeting	7	8 Candidates College Visalia Unified School District Office, 6:00 pm	9 Business After Hours Tulare Outlet Center, 5:30 pm	10	11
12	13	14 Chamber Government Affairs Committee Meeting, Buckman-Mitchell Office, 7:15 am	15 Candidates College City Council Chambers, 6:00 pm	16	17	18
19	20 Visalia City Council Meeting	21	22	23 Chamber Office Closed for Thanksgiving Holiday	24 Chamber Office Closed for Thanksgiving Holiday	25
26	27	28	29	30		

## Visalia Chamber of Commerce to Host Candidates College

In an effort to encourage leaders to run for local office, The Visalia Chamber of Commerce will host a Candidates College on November 8th and 15th from 6:00 - 8:00 pm. Candidates College provides a nonpartisan, fact based learning opportunity to those who may be interested in serving in an elected or appointed position.

Strong leadership is vital to the success of any community. Visalia has been lucky to have many strong leaders who have dedicated their time, talent and resources as elected leaders to pave a path for our city. However, for many, the thought of running for elected office is daunting. Many community members have expressed an interest in becoming more engaged in the political process, potentially running for elected office, but are overwhelmed or under educated about the process and the realities of elected office.

Two sessions will provide participants with real world skills and techniques when considering running for public office. During the first session on November 8th the Candidates College will be hosted at the Visalia Unified School District Board Room located at 5000 W. Cypress Ave. This session will focus on understanding the current political landscape and will cover the following topics:

- Current issues facing business
- Appointed and elected ways to serve
  - City, County, Hospital, School, Sheriff, DA, State, Federal

■ Terms, requirements, and fees

Additionally, there will be a panel of individuals who have run past campaigns who will discuss financing, fundraising, and building a campaign team.

On November 15th the Candidates College will be hosted at the Visalia City Council Chambers located at City Hall West, 707 W. Acequia Ave. This session will feature a panel of past and current elected officials who will discuss topics including:

- Coalition building
- Crafting and delivering an effective message
- Talking with the media
- Realities of being an office holder

Panelists will include: Connie Conway, Amy Shuklian, John Crabtree, Warren Gubler, and Basil Perch.

The Candidates College is open to anyone interested in learning more about the local political landscape and the process of becoming an appointed or elected official. The two-part series will cost \$40 for both sessions, and space is limited.

To register for Candidates College go to: <http://www.visaliachamber.org/candidates-college/>

**CANDIDATES COLLEGE**

THE CANDIDATES COLLEGE PROVIDES EDUCATION TO COMMUNITY MEMBERS WHO MAY BE INTERESTED IN SERVING IN AN ELECTED OR APPOINTED POSITION.

THIS IS A NON-PARTISAN FACT BASED LEARNING OPPORTUNITY.

**TWO PART SERIES - \$40 for both sessions**

<p><b>November 8, 2017</b> 6:00-8:00PM at the VUSD Board Room</p>	<p><b>November 15, 2017</b> 6:00-8:00PM at the City Council Chambers</p>
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FOR MORE INFORMATION CONTACT THE VISALIA CHAMBER OF COMMERCE 559| 734-5876 OR WWW.VISALIACHAMBER.ORG

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