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Business Update

AWARD-WINNING MONTHLY PUBLICATION OF THE VISALIA CHAMBER OF COMMERCE



UPCOMING EVENTS

- JULY 10:**
Government Affairs Committee
Time: 7:00 am
Location: Buckman-Mitchell Office
- JULY 11:**
Emerge Class - What is Entrepreneurship
Time: 6:00 pm
Location: COS
- JULY 12:**
Travel Presentation Florida Adventure
Time: 12:00 pm
Location: City of Visalia Administration Building
- JULY 12:**
YPN Meet Up
Time: 5:30 pm
Location: BarrelHouse Brewing Co.
- JULY 14:**
YPN Kickball Game
Time: 10:00 am
Location: Plaza Park
- JULY 24:**
Business After Hours
Hosted by Southside Plaza
Time 5:30 pm
Location: 3302-3350 S. Mooney Blvd.
- JULY 25:**
Stop Harassment Workshop
Time: 7:30 am
Location: Lamp Liter Inn
- JULY 25:**
Emerge Class - Proof of Concept/ Business Plan Overview
Time: 6:00 pm
Location: COS
- JULY 26:**
Visalia Chamber Ambassador Breakfast
Time: 8:00 am
Location: Visalia First Assembly

PRESIDENT'S CORNER

Awards Recognize the Heart Behind Visalia Business

On Thursday, June 14, the Visalia Chamber of Commerce held the 65th Annual Awards Celebration at the Visalia Convention Center. This long standing event is an opportunity for us to join together as a community and celebrate the best of Visalia. For many, this event is about seeing the good, celebrating the best and remembering that together, we have and will accomplish great things. Our community is full of talented and dedicated individuals and successful businesses, so to be nominated for an award and celebrated that night is a true honor. I personally want to congratulate all of the nominees, as well as the winners.



Gail Zurek
Visalia Chamber President & CEO

Recognized and honored were the Small, Medium, Large and Non-Profit Businesses of the Year as well as Young Professional and Man and Woman of the Year. These individuals and businesses have joined a prestigious list of previous winners. It is not uncommon for businesses to use this honor in advertising and I am pleased when they do. This event and these awards are a wonderful reminder that there is more to business than a transaction. The truth of the matter is, these businesses, our business community, is how we have built such a strong and successful community.

More than 600 people attended the event to find out who the winners were. During the evening guests were able to mingle and network while enjoying all of the beautifully decorated tables. Each table was decorated by one of 60+ local businesses, showing once again how diverse and supportive the business community of Visalia is when it comes to honoring their peers. This year, two businesses won table decorating awards, the Best Themed table was decorated by the Parks Visalia Assisted Living who decorated the table with a picnic theme including baskets, wine and flowers. Best Overall Theme went to the Wyndham Hotel for their beautiful table.

In addition to the community and business awards, the Annual Awards Celebration is the time when the Chamber's leadership team transitions. Nathan Halls completed his term as chair of the Chamber's Board of



Directors and introduced the new chair for 2018-2019, Karen Gross, Owner, State Farm Insurance. Mrs. Gross introduced the incoming board members including: Matt Ainely (4 Creeks Inc.) Michael Ashoori, (Ashoori & Co. Jewelers), Brent Calvin (College of the Sequoias), and Richard Feder (Visalia Mall).

The Chamber also took time to thank the outgoing board members for their time and support of the Chamber and our mission. Thank you to William Martin (Martin & Martin Enterprises), Stan Carrizosa (College of the Sequoias), Vincent Salinas (Business Consultant), Patrick Salazar (State Farm Insurance).

The Chamber is blessed with powerful, thoughtful and dedicated board members. While it is always sad to see board members term out, it is wonderful to see new members add to the leadership of our Chamber. Our success is a direct result of their strategic leadership.

The Chamber would like to thank everyone involved in putting this event together including: the Business Selection Committee, Event Committee, Man & Woman Selection Committee, MSI, Visalia Marriott, Golden West High School Jazz Band, Tropics by Design, Redwood High School Film Production, and the Visalia Convention Center. The Chamber is proud to be able to put this event together, and plans to continue to create events and opportunities for business leaders and community leaders to build strong relationships.



Woman of the Year

Dena Cochran

Dena Cochran has been an active member of the Visalia community for more than 3 decades. Since 1985, Dena has been the Vice President of Development at Kaweah Delta Health Care District where she has helped to raise over \$58 million for the hospital. This money has helped Kaweah Delta fund the Sequoia Regional Cancer Center, the Acequia Wing, the Helipad, and many other projects including new equipment, training and scholarships for professional staff. Under Dena's direction, the hospital was awarded the Foster McGaw Prize for excellence in community outreach, awarded by the American Hospital Association. One of Dena's legacies will be her vision and leadership in the funding and construction of Quail Park.

Among her other accomplishments, Dena is a certified fundraising executive and Fellow of the Association for Healthcare Philanthropy where she has presented at several regional and national AHP conferences and served as a mentor to those entering the field. Dena is also a member of the Northern California Planned Giving Council.

Beyond her impact on the community through her work at Kaweah Delta, Dena has served on many local boards including as a member

of the Visalia Chamber of Commerce Board of Directors, the Friends of the Fox Board, Medical Advisory Board for the Lifestyle Center and Visalia Community Bank. She is a long-time member of the Visalia Downtown Rotary, and has served as a member of the City of Visalia General Plan Update Committee and the COS Measure I Bond Citizen's Oversight committee. Dena also took a lead in the organization of a community-based task force and led the campaign to raise over \$250,000 to build a city skate park in partnership with the City of Visalia. In 2000 she was named the "top Ten Business/Professional Women of the Year" by the Marjaree Mason Center in Fresno.

Dena is married to Richard Cochran, a local attorney. After her retirement this year, Dena plans to spend time with her two daughters, Claire and Courtney and her three grandchildren.



Dena Cochran and 2017 Woman of the Year Kathleen Remillard

Man of the Year

Sam Logan

Sam Logan is a Veteran of the United State Navy serving from 1962 - 1969 in Vietnam, and is a Life Member of Am Vets Post 26. By trade, Sam Logan is a Wealth Management Advisor and has been the Vice President at Merrill Lynch for more than 20 years. He has a Security and Exchange License - Series 7, Series 63 and Series 65 and has had a California State Insurance license since 1992.

In his spare time, Sam spent countless hours giving to the Visalia Community. He has served on a number of Non-Profit Boards including the Visalia Chamber of Commerce, CASA of Tulare County, United Way of Tulare County, Arts Visalia, Tulare County Symphony League, Hospice of Tulare County and many more. Sam has also volunteered his time at the World Ag Expo, cleaned up freeways with Rotary, painted homes for Habitat for Humanity and sorted food for Food Link of Tulare County. Many who know Sam will tell you that they appreciate his past civic leadership, including serving on the Visalia Planning Commission and the Citizens Advisory Committee for the City of Visalia.

Sam has a great love for children. Sam has served as a Cub Pack Master and Boy Scout Master, taking boys on numerous camp outs

and hikes. He has also served as a "Mentor/parent helper" for Science Olympiad teams, speech teams, band boosters, and track and cross country teams. Sam has even worked with the Tulare County Sheriff's Explorer Scouts as a Santa Claus. Sam and his wife, on multiple occasions, have helped to fulfill bucket list wishes for Rotary exchange students, including trips to the Grand Canyon and to the Miss California Competition.

Sam has been married to the love of his life, Marie Logan for 51 years and is the proud father of Jennifer Logan and Sam Logan.

Sam Logan stands out as a very special person who loves Visalia, has a passion to help others, and a willingness to step up to the plate with his time and talents.



Sam Logan and his wife, Marie Logan

Young Professional of the Year:

Cody Stephens

This year's Young Professional of the Year has been described as focused, enthusiastic and passionate.

Cody Stephens is the Co-Founder/Vice President and CFO of Amplify Inc, a start-up website development and marketing company. In this role, Cody works with both for-profit and non-profit organizations, helping them build their business and promote their services in an affordable way.

Outside of his work with Amplify, Cody has engaged with our community through the County Center Rotary. One local Rotarian noted that, "Cody is a bridge between the Millennials, Gen Xers and Baby Boomers. He is able to see the worth of each person's contributions and goes out of his way to find ways to connect people to others of all ages." Cody has been a presenter at various Rotary leadership trainings, and has helped organize the mentorship day at Green Acres Middle School. Additionally, he is the Chair of the El Diamante Interact club which promotes community services to the 70+ members of the club. This club was recently awarded the

2017 Interact Club of the Year after completing 18 service projects.

In addition to his work with Rotary and the Interact club, Cody is the link between Rotary and the COS Rotaract Club, where he is a full-time student. Working with COS leadership, Cody has led many projects that have impacted both COS students and the community of Visalia.

Cody is married to his lovely wife Sara and they have a beautiful daughter Josie. The Chamber would like to congratulate Cody on being named Young Professional of the Year and we hope to be able to follow his journey as he grows his business and expands his engagement in our community.



Cody Stephens and his family

VISALIA CHAMBER OF COMMERCE MISSION ICONS



Catalyst for Change



Community Convener



Champion for Business

Central Valley Community Bank Announces North And South Valley Team Leaders: Toni Taboada And Judy Silicato



Toni Taboada
Vice President,
Community Banking
North Valley
Team Leader

James M. Ford, President and Chief Executive Officer of Central Valley Community Bank (Bank), is pleased to announce the promotion of two new Community Banking Team Leaders for the North and South Valley regions: Toni Taboada, Vice President, Community Banking North Valley Team Leader and Judy Silicato, Vice President, Community Banking South Valley Team Leader.



Judy Silicato
Vice President,
Community Banking
South Valley
Team Leader

“We are pleased to have Toni and Judy lead the North and South Valley Community Banking teams. They both possess extensive experience in banking, knowledge of their respective regions, and proven management and customer relationship skills that will support our growing customer base and will assist in expanding our Company’s presence in these important regions,” said James M. Ford, President and CEO of Central Valley Community Bancorp and Central Valley Community Bank.

With nearly 40 years of banking and lending experience, Toni Taboada previously served as Vice President, Branch Manager of the Stockton and Tracy offices. In her new role as Community Banking North Valley Team Leader, which encompasses San Joaquin, Stanislaus and Merced Counties, Taboada is responsible for overseeing the Stockton, Lodi, Modesto and Merced offices in addition to continuing to serve as Branch Manager of the Stockton office. Taboada can be reached at (209) 644-7815.

A seasoned banker with over 40 years of banking and lending experience, Silicato has served as Vice President, Branch Manager of the Floral office since 2013, in addition to serving in interim Branch Manager positions for other offices in the Visalia area. In her new role as Community Banking South Valley Team Leader, which encompasses Tulare County, Silicato is responsible for overseeing the Mission Oaks, Floral and Exeter offices and ensuring branch team needs are met in addition to continuing to serve as the Floral office and Exeter office Branch Manager. Silicato can be reached at (559) 625-8733 Ext. 6213.

Walmart Chooses Brandman University For New College Credit Program

Walmart unveiled a new associate education benefit aimed at removing barriers to college and graduation.



Brandman University is one of three higher education institutions chosen to provide the benefit.

“Degrees will be offered through the University of Florida, Brandman University and Bellevue University – nonprofit schools selected for their focus and strong outcomes on serving working adult learners,” according to Walmart’s official statement. Arrangements were made in partnership with Guild Education, an education benefits platform that already includes Brandman as an option for other partners in its program.

Walmart made its choices based on affordability, relevance, accessibility and the kind of support students would receive both from Guild and the universities.

Additional information can be found on the Walmart blog.

About this publication ...

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Non-Profit of the Year Happy Trails Riding Academy

Happy Trails Riding Academy is a premier accredited program which enriches the lives of children and adults with physical, cognitive and emotional disabilities, through equine facilitated therapy. Happy Trails was founded in 1983 and has grown to be a 25 acre facility which was able to provide 1,985 therapeutic lessons in 2017. Those lessons would not have been possible without nearly 11,000 volunteers hours.

Happy Trails currently offers five different activities/therapies. These services account for over 100 hours per week of therapeutic instruction. The variety of programs offered at Happy Trails allows participants to progress toward additional challenges. Therapeutic riding gives young riders the opportunity to be like everybody else, to be as independent as possible and be successful in an exciting activity. For the thirteenth year in a row, Happy Trails has increased the number of rides offered, and they have been able to serve 13 different Central Valley communities including; Lindsay, Porterville, Exeter, Dinuba, Lemoore, Tipton and Fresno.

Happy Trails relies on approximately 90+ volunteers each week. In addition to the regular volunteers, Happy Trails works with local churches, community service clubs, high schools and middle schools to complete projects at their facility. They also have a



strong partnership with Tulare County Health and Human Services and Tulare Youth Services Bureau providing opportunities to foster youth and children with mental health issues. Happy Trails provides a safe, nurturing and peaceful environment where the kids can be successful and feel comfortable opening up. They also have partnered with local veterans groups and other non-profits to host events.

The goal for Happy Trails is to continue to expand their services, strengthen collaborations and further develop their facility. The Chamber would like to congratulate Happy Trails on their success, and wishes them continued success in the years to come as they serve a very important group within our community.

Large Business of the Year Tucoemas Federal Credit Union

The mission of Tucoemas Federal Credit Union is to seek opportunities to provide financial product, services and education to those in our community that might not otherwise be seen as worthy investments. To that end, activities that might “exceed the mission” of other organizations are really at the heart of the mission of Tucoemas. Below are a few examples of programs that show how they go above and beyond.

Tucoemas is been a proud sponsor of Visalia SOUP hosted by the Visalia Chamber of Commerce. This program provides an opportunity for innovative individuals and groups hoping to impact Visalia to receive feedback, direction and financial support from the community. Tucoemas has partnered with Helping One Woman, a movement that seeks to identify women in need in the community and raises funds to support them. Tucoemas has sponsored events and donated dog and cat food to the Valley Oak SPCA. And you could not talk about Tucoemas contributing to the community without mentioning the Hats for Hope campaign. For nine years, Tucoemas leadership staff and members purchased yarn and looms and crocheted over 10,000 hats for cancer patients in the community.

They are one of a select number of institutions in the United States recognized for their Empower Project. The project is aimed at creating financially stable families in fragile communities. The project is a partnership with Neighborhood Church and the Houston



community project.

Internally, Tucoemas is providing opportunities for employees to grow and participate in the leadership of the organization. The Upstanders Team act as liaisons between staff and leadership, and work to inspire and encourage the teams throughout the credit union, and last year Tucoemas invested over \$80,000 for training and development for the staff. Additionally, Tucoemas works to support the families of employees by providing a Family Day, an extra full day of vacation to be spent with family.

The Visalia Chamber would like to congratulate Tucoemas Federal Credit Union on being chosen as Large Business of the Year and encourages them to continue to be innovative with their employees and generous to the community.

Medium Business of the Year Best Buy Market IGA Visalia

Best Buy Market Visalia has been in business for 19 years. During that time, owner Skip Nugent has ensured that the store and its employees actively participate in the community. The Best Buy Market mission is, “Nothing small about us, big hearts, and big smiles. Treating customers right 365 days a year”.

Big hearts takes a on a special meaning for the Best Buy Market family. One of the main causes that Best Buy Market supports is the Happy Hearts Foundation. For 16 years, Best Buy Market has hosted multiple events and campaigns to raise funds for the Happy Hearts Foundation, which raises money for the pediatric unit at Valley Children’s Hospital. In recent years, Best Buy Market has hosted a Poker Run, a car show in partnership with Ed Dena’s Auto Center, a golf tournament and sold decals in their store. In 2017, they raised close to \$150,000 dollars, and overall they have raised more than 1.4 million dollars. In addition, Best Buy Market has supported the Elks Lodge Easter Egg Hunt, the breakfast Lions Club golf tournaments, Oktoberfest and the Christmas Tree Auction for the Visalia Chamber of Commerce and various veterans projects here in Visalia.

As an independently owned grocery store, Best Buy Market is committed to promoting local products as often as possible. From locally grown produce, dairy and meats to products produced locally, Best Buy Market works to help local farmers and entrepreneurs to



succeed. The store recently was recognized for being innovative. Recently, they implemented “Save Time”, an online app that allows shoppers to order their groceries, and then tell the staff when they would like to pick up the groceries. While this concept is not new to the larger grocery chains, Best Buy Market is one of the first independently owned stores to implement this new technology and embrace the trend. Another great aspect of Best Buy Market is that they offer their employees 401k, and health insurance benefits and work hard to promote from within, providing job security and opportunities for growth.

The Chamber would like to thank Best Buy Market for their commitment to innovation and support for local products and causes.

Small Business of the Year Zeeb Commercial Real Estate

Zeeb Commercial Real Estate has been doing business in Visalia for more than 30 years. The mission of the company is to further enhance the community of Visalia through broad based community support and Economic Development fostered through successful commercial real estate transactions benefitting all parties. Although Zeeb Commercial Real Estate is a small office of just seven team members, they have been able to accomplish their mission and make a big impact on the community.

In total, the Zeeb Commercial Real Estate team has held positions and volunteered with more than 20 non-profit and community organizations. Many of these experiences have involved working with youth through mentoring and coaching, which they feel helps to build a strong Visalia. Some of the youth focused organizations include: Golden State YMCA, Live Oak District Boy Scouts, Exeter Boys and Girls Club, Visalia ASA Softball, Mt. Whitney Jazz Band and the Cystic Fibrosis Foundation. Beyond helping the youth of our community, Zeeb Commercial Real Estate has taken an active role in the Realtor community, providing leadership by serving with the Tulare County Association of Realtors, Northern California Commercial Association of Realtors and the Commercial Real Estate Women group.



It might be hard to image how all of this volunteer work is accomplished in a small, very successful office. The answer is, owner Martin Zeeb allows his employees extremely flexible use of time off so that they can accomplish their service in the community. Additionally, Zeeb Commercial Real Estate rewards its hard working employees with bonus packages, fellowship retreats and meals as well as favorable commission splits that have been adopted by other local companies.

On behalf of the more than 20 local organizations served by the Zeeb Commercial Real Estate Team, the Chamber would like to thank them for their hard work and commitment to enhancing the community of Visalia beyond just successful real estate transactions.

Starting July 16, Kaweah Delta’s Emergency Department Expansion Will Impact Parking

Hospital visitors’ best bets for parking will be free valet parking or city parking structures

Beginning Monday, July 16, Kaweah Delta will take the next step in nearly doubling the size of its Emergency Department (ED) and waiting area to meet the needs of a growing community. This phase of construction will result in changes to parking in and around the downtown Visalia medical center.

This phase involves new construction onto a portion of the hospital’s main parking lot off of Mineral King Avenue. In order to proceed with construction, parking spaces in the hospital’s main parking lot will be reduced, however the lot will remain open for:

- Emergency department patients
- Labor and delivery patients
- 20-minute patient drop-off

During construction, hospital visitors are advised to either:

- Use Kaweah Delta’s free valet parking service, which is available from 9 a.m. to 6 p.m. on weekdays and from 11 a.m. to 7 p.m. on

weekends at the hospital’s main entrance off Mineral King Avenue. It is free, fast, convenient and cars are parked in secure, guarded areas.

■ Park in one of the city’s two parking structures, which offer free all-day parking, directly to the east of the hospital on Willow Street and to the north of the hospital on Acequia Avenue.

In anticipation of construction, Kaweah Delta has worked with City of Visalia officials to increase all-day parking in the city’s parking structures. Kaweah Delta is also exploring options to acquire properties around the downtown hospital in an effort to replace the permanent loss of parking that will result from expanding the ED.

The multi-phase project is expected to be complete in the Summer of 2020. It will nearly double the number of patient beds, increase the size of the ED waiting room, and incorporate a new “fast track” area that will allow patients to be more quickly screened. For more information, visit www.kaweahdelta.org/more.

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.

- **CENTRAL CALIFORNIA BLOOD CENTER**
559-302-1300
Health
- **DUNN EDWARDS CORP**
916-207-3634
Building Materials, Supplies & Services
- **FELLOWSHIP OF CHRISTIAN ATHLETES**
805-801-2617
Religious
- **GSO - A GLS COMPANY**
800-322-5555
Parcel Delivery & Courier Services
- **MCDERMONT VENTURE, INC. (DBA MCDERMONT X)**
559-562-3326
Health
- **ROUNDTABLE PIZZA**
559-625-5030
Restaurants
- **SEQUOIA BREWING CO., LLC**
559-434-2739
Beverage & Bottling Companies
- **SHERRI SMITH/FAMILY HERITAGE LIFE INSURANCE**
559-972-6492
Insurance

- Care at the Courtyard*
- CASA / Court Appointed Special Advocates of Tulare County
- Central Valley Christian School*
- Central Valley Community Bank
- Chicago Title*
- Chimienti & Associates Insurance Services*
- City of Visalia*
- Clark Pest Control*
- Colima Mexican Restaurant*
- Compac*
- Country Club Cleaners*
- CRS Farming, LLC*
- Dan Freitas Electric, Inc.*
- Derrel's Mini Storage
- Family Services of Tulare County*
- Forcum/Mackey Construction*
- Franey's Carpet One Floor & Home Design Center
- Frank's Appliance Sales & Service*
- Frazer, LLP
- Genesis House
- Gerald M. Schneider, D.D.S.*
- Gilman Harris Travioli Slover*
- Goodies Cookies & Specialty Cakes
- Gropetti Automotive*
- Hampel Security Consulting, Inc.
- Hocking, Denton, Palmquist & Company
- Houk & Hornburg Inc.
- IDEA! Printing & Graphics
- Integrated Vision Care Optometry
- International Agri Center*
- J.C. Lansdowne, Inc.*
- J.R. Nelson's Roofing, Inc.*
- Jim's Formal Wear*
- Kentucky Fried Chicken - Noble
- Lawrence Tractor Company
- Mangini Associates, Inc.*
- McAuliff & Wood Orthodontic Specialists*
- Medicine Shoppe #917
- Miller Memorial Chapel
- Miracle-Ear
- Mitchell Insurance Services
- NAMI Tulare County
- Newmark Grubb Pearson Commercial*
- Pacific Capital Strategies, Inc.
- Pacific Employers*
- Pacific Southwest Container*
- Paradise Aquatech Pools, Inc.
- Park Visalia
- Pine, Pedroncelli & Aguilar, Inc.*
- Pioneer Nursery*
- Proteus, Inc. Employment & Training*
- Provost & Pritchard Consulting Group
- ProYouth
- R-N Market
- Redwood Veterinary Hospital*
- Ruddell, Cochran, Stanton, & Bixler, LLP
- Sciacca & Company, C.P.A.'s
- Scott, Mainord Langley & Simmons, Inc.*
- Sequoia Foot Care Group
- Sequoia Parks Conservancy*
- Serpa Packaging Solutions*
- ServiceMaster by Benevento*
- Sherman & Associates*
- SinglePoint Outsourcing, Inc.
- SJVC / San Joaquin Valley College, Inc.*
- Smart & Final
- Spirit 88.9 (formerly KDUV)
- Summerfield Apartments
- Transitions Children's Services*
- Tulare County Association of Realtors, Inc.*
- Tulare-Kings Right To Life*
- Tule River Tribe Eagle Mountain Casino*
- Valley Industrial & Family Medical Group
- Valley Steel Construction*
- Vintage Press Restaurante
- Visalia Citrus Packing Group, Inc*
- Visalia Family Practice*
- Visalia Medical Clinic*
- Visalia Plumbing*
- Vollmer, Daniel, Gaebe & Grove, CPAs*
- Voltage Multipliers, Inc.*
- Westamerica Bank
- WIB / Workforce Investment Board of Tulare County
- Williams, Brodersen & Pritchett LLP
- World Wide Sires
- Zeeb Commercial Real Estate*

*Indicates membership in the Visalia Chamber 110% Club.

Renewing

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

- A & W Drive In
- ABLE Industries
- Alex's Paint & Body
- American Ambulance of Visalia*
- Auto Oil Changers
- Bastrire Edwards, CPAs
- BJ Perch Construction Inc.*
- Bruce Evans Property Management*
- Bryan Company
- Buckman-Mitchell, Inc.*
- Burgundy House Apartments

GROUNDBREAKING • GRAND OPENING • RIBBON CUTTING • CEREMONIES



Groundbreaking

VUSD - New Elementary School

Corner of Ferguson & Denton



Ribbon Cutting

Oak Street Studios

309 W. Oak Ave • Visalia • (559) 901-5402



Groundbreaking

Visalia Emergency Aid Council Food Pantry

217 NE 3rd St. • Visalia • (559) 732-0101



Ribbon Cutting

FastSigns

3833 W Caldwell Ave • Visalia • (559) 571-2600



Ribbon Cutting

McDermont X

365 Sweetbrier Ave. • Lindsay • (559) 562-3326



Ribbon Cutting

SUNMED Health & Weight Management

5510 Avenida de los Robles • Visalia • (559) 972-7771

BOARD SPOTLIGHT

Mary Alice Escarsega-Fechner



Escarsega-Fechner, Executive Director of CSET

Mary Alice Escarsega-Fechner is the Executive Director of CSET. She has been a Chamber Board Member for four years.

■ **Why is it important to be a Chamber member?** The Chamber serves as an advocate for local businesses and can connect businesses with valuable information to promote their business services and help grow their business. Membership in the Chamber further provides businesses a credible place to hear about legislation that may affect the business landscape or may create new opportunities they may want to explore.

■ **What brought you to Visalia?** I grew up in the community and was excited to come home to live after college.

■ **What is your favorite thing about your job/company?** CSET is an amazing place to work where individuals share a passion for making a difference in our community and are committed to facilitating quality programs. We are a non-profit agency established to fight America's War on Poverty. The work is fast paced and I enjoy the diversity of individuals and partners we have the opportunity to partner with to explore new projects and positively impact our community.

■ **What is your favorite place to go in Visalia when you are not working?** I love our coffee shops and restaurants. I believe we are very blessed in Visalia to have so many wonderful establishments that are locally owned. I also enjoy going to the movies.

■ **What is your favorite charity or local cause?** There are too many to choose from. I enjoy partnering with many of my colleagues in the non-profit world. I believe working together anything is possible.

■ **What is your best advice for young professionals?** Take advantage of the wonderful leadership programs in our community. These opportunities allow you to meet new people, develop your professional skills and help you explore opportunities to make a difference in our community.

■ **What is your favorite quote?** "Love recognizes no barriers. It jumps hurdles, leaps fences, penetrates walls to arrive at its destination full of hope." - Maya Angelou

AMBASSADOR SPOTLIGHT

Rachel & Samuel Ingram



Rachel & Samuel Ingram, TechCare360

Rachel & Samuel Ingram are the Founders of TechCare360, which they started 5 years ago. Most businesses are frustrated because they lose time and money dealing with broken technology. Our three-step plan has helped many companies

take that worry off their plate, so they can focus on what they do best! Imagine being able to get your work done without technology getting in the way. Don't be one of the many businesses who get stuck. Grow your business instead! Call 559-222-6874 to make an appointment today.

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

Getting involved with the Visalia Chamber of Commerce is one of the best ways we can support other local businesses and our community. The key to getting involved is building relationships. I would recommend going to one of the monthly mixers or celebrating with businesses as they have their ribbon cutting ceremonies. There are endless opportunities to attend or even put on events with the Chamber, so just start. You'll be glad you did!

■ **What has Chamber Membership meant for your company?** Our Chamber membership has led to meaningful new relationships with incredible people. The Chamber has also been a great place for us to find business information, classes, community information and events. It has created a community of like-minded people that are truly passionate about Visalia!

■ **The best part of Visalia is?** The best part of Visalia is the people who live here! We are lucky to have the caring small-town feeling with all the amenities that come with a large growing city.

■ **What is your favorite local charity/non-profit?** Our favorite local non-profit is the Visalia Rescue Mission. They bring hope to our community by enabling people who are struggling to rebuild a brighter future for themselves and others.

The Building Industry Association of Tulare and Kings Counties Announces the Appointment of Brian J. Todd as its New Executive Officer

The Building Industry Association of Tulare and Kings Counties has announced the appointment of Brian J. Todd as its new Executive Officer, announced Chairman of the Board, Patrick Isherwood today.

Todd officially assumed his duties June 1, though outgoing Executive Officer J. Michael Lane will stay on for a one-month overlap period ending June 30. "We are excited and gratified to have Brian heading up our association as our top full-time staff member," Isherwood said.

Todd, a longtime Bakersfield resident who relocated to Visalia to accept his new position, is a 25+ year veteran of government, community, and political affairs. He has lead those efforts on behalf of Kern's Building Industry Association, the Bakersfield Association of REALTORS®, and as a consultant in government affairs, impact fee negotiations, litigation management, political consulting, and hands-on management of a number of non-partisan Bakersfield City Council elections.

Todd is divorced, with one son, Gerald II, who is a doctoral candidate in theoretical mathematics in Portland, Oregon. Born in San Francisco, Mr. Todd moved with his family to Bakersfield in 1974, where he was raised, attended high school and university.

VMC Announces Urgent Care Clinic Changes

Sequoia Prompt Care on Ben Maddox Way has new nursing and medical staff and slightly different operating hours.

Visalia Medical Clinic's Bruce Hall, MD, now serves as medical director for Sequoia Prompt Care, located at 1110 S. Ben Maddox Way, with Barbara Uichanco, RN, FNP, leading the nursing staff.

The operating hours for both Sequoia Prompt Care and QuickCare, 5400 W. Hillsdale, are now 8 a.m. to 7 p.m. Monday through Friday; 8 a.m. to 5 p.m. on Saturdays; and 9 a.m. to 2 p.m. on Sundays. The two locations provide convenient access to care on both the western and eastern sides of Visalia.

"The ER is impacted and there is great need for urgent care clinics to take care of the community," Uichanco said. "We also provide occupational health care, helping people recover from work-related injuries and get back to work. We have a fabulous nursing staff with great clinical and customer service skills. I am truly excited to be a part of this team."

Visalia Medical Clinic offers the expertise of more than 50 providers. VMC also offers a lab, imaging including CT and MRI, a Sleep Disorders Center and a physical therapy department, 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 the two urgent care locations. For information, call 739-2000 or visit www.vmchealth.com.

July Labor Law Compliance Workshop

The Visalia Chamber of Commerce, in partnership with Pacific Employers, and United Way of Tulare County, will host a Labor Law Compliance workshop on Wednesday, July 25 at 7:30 am at the Lamp Litter Inn.

This training program will include information and practical guidance regarding federal and state sexual harassment laws, harassment prevention and correction as well as remedies available to victims. The training is "interactive," and includes opportunities for discussion, role-playing and a question and answer session led by a qualified trainer as required by AB1825. While all employers with 50 or more employees (including temps and independent contractors) are mandated to provide supervisor training, all employers need to consider this requirement as the new mandate for all supervisors, no matter how many employees you have.

The cost of the workshop is \$40.00 for Visalia Chamber and Pacific Employer Members/Clients. For all non-member/clients the cost is \$50.00 per person. Fees are non-refundable if not canceled or transferred at least 3 business days prior to the workshop. Fees include coffee, tea or water, training seminar, certificate, forms and guides.

To register call the Visalia Chamber of Commerce at 559-734-5876 or to online to <http://visaliachamber-dev.chambermaster.com/events/calendar/2018-07-01>.

HEALTHCARE NOTE

The Jewel of the Valley is Attracting the Best

For many years, Visalia has proudly called itself "the jewel of the Valley" and we are today a great community of good people, parks, schools and family activities.

This reputation is critical to Visalia Medical Clinic's ability to attract new providers. We often hear that it is the quality of our community, affordable homes, location and friendly people that inspire providers to move here.

We are excited to announce that our family of providers is growing again, as we strive to meet the needs of our growing community. Please join me in welcoming these skilled, friendly providers to our community.

■ Christopher Christiansen, MD, joins the family medicine team this month. He earned his doctorate of medicine degree at Loma Linda University, completed undergraduate studies at Southern Adventist University, Collegedale, Tenn., and recently completed his postgraduate training as a family medicine resident physician at Kaweah Delta Health Care District.

■ Endocrinologist Noman Saif, MD, FACE, also join the VMC team this month. He is Board-certified in endocrinology and internal medicine. Dr. Saif comes to Visalia Medical Clinic from the Good Shepherd Health System in Texas, where he also taught medical students and residents. He has a special interest in diabetes management.



Rick Strid
Executive Director
Kaweah Delta Medical Foundation

■ Board-certified pediatric nurse practitioner Christy Nance-Chastain, PNP-BC, has joined VMC's pediatric team. She graduated from California State University, Fresno, with a master of science in nursing degree, primary care nurse practitioner, and has been in nursing over 15 years.

■ Ashley Parish, PA-C, is now seeing patients at VMC's dermatology center. She received her medical education at Saint Francis University, San Joaquin Valley College and the Community College of the Air Force, and completed a medical/surgical dermatology fellowship. She evaluates and treats common skin conditions including acne, eczema, psoriasis and skin cancer.

■ Sequoia Prompt Care, 1110 S. Ben Maddox Way, is now part of the VMC family, also. VMC's Bruce Hall, MD, serves as medical director, with Barbara Uichanco, RN, FNP, leading the nursing staff. The operating hours for both Sequoia Prompt Care and QuickCare, 5400 W. Hillsdale, are now 8 a.m. to 7 p.m. Monday through Friday; 8 a.m. to 5 p.m. on Saturdays; and 9 a.m. to 2 p.m. on Sundays. The two locations provide convenient access to care on both the western and eastern sides of Visalia.

VMC is pleased to bring these talented providers to our community, and proud to be part of what makes Visalia special.

CITY UPDATE

Saving Visalians Money through FEMA's Community Rating System

Standard commercial property and homeowners policies do not cover flood losses, but when damage hits, the cost to cover losses can be sky high. To meet the need for this vital coverage, the City of Visalia takes part in the National Flood Insurance Program's Community Rating System (CRS).

Administered by the Federal Emergency Management Agency (FEMA), CRS is a voluntary program that offers discounts on flood insurance premiums for communities that go beyond the minimum floodplain management requirements. The CRS is similar to — but separate from — the private insurance industry's programs that grade communities on the effectiveness of their fire suppression and building code enforcement.

As part of the CRS, Visalia has undertaken activities that include, but are not limited to, detailed elevation certificate review and filing with building permits, public outreach at community events like the Visalia Home Show, assisting the public with flood insurance questions and detailed annual recertification indicating that all program

activities are documented and followed.

To better serve the citizens and property owners of Visalia, the City entered the CRS program in 2011 receiving the designation of Class 9. Through the completion of additional flood plain management activities, we moved up the ladder in 2013 to Class 8 status.

At Class 8, total flood insurance savings to Visalians clocked in at \$195,000 annually. But we didn't stop there. I'm proud to share that as of May 1st, Visalia is at Class 7. At this new level, Visalia will see a total savings in flood insurance premiums of \$256,000 annually.

For more information on the CRS, or flood insurance in general, visit www.visalia.city and search "flood information", or contact Assistant Community Development Director Jason Huckleberry at 559.713.4259 or jason.huckleberry@visalia.city.

To contact Mayor Gubler directly, email warren.gubler@visalia.city.



Warren Gubler
Mayor, City of Visalia

THE LAW AT WORK

Supreme Court Makes it Harder to Classify Workers as Independent Contractors



Deciding whether a worker in California is an employee or an independent contractor has never been easy. Courts have long struggled to come up with a clear standard for when a worker is one versus the other. A recent case has only served to muddy the water further.

For many years the law has been interpreted to mean that the key to distinguishing between employees and independent contractors was whether the company had the right to control the manner and means by which the worker accomplished the desired result. So, if an employer decided what days a worker would work, when to start on a given day, where the work would be performed, what the worker had to wear, when breaks would be taken, and when the workday was over, you could usually conclude that the worker would be considered an independent contractor.

However, according to a recent California Supreme Court decision, *Dynamex Operations West, Inc. v. Superior Court*, employers must now meet a three-prong test to establish independent contractor status.

First, the company must not be able to control or direct what the worker does, either by contract or in actual practice. This is similar to the test used in the past.

Second, the worker must perform tasks outside of the hiring entity's usual course of business. For example, if you're a delivery person for a delivery service or a seamstress for a clothing company, you cannot be an independent contractor no matter how little control the company has

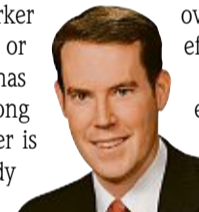
over you. This is the prong that will likely have the farthest-reaching effect on California businesses.

Third, the worker must be engaged in an independently established trade, occupation, or business. It isn't enough that the company doesn't prohibit the worker from having his own business or working for others. Instead, the court will look at factors such as whether the business is incorporated or licensed, whether it's advertised, and whether it offers services to the public or other potential customers.

It is the employer's burden to satisfy all three prongs in order to establish that the worker is an independent contractor. If it fails to establish any of the prongs, the worker will be treated as an employee.

This decision will have wide-ranging effects. Thousands of workers in California recently considered independent contractors will now have to be classified as employees. Class action lawsuits, from workers claiming they have been misclassified, are sure to follow. If your business has workers currently classified as independent contractors, it may be time to take a hard look to see if that needs to change.

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 (brett@thecalifornialawyers.com). For specific employment law advice or other legal assistance, contact Gubler & Abbott (559) 625-9600, 1110 N. Chinowth St., Visalia, CA 93291 (www.thecalifornialawyers.com).



Brett T. Abbott
Gubler & Abbott LLP

VISALIA UNIFIED SCHOOL DISTRICT

In the Good Old Summertime



Everyone knows that the school calendar includes a summer break. But what some may not know is that the summer break really is a time of very important work on a number of different levels.

While many Visalia students enjoy a summer break from school, some students use this time to take advantage of opportunities to expand or recover learning opportunities. This summer, over 4,000 high school students take summer school courses through our extended year program at El Diamante High School and Golden West High School. These students seek to take advantage of the opportunity to repeat classes to recover credit toward graduation or to take classes in advance of the coming school year to clear space in schedules for other classes that allow them to accelerate. Our Summer University program will take place at the Valley Oak and Green Acres campuses. This program provides enriching academic and career exploration experiences for 200 middle school students. We have summer reading programs available to all elementary school students offered through Conyer, Cottonwood Creek, Crowley, Highland, Ivanhoe, and Veva Blunt Elementary schools, and also at Visalia Learning Center. These programs encourage students to read during summer, and they also provide enriching activities throughout June. And our partnership with ProYouth also brings academic and enrichment programming to elementary school students through its Summer Program at Veva Blunt, Linwood, Annie R. Mitchell,



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

Crestwood, and Mtn. View Elementary Schools.

Summer is a time when we work to maintain, upgrade, and build school facilities. While we have many projects underway this summer, three big projects illustrate the breadth and scale of summer facilities work. First, we have modernization projects at Goshen Elementary and at Royal Oaks Elementary. These projects will bring updated classrooms, restrooms and other improvements to schools that are eligible for modernization funds from the State. We have also initiated a significant plan for major upgrades of air conditioning and heating systems at seven of our schools with outdated systems. Finally, we are constructing a new elementary school on the corner of Ferguson Avenue and Denton Street. This school will help with growth in northwest Visalia and is scheduled to be completed in August 2019.

Staff development during the summer is an important resource for teachers. This work is wide-ranging, from deepening understanding of the new academic standards, development of curriculum and assessments that are used across the district, and training in new materials or instructional strategies. All of this allows us to capitalize on time available for teachers to learn, work, and prepare deeply for the upcoming school year so that they do not miss time with students in classrooms during the regular year.

So, although kids are out of school, work in the school district continues through the summer. We are working hard to make the 2018-2019 school the best one possible for every student.

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AND LOVE
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2nd Annual Boots, Brews and Bacon Festival at the Visalia Convention Center

Boots Brews & Bacon

Join us for the 2nd Annual Visalia Convention Center Boots, Brews and Bacon Festival at the Visalia Convention Center on Saturday, July 28, 2018. The Boots, Brews and Bacon Festival is a beer tasting festival designed to build the appreciation of craft brew all while listening to live music and enjoying BACON! The festival will take place indoors in the nicely air conditioned building on July 28th and will feature craft beers, both from local distributors and breweries. Local restaurants will be sampling their best bacon bites for you to taste. In addition to crafts, domestics, imports and specialty ciders, root beer provided by the A&W Root Beer Float Mobile will be available for sampling. Wine provided by Cacciatore Fine Wines will be available for sampling for those attendees who wish for even more variety than already available. A \$1,000 CASH PRIZE to the restaurant for the best bacon bite as voted by the attendees will be awarded, and don't forget the bacon eating contest. Attendees will have the opportunity to sign up the night of the event!

In 2017 we celebrated a successful inaugural year with over 1,100 attendees that came to enjoy the refreshing brews and best bacon bites from local breweries and restaurants. Last year, the honor of Best Bacon Bite went to PhD for their Japanese Style Braised Bacon with House-Made Kimichi.

Enjoy live entertainment provided by Brandon Pasion Facebook.com/BrandonPasionMusic and Terra Bella. Facebook.com/TerraBellaOfficial throughout the night.

We are excited to be partnering again with Visalia's roller derby team the V Town Derby Dames. Partial proceeds will be donated to the Derby Dames. Come and support your local breweries, restaurants, bands and your Derby Dames.

Tickets are \$30.00 in advance, \$35.00 day of the event, groups of 10+ \$25.00, and \$75.00 VIP (only 100 VIP are available). This is a 21 and older only event, proof of age will be required at the door.

VIP tickets include early admission at 5:30pm, VIP lanyard, souvenir pint glass, swag, exclusive access to the VIP "Budweiser Country Club" area with private food and brewery serving area and unlimited tastings, restaurant bacon bite samples and live entertainment.

General Admission tickets include entrance at 6:00pm, unlimited tastings, restaurant bacon bites and live entertainment.

Brewery, Restaurant and Sponsorship Participation Packages are available. Please contact Shelley Ellis at shelley.ellis@visalia.city or 559-713-4004.

Tickets go on sale Friday, May 18th at 10am. Tickets can be purchased at the Visalia Convention Center Box Office, Monday through Friday, or online at www.visaliatix.com.

For more information call the Visalia Convention Center Box Office at (559) 713-4040.

Florida Adventure: Featuring St. Augustine, Orlando, and Indian Rocks Beach

Join the Visalia Chamber for an informational session to learn about an upcoming group tour to Florida. The information session will be held on July 12th at 12:00 pm at the City of Visalia Administration building (220 N. Santa Fe St.).

The tour will take place February 23rd - March 3rd, 2019 and will include: 9 days, 14 meals and roundtrip airfare. The tour has many highlights that will make this trip memorable. The tour will start in Jacksonville with tours of Fernandina beach on Amelia Island, and a stop at the Anheuser-Busch Brewery for a tour and samplings. Next on the tour is a trolley ride through historic St. Augustine and a relaxing cruise on the Victory III on Matanzas Bay. Next travelers will get the opportunity to tour and explore the Kennedy Space Center and spend an entire day at Epcot. After leaving Orlando the tour will visit the National Historic Landmark of Bok Tower Gardens and a visit to the Salvador Dali Museum. The tour will end in Sarasota with a tour of Ca'd'Zan Mansion and St. Armands Circle.

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Oktoberfest

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VOSSLER FARMS PUMPKIN PATCH
26773 S. MOONEY BLVD. | VISALIA, CA | 93277

5:30PM - 9:30PM





TICKETS CAN BE PURCHASED AT WWW.VISALIACHAMBER.ORG/OKTOBERFEST

GENERAL ADMISSION (21 AND OVER)
\$40 IN ADVANCE | \$50 DAY OF



Continued from Page 1

- China - April 5 - 19, 2019
- Cherry Blossom in Japan April 6 - 16, 2019
- Alaska the Great Land June 19 - 27, 2019
- Gems of Eastern Europe June 28 - July 8, 2019
- Shades of Ireland July 22 - August 3, 2019
- Journey Around Lake Michigan August 10 - 18, 2019
- Oberammergau, Germany & Austria June 9 - 17, 2020

Collette Vacations, Mayflower Tours, Cistline

For more information, go to www.visaliachamber.org/travel

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REGIONAL LEADERS:



KEYSTONE:



CORNERSTONE:

CIGNA, CSET, E.D.I.S., Lamp Liter Inn, M. Green and Company, Naked Nut

MEDIA PARTNERS:



CLIP & SAVE

CALENDAR - JULY 2018

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 City Council Meeting 7:00 pm, City Hall	3	4	5	6	7
8	9	10 Chamber Government Affairs Committee Meeting Buckman-Mitchell Office, 7:00 am	11	12 YPN Monthly Meet Up 5:30 pm, BarrelHouse Brewing Co.	13	14
15	16 City Council Meeting 7:00 pm, City Hall	17	18	19	20	21
22	23	24 Business After Hours 5:30 pm, Corner of Mooney Blvd & W. Orchard	25 Stop Harassment Workshop 7:30 am, Lamp Liter Inn	26 Visalia Chamber Ambassador Meeting 8:00 am, Visalia First Assembly	27	28
29	30	31				

LEADERSHIP VISALIA

Visalia Chamber Recruiting Participants for the 2018-2019 Leadership Visalia Class



Applications are now being accepted for the 2018-2019 Leadership Visalia class, the Central Valley's premier leadership development course since 1986. Leadership Visalia is a flagship program of the Visalia Chamber of Commerce, focused on developing effective leaders by refining their leadership styles, meeting and making connections with leaders in the community, and discovering opportunities for community engagement and involvement.

Leadership Visalia is a 9-month professional development program designed to help current and developing leaders in business and community organizations expand their leadership skills, community knowledge, and professional networks. Class members explore topics including leadership styles, state and local politics, quality of life, education, water, and regional planning. To date, more than 450

graduates have completed the intense program and realized their true leadership abilities and talent. Leadership Visalia alumni have utilized their skills in the local business arena, elected office, local non-profit boards of directors, community commissions, committees and more.

"Leadership Visalia participants can expect to gain leadership skills, knowledge of the local community, as well as self-esteem that will enhance their effectiveness both personally and professionally. As business success becomes more elusive, these are exactly the skills and experiences businesses need in their current and future leaders," noted Gail Zurek, President & CEO of the Visalia Chamber of Commerce. Applications for the 2018-2019 Leadership Visalia program are due by July 31, 2018.

For more information, or to obtain an application visit www.visaliachamber.org/leadership, or contact Dante Rosh, dante@visaliachamber.org.



Visalia Campus

Accelerated Bachelor of Science in Business Administration (ABBA)

Accepting Applications for August 2018

- Accelerated: Complete your bachelor's degree in 18 months
- Accessible: Wednesday evenings, all day Saturdays, hybrid and online classes
- Financial aid: Available to eligible students

Details: bit.ly/abbaprogram

Contact information:
Jesse Farias, Undergraduate Recruitment Counselor
Fresno State Visalia Campus
jfarias@mail.fresnostate.edu
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