



# Business Update

AWARD-WINNING MONTHLY PUBLICATION OF THE VISALIA CHAMBER OF COMMERCE



## UPCOMING EVENTS

- **SEPT. 10:**  
**Government Affairs Committee Meeting**  
Time: 7 a.m.  
Location: Buckman-Mitchell Office
- **SEPT. 12:**  
**YPN Monthly Meet Up**  
Time: 5:30 p.m.  
Location: BarrelHouse Brewing Co.
- **SEPT. 24:**  
**Business After Hours-Hosted by Personal Express Insurance**  
Time: 5:30 p.m.  
Location: Personal Express Insurance
- **SEPT. 26:**  
**Ambassador Breakfast**  
Time: 8 a.m.  
Location: Visalia First Assembly
- **SEPT. 27:**  
**Oktoberfest**  
Time: 5:30 p.m.  
Location: Vössler Farms Pumpkin Patch



- **Discover Croatia, Slovenia and the Adriatic Coast:**  
April 23–May 4, 2020
- **The Azores: Jewels of Portugal:**  
Aug. 21–30, 2020
- **Bluegrass Country & the Smoky Mountains:**  
Sept. 17–25, 2020
- **Albuquerque Balloon Fiestas:**  
Oct. 9-14, 2020
- **Israel: A Journey of Faith:**  
Nov. 2-10, 2020

Collette Vacatons, Mayflower Tours, Cstlinc  
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

## New leadership at VUSD tackles challenges through relationships



Last spring the Visalia Unified School District (VUSD) Board Members voted to make Dr. Tamara Ravalín Interim Superintendent for the 2019 – 2020 school year. This critical leadership position influences not only instruction but the success of our community as a whole.

Having excellent schools is critical to the strength of Visalia. VUSD is educating our future employees, business owners, innovators, and community leaders. The Visalia Chamber of Commerce is an active partner providing a link between the business and education community, ensuring those future needs are a part of today's instruction.

Beyond future needs, the school system is a vital component to retaining and attracting healthy businesses. As businesses look to grow or relocate into Visalia, having a strong school system where employees' children can learn and grow is critical. Ask someone looking to move to Visalia what their top concerns are, and quality schools will be in the top 5. It's not uncommon to hear of someone moving into a community because of the schools, the same is certainly true of businesses as they look at which cities to locate their company.

Given our schools' important place in economic development, the appointment of Dr. Ravalín has drawn the interest of the business community. Spending the last 6 years as the Assistant Superintendent for Human Resources, Dr. Ravalín begins her 7th year at VUSD leading the district. As a bit of an unknown entity outside of education circles, Dr. Ravalín begins the year wanting to share a bit more about herself, the district and her approach to this upcoming year.

A proud central valley girl, Ravalín was born and raised in Selma, educated at Fresno State and Fresno Pacific University. She openly shares about beginning her career as a custodian at Reedley College and being the first woman credentialed teacher in Industrial/technology in Fresno County. Teaching middle school, then becoming the Assistant Superintendent of Special Education and Career Technical Education, to Dean of Students Services at College of the Sequoias and ultimately working in human resources at VUSD, Ravalín understands the value of relationships.

*Continues on page 2*



## PRESIDENT'S CORNER

### Lessons learned in five amazing years

Five years ago this month I began working at the Visalia Chamber of Commerce. There are days that it seems like just yesterday and other days, it seems like a lifetime ago. When former CEO Glenn Morris was resigning, we spoke about the position, the organization, and our community. He encouraged me (as I'm certain he did many others) to consider this work. "This work" was not something I was entirely sure of. Frankly, I wasn't entirely sure what a "chamber of commerce" ought to be doing. Five years later I've learned this work and OUR chamber is vital to OUR Visalia. As I reflect on the last five years and look to the future, I realize I've been taught a lesson or two. No one should have to go it alone.

I admire pioneers, trailblazers, and innovators. Many business leaders and owners embody these traits. But being at the front isn't easy, for the faint of heart and ought not to be something done alone. I have the joy of working with and alongside some of Visalia's best businesses leaders. The best ones know that it takes a team and going alone is only a recipe for the foolhardy. The Visalia Chamber brings these trailblazers together, we give them community, resources and best yet, a team that supports their work. Practically speaking business owners contact the Chamber with questions big and small. We connect leaders doing the same thing, experiencing similar challenges together, so their lessons, their work benefits others.

To move forward, you must look beyond the now. Being a leader means dealing with skubala (Skubala is one of my dear husband's favorite Greek words. Look it up. Trust me. It may become one of your favorite new words.). Leaders get caught dealing with the thing on fire and forget or don't make time to look at the horizon. There are plenty of examples of business owners, community leaders, and elected officials who forget to pay attention to where



**Gail Zurek**  
Visalia Chamber  
President & CEO

they are going focusing instead on the most immediate need. Fighting the fire in front of us is important but as a good firefighter would say, the ones you can't see can be even more dangerous. Vision and long-term planning are critical. The Chamber provides information and resources that serve to help leaders willing to look beyond the right now. Frankly, any business or community wanting to survive the long term must be doing this.

Celebrating accomplishments and success is critical.

"Nothing worthwhile in life is easy." Variations of that quote are attributed to many different people, but the sentiment is the same. Your work, our work isn't easy, but it is important.

Celebrating the little accomplishments and everything up to the long-term success highlights good works pays off and fuels us (and our teams) to do more. I've met many leaders, and fell victim of this myself, who accomplish a goal and celebrate only by moving on to the next thing. It's easy to get on the 'accomplishment treadmill' focusing too much on the horizon. Pausing to look back at all that has been done is critical to moving forward. Our Chamber is designed to help in this area. From sharing good news from members in this newsletter to highlighting major accomplishments at our Annual Awards, we celebrate business.

Five years ago, I couldn't imagine the lessons I would have to learn or more importantly the wonderful leaders who have taught them to me. I often say I have the best job in town. This work, because of you, is deeply fulfilling. It isn't easy but I'm not alone. I have the best staff, ambassadors, board, and members a Chamber CEO could hope for. We have big work ahead of us, both at the chamber and as a community. But this month, I'm excited to look back on these past five years and celebrate.

## VISALIA CHAMBER OF COMMERCE MISSION ICONS



Catalyst for Change



Community Convener



Champion for Business



## California employers have option to participate in CalSavers retirement plan



Contributed by: **Rob Cozzi**,  
Principal Financial Group

As of July 2019, California employers now have the option to start participating in the state-sponsored retirement plan, CalSavers. However, there is a three-year phase-in that will mandate employers to either join the CalSavers plan, or implement their own independently sponsored retirement plan for their business. The implementation deadlines are as follows:

- June 30, 2020: Businesses with 100 + employees
- June 30, 2021: Businesses with 50 + employees
- June 30, 2022: Businesses with Okay5 + employees

The definition of an employee that the state is using is age 18, paid by W-2, and has worked for the business for 30 days. The mandate will apply to employers based on their employee count that meet's this criteria.

What is CalSavers State Run Plan Option? CalSavers is Roth IRA's only at this point. Eligible employees will be auto-enrolled at 5 percent of their gross pay if they do not opt-out, or make an election. Their contribution will also be Auto-Escalated each year by 1 percent up to a maximum of 8 percent. Federal Modified Adjusted Gross Income (MAGI) limits apply and each employee is responsible for opting out of the plan if they do not qualify for a Roth IRA.

Employers need to be aware of how this mandate will impact their business and if/and when the mandate applies to their business. The penalties for non-compliance of the law is \$250 per eligible employee if the employer remains non-compliant after 90 days from being served a notice. The penalty will increase an additional \$500 per eligible employee if non-compliance reaches 180 days, or more after receiving a notice.

Impacted employers can explore other retirement solutions that will meet the mandate outside of the state run alternative. There solutions that can be administratively more manageable and can give the employer more flexibility and control over the retirement plan they establish for their business.

Rob Cozzi, Financial Advisor with Principal Financial and Jessica Johnson, Pension Consultant with Hicks Pension Services and will be working with the Visalia Chamber of Commerce later in 2019, or in the beginning of 2020. They will be giving a detailed presentation about CalSavers and the implications for employers, including some alternatives available in the private market. If you want to learn more before then, they are happy to meet with employers to work thorough what the best option is for their specific business and objectives. Rob Cozzi can be reached at (559) 650-2653. Jessica Johnson can be reached at (559) 779-8351. They welcome your call and any questions you may have.

### About this publication ...

**Business Update** is the official monthly publication of the Visalia Chamber of Commerce, 222 N. Garden St., Ste. 300, Visalia, CA 93291, (559) 734-5876. Periodicals, Postage Paid at Visalia, CA 93277; Publication No. USPS 494-600. Annual Subscription rate \$15. Postmaster: Send address changes to Visalia Chamber of Commerce, 222 N. Garden St., Ste. 300, Visalia, CA 93291. Advertising Information, call the Visalia Times-Delta at 559.735.3235. **Editor: Gail Zurek.** **Layout: Times-Delta Media Group.**

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

## GROUNDBREAKING • GRAND OPENING • RIBBON CUTTING • CEREMONIES



Ribbon Cutting

### Hydrite Chemical Co.

1603 Clancy Ct | (559) 651-3450



Ribbon Cutting

### Kumon Math & Reading Center of Visalia

5139 W Walnut Ave | (559) 372-0009



Ribbon Cutting

### Sisterhood of Grace

120 N Hall St | (559) 471-9171



Ribbon Cutting

### Denton Elementary School

2231 N Denton Ave | (559) 931-8050

## 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.

#### Community Investor Member:

- SMITH PROMOTIONS

#### Business Connector Member:

- CENTRAL VALLEY REGIONAL CENTER
- O-BOY POPSICLES

#### Small Business Members:

- ACUTE PLUMBING
- CARLOS VIEIRA FOUNDATION
- CHAPALA GRILL
- KUMON MATH & READING CENTER OF VISALIA
- PEREZ, MADDELEIN & GRIFFIS
- RETHOUGHT REBORN MEDIA

### Renewing

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

#### Keystone Member:

- Visalia Medical Clinic, Inc., an Affiliate of Kaweah Delta Medical Foundation\*
- Visalia Unified School District-Administration Department

#### Keystone Member:

- Kawneer
- 4Creeks, Inc

#### Community Investor Member:

- Valley Children's Healthcare

#### Business Builder Member:

- Central Valley Collision Repair

#### Business Connector Members:

- Freestyle Event Services\*
- Fresno Yosemite International Airport
- Peninsula Messenger Service\*
- Rabobank-Mooney Blvd\*

#### Small Business Members:

- Ashoori & Co. Jewelers
- Courtyard Aesthetics
- Farmers Insurance, Griffiths Agency\*
- KFSN - TV Channel 30 I
- Linwood Meadows Care Center
- Peck Planning and Development\*
- Sutton Hague Law Corporation
- Tulare County Health & Human Services Agency\*
- Tulare Outlets\*
- Valley Expetec
- Valley Oaks Golf Course
- VastNetworks - CVIN\*
- Visit Visalia

#### Business Connector Nonprofit Member:

- ProYouth\*

#### Small Business Nonprofit Members:

- Assistance League of Visalia
- Central Mother Lode Regional Consortium
- Veterans Memorial District\*

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

*Continued from page 1*

"I love this District. There are so many good things going on." Ravalín gushes as she talks about great teachers and wonderful families. But Ravalín also acknowledged the "feeling of uncertainty" that many have walking into this school year. With changes in the Superintendent chair, questions about classroom behavioral challenges, test scores, diversity and equity, and mounting budget concerns, Ravalín has real work ahead of her.

The plan for this academic year is to build on strengths and then address the weaknesses. Developing S.M.A.R.T. (Specific, Measurable, Attainable, Relevant and Timely) goals, the new Interim Superintendent wants to focus on the end without forgetting about the road along the way. Ravalín is meeting with school principals to analyze testing data, much of which is still being released.

Data drives Ravalín as she looks to make decisions. Noting that part of the challenge is that schools have been using different systems to track communication, follow up and discipline procedures. Comparing data across systems is challenging at best and Ravalín is working to get everyone on the same page. Regardless of what the data shows, consistency is a big part of Ravalín's goals for the district. From communication to discipline, Ravalín stresses that consistency helps everyone achieve goals and move forward.

Creekside Community Day School opened this school year giving 7th – 12th-grade students with the most challenging behavior and conduct issues intensive support. This school will be for a small population but a population that has been of concern. These students will learn in an environment with more staff interaction. Younger students have access to the Compass program which provides a therapeutic educational environment with intensive physical, social and emotional support.

As VUSD continues to answer concerns and challenges over equity, Brandon Gridiron, Administrator of Equity & Student Services has been brought on as a cabinet-level position. Gridiron will advise, guide and help VUSD enact policy and program changes that make VUSD more inclusive and equita-



ble. An Equity Council was formed last year and will continue their work this academic year.

This year VUSD will redraft the Local Control and Accountability Plan (LCAP). The LCAP is a tool for local school districts to set goals, plan actions, and leverage resources to meet those goals to improve student outcomes. A team of VUSD personal and community members will look at student needs and supporting data to decide a plan for spending money. Ravalín again stresses the value of data and community support in this process. A process which will prove useful as VUSD faces a planned budget deficient year. Being fully funded from the state, the district will need to make important spending decisions now and increasingly so in the future. Demand for quality education, increasing needs and costs must be addressed in a budget that will receive no new dollars.

The challenges facing our new Interim Superintendent our great. Her plan to analyze the data, build and encourage the team while staying focused on students keeps her grounded. With each conversation about challenges she pulls the conversation back to her belief in her team, the value of relationships and being fully present for students. She's focused on "helping everyone heal and move forward so that the focus can be completely on students and the families we (VUSD) serve". For Ravalín, creating a place of belonging and connectedness brings everyone together to better serve students and tackle any issue that may come the districts way.





Congratulations to Visalia, their logo was recognized by the American Advertising Awards for creative excellence!

Central Valley Community Bank recently promoted Blain Lauhon to Executive Vice President, Market Executive to manage the Bank's Northern region. In addition, they welcomed Ken Ramos, Executive Vice President, Market Executive as overseer to the Southern region.

Self-Help Enterprises recently launched a car-share plan of rentable electric cars at three of their multi-family housing units. Cars are available to rent by the hour, day or weekend.

Eye Surgical & Medical Associates announced the use of a new technology to improve cataract surgery for doctors and their patients. Ngenuity 3D Visualization System features technology that provides more precision, depth and detail during eye surgery.

In July, California Dairies, Inc. (CDI) announced the creation of a joint



marketing agency between CDI and Dairy Farmers of America. The marketing agency is set to concentrate on the sales, marketing and transportation of raw milk in California.

Visalia Rawhide's current Director of Broadcasting and Media Relations has made history as the first female broadcaster in the 78-year history of the California League! She was featured by ABC30 Action News last month.

Sheriff Mike Boudreaux hosted a Promotion Ceremony last month in recognition of the promotion of three individuals to the rank of Lieutenant and four to the rank of Sergeant. Con-

gratulations to all!



Congratulations to Family Services of Tulare County! Their 11th Annual Guest Chef Series fundraiser raised more than \$110,000!

Provost & Pritchard added two new employees last month that will provide water related civil engineering services. In addition, their employee Harrison Hughes recently passed the Professional Engineers Exam. Congratulations!

Sierra Bancorp, parent of Bank of Sierra, declared a regular quarterly cash dividend of \$0.19 per share in July. This represents an increase of 6 percent, relative to dividends paid last quarter, and an increase of 19 percent, relative to quarterly dividends paid last year. In addition, they reported an increased 10 percent consolidated net income for the second quarter of 2019.

Tulare County Office of Education's California Center on Teaching Careers was awarded the Technical Innovation Award from the California County

Superintendents Educational Services Association. The center was recognized for its work on virtual job fairs and their online application that matches teachers and interns with districts and county offices and or credentialing programs based on user profiles and preferences.

The Source LGBT+ Center embarked on a new adventure this year, taking its Leadership Academy Alumni on a service trip to Ecuador. In partnership with Latitude Foundation, support from individual donors, and fundraising, 9 local youth leaders experienced rich cultural exchange, participated in humanitarian outreach, and hosted a local LGBT summit. More information about their upcoming Leadership Academy can be found at: [thesourceigbt.org/leadership](http://thesourceigbt.org/leadership).



VISALIA UNITED SCHOOL DISTRICT

# MEETING THE NEEDS OF OUR STUDENTS



Contributed by Tamara Ravalin, Ed.D.



Visalia Unified is committed to providing the best possible education for our students. We are focused on goals we have set to demonstrate student growth

and are currently celebrating our strong college-going rates. The California Department of Education recently released a new report that provides the rate of high school graduates who enroll in college within 12 months of graduation, and VUSD's first set of results are very exciting to see. This first set of data shows that Visalia's 2017-2018 college-going rate (71.7 percent) surpassed both the County (61.75 percent) and the State (65.8 percent) rates. With a high school focus on ensuring our students are college and career ready, this data is a reflection of the hard work VUSD high schools have done to provide students with academic preparation and academic counseling to pursue higher education and reflects enrollment in UC, 4-year and 2-year programs, including trade and technical colleges.

While we are celebrating our progress on college and career readiness, we still have a lot of work to do to support our students. As a District of over 3,100 employees, Visalia Unified serves more than 29,100 students, which makes us the 35th largest school district in the State. Even though we are large, we endeavor to provide for the needs of individual students. This year, we have established some new programs to support students with special needs.

Creekside Community Day School

In order to support our students who face challenges in a comprehensive school setting, the District is opening Creekside Community Day School. Creekside will provide a small school setting with psychological and social support services to give students the opportunity to be successful academically,

socially, and behaviorally. Career Technical Education skills will be provided through hands-on projects. Creekside School will serve students in grades 7-12, and will utilize VUSD's regular core curriculum supplemented with services/curriculum appropriate to support the needs of individual students.

On-Campus Intervention Classroom (OCI)

To support our elementary students who face behavioral challenges, the District will be opening a multi-graded elementary classroom which provides specialized supports. In a small classroom setting, students will be provided with additional guidance and behavioral direction in order to successfully transition back to a regular classroom setting.

Compass Program

To accommodate students with disabilities, the District will be opening a program for students who are in need of specialized support systems. The Compass Program will be part of a continuum of services for students with disabilities and will endeavor to provide students with the social-emotional and academic skills to transition back to a comprehensive program.





# Are you still using Windows 7?

Contributed by TechCare360



Windows 7 will officially reach the end of its life on Jan. 14, 2020.

According to Netmarketshare.com July 2019 report, Windows 7 is still being used on 37 percent of all PCs.

Who knew an operating system (OS) that launched on July 22, 2009 would still be so popular? If you are one of the many people still using Windows 7, you have until January 14, 2020 to switch to Windows 10. Most computers will also be receiving pop-up messages from Microsoft informing them of this change.

What does "end of life" mean in this context?

Windows will stop offering free support, updates, and patching of security flaws on Windows 7. If you continue to use Windows 7, your PC will still work, but it will become more vulnerable to security threats. If you have this version of Windows, or versions that were released before Windows 7 (Windows XP or Windows Vista), they will be vulnerable to several types of attacks.

What should you do if you still have Windows 7?

Techcare300 recommends switching to

Windows 10 for both business and home use. To decide which is the best choice for you, we suggest looking at the age and current workload of your computer. Be sure to weigh the cost of upgrading your license compared to completely replacing your computer.

**Tip No. 1.** Talk to your local IT professional. They can help you make an informed decision.

**Tip No. 2.** The normal lifespan of a computer is 5-6 years. If your computer is near that age or is not doing all that you need it to, it is time to upgrade your computer. You can find excellent personal use laptops from well-known companies such as Lenovo or Dell around \$500. Computers for business use can be found for around \$800.

**Tip No. 3.** If you have a newer computer that meets your needs, we suggest simply buying the upgrade to Windows 10.

**Tip No. 4.** Cars have seatbelts for a good reason, just as computers have security updates and systems. If you do not have important or confidential information stored on the computer, you may not be worried about security. You can still use your computer but be aware that it is risking any stored pictures, documents, or logins. We do not recommend this option, especially for businesses who may have a lot to lose.

How can you update to Windows 10?



You can have your local IT company do the install or you can install the update yourself.

You can install the update using instructions provided by Microsoft. The process includes rebooting your PC and following prompts that pop up on the screen. This process should take anywhere from one to three hours depending on the age and power of your computer. Before

you start to upgrade, make sure to create a backup of your data by using an external hard drive or cloud storage.

You can buy Windows 10 directly from the Microsoft website (microsoft.com) or from retailers such as Amazon or Best Buy.

The exciting news is that Windows 10 is a great system that will keep our computers safe and running efficiently for many years. Goodbye Windows 7, you were loved.

# 28th Annual Tulare County Job Fair to be held Sept. 25th

Contributed by Community Services Employment Training



Tulare County Job Fair Returns September 25th

Nearly 2,000 jobs available to job seekers; 1,200 people expected to attend

The Tulare County Employment Connection is proud to host the 28th Annual Tulare County Job Fair on Wednesday, Sept. 25, 2019 at the Visalia Convention Center from 9 a.m. to noon.

The event is free to all attendees and Priority of Service will be observed allowing Veterans to enter the job fair at 9 a.m.; the general public will enter at 9:30 a.m.

The Job Fair connects job seekers and businesses throughout the Central Valley. Attendees gain access to job leads, on-the-spot interviews, résumé review, and an opportunity to discuss their qualifications and experience with local employers. More than 80 employers from all workforce sectors and industries including healthcare, manufacturing, retail, law enforcement, and education are scheduled to attend, bringing almost 2,000 job opportunities to local residents. Job seekers are encouraged to wear interview attire and bring multiple copies of their résumé. Opportunity to network with job placement organizations and educational institutions will be available.



"Events like the Tulare County Job Fair, which connect the valley's talented workers with employers looking to hire, are a critical part of our efforts to strengthen our local workforce and economy. By supporting and hosting this job fair, the Tulare County Employment Connection is helping to build a stronger, more

Innovative Tulare County," stated Craig Plath, Job Fair Planning Committee.

Project is funded in part by the Workforce Investment Board of Tulare County an Equal Opportunity Employer/Program. Event sponsors include Ruiz Foods, Sonoco, Kaweah Delta Health Care District, United

Staffing Associates, Career Development Institute, and Proteus, Inc.

If you would like more information about this topic, please contact the Tulare County Employment Connection at (559) 713-5000 or by visiting us on Facebook @TCCareerFair.

# Host A Unique Office Party, Birthday Party or School Holiday Party With Ice Skate Visalia!

Contributed by City of Visalia Parks & Recreation Department



The Visalia Parks and Recreation Department is pleased to announce the return of the Central Valley's only outdoor skating rink - Ice Skate Visalia!

This outdoor winter wonderland will be located in Downtown Visalia at the Garden Street Plaza and opening day is set for Saturday, Dec. 7 for public skate from 2 to 9 p.m.

In addition to public skate days throughout the month of December and into the first weeks of January, Ice Skate Visalia is available for private rentals for holiday office parties, school holiday parties or even a private family party such as a child's birthday party.

Rental availability varies, contact the Visalia Parks & Recreation business office to find the perfect date and time for your event. Minimum private party rental is two hours with a maximum of three hours. Prices start at \$150 to \$350 depending on the number of guests. Tables and chairs for up to 100 guests are included in the fee. Additional fees for alcohol and security apply.

To reserve your party today, call (559) 713-4305 or email recreation@visalia.city.

For more information on private rentals; public skate times; Breakfast with Santa events; Princess Party and Family Themed Skate Night events, visit www.iceskatevisalia.com or call (559) 713-4305.





# Member Spotlight



**ZELTMACHER**  
STRUCTURAL DESIGN ENGINEERING

**Name:** Ryan Fitzpatrick, S.E.  
**Company:** Zeltmacher Structural Design Engineering  
**Title:** Structural Engineer, Vice President

**Provide a brief overview of your business.**

We are a professional consulting firm that provides a full array of Structural Engineering services. We work with owners, developers, architects, and other engineers in the design of a wide array of structures. Our primary industry focus sectors are industrial, commercial, and custom residential buildings and structures. We work primarily in Central California but do work throughout the state and are also licensed in much of the western United States.

**News to Share? List the latest awards you've received, new products your business has launched, etc.**

We were recently honored by the Chamber of Commerce as a finalist for the Visalia Small Business of the Year award. Additionally, our business has grown over

the years and we are in the process of expanding into a new office.

**Tell us something interesting about your business or product(s).**

Engineering is something that all human beings share! From an early age, children are fascinated by putting blocks together and by creating things that didn't otherwise exist. The human brain is also geared to solve problems and improve the quality of life in our world. Those that go on to pursue engineering as a profession are those who remain captivated by this passion and who want to make the world a better place through the use of creativity, math, and science.

**How does your company get involved in the local community?**

We stop what we're doing every quarter to get out of the office and serve those less fortunate. To date, we have worked on many building and landscaping projects with Hands in the Community and Habitat for Humanity. Zeltmacher has also sent employees to Mexico, El Salvador, the Dominican Republic, and the Congo on international missions projects. We also support several local non-profit organizations financially.

**The best part of working for your company is?**

The people. We are internally fortunate to have a talented, friendly, and hard-working group of professionals that enjoy what they do and come to work with a smile on their face. We also have a repeat client base of people in our community that we sincerely enjoy working with as we help them complete their visions for positive change in the built environment.

**How has the Chamber and/or the Ambassador Program helped you and/or your business?**

We have definitely received more visibility in our community thanks to the Chamber. It was a great honor to be recognized as a small business of the year finalist and for a short video of what we do to be shown at the annual dinner. It has also been a great experience in the last year for us to meet some of the businesses that help make Visalia the great place to live and work that it is.

**Top thing you wish Visalia knew about your business?**

That we are available and excited to help with your next construction project. We really enjoy building new relationships!



## Economic Outlook August 2019

Housing continued its strong growth this quarter in Visalia, as well as in Tulare County in general.

Citywide, new housing permits YTD ending June 30th totaled 330, up markedly from last year's mid-year total of 250. Countywide, the price of median home sales reached \$240,000, while in Visalia the price grew to \$249,500. The nine-year upward trend on median sales price continued.

Price per square foot for the entire MLS reached \$147/sf, up from \$144/sf from this time a year ago. The number of homes for sale in July shrunk to 1,092, a downward trend that began in August 2010.

A shortage of housing inventory and sustained demand continued to put downward pressure on Days of Inventory, which is currently at 2.8 countywide and 2.2 months in Visalia, a continued downward trend since the high of nearly 5 months of inventory back in 2014. The Tulare County MLS closed 424 properties in July, up from 419 a year ago.

**Brian  
Gilbert**

*President, Tulare County  
Association of Realtors*







CLIP & SAVE



CALENDAR - SEPTEMBER 2019

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
1	2 <b>Visalia City Council Meeting</b> City Hall, 7:00pm	3	4	5	6	7
8	9	10 <b>Chamber Government Affairs Committee Meeting</b> Buckman-Mitchell Building, 7:00 am	11	12 <b>YPN Meet Up</b> Barrelhouse Brewing, 5:30pm	13	14
15	16 <b>Visalia City Council Meeting</b> City Hall, 7:00pm	17	18	19	20	21
22	23	24 <b>Business After Hours Mixer</b> Personal Express Insurance, 5:30pm	25	26 <b>Chamber Ambassador Breakfast</b> Visalia First Assembly 8:00 am	27 <b>Oktoberfest</b> Vossler Farms Pumpkin Patch, 5:30pm	28
29	30					

THANK YOU TO OUR PREMIER MEMBERS: CHAMPION:



VISIONARY:



REGIONAL LEADERS:



KEYSTONE:



CORNERSTONE:

CIGNA, CSET, E.D.I.S., Lamp Litter Inn, M. Green and Company, Naked Nut Southern California Edison

MEDIA PARTNERS:



Visalia Chamber of Commerce Announces Garcia as Leadership Visalia Program Facilitator

The Visalia Chamber of Commerce is pleased to announce Raquel Garcia will serve as Leadership Visalia program facilitator. Garcia has worked with adult learners in higher education for over 20 years, 15 of those years at Fresno Pacific University. She brings with her a unique set of experiences, both from the business and non-profit resource sectors and takes pride in the service, education, and coaching of others. Garcia is an alumnus of the 2015 Leadership Visalia class and holds certifications in Peacemaking and Conflict Resolution for the workplace and schools.

For more than thirty years, the Visalia Chamber of Commerce has developed community leaders to fill roles in the private, public, non-profit sectors and elected positions. The intensive leader-

ship development course is designed to help emerging leaders in businesses and other community organizations further develop their leadership skills, experience, and community knowledge. Leadership Visalia alumni serve in key leadership positions throughout our city, county, and valley.

This 9-month program begins on August 28th with an orientation meeting and will include evening classes, and day sessions featuring guest speakers and on-site experiences. The Visalia Chamber of Commerce continues to host the Leadership Visalia program to confirm the commitment of the Chamber in advancing leadership in our community.

For more information regarding the Leadership Visalia program, go to [www.visaliachamber.org/leadership](http://www.visaliachamber.org/leadership)



Raquel Garcia

leadership



FOOD & BEER TASTING ★ LOCAL VENDORS ★ LIVE MUSIC

SEPTEMBER 27, 2019

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

5:30 PM - 9:30 PM