



Platinum Level

Gold Level



Silver Level



Greater Tehachapi
Chamber Of Commerce
209 E Tehachapi Blvd
P.O. Box 401
Tehachapi, CA 93581
661 822-4180
Fax 661 822-9036
www.tehachapi.com



GREATER TEHACHAPI
CHAMBER OF COMMERCE
www.tehachapi.com

NEWSLETTER

Greater Tehachapi Chamber of Commerce Board Installed

The 2012 Board of Directors for the Greater Tehachapi Chamber of Commerce were officially installed on Saturday,



January 21, 2012, at Villa La Paz at the National Chavez Center. Pete Sturn served as our Master of Ceremonies and Senator Jean Fuller performed the swearing in of the incoming Board including 2012 Chairperson of the Board, Lorraine Berry; Chair-Elect, Claudia Henson, Hilltop Publishers; Treasurer, Tammy Wallace, Country Real Estate; Past Chairperson, Marty Pay, Farmers Insurance; and the entire Board of Directors-Phillip Darling, Borton Petrini, LLP; Carl Gehricke, Tehachapi Bible and Bookstore; Brian Johnson; Tim Kielpinski, Old Towne Nursery; and Carolyn Wiles, Terra-Gen Power, LLC.

The evening also included the recognition of outgoing 2011 Chairperson of the Board, Marty Pay, Farmers Insurance; Outgoing Chamber Director Kathy Carey,



BVS Properties; the 2012 Citizen of the Year, Mary Ann Hester; 2012 Small Business of the Year, Books & Crannies; and the 2012 Large Business of the Year, Aspen Builders, Inc.

The Chamber was honored to have



Senator Jean Fuller; Assemblywoman Shannon Grove; Supervisor Zack Scrivner; Mayor Ed Grimes,

Photos by Sam White
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Your Chamber Working For You

We'd like to share some ways we have promoted your business last month...

Phone Calls	Office Visitors	Referrals	Directories	Maps	Information Packets
292	151	1034	57	4	30

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Councilmember Susan Wiggins; Greg Garrett, Tehachapi City Manager in attendance.

The evening's honorees received certificates of recognition



from Congressman Kevin McCarthy, Senator Jean Fuller, Assemblywoman Shannon Grove, Supervisor Zack Scrivner, the City of Tehachapi, the Greater Tehachapi Chamber of Commerce, and the Tehachapi News.

The Greater Tehachapi Chamber of Commerce would like to extend a gracious thank you to the evenings sponsors: Applegate Garden Florist, KERO ABC 23, The Loop, the



National Chavez Center, Old Towne Nursery, Postal ASAP!, Souza Family Vineyards, the Tehachapi News and Terra-Gen Power, LLC.



Photos by Nick Smirnov NPPA

LUNCHEON BUSINESS CARD WINNER



According to a recent Harvard study*, 60 percent of all U.S. bankruptcies are the result of a medical event. Of that 60 percent, 77 percent had major medical insurance. This indicates that in most of these cases, the problem was not lack of medical insurance. An unfortunate reality is that the cost of health care continues to outpace inflation and household earnings.

We all know how major medical insurance works. All those benefits payments go where? That's right—doctors, hospitals, X-rays, maybe prescriptions. That's important, but it doesn't help you pay your personal bills, living expenses, out-of-pocket medical expenses, or deductibles.

We are living in difficult times. Times when many families across the country are living paycheck to paycheck. Imagine if you were faced with an illness or accident, and suffered a loss of income while incurring additional out-of-pocket costs, as well as your everyday living expenses that continue. How would you pay your bills?

The good news is that there is an answer. The answer is American Family Life Assurance Company of Columbus, better known to most as Aflac. Providing an extra measure of financial protection when you're sick or hurt, Aflac is insurance for daily living.

Aflac is the number one provider of guaranteed-renewable insurance, paying \$1.9 billion in claims in 2009. Cash benefits on approved claims are paid directly to the policyholder, unless otherwise assigned, and can be used to help pay rent/mortgage payments, groceries, utilities, car payments, and deductibles ... it's totally up to you. Most claims are processed within four days, and Aflac is number one in claims satisfaction. Many of Aflac policies pay benefits even when you're healthy. Aflac rates will not go up when you file a claim.

If you're wondering how health care reform will affect the need for guaranteed-renewable insurance, it is interesting to note that in Japan (where a national health system is in place), one in four households has Aflac.

To discover why 50 million people worldwide have chosen Aflac, call your local Aflac representative today for a no-obligation consultation. Aflac insurance policies are not one size fits all. Together we can determine if you have a need for what Aflac has to offer and identify a policy that will address that need.

Cathi Estes is a Tehachapi resident and an independent agent representing Aflac.

* Davis U. Himmelstein, MD; Deborah Thorne, PhD; Elizabeth Warren, JD; and Steffie Woolhandler, MD, MPH; "Medical Bankruptcy in the United States, 2007: Results of a National Study," The American Journal of Medicine, 2009.

February Chamber Network Luncheon

Brandon Martin, Director

"CSUB Small Business Development Center"

Please join the Greater Tehachapi Chamber of Commerce at our February Chamber Network Luncheon, Tuesday, February 21, 2012, 12:00 p.m. at Pacino's Spaghetti Factory, 1100 Tehachapi Blvd, #A. Our guest speaker will be Brandon Martin, Director of the California State University Bakersfield Small Business Development Center.

"Brandon Martin is the Director of the CSU Bakersfield Small Business Development Center, and an advocate for small and family-owned businesses. He graduated summa cum laude from UCLA before graduating from Berkeley Law with his J.D. At Berkeley, he volunteered as a student-lawyer assisting small businesses with technology and intellectual property concerns at the Samuelson Clinic for Law and Technology. Brandon has practiced law with small, regional, and large international law firms including Borton Petrini, Brownstein Hyatt, and Paul Hastings. Brandon specializes in working with small businesses in the internet technology sector and is a partner at Mighty Megaphone, a local social media and web presence management firm. This year, he is also serving as the Chairman of the Kern County Planning Commission."

The California State University, Bakersfield hosts the Small Business Development Center (SBDC) and is committed to assisting entrepreneurs and the small business community throughout Kern, Inyo and Mono County through our SBDC

The cost is \$15 for Chamber Members, \$20 for Non-Chamber members, which includes lunch. **Reservations are required. Please make your reservation by calling the Chamber at 661-822-4180. Reservation deadline is Friday, February 17, 2012.**

Tehachapi Mountain Festival® Theme Contest

The Greater Tehachapi Chamber of Commerce and the 49th Annual Mountain Festival Committee are looking for a theme for the 2012 Tehachapi Mountain Festival®. This year's Festival will be on August 18 and 19, 2012.

Original or unique theme ideas to represent next year's Festival should be submitted to the Chamber by Friday, February 29, 2012 at 4:00 p.m. The winner will receive a \$100 prize, along with V.I.P. treatment and an invitation to ride in the Mountain Festival Parade. Participants are allowed to submit an unlimited number of theme ideas, but only one winner will be chosen.

Previous years theme's included:

- 2011 "Rope the Wind, Ride the Mountain"
- 2010 "Windmills, Wine & Oaks Divine"
- 2009 "Tehachapi 1909-2009, What a Century in Time"
- 2008 "Once Upon A Mountain:
- 2007 "Mountains of Memories & Dreams for the Future"
- 2006 "Mountains, Memories & Magic"
- 2005 "Remembering Old Times, Enjoying New Ways"
- 2004 "Trains, Planes, Spurs & Lace"
- 2003 "Pioneer Days and Modern Ways"
- 2002 "Childhood Dreams and Wilder Things"
- 2001 "2001 A Mountain Place Odyssey"
- 2000 "Gentle Breeze and Apple Tree's"
- 1999 "Four Season's of Fun"
- 1998 "35 Years of Memories Past"
- 1997 "Apple of my Eye"
- 1996 "Family Affair in the Mountain Air"

Send legibly written theme ideas to the Greater Tehachapi Chamber of Commerce, P.O. Box 401, Tehachapi, CA 93581-0401, drop entries off at 209 E Tehachapi Blvd, Monday through Friday 10:00 a.m. to 4:00 p.m., or email to mountainfestival@tehachapi.com. Be sure to include your name and phone number.

CHAMBER RIBBON CUTTING



Chamber Directors Phillip Darling, Carl Gehricke, Claudia Henson, and Tammy Wallace along with Chamber Ambassador Cathy Criger joined Chamber President Ida Perkins at the Ribbon Cutting Ceremony for Pirate Insurance Services on Friday, January 13th. In addition to the Ribbon Cutting, Supervisor Zack Scrivner presented Joe Snyder with a Certificate of Recognition. Pirate Insurance Services is located at 821 Tucker Rd, Ste E, 661-823-6925.



tehachapi.com working for our members

We'd like to share with you a summary of our website business directory activity last month

<i>Main Directory Search Page Visits</i>	855
<i>Alphabetical Listing Search</i>	434
<i>Categorical Listing Search</i>	1,021
<i>Search For</i>	79
<i>New Member Listing</i>	29
<i>Member Website Visits</i>	808
<i>Emails Sent to Members</i>	385
<i>Member Map Views</i>	217

This space could be yours! Call the Chamber for information on putting your business card and web link ad here!

57 Renewing Members Strengthen Chamber and Business Community

The following members renewed their commitment to the Chamber from December 22, 2011 through January 27, 2012. Please thank them for their support and patronize their businesses whenever possible!

Member Since	Member Since
Tehachapi Tees 1989	LRS Realty & Management, Inc. 2009
Access Real Estate/Paul & Mary Ann Durnell 2001	Mercury Graphics 2009
AFLAC Insurance/Catherine Estes 2010	Mojave River Academy 2011
Airstreams Renewables, Inc. 2009	Mountain Valley Airport 1996
Applegate Garden Florist 1995	Mulberry Place Assisted Living 2009
Aspen Builders, Inc 2007	Notary Now! 2002
B S & E 1995	Oak Valley, Inc 1989
Bank of the West 1988	Old Town Stables 2010
Basanda Consulting 2011	Perkins Insurance Agency, Inc. 1992
Best Western Country Park Hotel 2004	Professor Muldoon's Hot Air Balloons & Flying Machines 2009
Best Western Mountain Inn 1993	Rising Moon Ranch 2011
Billingsley Veterinary Clinic 2010	Snow Orthodontics 2001
California State Old Time Fiddlers Assoc 2008	Souza Family Vineyards 2007
Canine Creek Dog Wash & Boutique 2004	Stickel Mortuary 2011
Country Real Estate/Shirley Fuller 2010	Tammy Engel, Mortgage Advisor 2000
Chriso's Tree Trimming 2010	Tehachapi Cleaning ProZ 2008
Expert Estate Sales by L.A. Kroese 2011	Tehachapi Lifestyle Magazine 2011
Fairfield Inn & Suites by Marriott 2009	Tehachapi Liquor 2009
Farmers Insurance Marty Pay 1992	Tehachapi Manor 2011
Foot & Ankle Institute 2009	Tehachapi Surgery Center, Inc. 1999
GE Energy 1994	Tehachapi Valley Arts Association 1990
Goldfish Publications, LLC 2008	Tom See & Associates 2005
High Desert Wireless 2005	Town & Country Real Estate-Stacey Christy 2011
E&W Theatres, dba Hitching Post Theatres 1994	Trains Etc. 2006
Jake's Steakhouse 2003	Triassic Legacy Vineyards 2008
Kelcy's Restaurant 1992	Witt's "Everything for the Office" 1989
Keller Williams Realty/Alexis Milton 2006	
Kent Turner Construction 1995	
Kohnen's Country Bakery 2003	
Lamar Advertising 2004	
Lehigh Southwest Cement Co 1994	
Lila Winger 2010	
LP-Automation 2010	

Welcome Our Newest Members

Devan Yates, Pet Grooming
Devan Yates
 20825 South St, Unit D
 Tehachapi, CA 93561
 661-654-1712

Simply Accurate
Virginia Staabs
 PO Box 2540
 Tehachapi, CA 93581
 661-823-4906

This space could be yours! Call the Chamber for information on putting your business card and web link ad here!



SAVE THE DATES!

"Business After Hours" Chamber Mixer Schedule

HOSTED BY

March 14th	Natural Health Massage & Spa
April 11th	Bright House Networks & Pacino's Spaghetti Factory
May 9th	Date Available
June 20th	Old Towne Nursery
July 11th	Family Life Pregnancy Center
September 12th	Jennifer's Terrace
October 10th	Mountain Music/Fiddlers Crossing
November 14th	Postal ASAP!

Grand Opening/Ribbon Cutting



Thursday, February 16, 2012

4:00 PM to 6:00 PM

4:30 PM Ribbon Cutting

February Membership Anniversaries

26 Years

Safe 1 Credit Union

24 Years

Chicago Title Insurance Co
Kieffe & Sons Ford
Southern California Edison

23 Years

Tehachapi Turf

18 Years

E&W Theatres, dba Hitching Post Theatres

16 Years

Indian Point Ostrich Ranch

13 Years

Tehachapi Senior Apartments

12 Years

Tehachapi Lawn & Garden Equipment Center

11 Years

Baskin Robbins
Santa Fe Motel
Tehachapi Mini Storage

9 Years

Bichlmeier Insurance Services, Inc.
Main Street Tehachapi

8 Years

T.H.E. TEC

7 Years

Peaceful Valley Donkey Rescue

6 Years

Comprehensive Cardiovascular Medical Group

5 Years

tech-hachapi

4 Years

Field of Dreams Alpacas
J Williams Personal Financial Planning, Inc.

3 Years

Concept Design Group-Architect
Stephen F Rudin, Attorney at Law
Tehachapi Automotive
Tehachapi Wellness Center

2 Year

Access Real Estate/Jim Hutson
Brite Canyon Resource Recovery
Country Real Estate/Shirley Fuller
Country Real Estate/Rubien Brandon
Hampton Inn & Suites
Old Town Stables
Tehachapi Collision Center

1 Years

Celebrating Home
Cen Cal Solutiols
The Miche Bag Lady
Stickel Mortuary
Tehachapi Lifestyle Magazine

2012

Board of Directors

CHAIRPERSON

Lorraine Berry
Individual

CHAIR ELECT

Claudia Henson
Hilltop Publishers

TREASURER

Tammy Wallace
Country Real Estate

PAST CHAIRMAN

Marty Pay
Farmers Insurance

• DIRECTORS •

Phillip Darling
Borton Petrini, LLP

Carl Gehricke
Tehachapi Bible & Bookstore

Brian Johnson
Individual

Tim Kielpinski
Old Towne Nursery

Carolyn Wiles
Terra-Gen Power, LLC

Ida Perkins
President

2012 California Employment Posters Now Available at Chamber Office

The 2012 California and Federal Employment Posters are now available at the Greater Tehachapi Chamber of Commerce. The price for these posters are \$44.50 for members and \$52.50 for non-members. The 2012 Employment Posters now come with **Poster ProtectSM** which will provide you with a new poster at no additional charge if any mandatory changes occur to state or federal employment law posting requirements during the calendar year.

Congressman McCarthy, Senator Fuller, and Assemblywoman Grove Mobile Office Hours at the Chamber

Government Representatives will hold office hours at the Chamber office on Tuesday, February 21, 2012 from 10 to 11 AM. For appointments, contact the following representatives:

Congressman McCarthy, Representative Vince Fong, 661-327-3611.

Senator Fuller, Representative Romeo Agbalog, 661-323-0443

Assemblywoman Grove, Representative Javier Reyes, 661-395-2995

(661) 822-5553 765 TUCKER RD.
WWW.BESTREALTY.NET WWW.COLDWELLBANKER.COM



TEHACHAPI'S #1 REAL ESTATE OFFICE



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Commercial • Residential
Lawn & Ornamental

United Rodent & Pest Services
Keeping Your World Pest Free!
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CHAMBER SERVICES

For Members Only

Mailing Labels \$40.00
 Electronic (Excel) Mailing List \$60.00

Employment Posters

Members: \$44.50
 Non-Members \$52.50

Directory of Members

Available to all at No Charge

Website Advertising - Members Only

Contact Chamber Office for pricing and options

Free to Members Only

Display of Cards & Brochures in the Chamber Office
 Referrals From:
 Phone Calls Walk-In's Internet
 First Hotspot in Newsletter (first 90 days of membership)

Advertising - Members Only

Newsletter Hotspot \$ 35.00
 Newsletter Card per month \$ 25.00
 per year \$200.00
 Relocation Packet \$125.00
 Insert/per year

GREATER TEHACHAPI CHAMBER OF COMMERCE CHAIRMAN'S CIRCLE



The Greater Tehachapi Chamber of Commerce is offering an opportunity for our members to enjoy more recognition, visibility and opportunities through our Chairman's Circle. The Chairman's Circle offers a number of ways to market, advertise and promote your company on a regular, consistent basis.

The Chairman's Circle offers four specific packages ranging from \$1,000 to \$7,000. It is the Chamber's goal to help you develop an annual package of benefits that will raise the visibility of your company in the community. By strategically planning your marketing and advertising activities in these areas, you can develop an individual campaign that will deliver bottom line benefits.

Chairman's Circle members enjoy the convenience of a one-time all-inclusive transaction that insures representation at Chamber events, in its publications and on the Chamber's website. This is a wonderful way to plan your budget each year. The Chairman's Circle will not only let you plan for your sponsorships of annual events, but will also avoid those many calls individuals receive to gather support for the Chamber's many great events.

Feel free to contact me with any questions regarding the Chairman's Circle. I invite you to arrange a visit to discuss the benefits and privileges of membership in this special group of members who have made an annual commitment to support the Greater Tehachapi Chamber of Commerce through sponsorships and marketing opportunities. I look forward to working with you on a program to enhance your company's recognition and visibility in our community.

Ida Perkins
 President

SHOP LOCAL!
 Support your local business community
www.tehachapi.com

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3 First Friday and TVAA Photo Contest Reception 5-8 PM TVAA 661-822-6062	4
<i>For detailed information on events, visit our Community Calendar at www.tehachapi.com</i>			GTEDC Mtg 7:30 AM Apple Shed			
5	6 City Council Mtg BeeKay Theater 6 PM	7 Board of Directors Mtg Chamber Office 5:30 pm	8	9	10	11 Main Street Wine & Chocolate Tasting 5:30-9 PM Downtown 661-822-6519
12	13	14 	15	16 The Fez Cafe Grand Opening/Ribbon Cutting 4:00 to 6:00 PM Ribbon Cutting 4:30 PM 160 W Tehachapi Blvd 661-822-4085	17	18
19 	20 Chamber Office Closed	21 CHAMBER LUNCHEON Pacino's 12 Noon-1:30 1100 Tehachapi Blvd, #A 661-822-4180 City Council Mtg BeeKay Theater 6 PM	22	23	24	25
26	27	28	29	Calendar of Events February 2012		