



# Santee's 'Coolest' Young Professional



Allegiance Heating & Air Conditioning Inc. is a full service residential and commercial, female-owned company based out of Santee. Founded in 1988 by James Rotter, the company quickly grew strictly on a referral basis, with no advertisement needed. After James passed in 2009, his daughter, Sarah Wood succeeded her father's business.

More recently in 2015, she obtained her own contractor's license to ensure she could continue to carry on the footing her father worked so hard to create.

"It is always hard for me to transition from my father's story to mine. My father truly paved the way for me to successfully climb the ladder in this male-dominated industry. Hard work and dedication to his clients created a good foundation, and it was up to me to capitalize on that groundwork. I feel his energy daily, and I know he has to be proud!"

Sarah speaks highly of her father and recognizes, with the combination of her father's "old school" work ethic, along with her "new school" way of networking and social media outlets; she has been able to turn his one man home-shop, in to a 5 man crew, with an office/shop location by the Santee drive-in. Sarah is optimistic about the future and expanding her company even more.

Born and raised in San Diego, Sarah has been a member of the Santee community for over 35 years and understands being comfortable in your own home is what Santee residents desire most, considering the heat we get in East County. From growing up with Santee Lakes in her backyard, to graduating from West Hills, and eventually purchasing her home by the Lutheran Church, Sarah can safely say she loves her community and all it has to offer. She has found her way in the community as acting Vice President on the Board of the Plumbing, Heating, Cooling Contractors Association, where her certified technicians attend HVAC School.

Because Sarah is also an active Santee Chamber member, the Chamber approached her and asked if she could help establish a committee of local young professionals. With the help of her colleagues, she was able to create an addition to the Chamber, called the Santee Young Professionals, aka SYP. The purpose of this group is to provide a platform to develop East County's young business leaders and entrepreneurs through education, community service, and networking. Not only do we want to bring attention to East County Businesses, we also want to show the younger generation how face to face networking through the Chamber, can expand their network and generate leads.

Please check out our calendar for the year, and feel free to join us at our monthly Lunch & Learns, and our business mixers after 5 called "Sip" with SYP. The Lunch & Learns will have a well-rounded variety of topics. You will be educated on the current tax laws, different marketing skills, how to get involved with the community, and more! Not only is this a great way to network, you will also be put on the right path to grow your business!

"Sip" with SYP is an awesome opportunity for some casual networking with East County's most prominent business owners. Come have a couple of drinks with SYP, check out our local breweries, all while generating leads through face to face, old school networking.



Thursday June 15  
Lunch & Learn: Employer Lawyer  
Santee Lakes Clubhouse

Wednesday July 12  
Sip with SYP  
Pacific Islander Beer Company

Thursday August 17  
Lunch & Learn: Hiring & Firing  
Santee Lakes Clubhouse

Wednesday September 6  
Sip with SYP  
Oggi's Pizza & Brewing

Thursday October 19  
Lunch & Learn: Social Media  
Santee Lakes Clubhouse

November 1  
Sip with SYP  
BNS Brewing & Distilling Co.

Thursday December 21  
Lunch & Learn:  
Free Business Programs  
Santee Lakes Clubhouse

TSM