Inside this issue:

<table>
<thead>
<tr>
<th>Category</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chamber Events</td>
<td>2</td>
</tr>
<tr>
<td>Business after Hours</td>
<td>2</td>
</tr>
<tr>
<td>Ribbon Cuttings</td>
<td>2</td>
</tr>
<tr>
<td>Down to Business</td>
<td>3</td>
</tr>
<tr>
<td>Member Anniversaries</td>
<td>3</td>
</tr>
<tr>
<td>New Members</td>
<td>4</td>
</tr>
<tr>
<td>Members on the Move</td>
<td>4</td>
</tr>
<tr>
<td>What’s Happening Coos County</td>
<td>5-6</td>
</tr>
<tr>
<td>Tall Ship Info</td>
<td>7</td>
</tr>
<tr>
<td>BACC Board of Directors</td>
<td>8</td>
</tr>
<tr>
<td>What’s Happening in Salem?!</td>
<td>8</td>
</tr>
<tr>
<td>Member to Member Specials</td>
<td>8</td>
</tr>
</tbody>
</table>

Message from our President-Barry Winters of BBSI

WELCOME TO MAY OF 2016

In the words of our Executive Director “Only 8 more shopping months until Christmas”. April was a quick month with many things happening.

Another amazing thing that happened in April: COOS BAY, Ore. – Bay Area Hospital, guided by its Board of Directors, and the local physicians affiliated with Southwest Oregon Independent Practice Association, better known locally as DOCS, have joined together to announce their support and investment in construction of a Health & Science Technology Building at the college.

The action follows a challenge by Bay Area Hospital to the medical community to help Southwestern Oregon Community College meet its goal. The hospital pledged to invest $1 million in the $16 million project – if Coos County’s physicians would also give at least $1 million toward the building. Immediately following the hospital’s challenge to the medical community, DOCS’ physician leadership responded by voting unanimously to meet the challenge and contribute $1 million.

MAY is also going to be exciting! The Watchman’s Canoe is being filmed in the Coos Bay area, feel free to visit their Facebook page.

Starting May 6th...The 2016 Festival of Sail includes new and exciting activities. Of course, the “anchor” of the festival continues to be the Adventure Sails, Battle Sails and Evening Sails on the Lady Washington and Hawaiian Chieftain. We will kick off the Festival on Friday, May 6, with the Wine Walk that will be followed by Pirates of the Caribbean movie showing at the Egyptian Theater starting at 7:45pm. This year will include the “Oh Ship, I thought You Said Rum Run” on Saturday, 5/14. It is a 5k fun run starting and ending downtown. For those of you who want a short run, we will also have the Instant Gratification Run downtown. The annual downtown family scavenger hunt will start at the boardwalk on the first Saturday. Get your map for the Sea Legs Downtown Shopping tour featuring our downtown antique stores on both Saturdays. The 3rd annual O’Ship Pub Crawl, will be Saturday 5/14. The Festival of Sail is promoted and organized by Coos Bay Downtown Association and Coos Bay Boat Building Center. In-kind support by the City of Coos Bay is greatly appreciated! Don’t forget during the Festival of Sail the whole community is challenged to “Dress like a Pirate or Mariner!”

Citizens who live or conduct business in or near Coos Bay or North Bend, Oregon, are invited to join the Bay Area Chamber of Commerce Tourism Committee for a community cleanup effort from 9:00 am-11:30 followed by a barbecue from 11:30-12:30 Saturday, May 7, 2016. The cleanup will focus efforts on the Highway 101 corridor from the McCullough Bridge to the Coos Slough Bridge.

Volunteers can join a Bulldog, Pirate or Laker Team to remove rubbish and weeds and a chance to win the annual Trash Trophy! Let’s kick-off National Tourism Week with a sparkling clean Bay Area! If you would like to volunteer, contact Deborah Rudd at 541-888-5558 ext. 158 or deborah.rudd@state.or.us. Arrive at the beginning site location a few minutes early to complete registration on the day of the event. (Participants under 18 must have parents sign their waiver.) Registration 8:00-9:00am at the following location: Start at North Bend Fire Station on 1880 McPherson; End at Mingus Park, 10th Street Coos Bay, OR 97420

Election this month, be sure & vote! Coos County Treasurer & a new Circuit Court Judge to replace the retiring Honorable Mike Gillespie, who has done a terrific job for the last 27 (I think) years. Plus many other positions throughout Oregon & the USA.

News on Jordon Cove Project: Veresen Inc. is pleased to announce that it has reached preliminary agreement with respect to certain key commercial terms with ITOCHU Corporation (“ITOCHU”) for the long-term sale of natural gas liquefaction capacity at the Jordan Cove LNG facility. Veresen is developing the Jordan Cove LNG facility in the International Port of Coos Bay in Oregon, USA. In conjunction with the agreement between Veresen and JERA Co., Inc., announced on March 22nd, Veresen has now concluded key commercial terms in respect of at least 3 million tons per annum of natural gas liquefaction capacity.

Blues and Beer Garden at Mill Casino May 28 & 29.

I want to for the Welcome New Members month of April to our Chamber. NeighborWorks Umpqua, Bank of the the Cascades, PenAir, and SOWIB.

New members wanted! Join our Great Members already in the Bay area Chamber of Commerce. Chamber members encourage your neighbors to join us. Excellent value for your investment.

Have a Fantastic May.

Barry Winters, BBSI-2016 BACC President
Chamber Events

WBC in May is Sponsored by Barrett Business Services

WBC is 11:30-1 pm in the Salmon Room at the Mill Casino Hotel & RV Park

May 4th – WBC - Pacific Connector Gas Pipeline-George Angerbauer
May 7th- 101 Clean up Brigade
May 11th – WBC - Jim Paul, Director Department of State Lands
May 18th- WBC - Jennifer Groth- Blue Zone Community
May 25th – BAH - Business After Hours-5 -7pm at Rodeo Steakhouse
May 26th – WBC-TBA

Business after Hours at Egyptian Theatre

Have you heard!? Truffles of Bandon has moved to Downtown Coos Bay! Stop by and visit them today.

Ribbon Cutting at Truffles-Coos Bay

Sustainability Award-Bandon Dunes

Bandon Dunes was presented with our BACC Sustainability Award for their Wild Coast Rivers’ Alliance

Mark your calendars for WBC on Sept. 7, 2016
I would like to retire from my business in three years. How do I move forward with an exit strategy?

Just like starting a successful business requires a good business plan, retiring from a business also needs a plan. There are many questions to ask and answer. There are decisions to be made. There are tasks that need to be done to make the transition smoother. The key is to truly have an exit strategy that is well thought out with plenty of time to implement the plan.

The first step is to decide what is to become of the business on your retirement. Will the business be transferred to the next generation of family? Will the business be closed? Will the business be sold? If the business is to be sold, will it be to an outside buyer, a competitor or supplier or to the employees?

If the business will be continued and not closed, the next step is to evaluate the business to determine its value to a new owner. This may be difficult for you to do because of the sweat equity you have put into making the business a success. Your decisions about the value of your company may be more emotional than realistic. If possible, find an outside business valuation specialist to help. A possible resource is the Institute of Business Appraisers [http://www.go-iba.org/]. Some CPA firms, realtors and business brokers also provide this service. The true value of a business is what an independent buyer is willing to pay for the company. Keep in mind there may be tax consequences and estate concerns so contacting an attorney is a prudent move.

Finding a buyer or training the next generation to lead the company into the future will take some time. You may need to stay after the sale of the business to train the new owner. Even closing a business takes time to inform customers, employees and suppliers, negotiate leases and contracts and plan going out of business sales. Create a checklist of tasks to accomplish in this process to make sure no details are over looked.

Make the business as attractive to a new owner as possible. Repair equipment, eliminate obsolete inventory, update instruction manuals, create a list of what is being sold, have a list of customers and suppliers and make sure financial statements and tax returns are current. If a buyer needs to obtain financing to complete the purchase give them all the information they need for their lender.

The U.S. Small Business Administration has information on planning an exit strategy at [https://www.sba.gov/managing-business/closing-down-your-business]. Contact your personal financial advisor to make sure you are prepared money-wise to enjoy retirement.

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**BACC Member Anniversaries!**

- Coney Station
- Fishermen's Wharf
- US Cellular-Coos Bay
- NW Natural
- First Student
- Larry A. Reiber, C.P.A., P.C.
- Myrtle Grove Funeral Services-Bay Area
- Sunset Memorial Park & Funeral Home
- The Bites on Bait & Tackle
- Oregon Pacific Company, Inc.
- My Yarn Shop
- Democratic Party of Coos County
- Gino’s Pizza Inn, Inc
- Grant L. Walding LLC
- Ace Hardware Express
- Shark Bites Restaurant
- Antique & Auction Co. of Southwestern Oregon.
- E.L. Edwards Realty II, Inc
- Giddings Boat Works
- Gold Coast Truck Repair
- Koontz Machine & Welding Inc
- South Coast Development Council, Inc.
- Ocean Boulevard Veterinary Hospital
- Scott Partney Construction
- Lyon Insurance Services
- South Coast Horizons
- Web Marketing, Inc
- Cash & Carry
- AllWeather Wood
- Grays Harbor Historical Seaport Authority
- Merit Financial Services LLC
- Reed Import Specialist
- The Artist Loft Gallery
- The Young Bucs
- Wardrobe Cleaners
- Englund Marine Supply, INC
- Arbe’s RV Park
- Knutson Towboat Company
- O’Bryan Advanced Dentistry
- Tri-County Plumbing
- Civil West Engineering Services INC
- KDCQ Radio
- Neighbor to Neighbor Mediation
- Services
Welcome New Members!

Bank of the Cascades
(purchased Bank of America)
Tiffany Carr
1611 Virginia Ave
North Bend, OR
tcarr@botc.com

NeighborWorks Umpqua
Michelle Martin
1984 Sherman.
North Bend OR
541-414-6368

NeighborWorks Umpqua is a private, rural non-profit organization working to enhance lives for Oregon residents in Coos, Curry, Douglas & Josephine County. We do this increasing access to affordable housing & creating partnerships that promote community, stability, business success and economic growth.

SOWIB-Southwestern Oregon Workforce Investment Board
Jake McClelland
990 S. 2nd St, Coos Bay
541-751-8529
jmcclelland@sowib.org
Www.sowib.org
SOWIB’S role is to engage business, public agencies, education providers and the public to jointly develop community-based workforce solutions.

PenAir
Southwest Oregon Regional Airport
North Bend
800-448-4226
Marketing@penair.com
Www.penair.com

Offering daily scheduled flights between Southwest Oregon Regional Airport and Portland, OR. A proud Alaska Airlines codeshare partner— getting to Coos County is quick and comfortable aboard PenAir’s 30-seat aircraft complete with inflight service. Connect to over 60 destinations worldwide from Portland.

The Artist Loft Gallery has moved from the Pony Village Mall to 367 Anderson Coos Bay! Next to the Coos Art Museum

Blue Earth Services & Technology has moved their office from 990 S. 2nd St. to 840 Central Ave. Coos Bay!
Gather your Pirate, Bulldog & Laker spirit to clean up Highway 101 in preparation for National Tourism Week. Meet at the NB Fire station located at 1880 McPherson at 9:00 am on Saturday, May 7th. Choose to join the North Bend, SWOCC or Coos Bay team collecting trash and removing weeds from Highway 101 until 11:30 am. Then we will meet at Coos Bay Mingus Park for a final trash tally to see which team will receive the Brigade Trash Trophy and for a barbeque hosted by the Knife River, NW Natural and Bay Area Chamber Members*. *We need donations of cash or in kind items such as:

Door Prizes, Soda, Potato or Macaroni Salad, Watermelon, Coffee, Donuts

All participating students will receive a certificate of participation for their activity chart. Waivers for students under 18 need to be signed by the parent or guardian before student is dropped off at the Fire Department at 9:00 am. Please make arrangements to pick up your students at Mingus Park by 12:30 pm. Students who arrive at the site without prior approval must have their parent/guardian available to sign the waiver or they will not be allowed to participate.

Contact Deborah Rudd -(BACC Tourism Committee Chair)
541-888-5558 EXT. 158
OR Text: 541-260-1499
What’s Happening Coos County!?!?

Extreme School Make-Over
May 21st
from 9am-noon
Hillcrest Elementary
1100 Maine St., North Bend, OR 97459
BBQ to follow provided by NW Natural

We will be weeding flower beds, spreading bark mulch, and digging out new flower beds along the front of the building. Disposing of sad. Weed eating hillsides around the building and painting retaining wall and wall-ball backboards.

Please bring: weedeaters, wheel barrows, shovels, rakes and hoes.

Contact:
Jayson Wartnaik at 541-269-9338;
Jayson.Wartniki@nwvegas.com to RSVP or if you questions.

BBQ, Blues and Brews
Join us for a Memorial Day Weekend outdoor festival located at the Mill Hotel.
Printable schedule flyer
Great BBQ and brews with live music, vendors and more! Want to Join the KBCS sanctioned BBQ competition?
Click here to download the team registration form
Want to be a KCBS certified BBQ Judge? click here for registration form

Friday, May 27
Certified BBQ Judging Class - second floor meeting room
Meet and Greet - Salmon Room - Open to the public (21 & older)
Saturday, May 28
Event open to the public - Noon - 6 pm
Awards - 4 pm
Sunday, May 29
Event open to the public - Noon - 4 pm

Hats Off To Moms
Join us for our Mother/Daughter Tea. Antique hat collector, Penelope Brandon, will be displaying her vast vintage hat collection and harpist, Carol Anne Smith, will perform. Wear your finest hat and join us for this fun celebration of Motherhood.

Limited seating. Please R.S.V.P. to (541) 267-4000 by April 29. We hope to see you there! There is no charge for this event. We will be passing a lovely bonnet to raise money for the Alzheimer’s Foundation.

What: Mad Hatter’s Tea Party
When: Thursday, May 5 @ 2 p.m.
Where: Ocean Ridge Assisted Living Main Floor
The Hawaiian Chieftain has a fascinating history originating in Hawaii. She’s a swift topsail ketch that has visited Tahiti, the Atlantic Ocean, and once sailed out of Sausalito, Calif. Built of steel in Hawaii in 1988 and originally designed for cargo trade among the Hawaiian Islands, naval architect Raymond H. Richards’ design for Hawaiian Chieftain was influenced by the early colonial passenger and coastal packets that traded among Atlantic coastal cities and towns. The coastal packet service was part of the coasting trade based on mercantile activity of the developing seaboard towns. The early packet ships were regular traders and were selected because they sailed remarkably well and could enter small ports with their shallow draft. Out of the gradual development of the Atlantic packet ship hull form came the ship design practices that helped produce some of the best of the clipper ships of the later 1850s.

The brig Lady Washington embodies American maritime history of the late 1700s and early 1800s. She is a traditionally built replica that has appeared in several movies and television shows. Launched on March 7, 1989, the Lady Washington was built in Aberdeen, Wash., by Grays Harbor Historical Seaport Authority, a 501(c)(3) not-for-profit public development authority. The new Lady Washington is a full-scale replica of the original Lady Washington. In 1787, after the war, she was given a major refit to prepare her for a unprecedented trading voyage around Cape Horn. In 1788, she became the first American vessel to make landfall on the west coast of North America. A pioneer in Pan-Pacific trade, she was the first American ship to visit Honolulu, Hong Kong and Japan. Lady Washington opened the black pearl and sandalwood trade between Hawaii and Asia when King Kamehameha became a partner in the ship.

Tall Ships in Coos Bay—May 7-15th

The Hawaiian Chieftain and Lady Washington will be in the bay area from May 5 – May 17, 2016. They will be docked at the Coos Bay Boardwalk. Several events and vendors are planned during their stay here.

Please click on the link below for their full event schedule

http://coosbaydowntown.org/festival-of-sail/

Booking a sail by phone, call 1-800-200-LADY (5239)
What’s Going on With our LAT Committee!??

Bay Area Chamber – Legislative Action Team (LAT) News

- LAT is keeping a watchful eye on Minimum Wage Rulemaking. While the legislature writes the laws, the rules that implement them are developed by state agencies. This will likely be from BOLI. LAT will keep you informed along the way.

- House Bill 4036 reforms energy policy for Oregon by eliminating coal from electricity supplies to customers of Pacific Power and PGE by 2030 and by requiring that 50% of their power is generated by clean, renewable sources by 2040. The move is toward Wind, Wave and Solar energy sources. However; Hydro and Wood Bio-mass should be focused on as well. The actual carbon footprint from Oregon is about 1.2% of the world and 6% of the entire nation. Not too bad Oregon!

- Jordan Cove has announced 2 customers (50% capacity) and has filed with FERC for rehearing. FERC has 30 days to respond. The Chamber continues to follow these developments and will continue to keep you informed.

- The LAT Committee will be meeting the beginning of May with Senator Arnie Roblan to stay informed and promote business friendly legislative action!

- Last yet not least, we discussed the need to refocus the Legislature about what was intended to be the real purpose is of a Short Session. Most Oregonians believe it was to make adjustments in the bi-annual budget and address immediate concerns not to address major issues with reduced public input due to time constraints. We don’t have a solution to the issue, but it needs some resolution for the people.

For more information or to become involved, please contact LAT Chair, Tom Burdett-tom@bntpromo.com; 541- 756-7142
# May 2016

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### Reminder
- WBC Runs Sept-May.
- Our next WBC will be on Sept. 7, 2016