



# BACC-Business Source

Where you go to be in the know

January 2016

“Bettin on the Bay”

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## Message from our President-Barry Winters of BBSI

2016 ... Is that right 2016? Wow! **HAPPY NEW YEAR!** 2015 WAS AN EXCITING YEAR FOR YOUR CHAMBER, and I AM EXCITED FOR 2016 - so I am

### “Bettin’ On The Bay.”

Rick Skinner will be a tough act to follow. Your 2015 Chamber Board was tremendously dedicated, as is your 2016 Board! Your Chamber members are outstanding, and the committee work is superb! I am counting on all members for continued support of your Chamber in 2016.

What an honor and a privilege it is for me to be your 2016 Chamber President! I have been involved with The Bay Area Chamber of Commerce since April of 2010, and I realize that “We Can Have It All”, that the Chamber members have been “Putting The Pieces Together For A Better Local Economy”, the Chamber is on “The Right Track” and it is obvious that “We Mean Business”, which made the Chamber’s “Mission Possible.” Furthermore, we are “Bettin’ On The Bay” to continue to bring more prosperity to our businesses, our community, our County, and our schools.

There is much work ahead of the Chamber in 2016. What is truly cool is that we have all of you, our Chamber members, who have proven you can get the job done. All Of You! Please continue to stay involved; continue to dedicate time to your Chamber. If you haven’t gotten involved yet, there is no time like the present. There are so many committees with which you can participate. Pick your passion and join us!

We look forward to seeing you all at the Bay Area Chamber of Commerce Annual Awards Banquet, January 30<sup>th</sup>!



## Business Training Opportunities

Date	Time	Offered By	Class
01/7/16	10a-12p	SBDC	Ready, Set, Start your business
01/13/16	6p-8p	SBDC	Ready, Set, Start your business
01/19/16	2p-4p	SBDC	Ready, Set, Start your business
01/27/16	2p-4p	SBDC	Ready, Set, Start your business
04/20/16-06/29/16	10 classes- times vary	SBDC	Quick Books-Cost: \$429, call to pre reg. Mary Loiselle, 541-756-6866

## Chamber Events

WBC in January is sponsored  
by Knife River Materials  
Thank you!

WBC is held at the Mill Casino in  
the Salmon Room every  
Wednesday from 11:30-1 pm

- January 6th –WBC-Jordan  
Cove Energy Project
- January 13th-WBC  
Arin Carmack-  
Cardinal  
Services; Spotlight  
Education (Jayson  
Wartnik)
- January 20th-WBC-  
John Potter-DSL-Elliott  
State Forest Project
- January 28th-WBC-  
LAT City Government–  
CB & NB Mayors
- January 30th-Annual  
Awards Banquet-5pm  
at the Mill Casino.
- February 11, 2016-  
Ribbon Cutting,  
4:30pm at Pacific  
Properties New  
Location

## 2016 New Business Challenge Winners!!!

### New Business Challenge Grant winner announced

Coos Bay Oregon is a great place to live and to start a business.

Business startup success depends on many factors. The Bay Area Chamber of Commerce Business Development Committee launched a New Business Challenge Grant in 2009. Friday, December 11<sup>th</sup>, at the 23<sup>rd</sup> annual Economic Outlook Forum, **For the Love of Dog** won the 6<sup>th</sup> annual new business challenge grant award. This business proposes opening a dog day camp and overnight boarding facility. Dogs will have an enclosed area to play, exercise and socialize with other dogs. According to founders Eric & Jamie Comer, “Dogs will always be supervised to ensure that they are safe and have the most positive experience every time.” The first award was given to The Beauty Bar. In 2011 the grant was awarded to Time Bomb Clothing Exchange. In 2012 Joey’s Arcade and Soda Bar won this business startup grant. The 2013 winner was Stillwagon Distillery. In 2014 Bayside Coffee won the grant. All previous grant recipients are still in business, growing and adding to the local economy. This is a program designed to encourage entrepreneurial spirit in the Bay Area. The business plan review committee had a tough time choosing just one winner for the package of cash, in-kind services and products provided by sponsors from the five applications submitted this year. “Small business success is an important part of any thriving community. The New Business Challenge Grant helps by taking the best business plan submitted and making the winning business stronger through the infusion of resources and mentoring needed by small businesses.” says Arlene Soto, Director of the Southwestern Oregon Community College Small Business Development Center. The 2015 winner received over \$9,000 of cash, products and services comprised of \$2,500 in accounting services from Hough, Macadam, Wartnik, Fisher and Gordon CPA’s; \$500 in cash from Yellow Cab plus \$500 in advertising on cabs; \$900 in banking services from Banner; \$500 in banking services from Umpqua Bank; \$600 in employee criminal or drug screenings from BBSI; \$500 in cash from Pamela de Jong, Financial Advisor for Edward Jones; \$1,500 in employment services from Cardinal Services; \$500 in promotional products and services from BNT Promotional Products; \$1,000 in cash from the South Coast Development Council; and a one year chamber membership from the Bay Area Chamber of Commerce. The winner will participate in confidential mentoring sessions each month of the award year offered by the Southwestern Oregon Community College Small Business Development Center.

The purpose of this grant is to help position new businesses for success and ensure they know this is a good place to start and grow. It would be impossible to provide this kind of support without the commitment of cash, products and services by the sponsors. This is truly an example of grassroots economic development where existing businesses support a newcomer to the business community. The winner was chosen through a rigorous business plan competition. We wish all the applicants in the New Business Challenge Grant well in their business endeavors.

## Down to Business from SBDC

### DOWN TO BUSINESS

A look at small business questions from the Southwestern Oregon Community College Small Business Development Center (SBDC).  
By Arlene M. Soto CMA, CGBP, Southwestern SBDC Director

### How do I decide what's next for my small business?

Entrepreneurs are visionaries. Starting a business creates something out of an idea, a dream or an unmet need. It is exciting. Entrepreneurs have boundless energy dedicated to creating something where nothing existed before. When a business succeeds beyond the start up phase, it is time to consider "what's next?"

For some entrepreneurs, the next step is to sell the business and move on to start another enterprise. For a few, the next step never happens, they just stay at a level they can handle alone and continue working in their business until they burn-out, retire or decide to try something else. For others, the next step is expansion.

Statistics show expansion can be fatal for a business if the growth is not properly planned. Entrepreneurs are idea people. Expansion ideas get their creative juices flowing. Sometimes they do not have well developed management skills. This is not bad, it just may not fit the needs of an expanded company. Expansion requires taking a hard look at business issues: goals, resources, personnel, the management team, working capital, capacity and customer needs. Asking the following questions may help in determining if the proposed expansion makes sound business sense:

- Does this expansion fit the long term and short term goals of the company?
- Who supports the expansion idea? Who needs to support the idea?
- Will the expansion meet the needs of existing customers?
- If new customers are targeted, has the market research been done to document the want, concern, problem or unmet need?
- Is there excess capacity available in the company that the expansion will utilize?
- What pricing strategy will be used to ensure new products or services are profitable?
- What is the cost to the company of this expansion?
- Where will the money come from to pay for the expansion?
- Will employees need to be hired or retrained?
- Is the current management structure capable of handling the responsibilities in the expanded company?

Entrepreneurs generate many new business ideas. Planning for expansion takes time. Ideas can divert the focus of the management team from the existing product or service to that exciting new potential venture. Without leadership focus, the business may not create the success hoped for. One strategy to deal with new, exciting ideas is to write them down and save them for at least two weeks without looking at them. After at least two weeks, ask if the idea still looks like a great prospect. If it does, begin the planning process using the questions above. Many ideas may be good, just not a good fit for the company at this time or in this place. If the idea is a good fit, it may be time to consider expansion in that direction. Is your business poised to ask "what's next"? Ongoing business strategic planning is the key to making sound business expansion decisions.

*The SBDC is a partnership of the U.S. Small Business Administration, the Oregon Small Business Development Center Network, the Oregon Business Development Department and Southwestern Oregon Community College. Arlene M. Soto has been the Director of the Southwestern Small Business Development Center since July 2007. To ask a question call 541-756-6445, e-mail [asoto@socc.edu](mailto:asoto@socc.edu), or write 2455 Maple Leaf, North Bend, OR 97459. Additional help is available at the OSBDCN Web page [www.bizcenter.org](http://www.bizcenter.org).*



## Winner Winner Beef Dinner!!

At our Economic Outlook Forum that was held on December 11, 2015 we announced our two winners for the Beef Drawing. **Big Thank you to Roseburg Resources** that donated the beef to us.

And now to find out who won... Drum Roll Please....

**Congratulations Donna Nichols of Jordan Cove and Francene Geers!!!**

## Member Anniversaries

Pacific Properties	23 years	1992
United Homecare Services	14 years	2001
Waterfall Clinic, Inc	11 years	2004
Zyta Construction Co. Inc	11 years	2004
State Senator Arnie Roblan	11 years	2004
Lou’s Bay View Vacation Rental	11 years	2004
Harmony Homecare	10 years	2005
Southsider Motel	10 years	2005
SHAMA House	9 years	2006
Blackberry Bob’s Yard Maintenance	8 years	2007
Ocean Ridge Retirement & Assisted Living	8 years	2007
Sol Coast Companies, LLC	7 years	2008
Bayside Coffee	1 year	2015

## Directors Quote

**“A New Year’s resolution is something that goes in one year and out the other.”**



## Members on the move

- **Pacific Properties**– Randy Hoffine and Pacific Properties staff are now located at 810 S. Broadway, Coos Bay!
- **Bayside Coffee**– Doug and Twila are in their new location at 63340 Boat Basin Rd. Charleston (In the Oyster Cove)

Welcome New Members!

**Umpqua Dairy Products Co.**

Doug Deshazer  
2640 Ocean Blvd.  
Coos Bay, OR  
541-267-3708  
doug@umpquadairy.com  
www.umpquadairy.com

Third generation family owned and located in the heart of Oregon's Umpqua Valley, Umpqua Dairy Products, Co. operates as the largest independent dairy in Southern Oregon. For over 84 years, their award winning line of Dairy, Ice Cream, and Juice products have been distributed throughout the Western United States. A tradition of unsurpassed quality, freshness and customer service makes Umpqua Dairy the #1 choice for delicious, refreshing dairy products. For more information, please visit their website



**Wendy's**

925 S. Broadway  
Coos Bay, OR  
541-269-0822  
Locally owned and operated.



**Coos Bay Children's Academy Inc.**

Betty Ewing  
465 Elrod St  
Coos Bay, OR  
650-575-8897  
coosbaychildrenacademy@gmail.com  
www.coosbaychildrenacademy.com





# Decembers Business After Hours at HMWF&G CPA's

## Bay Area Chamber of Commerce

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Coos Bay OR 97420

Phone-541-266-0868  
Fax-541-267-6704

E-Mail-[info@oregonsbayarea.org](mailto:info@oregonsbayarea.org)

Our Business is helping your business!



We're on the web

[www.oregonsbayarea.org](http://www.oregonsbayarea.org)

Thank you Hough, MacAdam, Wartnik, Fisher & Gorman for hosting a fantastic December Business After Hours! We hope that you all were able to stop by and say hi. Keep your eyes open to find out who will be our January's Business After Hours Host!



## Awards Banquet

Our Annual **Awards Banquet** is scheduled for **January 30, 2016**. Get your Nominations in before the January 15th deadline! Then Call the Chamber



Office and Buy your Award Banquet Tickets.

**541-266-0868**

Tickets are \$45/Person

or \$450 to reserve a table that seats 10.

## Welcome to Our 2016 Board of Directors & Officers

### 2016 Officers

- 2016 President-Barry Winters of BBSI
- Past President-Rick Skinner of Knife River Materials
- President Elect-Jessica Engelke of Southwestern Oregon Community College
- Vice Presidents-Deena Gisholt of Oregon Pacific Bank, Deborah Rudd of the South Slough Reserve and Tom Burdett of BNT Promotional Products
- Secretary-Pam de Jong of Edward Jones, North Bend
- Treasurer-Michele Hampton of Banner Bank

### 2016 Board of Directors

- Jayson Wartnik of HMWF&G
- Melissa Cribbins- Coos County Commissioners
- Dr. Todd Landsberg- South Coast Hearing Center
- Mark Wall- Roseburg Resources
- Erin Johnson- Edward Jones Investments NB
- Randy Hoffine- Pacific Properties
- Spencer Gordon- Bay Area Enterprises
- Jon Hanson- Morgan Stanley
- Mark Mattechek- North Bend Lanes
- Kara Long-the Egyptian Theatre
- Michael Hinrichs- Jordan Cove
- Kyle Daniels- Clean Cut Landscaping
- Tim Huntley- Knife River Materials

**President**  
Barry Winters  
Barrett Business Services, Inc.

**President-Elect**  
Jessica Engelke  
SOCC

**Past President**  
Rick Skinner  
Knife River Materials

**Vice President**  
Deena Gisholt  
Oregon Pacific Bank

**Deborah Rudd**  
South Slough Reserve

**Tom Burdett**  
BnT Promotional Products

**Secretary**  
Pam de Jong  
Edward Jones Investments

**Treasurer**  
Michele Hampton  
Banner Bank

**Ambassador President**  
Loni Corona  
Harmony Home Care

**2015 Board of Directors**

Jayson Wartnik  
HMWF&G CPA's

Melissa Cribbins  
Board of Commissioners

Jon Hanson  
Morgan Stanley

Mark Wall  
Roseburg Resources

Kyle Daniels  
Clean Cut Landscape

Michael Hinrichs  
Jordan Cove Project

Tim Huntley  
Knife River Materials

Erin Johnson  
Edward Jones Investments

Spencer Gordon  
Bay Area Enterprises

Dr. Todd Landsberg  
South Coast Hearing Center

Randy Hoffine  
Pacific Properties

Mark Mattechek  
North Bend Lanes

Kara Long  
Egyptian Theatre

**Community at Large**  
Brooke Walton  
Oregon Int. Port of Coos Bay

Theresa Haga  
CCD Business Development Corp

Rob Schab  
Coos Bay-North Bend Water Board

Theresa Cook  
Southwest OR Regional Airport

Connie Stopher  
SCDC

**EX-Officio**  
Patty Scott  
Southwestern Oregon Community College

Rodger Craddock  
City of Coos Bay

Terence O'Connor  
City of North Bend

Barbara Bauder  
Bay Area Hospital

Dawn Rae Granger  
School Dist #9

Bill Yester  
School Dist # 13

Tenneal Wetherell  
South Coast ESD

# January 2016

Sun	Mon	Tue	Wed	Thu	Fri	Sat
					1 <i>Happy New Year!</i> <b><u>Office Closed</u></b>	2
3	4	5 <b><u>NO Education Mtg</u></b>	6 <b><u>Board Meeting</u></b> 7am @ the Mill in the Sawblade Room <b><u>WBC</u></b> 11:30-1 @ the Mill in the Salmon Rom	7	8 <b><u>Ambassador Mtg.</u></b> Noon @ TBA	9
10	11	12 <b><u>Leadership Coos</u></b> Health & Human Services	13 <b><u>WBC</u></b> 11:30-1 @ the Mill in the Salmon Room	14 <b><u>Transportation</u></b> Noon @ CB VIC	15 <b><u>Natural Resources</u></b> 7am @ the Red Lion	16
17	18	19 <b><u>LAT</u></b> 7am @ Campbell Global <b><u>Membership</u></b> 8am @ OPB	20 <b><u>WBC</u></b> 11:30-1 @ the Mill in the Salmon Room	21 <b><u>Tourism</u></b> 8am @ CB VIC <b><u>Business Development &amp;</u></b> <b><u>Support</u></b> Noon @ Umpqua Bank	22	23
24	25	26 <b><u>Leadership Coos</u></b> <b><u>Steering Committee</u></b> Noon @ BAH	27 <b><u>WBC</u></b> 11:30-1 @ the Mill in the Salmon Room	28 <b><u>Executive Mtg</u></b> 3:30-5pm @ CB VIC	29 <b><u>Marketing Mtg</u></b> Noon @ Umpqua Bank	30 <b><u>Annual Awards</u></b> <b><u>Banquet</u></b> 6pm @ the Mill Casino
31						