

Bay Area Chamber of Commerce

Building business with a strong

Chamber Voice



Bay Area Chamber of Commerce's Mission

- To Ensure that business succeeds and thrives in the Bay Area. Mission Possible is this years Presidents theme.



Sunset Beach Park



How Many Chamber Members do we represent here at Bay Area Chamber of Commerce???



What Bay Area Small Business just won 1st place and \$10,000 in the Microsoft Small Business Challenge ?



Who was nominated BACC Citizen of the year, BACC Member of the year, Ambassador of the year and BACC Business of the year at our 22nd Annual Awards Banquet??



Which state just celebrated their 156th Birthday??

Answers on page 6

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Month in Review—Special Points of Interest

February was an exciting month, that flew by as quick as January did. It was so nice getting to see everyone on the 19th for the directory distribution; we hope you enjoy and find the directory up to date and as useful as we do. Thank you NW Natural for the fantastic Annual Fiesta Meet and Greet, the food and company was great as always! We had

two ribbon cuttings one at the Grand Opening of Tri-County Plumbing where we got to see their beautiful new showroom; and at Atlas Edge Staffings new location where they gave out some fantastic prizes. On Valentines day Star of Hope had their "Dinner with the Stars" fundraiser at The Mill Casino and Charleston held their annual

Crab Feed, which they sold out of all the crab that was purchased. Business After Hours was a great success, we had lots of fun and enjoyed seeing everyone at Sherwin-Williams. This Month's Business After Hours will be held on March 26th, at Northwest Community Credit Union.

Chamber Member Business Spotlight...

This Month in the spotlight we would like to acknowledge **T.H.E House**. T.H.E. House is managed by Robin Pace, who has worked in community service for almost ten years. T.H.E House is a place for temporary help in time of an emergency. They have been operating since 1979; providing housing (19 beds), hot food, clothes, bus vouchers, food vouchers and showers to those who are staying in the house and to anyone else who walks in. They want to let people know that they are here to help and the door is open to every adult who needs it. They offer help to those that have been convicted of serious crimes and they will not be refused help. Their plans for the future are to establish more funding, make the community more aware of their establishment, attain more storage for food and more volunteers wanting to give back. Donations are always welcomed as well, if you have any extra clothes, bathroom necessities, food or time; the T.H.E house would be grateful, anything helps.

T.H.E. House is located at 745 Coos Bay Blvd. in Coos Bay, and their phone number is 541 267-5331.

Welcome Chamber Members,
Wow, what a busy month of February. The Chamber was representing business almost every day of the week last month; take a look at the notes below to see what the Chamber accomplished for your business. But this month let's take a look at the Chambers LAT (Legislative Action Team). This group of leaders is lead by Co-chair's Tom Burdett of BnT Promotional Products and Patty Cook of Umpqua Bank. They meet the third Tuesday of each month, at the Campbell Global conference room. Their committee is made up of Al Pettit, Beth Gipson, Brooke Walton, Eric Farm, Jayson Wartnik, John Sweet, Jon Barton, Jon Hanson, Kathy Wall, Ken Messerle, Kyle Daniels, Lucinda DiNovo, Mark Wall, Pam de Jong, Rick Skinner, and Timm Slater.

With one party in control of the Senate and the House it is important that we all make sure the State of Oregon is representing the best interest of the people, not just a political party. The Bay Area Chamber of Commerce has a good reputation with our local Senator and Representatives', and is often asked for our opinion on legislation. The Chamber has written several letters of support this month; FERC for the Jordan Cove Energy Project and the Pacific Connector Gas Line. Letters of opposing SB 324 Low Carbon Fuel Standard as written, HB2005/SB 454 Paid Sick leave

mandate have been sent to Senators and Representatives.

“What has the Chamber done for my business lately?”

Ribbon Cutting for Tri-County Plumbing, New facility on Newmark. City of North Bend Workshop regarding K2 Exports, heavily attended by the Chamber presents.

City of North Bend City Council meeting regarding language change to allow log storage for K2 Exports LLC. Heavily attended by the Chamber for support and public testimony. Oregon Department of Energy at SOCC, regarding the South Dunes Power Plant application for Site Certificate. Heavily attended by Chamber with public testimony, and written comments.

SCCF meeting at ESD, progress was monitored by Chamber presence. Representative Caddy McKeown lunch meeting at Ciccarelli's on Valentine's Day to discuss Legislative Action. Attended by executive Committee & LAT members.

LAT meeting at Campbell Global working on letters to Senators & Representatives regarding SB 324, HB 2005, & SB 454.

Membership meeting at Oregon Pacific Bank regarding 3-A Basketball Tournament & 2nd Annual BACC Golf Tournament.

DEQ information meeting regarding the South Dunes Power Plant Air Contaminate Discharge Permit. Heavily attended by Chamber, with

public testimony and written public comments

BACC Business Directory & Community Profile distribution to members.

Coquille Indian Tribe Grant Distribution Event, Executive Committee in attendance.

“Building the Best Chamber Team” training in Albany with a majority of your executive committee attending

Ribbon Cutting at Atlas Edge Staffing, Ambassadors and Directors in attendance.

Distributed letters of opposition to senators & Representatives regarding SB 324.

Sent out message from Senator Jeff Kruse urging last ditch effort to stop SB 324 to members.

Business after Hours at Sherwin-Williams.

Truly at the Bay Area Chamber of Commerce, “Our business is helping your business”.

Rick Skinner

2015 Chamber President



**2015 President
Rick Skinner
Knife River Materials**

Check out the
Mission

Possible Video at

<http://youtu.be/2pfvy3Yqkz8>

Business After Hours-Sherwin-Williams



Join us on **March 26th** for
Business After Hours at
**Northwest Community
Credit Union**

Directors Quote:

**“Opportunities
are usually
disguised as hard
work, so most
people don't
recognize them.”**

Wednesday's Business Connection (WBC) Recap!

WBC in February was very educational and we had some wonderful speakers. On the 4th we had the honor of handing out the Sustainability Award to Valley Flora Farms. Valley Flora is nestled on the banks of Floras Creek, they are a diversified family farm producing over 100 varieties of vegetables, berries and fruit. They adhere to all organic practices and offer weekly Harvest Baskets that are delivered to a pick up spot in Coos Bay, Port Orford and Bandon. They also offer a you pick stand at the farm a couple times a week. On the 11th we heard from Amy Dunkak from OHSU

about the development of OHSU's Campus for Rural Health, Coos Bay will be one of the two pilot sites statewide for the new program. Amy is looking for student housing in downtown Coos Bay and hopes to bring medical students here soon to begin their internships. On the 18th we heard from Rodger Craddock & Terrence O'Connor City Administrators of Coos Bay & North Bend. They reviewed their budget with us and explained how expensive it is to keep things working such as street lights, and signals. After paying the dues to keep those things operating, there is not much left for street

repairs or anything else for that matter. And from the wonderful song they shared we learned. “They need Money, Money is what they need!” On the 25th we heard from Bob Dillard & Jim Hossley who gave us a overview on the public works of how our cities work. They manage the parks, streets, sewers, pump stations, the boardwalk, pools and so much more. Thank you to the **Oregon International Port of Coos Bay** for being our February WBC Sponsor.



Chamber Investors

Renewing Members March 2015

30 Year Members—1985
 South Coast Business Employment Corp.
 Oregon Coast Music Association
 West Coast Contractors, Inc.
 Sause Bros. Ocean Towing
26 Year Member—1989
 Brown's Studio / Lifestyle Portraits
24 Year Members—1991
 Betty Kay Charters
 Morgan Veterinary Clinic
 Vend West Services, Inc.
 Charleston Merchants Association
 Star Of Hope
23 Year Members—1992
 Bigfoot Beverages
 Bay Area Enterprises, Inc.
 Red Lion Hotel
20 Year Member—1995
 Miss Coos County Scholarship Pageant, Inc.
19 Year Members—1996
 HGE Inc.

Coos Bay Timber Operators, Inc.
17 Year Member—1998
 Coos Bay– North Bend Chapels
14 Year Member—2001
 NW Natural
11 Year Member—2004
 Waterfall Clinic, Inc.
9 Year Members—2006
 EPUERTO
 Theresa Asper, DDS, PC
5 Year Members—2010
 Coos Elderly Services, Inc.
 RP&T Trucking, LLC
 Highway 101—Harley Davidson
4 Year Member—2011
 C-Cat
1 Year Members—2014
 7 Devils Brewing Co.
 Arthur Poole
 RE/MAX South Coast



Welcome New Member



Grange CO-OP; Bill Christie
 1085 S. 2nd St. Coos Bay,
 541-664-1261,
bill@grangecoop.com
www.grangecoop.com



President
Rick Skinner
 Knife River Materials
President-Elect
Barry Winters
 Barrett Business Services, Inc.
Past President
Pam Plummer
 Umpqua Bank
Vice President
Jessica Engelke
 Southwestern Oregon Community College
Jayson Wartnik
 Hough, MacAdam, Wartnik, Fisher & Gorman, CPA's
Secretary
Deena Gisholt
 Oregon Pacific Bank
Treasurer
Michele Hampton
 Banner Bank
Ambassador President
Jessica Chavez
 Cardinal Services Inc
2015 Board of Directors
Melissa Cribbins
 Coos County Board of Commissioners
Diane Crawford
 Prudential Seaboard Properties
Beth Gipson
 Gipson Insurance Agency
 Farmers Insurance
Pam de Jong
 Edward Jones Investments
Jon Hanson
 South Coast Office Supply
Patty Cook
 Umpqua Bank
Mark Wall
 Roseburg Resources
Deborah Rudd
 South Slough Reserve
Amber Burnette
 Home Builders Association
Kyle Daniels
 Clean Cut Landscape
Michael Hinrichs
 Jordan Cove Project
Tim Huntley
 Knife River Materials
Tom Burdett
 BnT Promotional Products
Erin Johnson
 Edward Jones Investments
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
 South Coast Development Council
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



Tri County Plumbing Atlas Edge Staffing

2015 Awards Banquet



Michele Hampton receiving President's Award



Jessica Chavez receiving Ambassador of the Year Award



Catherine Hampton receiving Educator of the Year Award



Pam Plummer receiving Past Presidents Award



Dick Leshley receiving Citizen of the Year Award



Citizen of the year; Legacy Impact-John Whitty, Joanne Verger & William Lansing



Chief Don Ivy & Lucinda DiNovo



Jayson Wartnik receiving Member of the Year Award



Linda Kennedy with NW Natural receiving Business of the Year Award

2015 Directory Distribution & Meet and Greet



Thank you to all the Directors that helped out with the distribution and to Linda Kennedy at NW Natural for hosting the Annual Fiesta Meet & Greet!

What's happening in the Bay Area.....



Day of Caring
Please Join Us
Saturday April 25th
9:00 am



Give Where You Live

A DAY OF HELPING THOSE IN NEED
WE ARE LOOKING FOR 100+ VOLUNTEERS!

United Way is taking applications from senior citizens and those who cannot perform routine maintenance around their home and yard. Tasks may include mowing, weed pulling, raking or other manual labor jobs.

If you, your club or family can help please call
United Way at 541-267-5202

Afternoon BBQ for volunteers at NW Natural Gas following the day's activities

Thank you from United Way of Southwestern Oregon
Give Where You Live



When you reach out a hand for one, you influence the condition of all



FREE YARD WORK

For seniors & the Disabled
Saturday, April 25

Local service clubs want to help with your yard work, mowing, weed pulling, raking and other manual labor jobs at your house.

Who Qualifies?
We're looking for seniors and disabled persons in Coos Bay/North Bend unable to do this work themselves. If you're interested or know someone who could use the help call:
541-267-5202
Deadline 3-31-15



Give Where You Live



UNITED WAY DAY OF CARING



Ready, Set, Start Your Business
Workshop

Learn about the critical "first steps" that everyone faces when considering starting a new business!

This 2-hour workshop includes information about:

- licensing
- personal readiness checklist
- business structure
- financing
- business planning
- next steps
- business resources

March 2015 Schedule:		
Wed.	March 4th	10:00 am - 12:00 pm
Tue.	March 10th	2:00pm - 5:00pm
Mon.	March 16th	2:00 pm - 4:00pm
Thur.	March 26th	6:00 pm - 8:00pm
Tue.	March 31st	10:00 am - 12:00 pm

Cost: \$20 per person
Location: The Business Center, 2455 Maple Leaf, North Bend
CALL 541-756-6866 for more information. Register online at www.BizCenter.org



U.S. Small Business Administration

Sponsored by the SOUTHWESTERN Oregon Community College Small Business Development Center


BUSINESS SKILLS TO THRIVE BOOM OR BUST Workshop

When: Wednesday, March 11, 2015 8:30 am - 4:30 pm

The Jordan Cove energy project is on everyone's mind. Businesses ask, "How do I prepare for the opportunities and mitigate the risks LNG will bring to the bay area?" This workshop is designed to prepare businesses to take advantage of the economic growth during the construction phase and prepare for the anticipated downturn when the building project comes to a close.

OBJECTIVES:

- Understand the strategic planning process
- Learn how to do a business internal and external scan
- Develop goals for long term success
- Design action steps to move business forward
- Acquire skills to a build profitable business



Instructor: Sandy Cutler. "Let's build trust together," is the mission statement of Sandy Cutler, President of BizCoach, Inc. With 40 years' experience helping build successful businesses, Sandy offers executive coaching to private and public organizations to achieve breakthrough results in the areas of strategic planning and leadership development.

Sandy's unique Six-Step Strategic Planning process provides a clear roadmap for guiding organizations to a new destination. The Six-Step Strategic Planning process is interactive and comprehensive, resulting in measurable outcomes and a commitment to implement the plan. Sandy has helped hundreds of businesses and organizations develop and implement strategic plans. Her consulting engagements include The World Bank, US Bank of Oregon, Oregon Business Magazine, King Estate Winery, the US Small Business Administration, and the United States Peace Corp.


Sandy's consulting practice focuses on building trust, strategic planning, and leadership development. As an executive coach, Sandy helps leaders and managers set goals, improve levels of trust, and deliver results. Sandy is a certified consultant with The Leadership Circle™.

Sandy has been featured as a speaker on strategic planning and leadership for organizations including the CEO Forums in Portland and Seattle, the Eugene Chamber of Commerce, and the Association of Small Business Development Centers. He holds a B.A. and M.A. from Cal State University, Chico, and a Ph.D. from the University of Oregon.

Cost: \$99 per person, lunch included. Chamber of Commerce members pay only \$79 per person
Location: Southwestern Oregon Community College, Hales Center, Lakewood E & F

Pre-registration is required online at www.BizCenter.org or CALL 541-756-6866
Payment can be made at the Small Business Development Center, 2455 Maple Leaf, North Bend, OR 97459 via check, Visa/MC or cash

Supported by the Bay Area Chamber of Commerce. Made possible by these sponsors:



U.S. Small Business Administration
SBA
U.S. Small Business Administration

The Small Business Development Center is proudly funded by the U.S. Small Business Administration. The support given by the U.S. Small Business Administration through such funding allows our members to engage in quality development and growth of the entrepreneurial spirit of small businesses across the Southwest Oregon Community College and SBDC. The SBDC is a non-profit organization. Contributions to Oregon Community College are not tax-deductible. Contributions to Oregon Community College are not tax-deductible. Contributions to Oregon Community College are not tax-deductible.


Sponsored by the SOUTHWESTERN Oregon Community College Small Business Development Center



Benetti's Italian Restaurant
Tricia's Celebration of Life
Saturday, March 14th
Begins at 4pm
Benetti's Italian Restaurant
Dress in your best polyester
Friend & Community Leader

The Bay Area Chamber of Commerce represents over 600 members. Check out the link below to find out about some of the things we do.

<http://oregonsbayarea.org/BACC600.pdf>



Welcome 3A Basketball teams! Steve Schneiderman has been collecting donations for this wonderful event and is pleased to announce that with the support of this great community we generated \$11000.00 in advanced student ticket sales!!

Please help us welcome Jolene Krossman to the BACC staff.

Jolene came to us as an intern from the JOBS Plus Program through South Coast Business Employment Program in August 2014. When you call the Chamber or visit our office, Jolene is the friendly personality that will make you feel welcomed.



Jolene Krossman; Administrative Assistant/Receptionist

Trivia Answers: 1. Over 600 Members 2. Painted Zebra Boutique 3. Dick Leshley, Jayson Wartnik, Jessica Chavez, and NW Natural 4. Beautiful Oregon

March WBC Sponsor-Roseburg Resources

- **March 4th– Chief Rob Kappelman NB & Gary McCullough CB**

On Public Safety– 5 min presentation from Bay Crest Village

- **March 11th– Clambake Jazz Festival**

- **March 18th– Ronald Green, President & CEO– 5 min**

presentation, Oregon Pacific Bank

- **March 25th– TBA**



ROSEBURG
RESOURCES CO.

I have always dreamed of owning a business. How do I get started?

Preparation, research and planning are keys to owning a successful business. Do you want to start a business, buy an existing business or invest in a franchise? Do you have the knowledge, skills, financial security and family support to realize your dream? The Small Business Development Center (SBDC) in your area is a good place to get started learning about business ownership options. SBDC counselors have tools and information to help you make the right business decisions.

Many years ago I found the following help wanted ad in a book by Randy Baca-Smith that sums up the potential down-side of being a business owner, “HELP WANTED: Combination manager-stock clerk to take full charge of new firm. Must like people and hard work. Duties include management, purchasing, production, books, payroll, marketing, personnel, shipping and receiving, customer complaints, government and public relations, janitorial and sales. Must be available 24 hours daily, 7 days a week. Furnish own transportation. Salary and benefits depend on profits. Failure to meet goals may result in forfeiture of personal residence, repossession of car and furniture, destruction of credit rating, loss of health. No vacation likely for a minimum of 2 years. Good opportunity for nervous breakdown and marital breakup. No previous experience necessary but all experience might be helpful. Apply in person. An equal opportunity employer.”

The good news is, the potential up-side of being a business owner is you have the opportunity to create personal wealth, be an important contributor to the local economy and be a respected leader in your community. Owning a business does not require a college education, although, it might be helpful to learn some of the skills needed to be successful. Many community colleges offer two year associates degrees in Entrepreneurship.

What is required to be truly successful in business is finding a product or service; you have the capacity to offer, where enough customers have the ability to purchase at a price that is profitable and are willing to buy from you. Finding the right business opportunity will take research and planning.

An excellent resource to get started creating your dream is the booklet [How to Start a Business In Oregon](http://sos.oregon.gov/business/Documents/business-guides/start-business-guide.pdf) available free online at <http://sos.oregon.gov/business/Documents/business-guides/start-business-guide.pdf>. The Oregon Small Business Development Center Network has many tools available online as well at www.BizCenter.org. Check with your local community college to find out what classes are offered for business. The chamber of commerce will also be helpful as you begin exploring business opportunities in your area. Visit the local library to find books and periodicals with ideas about potential business ideas. Commercial real estate offices have listings of businesses for sale in the area. Dreams become reality when you set goals and move forward with the steps needed to succeed. There will never be a better time to start exploring your options.

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, or write 2455 Maple Leaf, North Bend, OR 97459. Additional help is available at the OSBDCN Web page

www.bizcenter.org.

