

# April 2015 Bay Area Chamber of Commerce



## Building business with a strong Chamber Voice

What kind of benefits do you get by being a member?

Not a Member?

**Join Today!**

<http://>

[coosbaynorthbendcharlestonchamber.com/addons/2014/09/2015-Membership-](http://coosbaynorthbendcharlestonchamber.com/addons/2014/09/2015-Membership-Application.pdf)

[Application.pdf](http://coosbaynorthbendcharlestonchamber.com/addons/2014/09/2015-Membership-Application.pdf)

Call us at 541-266-0868



Bastendorff Beach

### Inside this issue:

Presidents letter	2
WBC recap	2
Chambers Investors & New Members	3
Board of Directors & Business Partner Spotlight	4
Pacific Power-Blue Sky	5
Life Long Learning Series	5
Business After Hours	5
Top 100 Companies to work for in Oregon	5
Labor Market Info	5
What 's happening in the Bay Area	6
WBC, BAH & Ribbon Cutting Schedule	7
Business Growth	7



Your business is listed in our printed and online directory for free with membership!

Send us your flyer, event or special offer and we will email it out to all 600 members!

Host or Come to a Business After Hours event, every last Thursday of each month!

Send us a Business Spotlight and we will feature you in our newsletter!!

Come to our weekly WBC luncheons and share what's going on with your business!

Host or Come to a Open House/ Ribbon Cutting and show members what your business has to offer!

### Month in Review...

March was a great month with spring here and the flowers in bloom, Coos Bay is a beautiful place to live. We had lots of visitors in town for the 3 A basketball tournament and the Clambake Jazz Festival. Both are two wonderful events that bring lots of business to our little town. Thank you to the community and Steve Schneiderman for your help

with 3 A Basketball advanced ticket sells, this is something that we want to continue to have in Coos Bay. Cascade Farm & Outdoor opened its doors on March 19th bringing new jobs and business to Coos Bay. Highroad Wealth Advisors had their Open House this day as well and partnered up with neighbor businesses for some fantastic

discounted opportunities. Business After Hours at Northwest Community Credit Union was a great evening out, it is always nice being greeted by our Ambassadors and visiting all the members. This Months BAH will be held on April 30th at ServPro Coos County, located at 1640 Maple St Ste B, North Bend.

### Chamber Member Business Spotlight-Grami Properties

**Grami Properties** is a full-service real estate office with expertise in residential, commercial, and large ranch properties. We appreciate the goodwill and referrals our clients continue bringing to our office every day. Our eye-for-detail, experience, dedication, and knowledge of the entire county is your assurance that we have your interests in mind throughout your entire real property transaction. We offer the same quality service whether your needs are big or small. Our clients and their families come first with **Grami Properties**. We are a community-minded business and appreciate the scenic environment and outdoor opportunities Coos County has to offer.

Whether you're searching for a secluded lot in the Charleston area, or that one-of-a-kind home near Mingus Park, or just maybe, you've finally found that dream ranch property along the Coquille River- **Grami Properties** wants to be your first choice in property listing or selection. Just search for our familiar "whale tale" sign pointing out the many opportunities along the spectacular South Coast and forested inland properties.

**Grami Properties is located at 200 S 4th St, Coos Bay. Contact Mariah Grami by calling 541-260-4663 or email her at [mariah@gramiproperties.com](mailto:mariah@gramiproperties.com)**



## Presidents Letter

Hello Members,  
Let's take a look at what your Chamber has done for business lately.

The **OSAA 3-A Championship Basketball Tournament** was in town in early March, I was invited to the opening ceremonies to kick off the tournament. It was a fantastic evening; a seafood dinner was served to all the coaches and tournament officials. I think the tournament was a huge success! The Chamber was invited to a **Tall Ship presentation at the Coos Bay City Council**. There is a possibility that they could stop coming to Coos Bay in 2017. We attended **Business After Hours** at Northwest Community Credit Union, which was a fantastic evening.

The Chamber has several directors that are participating in the **SCCF meetings**. Our **Business Development & Support Committee** (Pam Plummer; Chair) has recently met with all Coos County Chambers, building a County Business Voice with our Chambers. Our **Transportation Committee** recently sent a letter of support for the Coos County "**Charleston to Bandon Scenic Bikeway Project**" to the Oregon State Parks for approval. One of the busiest activities has been the **LAT (Legislative Action Team)**; they are bill tracking and monitoring Legislative Action at Capitol Hill.

With one party in control of the House of Representatives and the Senate, and with the Governor stepping down things have been quite interesting in Salem! The Chamber has been **Teleconferencing at Tioga Hall**, at SOCC twice a month, the first and third Mondays, at 7-8am, anyone is welcome to join in.

On April 1st it was **OSCC Day at the Capitol**, and the Bay Area Chamber of Commerce took 7-Board of Directors to the Capitol to meet with our Senators and Representatives about their legislative activities. The Bay Area Chamber of Commerce has chosen to side with the OSCC, to oppose 5-topics of Legislation and support 5-areas of Legislation. Here are the ones we support & oppose.

### Support

- Transportation Investment.
- Expansion of Small Business Tax Cut.
- Natural Resource Utilization
- Career & Technical Education/ Workforce Development.
- Local Community Development & Tourism

### Oppose:

- Expansion of Business Mandates & Regulation
- Increased taxes on businesses &

### Individuals

- Low Carbon Fuel Standard
- State-run retirement plan for private sector employers/ employees.
- Increased minimum wage beyond current law annual CPI increase.

There has been many letters written to Senator Roblan, Senator Kruse, Representative McKeown and Representative Krieger regarding these pieces of legislation.

The next thing your Chamber continues to support is the "**Jordan Cove Energy Project**". Recently many letters of support have been written to the DEQ regarding the **South Dunes Power Plant Air Containments Discharge Permit** and to our new Governor, Kate Brown, letting her know we still support the project and I hope she will also. If you feel like this is important to you, I encourage you to write a letter as well.

There's never a day your Chamber isn't working for you. If you would like to be a part of a committee, please call your Chamber today and talk about which one might fit you the best. You can truly make this "**Mission Possible**" with your involvement in the Chamber.



**2015 President  
Rick Skinner  
Knife River Materials**



Check out the  
Mission  
Possible Video at  
<http://youtu.be/2pfvy3Yqkz8>



## Wednesday's Business Connection (WBC) Recap!

I look forward to WBC every Wednesday, it's the only place in town to connect with other business owners, win some great promotional prizes, listen to some wonderful speakers and have a fantastic lunch with amazing people. On March 4th we heard from Chief Gary McCullough of CB & Chief Rob Kappelman of NB Police Department on "How our cities work." Chief McCullough informed us about statistics of 2014, they received 42,681 911 calls, made 3,500 traffic stops and seized 2038.87 grams of methamphetamines. Chief Kappelman showed us how his staff "Goes the distance" and asked the

community to help them out with preventing burglaries by simply locking your car doors and houses. On the 11th we heard from Les Engle & the High Street Band about the upcoming Clambake Jazz Festival. What a fun band and a great performance, they sure know how to get everyone up on their feet and dancing! Hopefully everyone was able to support this event and had a great time. On the 18th we heard from Ronald Green CEO & President of Oregon Pacific Bank. He reviewed statistics with us, showed us how the recession impacted throughout the country and how interest rates have fluctuated over the past years. Interest rates are

at a all time low and he predicts that they will remain low for awhile. On the 25th we showcased three business spotlights. Painted Zebra Boutique who let us know about her plans for 2015 which included a Online Store. Tri-County Plumbing showed us all the beautiful work they've done over the years, and the history behind the family owned business. And BNT Promotional Products, showed us that screen printing on fabric is not all they do, they also can make signs & decals. Thank you **Roseburg Resources** for being the March WBC Sponsor.

**ROSEBURG**  
RESOURCES CO.

### Directors Quote:

**"The World is not made up of Atoms. It's made up of stories, What's yours?"**

Renewing Members April 2015

30 year members-1985  
**Bay Cities Ambulance**  
**Oregon Int. Port of Coos Bay**  
**R P Properties**  
**Weyerhaeuser Co. - Coos Bay**  
**Timberlands**  
29 year member-1986  
**Verger Chrysler Dodge Jeep, Inc**  
27 year member-1988  
**McCabe & Swank Insurance**  
**LLC-Allstate Insurance**  
24 year member-1991  
**Charter Business**  
22 year member-1993  
**Papa Murphy's Pizza**  
21 year member-1994  
**Art Connection**  
19 year members-1996  
**Cedar Electric & Construction**  
**Bay Area Sportsman Association**  
18 year members-1997  
**Parkers ATV & Cycle, Inc**  
**American Cancer Society**  
13 year member-2002  
**Black Market Gourmet**

12 year members-2003  
**SHN Consulting Engineers & Geologist**  
**Myrtle Grove Funeral Service**  
**Far West Lapidary & Gem Society**  
10 year member-2005  
**First United Methodist Church**  
8 year members-2007  
**Fortress Self Storage**  
**Al Peirce Co.**  
**Democratic Party of Coos County**  
**Rotary Club of Bay Area Sunrise**  
7 year members-2008  
**Empire Cleaners**  
**Annie's Cottage**  
5 year members-2010  
**Oregon Coast Historical Railway**  
**Bob Belloni Ranch Inc**  
4 year members-2011  
**Clean Cut Landscape**

**Shark Bites Restaurant**  
3 year members-2012  
**Jordan Cove Energy**  
**RHT Energy Solutions**  
2 year members-2013  
**Oceanview Memory Gardens**  
**Sunset Memorial Funeral Park**  
**Kyllo, Susan**  
1 year member-2014  
**South Coast Family Dentistry**



*Welcome*

*Welcome New Members-Apple Dental, Petal to the Metal Flowers & The Blackwell Salon, LLC*



**Apple Dental**  
**860 Virginia Ave**  
**North Bend**  
**(541) 756-7568**



**Petal to the Metal Flowers**  
**Robbyn Repp**  
**1993 Sherman Ave**  
**North Bend**  
**541-756-8880**



**The Blackwell Salon, LLC**  
**Christal Kralicek**  
**153 N. Broadway**  
**Coos Bay**  
**541-269-1236**



# Meet our Directors and Business Partner

## BOARD MEMBER SPOTLIGHT



**South Slough  
National Estuarine  
Research Reserve**

**NAME:** Deborah Rudd  
**BUSINESS:** South Slough National Estuarine Research Reserve  
**CHAMBER COMMITTEES:** Chair of Tourism, Membership  
**OTHER COMMUNITY INVOLVEMENT:** Board secretary Charleston Community Enhancement Corporation (CCEC), Board member Charleston Merchant's Association, Liaison to Friends of South Slough Reserve, Inc., Octoberfish Festival Planning Committee, Surfrider member, SOLV clean-up coordinator for the Bay Area Brigade and Charleston  
**I'M INVOLVED IN THE CHAMBER BECAUSE...** I believe in being an active member of the community where I live and work. Our local Chamber helps to promote local business and

## BOARD MEMBER SPOTLIGHT



**Oregon  
Pacific Bank**



**NAME:** Deena Gisholt  
**BUSINESS:** Oregon Pacific Bank  
**CHAMBER COMMITTEES:** Chamber Board Secretary, Leadership Coos, Membership & Ambassadors  
**OTHER COMMUNITY INVOLVEMENT:** South Coast Development Council (SCDC), United Way  
**I'M INVOLVED IN THE CHAMBER BECAUSE...** I believe in our mission of "Our business is helping your business". I believe that we all need to work together to make our community be the best it can be for everyone. We live in a beautiful area that has so much to offer, we need to work together to build a robust economy to help draw people to our area.

## BUSINESS PARTNER SPOTLIGHT

**NAME:** CCD Business Development Corporation

### WHAT WE DO FOR BUSINESS:

Commercial Finance Programs

CCD's In-house Programs: Available to assist businesses located in Coos, Curry, Douglas, Jackson & Josephine Counties.

SBA 504 Loan Program: Available to assist businesses throughout the state of Oregon.

2. General Community Development, Project Management and Grant Administration

CCD is the federally recognized and funded Economic Development District for Coos, Curry and Douglas counties. In this capacity CCD receives a grant from the U.S. Economic Development Administration, which enables us to provide technical assistance, project development, grant writing and grant administration services to agencies in the CCD region.

3. CCD is the Enterprise Zone Manager for Coos, Curry and Douglas Counties. The program is designed to encourage businesses of all sizes to make new or additional investments that will improve employment opportunities, spur economic growth and business activity within the communities each zone encompasses.

### WE FEEL A PARTNERSHIP WITH THE CHAMBER IS IMPORTANT BECAUSE...

Building business relationships with our economic development partners is very important to CCD. A majority of our programs and services require some form of partnership. Economic development and job creation/retention is a focal point for CCD's activities. A healthy Chamber of Commerce is important to a community and economic development. CCD is happy to be a part of the Bay Area Chamber of Commerce and the activities and support it provides to the Coos County region.



**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  
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

# Top 100 Best Companies to work for in Oregon

Business Spotlight



**Cardinal Services** was voted #14 out of the top 100 companies in the medium size 33-99 employees category. Cardinal Services has been locally owned and operated since 1983.



**Grange Co-Op** has been selected for the third year in a row in the top 25, as a top business to work for in the large employee category with 100 + employees. Although Grange Co-Op is new to the Coos Bay area, they have been serving Oregon since 1938.

3

are right here in Coos Bay!



First Call Resolution

**First Call Resolution** has been recognized for the third year in a row as Top Ten Best Workplaces in Oregon. First Call Resolution brought a new location to Coos Bay and expanded it on October 2014. This company brought 150 new jobs to our Coos Bay area and continues to grow as a well recognized business in Oregon.

State of Oregon Employment Department Quality Information, Informed Choices

### Labor Market Information

Coos County Economic Indicators: January 2015  
www.QualityInfo.org

	January 2015	January 2014	January 2013
Civilian Labor Force	25,991	25,698	27,557
Employed	23,738	23,043	24,372
Unemployed	2,253	2,655	3,185

**January 2015 Gains and Losses:**

Selected net, over-the-year gains:

- Professional and business services: + 130
- Local government: + 110
- Private educational and health services: + 80
- Manufacturing: + 30

Selected net, over-the-year losses:

- Trade, transportation, and utilities: - 50
- Financial activities: - 20

**Unemployment Rates (seasonally adjusted)**

Coos County	8.3%	9.0%	10.4%
State of Oregon	6.3%	7.2%	8.4%

**Population Groups by Percentage: Oregon and Coos County, 2013**

Legend: OREGON (dark blue), Coos County (light blue)

Generations: Gen Z, 2001; Millennials, 1981-2000; Gen X, 1965-1980; Boomers, 1946-1964; Silent Generations, prior to 1946

To regularly receive this monthly update, please drop me an e-mail or phone!  
Annette J. Shelton, Tdselman@oregon.gov  
Workforce Analyst, Oregon Employment Dept.; 541-530-0605 (cell)

## Pacific Power Blue Sky: 15 years, 100,000 strong-

Pacific Power's Blue Sky<sup>SM</sup> renewable energy customers have a lot to celebrate in 2015. Blue Sky is now marking 15 years as a leading green power program and customer participation has surpassed 100,000 – an all-time high!

This championing of renewables has led to the support of more than 5 billion kilowatt-hours of renewable energy in the West over the life of the program. That's enough to power half a million customers' homes for an entire year. The 200 community-based projects that have received funding thanks to Blue Sky customers add an additional 9 megawatts of renewable energy capacity each year.

Blue Sky gives you an option to support renewable energy equal to all or part of your monthly energy use. Businesses participate in Blue Sky to demonstrate leadership and meet environmental goals.

Learn more at [pacificpower.net/bluesky](http://pacificpower.net/bluesky).

## Business After Hours-Northwest Community Credit Union

"The Hollering Place Radio Hour"

Alice Carlson is the Managing Director of the Dolphin Playhouse and a member of the Dolphin Players since 1983. Also working extensively with Little Theater on the Bay, she is retired from teaching theater, language arts and special education. She is currently the board chair of Alternative Youth Activities. Alice has directed more than 50 productions, designed lighting for more shows than she wants to count and has done nearly every job there is to do in the theater.

Ocean Ridge is delighted to present Alice and her team of thespians as they explain the process of a production and demonstrate with bits of their show, "The Hollering Place Radio Hour."

What: Lifelong Learning Series  
When: April 16 at 2:00 p.m.  
All lectures are free and open to the public.

**Radio SHOW**

LIFELONG Learning Series

Ocean Ridge Assisted Living  
1825 Ocean Blvd SE • Coos Bay, OR 97426  
Phone: (541) 267-2000 • Fax: (541) 269-1672  
oceanridge@wllw.com

Ocean Ridge  
ASSISTED LIVING

Copyright © 2015 by UHLG LLC. All rights reserved.



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

## Monthly Events

- **Wednesday Business Connection (WBC) Luncheon-** 11:30-1 every Wednesday Sept-May, held at The Mill Casino in the Salmon Room
- Every Friday of the Month enjoy a terrific meal prepared by Oregon's Coast Culinary Institution. **Fridays Chiefs Table** is offered at Noon & 6 pm located at 1988 Newmark Ave
- **First Friday Wine Walk** is held the first Friday of the month from 5-7:30, pick up your wine glass at the Coos Bay Visitor Center located at 50 Central Ave, Coos Bay
- **Foreign Film Friday** is held on the second Friday each month at 7pm and is held at the Coos Bay library 626 Anderson, Coos Bay
- **Contra Dance** is offered the second Saturday of each month at 7pm and is held at 93393 Greenacres, Coos Bay
- **Benetti's Regional Dinners** held on the 3rd Thursday of each month, come celebrate food and wine regions; \$40 per person, registration is required
- **Sea Breeze Harmony Chorus** has rehearsals every Tuesday night at 6:30 Pm at 2055 Union Ave, North Bend

## Events in April

- **April 4th- Easter Egg Hunt** 10 am at Bayside Terrace, 192 Norman Ave, Coos Bay
- **April 11th- Extreme School Make-Over** 9am at North Bend High School, BBQ at noon for the volunteers by NW Natural.
- **April 25th-United Ways Day of Caring** 9am, United Way is looking for seniors that need help with their yard care, volunteers are needed as well, please call 541-267-5202 (See flyers below for more info)
- **April 25th-Ahh Shucks! Oyster Feed** Noon to 4, held at 63466 Boat Basin Rd, Charleston
- **April 25th-8th Annual City Clean up CB & NB-** Donate 4 cans of food for the South Coast Food Share & dump 4 (35 Gallon) Cans of trash for free. For drop off locations or questions call 541-269-1181x2267
- **April 25th-Rhododendron Flower Show & Sale-**10am-5pm at Pony Village Mall
- **April 30th-Business After Hours-Servpro of Coos County** 5-7pm; 1640 Maple St Ste B, North Bend

Would you like to see your business showcased in our newsletter? Please fill out the form below and fax or email to 541-267-6704/  
[bayareachamberofcommerce@oregonsbayarea.org](mailto:bayareachamberofcommerce@oregonsbayarea.org)  
[http://oregonsbayarea.org/new%20Spotlight%](http://oregonsbayarea.org/new%20Spotlight%20)



**You're invited!**

**Join us for a Community Leaders in Action After Hours Event**  
*Drinks & Appetizers will be served*  
**Thursday, April 23, 5:30-7:00 pm**  
**Location: Atlas Edge Staffing**  
 340 N. Front Street (Across the street from The Mill Casino)


The American Cancer Society (ACS) in partnership with Atlas Edge Staffing will be hosting a Leaders in Action meeting from 5:30 pm to 7:00 pm—Thurs., April 23rd as an opportunity to collaborate on new and powerful ways for ACS to fight cancer. To make the biggest impact on cancer in Coos County we need the support and guidance of our community's top leaders, like you. We ask that you join us for this Leaders in Action meeting for information about ACS, and to collaborate on how the we can make the biggest impact in the fight against cancer.

*If unable to attend, please forward to your business representative!*  
**RSVPs appreciated by Tuesday, April 21st to:**  
 Chrissy Jones  
 chrissy@theatlasedge.net, (541)267-2022




*We hope you will join us!*  
**Hosted by Atlas Edge Staffing Services**  
 "Our business is people"

### Winning with Google WORKSHOP



**Instructor:** *Mya Lambert* is a Google certified trainer and has taught Google, WordPress and Social Media classes at Oregon Coast Community College and Clatskanie Community College's Business Development Center. She has also been involved in helping small businesses with social media including Facebook, Twitter, LinkedIn, and Pinterest. In addition to her skills as a technology trainer, Mya is a graduate of the Oregon Coast Community College's (SBS) Small Business Management program.

**North Bend**  
**Monday, May 12th 1:00—4:00 pm**  
**The Business Center**  
 2455 Maple Leaf  
 North Bend, OR

May 11th  
 9am-noon, 

**Pre-registration required. Space Limited! \$45 for workshop**



**FREE Family Fun Day and Run for the Kids**  
 10 a.m. to 2 p.m.  
 Registration 8:15 a.m. - Run/Walk 9:30 a.m. - 5K 8:45 a.m.  
 Run starts at the National Guard Armory

**Saturday, April 18th**  
 FREE Shuttle and Parking at Newmark Center and the National Guard Armory

**KIDS' HOPE CENTER INVITES YOU TO JOIN US FOR A FREE DAY OF FUN THAT INCLUDES**  
**1 mile & 5k run/walk**  
**BBQ LUNCH** provided by NW Natural

Music by KDock Radio, Coke Walk, and FREE Fishing for Children 13 and Under.  
 Location: John Topits Park—Empire Lakes, Coos Bay  
 Call (541) 266-8806 for more information and to pre-register for the Run for the Kids.

**BROUGHT TO YOU BY:**

- Bay Area Hospital
- NW Professional Products
- City of North Bend
- Confederated Tribes of Coos, Lower Umpqua and Siskiyou Tribes
- Coos Bay Lions Club
- Coos Foundation
- Coquille Indian Tribe
- Deep Ship Supply
- Jump for Fun Inflatables
- KDOCK Radio
- Lanlighter Associates
- North Bend Medical Center
- NW Health Foundation
- NW Natural Gas
- Oregon Coast Culinary Institute
- Oregon Department of Fish & Wildlife
- The Mill Casino
- The World
- Umpqua Bank
- Walmart Foundation
- Kids' Hope Center
- Hooding - Outreach - Promotions - Education
- (Formerly Child Abuse Intervention Center) and Coos County Multi-Disciplinary Team

\*bring license to registration if your child is over 13 years of age.



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

**Give Where United Way 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 moving, 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

Your website is your most powerful marketing tool available to you. It should have the ability to generate sales and increase business growth. This course will cover:

**OBJECTIVES:**

- What is Search Engine Optimization?
- How Search Engines Work
- Organic Versus Paid Search
- Making Your Content Effective
- The New World of Web Content
- Google algorithm changes and SEO, & Webmaster Tools

9am-Noon, May 12th; 1-4pm May 11th  
 Class for Pinterest and Instagram same location & Instructor

Register online at [www.BizCenter.org](http://www.BizCenter.org) or call 541-756-6866 for more information  
 Cost: \$45.00 for workshop (payable at class by cash, check or credit card)






The Small Business Development Center is partially funded by the U.S. Small Business Administration. The support given by the U.S. Small Business Administration through such funding does not constitute or express an implied endorsement of any of the respondent's or participant's opinions, products or services. For accommodations of special needs, contact the Disabilities Services Coordinator at (541) 858-7439, (541) 858-7568 (TDD) or relay@bizcenter.org at least 24 hours before services are required. Southwestern Oregon Community College is an equal opportunity educator and employer.



**Bastendorff Beach**

1. April 1st-Bandon Dunes Golf Resort
2. April 8th-US Coast Guard- Lieutenant Commander Chris Culpepper
3. April 15th-Cranberry Industry-Don Kloft + 5 min presentation from Relief Nursery
4. April 22nd-Travel Oregon-Todd Davidson
5. April 29th-Facerock Creamery



*You're Invited...*

## Ribbon Cuttings

- **April 3rd, 5pm @ Petal to the Metal Flowers; 1993**  
Sherman Ave, NB
- **April 10th, 12:15pm @ Grange CO-OP; 1085 S. 2nd St. CB**
- **April 18th, 1pm @ South Coast**
- **Family Harbor; 250 Hull St, CB**
- **April 23rd, 5:15pm @ Advantage Dental; 215 Curtis St, CB**

## Business After Hours

**April 30th**  
5-7pm

**Servpro of Coos County; 1640 Maple St Ste B, North Bend**

**I would like my one person business to grow but I don't know where to start.**

**What steps do I need to take?**

Successful business growth depends on solid planning. The first step is to determine what business growth means for you; more customers, more sales revenue, more profitability, more employees or some combination. What are the business goals over the next 1-3 years? Write those goals down including the timeline to complete them. Growing from a one person business to a two person business usually means doubling sales revenue to ensure profits don't decline and current obligations are paid. Doubling sales revenue in a short time frame is very ambitious and might not be prudent for the health of the business. Is there a way to grow by smaller increments, maybe hire part time help or use outside contractors until revenue increases enough to support a second full time employee?

The next step is to determine what resources are available to create growth. Resources include available capital, excess capacity, management skills, equipment, raw materials, customer demand and marketing to name a few. Before hiring staff, have you registered the business as an employer and created a job description? Is there a need to borrow money to pay for growth? Make a list of the resources you currently have and a list of those resources you will need to find. Identify the sources that can be used to obtain the resources not currently available in the business. Consider how long it might take to obtain the needed resources. For instance, a business loan often takes a well written business plan and 6-12 weeks or more from application to actual funding.

Finally, take action. Using the list of what you need to find determine what needs to be done first, second, third and so on. Be realistic about how long it will take to accomplish each task since you still have to maintain enough revenue to pay current obligations. Take steps each day to move the growth plan forward.

Business growth is a process that includes time management, planning, goal setting, identification of resources and taking action to reach realistic objectives.

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).

## Small Business Development Center Classes

- **April 15th**, is the beginning of a 10 session **QuickBooks** class to help business owners better understand this popular recordkeeping system. Classes will be held on the SWOCC campus in the Tioga Hall room 408 from 6-8:30pm.
- **April 15th, Improving Sales Skills** will be held at The Business Center from 6-8:30pm
- **April 28th, Understanding Financial Statements** will be held at The Business Center from 6-8:30. This Class is available at the SWOCC Brookings campus via IPTV