

Bay Area Chamber of Commerce



Chamber News

May 2015

Ribbon Cuttings in April



South Coast Family Harbor



Grange Co-Op



Advantage Dental

South Coast Family Harbor receiving a \$1000 Scholarship from Knife River Materials



Month in Review...

April showers bring May flowers, and boy isn't that the truth. Even though it was a little wet; we hope you had a wonderful Easter. On April 11 Our Education Committee had their first of two per year; Extreme Make-Over's. This one was at North Bend High School, where teams built new garden spaces and cleaned up the court yards. A BBQ was provided afterwards by NW Natural for all the volunteers. We had lots of Ribbon Cuttings in April, In celebration

of new businesses here in Coos Bay. The Home Builders Association had their annual Home and Garden Show, United Way had their Day of Caring where the community got together and volunteered helping Seniors with yard work. City Clean Up Day was a huge success and a great program put on by Les' Sanitary. And the Aw Shucks Oyster Feed in Charleston was great fun as always. Leadership Coos this month had a good time out at the dunes and touring the

bay, thank you Spinreel Dune Buggy & ATV Rentals and Betty Kay Charters for a fantastic day with this wonderful program. If you would like to sign up for next years Leadership Coos, Call your Chamber office today and get enrolled; space is limited. Business After Hours was hosted by Rodeo Steakhouse, who did an outstanding job. BAH in May will be held on May 28th at Dolphin Players located at 580 Newmark, Coos Bay.

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Chamber Member Business Spotlight-Petal to the Metal Flowers

Petal to the Metal Flowers is Bay Areas newest full service floral shop, open Monday-Friday 8am-5:30pm & Saturdays 10am-2pm. Robbyn Repp is the Owner and Designer with over 15 years floral design experience. She has designed in California & Hawaii. She is a Certified Balloon Artist and Event coordinator with 20 years experience. Robbyn's full service flower shop is upbeat, fun and full of energy. She is up to date on all the current trends and will be teaching classes this Summer. For the DIY person you can make your own flowers for your wedding or party at her store with the purchase of her flowers and supplies, she'll even deliver them to your event. Host your daughter's birthday party let them make their own arrangement to take home, what's more fun than that?

Petal to the Metal Flowers is located at 1993 Sherman Ave, North Bend, 541-751-8880, ptmflowers@gmail.com, www.petaltothemetalflowers.com



Petal to the Metal Flowers

Business After Hours

at

RODEO

STEAK HOUSE & GRILL

"A Family Dining Atmosphere"



Presidents Letter

Welcome Chamber members,

May is upon us, and your Chamber has been busy representing business! Last month was Chamber Day at the Capital, where our Chamber sent several members to Salem to meet our Legislatures and tour the capital. The members came back with a real appreciation of our electoral process and government as a whole.

There was a ribbon cutting at Petal to the Metal, a new flower shop recently opened in Downtown North Bend.

Another ribbon cutting at the Grange Co-op, it's Grand Opening, on 2nd Street in Coos Bay.

The Education Committee completed another "Extreme School Makeover" at North Bend High School, where they built raised planter boxes for the culinary class to grow herbs and vegetables for their cooking. Then it was off to the Egyptian Theatre to greet Senator Ron Wyden at another one of his Town hall sessions, this was

another great opportunity for the senator to get feedback from our locals on the legislative process. Then there was a beautiful day at John Topits Park, for Family Fun Day and the Grand Opening of South Coast Family Harbor, a new relief nursery, the first on the south coast. Mayor Crystal Shoji and Representative Caddy McKeown were both on hand for the ribbon cutting. Both events drew great attendance.

The Chamber continues to monitor the Community Enhancement Plan process, attending both the CEP and the SCCF board meetings.

There was a ribbon cutting at a new dentist office, Advantage Dental, located on Curtis Avenue, Coos Bay, please make them feel welcome.

Business after Hours was held at the Rodeo Steakhouse and Grill, it was a great event, with fabulous food and beautiful fresh fruit, too beautiful to eat. Stillwagon Distillery was also on hand with his new flavors of rum for taste testing.

The LAT (Legislative Action

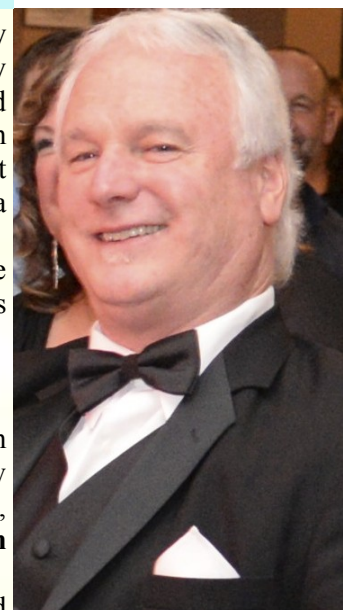
team) has endured a real busy month not only at Chamber Day at the Capital but it seemed every day. They have been meeting twice a month at Campbell Global and twice a month at SOCC with our Teleforums with Senators Kruse & Roblan and Representatives McKeown & Krieger, representing small business locally.

Marketing and Communication is working on rolling out a new website/social media campaign, so don't forget to **Like us on Facebook**

Membership is working hard promoting the "New Membership Challenge", offering a Travel Oregon Vacation package to who recruits the most new members. Along with Bill Christie, GM, of Coos Grange CO-op, who is providing \$50.00 Gift Certificates to the 1st 15 new members!

Remember; 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>

Wednesday's Business Connection (WBC) Recap!

April's WBC was brought to us by Cardinal Services. On April 1st we heard from lots of exciting guests, Our sponsor Cardinal Services, the Home Builders Association, and Bandon Dunes. Bandon Dunes Golf Resort is such a blessing to our community that has reached out and helped so many programs in our area, and continues to do so. There is lots of golf tournaments coming our way and they invited us to come and watch the fun. On April 8th we heard from Chris Culpepper from the United States Coast Guard, and saw how scary our oceans can be. It's a great feeling knowing we have The United States Coast Guard in our

town to keep our fishing community safe. On the 15th we heard from Don Kloft, Plant Manager for Ocean Spray Cranberries. It was fascinating to see how the cranberries grew and the extensive care they require. If you have eaten any of their whole cranberry sauce recently, it was more than likely grown right here in Bandon Oregon. On the 22nd we had a 5 minute spotlight from Katie at the Maslow Project who is trying to raise funds to keep their house open this summer, we witnessed two donations made that day. We also had guest speaker Todd Davidson CEO of Travel Oregon and saw the 7 Wonders of Oregon. Whoever named the 7 wonders of

the world obviously never stepped foot in Oregon. We are blessed to live in such a beautiful place. On the 29th we had a 5 minute spotlight from Connie Stopher from SCDC about her trip to Japan and guest speaker Daniel Graham from Facerock Creamery. We are so enriched by the many great businesses in our area. Facerock will be celebrating their 2nd year with a huge event on May 9th and invites you to join them. We also had the privilege of seeing Knife River Materials, generously donate to two wonderful programs in our community. Thank you to Cardinal Services and all of our great speakers in April!

Directors Quote:

**“Cause
Change &
Lead.
Accept
Change &
Survive.
Resist
Change &
Die.”**



Meet our Directors and Business Partner

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



Name: Erin Johnson
Business: Edward Jones
Committees: Leadership Coos
Other Community Service: Zonta
I am involved in the Chamber because... I care about this community and want to see it continue to prosper and grow.

Edward Jones



Name: Tom Burdett
Business: BnT Promotional Products
Committees: LAT, ED,
TRANSPORATION, JCEP,
MARKETING

Other Community Service :
ROTARY, VCB BUDGET COMMITTEE

I am involved in the Chamber because... I wish to add valued education/information to the local residents, be a participant in the continued development of our area, make a difference in the legislative security for our area and begin the development of the younger generation in the area reflecting what Chambers do for them.



BOARD MEMBER SPOTLIGHTS

Name: Mark Wall
Business: Roseburg
Committees: LAT, Business Development
Other Community Service:

President Southwest Oregon Community College Foundation, President Coos Forest Protective Association, Co-Chair Boost Southwest Oregon
I am involved in the Chamber because.. I want to contribute to the success and well being of my community and feel like my involvement with the chamber gives me the opportunity to do just that.



BUSINESS PARTNER SPOTLIGHT

South Coast Development Council, Inc.

Economic development on a broad scale is defined as anything a community does to foster and create a healthy economy. It is the mission of the South Coast Development Council to promote and support businesses that provide quality jobs through responsible development on Oregon's South Coast.

Strategic economic development is key to strong economic growth and South Coast Development Council's vision is to partner with our local government and communities to:

- Create a growing, diversified and sustainable economy
- Assist with strategic infrastructure investments vital to a sustainable economy
- Be involved in key transportation improvements
- Foster family-wage job creation and retention
- Seek out targeted food-processing/food production in support of small farmers, ranchers
- Attract foreign and domestic companies to Oregon's South Coast
- Develop a regional branding and marketing campaign to enhance tourism and find new markets for local products

South Coast Development Council (SCDC) is here to ease that load and be the "one-stop" agency for all things involved in Economic Development, as such SCDC is poised to help businesses in a variety of ways, including:

- Walk businesses through local, state or federal permitting processes
- Assist with funding access
- Connect entrepreneurs with the necessary means to move a project from concept to product
- Advocate for business development
- Connect businesses with available properties for development

Our partnership with Bay Area Chamber of Commerce allows SCDC to align ourselves with local businesses in an effort to move the economy of our region forward in a positive manner. This partnership also allows SCDC to be available and supportive of our local businesses and organizations when help is needed for expansion or retention projects.



Renewing Members May 2015

30 year member- 1985

Fred Meyers

24 year member-1991

Oregon Connection/House of Myrtlewood

23 year member-1992

Spinreel DuneBuggy Rentals

20 year member-1995

K-Dock Radio/KDCQ FM

19 year member-1996

First Student

18 year member-1997

Antique & Auction Co. of Southern Oregon

16 year member- 1999

Arbe's RV Park

14 year members—2001

Lyon Insurance Services

BNT Promotional Products

13 year member-2002

Salvation Army

12 year member-2003

Atlas Edge Staffing

11 year member-2004

South Coast Development Council

10 year member-2005

Yardley, Carol

8 year member- 2007

Sears Roebuck

5 year members-2010

Coney Station

Gino's Pizza

The Young Bucks

Electric Hospital

Giddings Boat Works

Gold Coast Truck Re-

pair

Koontz Machine &

Welding Inc

Ocean Boulevard Veterinary Hospital

Momiji Japanese Restaurant & Sushi Bar

Carolyn D. Thompson CPA, LLC

Oregon Pacific Bank, Inc

Web Marketing

AllWeather Wood

Scott Partney Construction

Wardrobe Cleaners

Reed Import Specialist

Bream, Jenny

Cash & Carry

South Coast Horizons

Lanphier Associates, Inc

Grant L. Walding, LLC

Merit Financial Services, LLC

NW Buildings

3 year member-2012

Lab Band Associates, Inc

1 year member-2014

Stillwagon Distillery



Welcome New Members-Three Rivers, Inch by Inch, & Comspan



CASINO & HOTEL

1297 NW Ocean Blvd

Coos Bay

541-902-6604

Www.threeriverscasino.com



1223 Virginia Ave

North Bend

541-756-5222

www.inchbyeinch.com



Will Burge

541-229-0229

wburge@comspan.net

www.comspan.com

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



COOS BAY HOSTS TALL SHIPS

MAY 1-12

LADY WASHINGTON, HAWAIIAN CHIEFTAIN

The brig Lady Washington and the topsail ketch Hawaiian Chieftain, in partnership with the Coos Bay Boat Building Center, are visiting the Coos Bay area May 1-12. The ships will offer walk-on tours, public excursions, and educational programs for K-12 students. Lady Washington will also host a reconciliation ceremony with local native tribes.

• **Battle Sails** simulate an 18th century naval skirmish with real cannon firing real gunpowder, but no cannon balls.

\$75 adults,

\$67 students/seniors/active military,

\$39 children 12 and under.

• **Adventure Sails and Evening Sails** are family-oriented experiences offering opportunities to help raise a sail, learn a traditional sailor's song, or take the helm of a real tall ship, conditions permitting.

Adventure Sails- \$45 All Ages

Evening Sails- Wed, 5/6- \$35 All Ages

Sat 5/9- \$35 All Ages

• Slots are still available for one-hour dockside and three-hour sailing programs for **K-12 students and home-school groups**. Special discounts may be available for qualified public schools. For information and to book a program, contact Roxie Underwood, runderwood@historicalseaport.org, 800-200-5239.

5/1: 4 p.m. to 5 p.m., walk-on tours, \$3 per person donation requested.

5/2-3: 10 a.m. to 1 p.m., walk-on tours, \$3 per person donation requested.

5/2-3: 2 p.m. to 5 p.m., Battle Sails, \$39-\$75.

5/3: 11 a.m. to 1 p.m., Reconciliation ceremony with area tribal representatives.

5/5-8, 4 p.m. to 5 p.m., walk-on tours, \$3 per person donation requested.

5/6: 6 p.m. to 8 p.m., Evening Sail, \$35.

5/9-10: 10 a.m. to 1 p.m., walk-on tours, \$3 per person donation requested.

5/9-10: 2 p.m. to 5 p.m., Battle Sails, \$39-\$75.

5/9: 6 p.m. to 8 p.m., Evening Sail, \$35.

5/10: 11 a.m. to 1 p.m., Adventure Sail, \$45.

5/12: 4 p.m. to 5 p.m., walk-on tours, \$3 per person donation requested

Tickets are available now for all sailings, though they are expected to sell quickly

The Confederated Tribes of Coos, Lower Umpqua, and Siuslaw and the Coquille Indian Tribe will participate in a reconciliation ceremony with the crew of Lady Washington

11 a.m. to 1 p.m. Sunday, May 3.

For details, contact Tom Leahy 541-217-4365, tommymcgee@hotmail.com.



Coos Bays Farmers Market is back!
Every Wednesday 9am-3pm in
Downtown Coos Bay on Central Ave



Grange Co-op and Rogue Co-ops Announce 2015 Scholarship Recipients

"We're proud to help out some great local students on their way to college. These dynamic kids all have great scholastic accomplishments, as well as excellent work outside of the classroom. It will be exciting to see them learn and grow in their careers, and Grange Co-op is proud to be a part of that path," said Grange Co-op CEO Barry Robino.

**Local North Bend Recipients of Grange Co-op's \$1,000 scholarships are:
Emily Midyette and Cameron Lucero**

To qualify, students needed a GPA of 3.0 or higher and must have participated in FFA, 4-H, Horticulture, DECA, FBLA, student body leadership, school sports, or non-related activities such as work experience.



***Bay Area Chamber of Commerce-
Education Committee
Extreme School Makeover
North Bend High School***
Great job to all the Volunteers who helped make these beautiful garden boxes and who cleaned up the courtyard. A big thank you NW Natural for another fantastic BBQ.



WBC in May is sponsored by Barrett Business Services Inc.

- May 6th-Coos Bay, North Bend Downtown Associations
- May 13th-"Thinking Outside the Box" Greg Kent
- May 20th-CEDCO
- May 27th-Celebrate your Chamber



BBSI

Should I consider borrowing money to help my small business grow?

The decision to borrow money to grow a business has several considerations. First, is the anticipated growth sustainable and profitable even with the cost of debt service? Second, does the company have sufficient assets to collateralize the debt and cash flow to repay the debt? Finally, does the growth fit the long term strategies of the business given the economic outlook both locally and nationally based on industry trends? According to the U.S. Small Business Administration (SBA), growth can be a cause of business failure.

Taking on debt to fuel growth will add cost (interest expense) and impact business cash flow (principle repayments). Market research will help establish the potential sales increases that can be achieved by growing a business. Will the business need to purchase new equipment or move to a larger facility? Will additional staff be needed to support the increased sales? If so, will the increases in revenue be enough to cover the new costs plus provide cash flow to cover debt repayment and interest?

Lenders will need proof of sufficient cash flow, collateral and borrowing ability to approve a loan. A written business plan will help document assumptions made about the future sales if the company chooses to move forward as well as the increased costs. The business plan should include a list of tangible assets that will be used as collateral for the loan. If the business does not have sufficient collateral, what personal assets are available? Is the growth the result of a new contract? If so, some lenders may agree to use the signed contract as proof of repayment ability.

The business plan should include an environmental scan. What is the market outlook in the industry over the next year, three years and five years? Is the industry growing, stable or in decline? Are industry regulations changing or are new competitors entering the market? If so, what plans are in place to overcome any regulatory changes or threats from new competition?

The next step is to find a lender willing to make a loan to the business. A good starting place is the financial institution currently providing banking services. If that is not an option because the loan is not a good fit for their institution, research is needed to find a lender who understands the industry and has capacity to make the loan sought. The Small Business Development Center can assist with this research through the Capital Access Team <http://www.bizcenter.org/business-advice-courses/capital-access-team>.

Borrowing money, adding capacity and adding employees is assuming risk but it makes sense if the market potential is there to be successful. Careful analysis of the data collected during the research and business planning phase can reduce that risk and lead to greater financial success in the future.

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.