



BACC-Business Source

May 2016

“Bettin on the Bay”

Where you go to be in the know

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 barbeque 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 Coal bank 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 Mingsus Park, 10th Street Coos Bay, OR 97420

Election this month, be sure & vote! Coos County Treasure & 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 Jordan 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 Casades, 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



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Directors Quote

In the business world, the rearview mirror is always clearer than the windshield.

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

♦ *WBC is held
Sept -May.*

*Mark your calendars
for WBC on
Sept. 7, 2016*

Business after Hours at Egyptian Theatre



Join us for BAH on
May 26th, 5-7pm
at Rodeo Steakhouse

Ribbon Cutting at Truffles-Coos Bay



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

Sustainability Award-Bandon Dunes

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



Down to Business from SBDC by Arlene Soto

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.

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 W. 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 OSBDCW Web page www.osbdcw.org.



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

Thank you

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



Members on the Move.....

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 !**

What's Happening Coos County!?!

Let's Walk & Talk Together!
Stepping up for Women's Health



8TH ANNUAL FREE COMMUNITY WALK

Mingus Park Saturday, May 7
9:00 Registration 9:00-11:00 Walk 11:00 Drawings

Let's Move to the Music!
Dance Demos ~ Health Info ~ And More



Vendor Village ~ Fun Items for Sale

Free Drawings ~ Giveaways

Dance Music by DJ Darryl



Rain or Shine



ZONTA
CLUB OF
COOS BAY AREA
MEMBER OF ZONTA INTERNATIONAL
EMPOWERING WOMEN
THROUGH SERVICE & ADVOCACY



This is a smoke free event. We appreciate your cooperation!

To learn more about the Coos County Women's Health Coalition
email womenshealthcoalition@gmail.com or visit the Coalition Facebook Page.

Contact Debbie Schade at 541-297-6537 for more details.



Company is coming!



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 barbecue 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

COOS BAY



Farmers Market

Farmers Market is back!

May 4, 2016

Every Wednesday from 9am—2pm

Central Ave, Coos Bay



The Charleston Marine Life Center opens in May!

Grand Opening Saturday May 21st, 1pm

Hours: Wednesday – Saturday,
11am-5pm

Admission:

Adults \$5

Seniors \$4

Children and Students FREE

63466 Boat Basin Road, overlooking the Charleston Harbor

oimb.uoregon.edu/cmlc/



Charleston Visitor Center is now open!

Sunday May 1, 2016

Stop in and join them for refreshments during their open house from 2-4pm.

What's Happening Coos County!?!



Education

Bettin' on the Bay



Extreme School Make-Over

May 21st

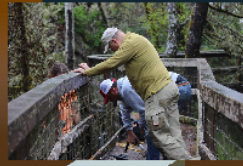
from 9am-noon

HILLOCREST 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 sod. 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 Wartnik at 541-269-9338;
jayson.wartnik@hmcwcpas.com to RSVP
or if you have questions



Mother's Day
Mad Hatter's
Tea Party



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



Happy
Mother's Day

Ocean Ridge Assisted Living
1855 Ocean Blvd SE • Coos Bay, OR 97420
Phone: (541) 267-4000 • Fax: (541) 269-1672
OceanridgeAD@troniximgmt.com



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THREE DAY FESTIVAL!

A MILL CASINO EVENT

KCBS SANCTIONED BARBQUE COMPETITION
\$13,000+ CASH PRIZES!
\$2 GETS YOU IN!



30 CRAFT BREWS! **LIVE MUSIC ALL WEEKEND** **40+ BBQ TEAMS**

FRIDAY, MAY 27

MEET & GREET
Live entertainment & No Host Bar
3:00 PM - 6:30 PM
Learn the ins and outs of BBQ and become a Certified KCBS BBQ Judge. See registration form online.
6:30 PM - 9:00 PM
Meet and greet with cooks and professional pitmasters. Enjoy live entertainment by the Ben Rice Band and a no host bar in the Salmon Room. Public welcome. 21 and older.

SATURDAY, MAY 28

ALL DAY!*
Sample BBQ from the competitors.
NOON - 6:00 PM
Entertainment tent hosted by Green Mountain Grill's Mountain Man, Steve Berry.
Enjoy food vendors, beer garden and live entertainment. Sample from over 50 craft brews for a \$10 donation.**
NOON - 3:00 PM
Live Entertainment: Ben Rice Band
3:00 PM - 6:00 PM
Live Entertainment: Lisa Mann

SUNDAY, MAY 29

ALL DAY!*
Sample BBQ from the competitors.
NOON BBQ Judging begins
Entertainment tent hosted by Green Mountain Grill's Mountain Man, Steve Berry.
NOON - 5:00 PM
Enjoy food vendors, beer garden, and live entertainment.
Sample from over 30 craft brews for a \$10 donation.**
NOON - 2:00 PM
Live Entertainment: Lisa Mann
2:00 PM - 4:00 PM
Live Entertainment: Soulpie
2:00 PM
Jim Monahan Mac 'N Cheese Challenge turn in!
Sample Mac 'N Cheese from the competitors until 4:00 pm.*
4:00 PM - AWARDS CEREMONY.
Over \$13,000 in prize money will be awarded!

* Proceeds of the beer garden go to the Bay Area Chapter of Commerce and Sister of Hope.



thamilcasino.com • 800.953.4800 or 541.756.8800
*ALL SAMPLES AVAILABLE AT FESTIVAL ARE WHILE SUPPLIES LAST.
The Mill Casino Hotel & RV Park is not responsible for accidents and/or injuries, printing or other errors and reserves the right to cancel or modify this event at any time.

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 KCBS 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.

Sunday, May 29 - Event open to the public - Noon - 4 pm
Awards - 4 pm



Tall Ships in Coos Bay—May 7-15th



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.



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 develop-

ing 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.

Booking a sail by phone, call 1-800-200-LADY (5239)

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/>

BACC-Business Source

Our Business is helping your business!



**Bay Area
Chamber of Commerce**
145 Central Ave
Coos Bay OR 97420
Phone-541-266-0868
Fax-541-267-6704
E-Mail-
info@oregonsbayarea.org

We're on the web

www.oregonsbayarea.org

*Have you seen our Member to Member
Specials on our website!?! Scan the code and
see what our members are offering.*



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**

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

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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 Mattecheck

North Bend Lanes

Kara Long

Egyptian Theatre

May 2016

Sun	Mon	Tue	Wed	Thu	Fri	Sat
1	2	3 <u>Ambassador Board Mtg</u> Noon @ TBA <u>Education</u> Noon @ Shark Bites	4 <u>BACC Board Mtg</u> 7am @the mill in the Saw Blade Room <u>WBC</u> 11:30-1pm in the Salmon Room @ Mill	5 <u>Ambassador Mtg</u> Noon @ TBA	6	7 <u>101 Clean Up Brigade</u> Registration 8:00-9:00am at the following location: Start at North Bend Fire Station on 1880
8	9	10 <u>Leadership Coos Class</u> Graduation Day <u>Events</u> 8am @ CB VIC	11 <u>WBC</u> 11:30-1pm in the Salmon Room @ Mill	12 <u>Transportation</u> Noon @ CB VIC	13	14
15	16	17 <u>LAT</u> 7am @ Campbell Global <u>Membership</u> 8am @ OPB	18 <u>WBC</u> 11:30-1pm in the Salmon Room @ Mill	19 <u>Tourism</u> 8am @ CB VIC <u>Business Development</u> Noon @ Umpqua Bank	20 <u>Natural Resources</u> 7am @ Red Lion	21 <u>Extreme School Makeover</u> 9am-noon @ Hillcrest Elementary
22	23	24	25 <u>WBC</u> 11:30-1pm in the Salmon Room @ Mill	26 <u>BACC Executive Mtg</u> 3:30-5 @ CB VIC <u>Business After Hours</u> 5-7pm @ Rodeo Steakhouse	27 <u>Marketing</u> Noon @ Umpqua Bank	28
29	30	31	<i>Reminder— WBC Runs Sept-May. Our next WBC will be on Sept. 7, 2016</i>			