

Bay Area Chamber of Commerce

Board of Directors

January 6, 2010

Board Members present: Lucinda DiNovo, The Mill Casino/Hotel; Margery Whitmer, Betty Kay Charters; Joanie Johnson, Sincerely Yours Antiques!Next Door; Clark Walworth, The World; Crystal Shoji, Shoji Planning; Pam de Jong, HOLM Services; Dana Webber, Sterling Savings Bank; Eric Farm, Menasha/Campbell; Chris Christoffer, Sterling Savings Bank; Matt LeDoux, Fishermen's Wharf; Gary Rifkin, Fiddlesticks; Jerry Miller, Star of Hope; Renee Middleton, US Bank;

Others present: Jenny Bream, Ambassadors; Joe Benetti, Coos County Airport District; Rick Keating, Sterling Bank; Rodger Craddock, City of Coos Bay; Gene Melton, City of Coos Bay; Carol Yardley, Care Giving Rentals; Matt Jarvis, Jarvis Communication; Martin Callery, OR International Port of CB; Jan Willis, City of North Bend; Sandy Messerle, South Coast Development Council; Rob Schab, CB/NB Water Board; Timm Slater, Bay Area Chamber of Commerce; Pam Cottrell, Bay Area Chamber of Commerce.

Lucinda called the meeting to order and welcomed everyone. Introductions were made around the table. December minutes for approved.

President's Report: Lucinda thanked everyone for allowing her to be president for 2010. In the newsletter, I wrote an article on what members would like us to focus on this up coming year. We sent out a survey in September asking members what they would like us to focus on. From that survey we received about a 20% response rate. They wanted us to focus on Economic Development and Business Retention, Membership, Government Affairs & Business Advocacy and Community cooperation & communication. So with that said, those are the areas that I would like to focus on in this upcoming year. I think that it is important for the members we have and for up coming members that we focus on the value of the Chamber. I think, obviously, by listening to our members we can accomplish that. I also wanted to celebrate those festivals and activities that take place locally. We need to recognize and celebrate those people by attending as many of those events as possible, because those are what make this community be successful as well. For example we have the Jazz Festival preview on January 16th. The South Coast Clambake Jazz festival has been in existence for 16 years. Those are all volunteers that bring people to this area and we need to support them.

We have a January 20th meeting, where we are going to talk about those focus items that I just mentioned. As a board member, everyone of you is suppose to be on a committee. I would encourage you to do that this year. If this Chamber is going to be successful, we all need to be involved. Your time is valuable. At the January 20th meeting we are going to talk about the different committees and I am hoping you will all be there to sign on and focus on these goals. The meeting will be January 20th, 7am, at The Mill in the Salmon Room. Please attend this meeting, pick a committee and become involved. You do not have to be a board member to attend this meeting.

Executive Director's Report: Timm reports that the first item he would like to address is the 2010 Budget. This is a conservative budget, conservative on our revenue, actual on our expenses. We do have opportunity to create more money that you see on the report. With that money we will put it in reserves or expand programs. The membership renewals are the actual through December of this year. We have a focus on membership this year and expect this figure to increase. In other revenue, Maps,

we did produce a new map this past year. We only do this every couple of years. Our check from this map will be coming later this month or next month. Last year's budget forecasted \$26000 for fund raisers. We have had two successful fund raisers, one was the bowling party while the other was Monster Bash. Each made about \$1000. The Monster Bash will be expanded this year. The Mill Casino will no longer hold their Halloween party; our Monster Bash will be their Halloween party. So we expect that to expand. We have plans of adding a third fund raiser.

As a new category on the budget, Visitor Center reimbursement is a new revenue source. Salaries last year showed at \$105,000. We have deleted a person, that is why the new figure is \$81000.00. A small issue is Janitorial supplies. This is just for supplies as we do our own janitorial work. Postage, we have a lot of postage which is passed through. Mailings are sent for the VCB and reimbursed as a cost for cost item. One item we did eliminate was the mailing of the Chamber newsletter. The cost of the Newsletter to print and mail was about \$6500. We have eliminated that cost by sending the newsletter through e-mail.

The Building equipment reserve of \$3000 will actually be paying us. At \$250 each month, this money will be put in a reserve to help for equipment replacement. In the future years we will look to increasing the amount put into reserve, so we will be able to take on the opportunities in front of us.

Member Events have been broken out. In the past the Awards Banquet we have broken even. It is our hope to do better than that this year.

The Economic Outlook Forum projection is consistent to what we have done in past years.

Leadership Coos is at the same level that it has maintained in the past.

The Profile/Directory is a good tool and source of information. This is distributed to all Real Estate, Motels and mailed to members and used as a recruiting tool for new members. Three years ago our net from advertising sales was \$24,000.00. Last year the net was \$14,000.00 due to the economic challenges that business are facing. The focus we have this year with ad sells have been going well, I do believe that we will pass the \$10,000.00 net revenue figure shown on the budget.

At IBO we are going to talk about some changes to be made to this program.

The budget was brought to a vote and approved.

Timm reminds IBO 2010 starts today at The Mill Casino, 11:30 in the Salmon room. One change made this year is lunch will be \$13.00 for lunch with a full lunch buffet. In February we are going to try a new operating mode by changing to the first and third Wednesday of the month. Except for those quarters where we have Government Affairs, when we will have three IBOs. Each Friday I send a piece to the media letting the public know when meetings will be. We do encourage everyone to RSVP. This helps with the head count for the amount of food needed.

On January 27th, IBO will be Government Affairs with Mayor McKeown and Mayor Wetherell speaking. Today's IBO will feature Representative Arnie Roblan.

We are looking to relocate where our committee meetings will be held. The Red Lion will no longer provide lunches from the menu, this leaves several of our committee's homeless, except for Forestry and Fisheries.

Treasurers Report: Chris reports on the new format being used to report the Chamber budget. We are showing a beginning balance of \$64,000.00. \$23, 000 in revenues, these revenues come from membership, the Community Profile and Economic Outlook Forum. General operating expenses are \$12000.00, leaving a balance in the bank of \$67000.00.

Community Reports

Tourism: Margery reminds the board of the Quest Book project. The Quest Book is the focus for Tourism in January. We believe this book can be used to encourage visitors to explore our area.

Leadership Coos: Rick reports that this year continues to follow our schedule. This is a great program.

IBO: Timm reports that this item has been covered earlier in the meeting with the focus being changed from meeting every Wednesday to the first and third Wednesday.

Government Affairs: Timm encourages the board to attend the January 20th special meeting. We will be discussing Advocacy and active issue management.

Ambassadors: Jenny reports that the Ambassadors are focusing on visibility for the Chamber. Discussion at last meeting was the attendance at Business After Hours. The attendance has been down at these events, our focus is to facilitate businesses. The Chamber, through the Ambassadors, will provide a brochure to help businesses to host a successful Business After Hours. She encouraged the board and their business to attend these functions and support the hosting business. February's Business After Hours will be at Bay Area Hospital's new Women's Imaging Center. The Visitor Center Volunteers will be making calls to remind our members to attend.

Economic Development: This committee will be defined at the January 20th special meeting. Focus will be on Advocacy for business, and coordinated actions with all our economic partners to improve our local economy.

Forestry & Fisheries: Eric reports that Matt LeDoux helped coordinate a good program that was held at the Millicoma Fish Hatchery. The program included training and hands on experience.

At IBO Eric will be giving a presentation on measure 66 and 67.

Community Reports

Prot of Coos Bay: Martin reports the Rail way tunnels are being worked on. There is some funding left in the budget so more repairs can be done.

Mike Gaul will be retiring. Today is his last day. This position will not be filled. The duties are being distributed amongst our staff.

Charleston: Margery reminds the board that the Charleston Crab feed will be February 13th at the Charleston School. This event is put on by dedicated volunteers and is attended by over 900 people. Please come and support this event.

South Coast Development Council: Sandy reports that she has been invited to join the Wild Women of Charleston.

Also the county has been awarded a special grant to facilitate the SDAT project. A special thank you to Home Builders association for their \$1000 donation in helping our area meet the matching revenue requirements.

Coos County Airport District: Joe reports that the new Airport Director, Theresa Cook has taken her position and has been out in the community. We continue to work on flights.

CB-NB Water Board: Rob report that this is a time to review site comments and report to the state. We continue to work on revenue for water resource development. Our plan has been approved by the State. Working on the final design to expand our plant and do upgrades.

City of Coos Bay: Rodger reports that the building of the Fire Department and Visitor Center continues. Rodger thanked Timm for a great report to the City Council. Work continues on the wayside Hollering Place and the Boat Building center.

Updates:

Joe shared that the Airport has a giveaway for more information please visit www.oth.com

Timm welcomes new board members Gerald Miller, Renee Middleton and Tina Milburn.

One last reminder to attend the special meeting January 20th 7AM at The Mill in Salmon Room east.

Adjourned