

**Bay Area Chamber of Commerce
Board of Directors
March 3, 2010
The Mill Casino**

Board Members present: Lucinda DiNovo, The Mill Casino/Hotel; Margery Whitmer, Betty Kay Charters; Clark Walworth, The World Newspaper; Pam de Jong, HOLM Services; Dana Webber, Sterling Savings Bank; Eric Farm, Menasha/Campbell Group; Chris Christoffer, Sterling Savings Bank; Matt LeDoux, Fishermen's Wharf; Jerry Miller, Star of Hope; Jessica Randle, The Human Bean; Tina Milburn, Hough, MacAdam & Wartnik; Renee Middleton, U.S. Bank; Matt Jarvis, Jarvis Communication; Gary Rifkin, Fiddlesticks.

Others present: Jenny Bream, Ambassadors; Dick Leshley, Yellow Cab Taxi; Rob Schab, Coos Bay/North Bend Water Board; Rodger Craddock, City of Coos Bay; Mark Mattecheck, North Bend Lanes; Joe Benetti, Benetti's Restaurant; Rick Keating, Sterling Savings Bank; 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. February minutes were approved.

President's Report: Lucinda reports that on January 20th we held our goals meeting with 30 people in attendance. Yesterday the Membership Committee met and are excited about their plans and where they are going. She thanked everyone for their participation with the committees they have chosen to be involved with.

On March 29th thru April 1st we will be focused on our Membership drive.

Dick reports that we have team captains that are busy putting together volunteers to participate in the membership drive. The Chamber staff will be send invitations to businesses in the Bay Area that are not currently members of the Chamber. Then our team members will be calling those people during three hour sessions morning and afternoon, March 29-April 1st, beginning Monday afternoon through Thursday afternoon. We are working on lining up prizes that will be won. This will be a lot of fun. The last drive we conducted this way in 1988, we gained about 170 new members. Our target is 100 new members.

Timm passed a sign up sheet . The captains are to pick a time they would like their team to man the phones. If you are not a captain please sign up .

Invitations will be printed and mailed to about 1000-1200 prospective members a week before the drive.

We are looking at a weekend in San Francisco as the grand prize. The company we are working with provides the hotel accommodations. The drive will start off with a luncheon on the 29th. We will keep you informed as things progress.

Lucinda passed out a list of new members that have joined since January. We thought that it would be a nice idea that as you meet these folks, be sure to welcome them.

We would like to ask committee chairs, as they meet, to fill out the committee note form that is being passed out. This will keep Timm informed as to what each committee is doing and working on. This will help him keep us informed on where we stand and what we are working on.

Lucinda asked Clark to report on Economic Development and the Executive Committee.

Clark reports we talked about how we were going to go about advocacy. One of our goals is to establish a procedure. Three committees are working on Advocacy. The committees are Economic Development, Government Affairs and Tourism. To help facilitate the procedure we have developed a flow chart. The way this will work is a Committee or member presents an issue to Chamber president. The president assigns the issue to the relevant committee. The committee researches the issue and proposes an action. The Executive Director distributes proposal to Executive Board. The Executive committee endorses or returns the issue to the committee. Once the proposal is endorsed by the Executive committee, the Executive Director distributes the proposal to the Chamber board. The board then approves or returns the issue to the committee. Once approved by the board the president and committee chairperson will plan appropriate advocacy activities. This process needs to be nimble and thorough. This procedure protects the Chamber and insures the Board is behind the committee.

Executive Report: Timm reports that ballots are in. We had four openings on the board. Two of our directors moved into officer positions and two of our board members have resigned. There were 10 people interested in filling the four open positions. The ballot went to the board and 17 out of 22 eligible voted. Your new board members are Pam Plummer, Umpqua Bank, Mike Strothheide, Creative Waste Consulting; Matt Jarvis, Jarvis Communications and Brooke Walton, B N T Promotions.

The 2010 Directory is going to print. In 2008 we had 115 advertisers and the directory was 62 pages. In 2009 we had 92 advertisers and the directory was 56 pages. Now, in 2010 we have 90 advertisers with only \$572 less in revenue. The business that usually purchased the back cover stepped down in 2009, with no new ad and returned in 2010 to advertise. The new owners of Pony Village have purchased advertising and have placed a map in the directory showing the lay out of stores and businesses in the mall.

We plan to have 4000 copies of the directory printed. The directories will be distributed to realtors, motels, members, the Business Development Center and mailed in relocation packets by the Visitor Center. The directory is also available to all Chamber members to distribute to their customers. Please let us know how many you would like to have.

Treasurer Report: Chris reports that we have been working with Hough MacAdam and Wartnik in producing reports. Recap of the budget was passed out to the board. The statement was recapped that in January we started with \$69,000, Receipts of \$49,000 collected and \$43,000 in expenses were paid, leaving a balance of \$75,000. The reports show how the funds are allocated.

Economic Development: Chris invites all board members to come to the Economic Development committee meetings. The Committee met the end of January. Economic Partners came to the meeting and it was discussed how to move toward business advocacy. It has been decided to form a sub committee that will develop a response team to business inquiries. The idea is that when prospective businesses contact the Chamber we will have information available to us as to who to refer them to that can answer their questions or provide the resources they are looking for. Our plan is to develop a brochure that will list where to go or who to see. We will be developing a form that will go out in 7 – 10 days to gather that data.

Each partner will have a resource sheet to help to direct where interested parties can go and who to speak to. It is important that facilities and partners know each other. This information can be posted on our website and our partners can have links to their web sites.

Mark asked about LNG. Who is watching or what is happening with that project? Is there an action or stand that the Chamber is taking or should make? It has been reported that businesses are afraid of making a stand for fear of being protested against.

Joe commented that it is important to come forth and support things. Taking a stand is good for business and good for our area.

Our elected representatives should make a decision. The Chamber will report on the process.

Lucinda assigned LNG issue to the Government Affairs committee and advised that they use our advocacy procedure.

Membership: Lucinda reports that Spring Fling Bowling party is being planned for May 21st at the North Bend Lanes starting at 5:30 with a second group to bowl at 8. We will be looking for 25 teams. Each team will pay \$200 and will receive \$50 in bowling dollars to be used for food and beverages.

Government Affairs: Timm reports that Ken Messerle hosted Timm, Eric and Sandy Messerle to a visit at the Medford Chamber of Commerce. We were invited by the Medford Chamber to learn what they are proposing in uniting the Chambers in Southern Oregon to have a stronger voice in our government. The Medford CEO/ president and lobbyist are willing to come here and do a presentation. We are looking at scheduling a presentation once our membership drive is completed.

Government Affairs will meet next Wednesday, 7AM at the Menasha office.

Timm reminds the boards that, as you are out and about, please take the opportunity when talking to Chamber members to mention they are encouraged to participate on all committees they have an interest in.

Community Cooperation & Communication: Gary reports that the committee has been twice. We have set up a face book account and working on social media.

Lucinda instructs the board to log on to www.facebook.com/bay_area_chamber and take a look at our presence on Facebook. We have now entered into social media.

Tourism: Margery reports that Quest Book training will take place in April. We are looking for a speaker for the Tuna Classic that will take place in August. On March 11th a meeting is planned to look at putting an area map together to promote shopping in the area.

Leadership Coos: Rick reports last month I gave an update. The items I talked about will not go into effect until next year. We have some great ideas and want to think them through before implementing them.

We are looking at polling our participants and getting feedback from the folks that have been through the program. Our hope is to get a feel for how beneficial Leadership Coos is and reporting back to the board.

On a final note I will remind everyone that at anytime, but this is the best time to start thinking of co workers, friends or employees that would be good candidates for next years group. Each year we maintain a waiting list of prospective participants. The program has maintained a full class of 30. We believe there is value not only to the employee who participants, but also for the employer who allows the employee the time to participate.

Forestry & Fisheries: Eric report that things are fairly quiet.

IBO: Dick reports that the schedule is full for the rest of the season. I have heard some negatives about the every other week schedule. People have expressed that they prefer having IBO every week. The purpose of IBO is to network and if you cut your opportunities in half you are loosing the value. This is something for us to think about for next year.

Ambassadors: Jenny reports that the Ambassadors are doing great. We have added six new members. She thanked everyone for attending Business after Hours (BAH) at the Women's Imaging Center. Barb Bauder worked very well with the Ambassadors.

Lucinda reminds everyone to use the media. Send a blurb to Nate Taylor at The World that BAH is open to the public. Matt Jarvis will have the information published and invite the public to attend.

Jenny closes with an invitation to join the Ambassadors at Willoughby's, 4PM to day for Ribbon Cutting.

When I was first contacted by this business, they were not a Chamber member. I sent him the information and he is now a Chamber member.

Coos Bay North Bend Water Board: Rob reports that a loan has been completed for \$10 million. This will help in capabilities of Pony Creek treatment plant. This loan is 3.4% for 20 years.

City of Coos Bay: Rodger reports that the Fire Station is scheduled to be finished by May. This Saturday you are invited to attend a walk through the new station from 10 am to 6pm.

The Visitor Center is scheduled to be completed and open in early July.

City Hall has received a \$4.5 million grant to use for upgrades to retro fit the building.

There is some concern on how the closing of the sidewalk around the Chandler will affect Farmers Market which will begin in May. We are working on how we can make it safe.

Coos County Airport District: Joe reports that we continue to work on north bound flights. Mike Lehman, Theresa Cook and Mike Bogs went to listen to a presentation at Connect Oregon in Salem. We found that we were 25th on a list of 26. After some negotiations, made by our consultant Mike Bogs we were raised to 7th. He was able to relay to the committee the importance of maintaining our north bound flights and our relations with Sky West. As you know we have one flight in the morning to Portland and no return flight in the evening, which does not work for our business people who need to travel to Portland for business. Once we get this reservation system up and operating it will open up the north bound flights which will be better for everyone.

We are working at putting a kiosk in our holding area which will feature local Oregon products. This was Theresa's idea and I think a good one, to let people leave with something made in Oregon.

Adjourned.

