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South Slough Reserve

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Home Builders Association

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Clean Cut Landscape

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Jordan cove Project

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BnT Promotional Products

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CCD Business Development Corp

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Dawn Rae Granger
School Dist #9

Bill Yester
School Dist # 13

Tenneal Wetherell
South Coast ESD

Bay Area Chamber of Commerce

CHAMBER CONNECTION

JANUARY 2015

HAPPY NEW YEAR



Rick Skinner
Knife River Materials

Happy New Year Chamber Members,

As I write my first "Chamber Connection" it's the first day of winter, the shortest day of the year or longest the night, The Ducks have won the Rose Bowl and will be playing Ohio State for a National Championship on January 12th.

It is going to be an honor & a privilege to lead the Bay Area Chamber of Commerce into the New Year. The excitement is all going to begin at the annual Bay Area Chamber of Commerce Awards Banquet on Saturday, January 31, 2015, at the Mill Casino, Salmon Room. I hope everyone will take time to enjoy an evening of fun as the board looks back on 2014 and recognizes outstanding community achievements and honor Bay Area Chamber Citizen and Business of the Year. Nominations are due January 9th, so please take time to recognize your favorite citizen & business.

The Chamber will also be recognizing all of its past, present, and new outstanding Board of Directors and committee chairs. I have learned over the last three years that there are some great people that are really engaged in our community.

I feel the committees are the backbone of the Chamber; they are a unified voice for all business development regardless of what type. They create business & social networking, increase awareness of your business/industry and their concerns/issues. Better than the newspaper or TV news for getting up-to-date, "straight from the horses mouth", "behind the scenes" information on current events. They are great outlets to get more involved in your community and help make this an economically vibrant area again.

This is how "Mission Possible" comes to life; being part of something with momentum, staying abreast of government affairs that affect our community, and by being unified voice & effort by all who have common goals for the community.

The Jordan Cove Energy Project is just one of our missions and if we choose to accept this mission we must be active participants in all the arenas. Currently the DEIS (draft environmental impact statement) is in progress, some participated in this public comment process in early December, this public comment period is open until February 13th, it is now time to write letters to FERC in "support" of the DEIS as written. In our December board meeting we handed out the Executive Summary of the DEIS; now all you have to say is that you read it and that you support it.

Next up the DEQ has announced a series of informational meetings to discuss the 401 water quality certification process for the Jordan Cove Energy Project LNG terminal and pipeline. The public is invited to ask questions about the DEQ's role in drafting a 401 water quality certification for the project. The meeting is January 14, 2015, at Marshfield High School Auditorium at 6:00 PM, a friendly audience is needed at this meeting.

The BACC Business Development & Support Committee's next Jordan Cove meeting with our Business Partners is noon to 1:00 PM, January 15th, bring your lunch and join us.

"You are all leaders, whether it is in the family, business or community. Leaders with a chance to make a difference in this New Year. Leaders who will be faced with change and opportunity. The main opportunity is the willing help of our friends and neighbors. In the Chamber we call that networking". Timm Slater

Rick Skinner
2015 Chamber President



Bay Area Chamber of Commerce would like to be the first to wish you a happy and prosperous new year!! January means time for our Annual Award Banquet. Call the office to get your tickets! 541-266-0868



Renewing Members

23 Year Member-1991

- Housing Authorities, NB/Coos-Curry

22 Year Member-1992

- Pacific Properties

19 Year Member-1995

- Miss Coos

Scholarship Pageant, Inc

8 Year Members-2006

- SHAMA House

- Elrod Avenue

Investments

7 Year Members-2007

- Blackberry Bob's Yard maintenance, LLC

- Coos Bay Speedway

- Ocean Ridge

Retirement & Assisted Living

3 Year Member-2011

- North Pacific Security

Thank You

Winner Winner, Beef Dinner!!!

Congratulations to our two Beef Drawing Winners,

Gary Cooper and Tom & Tabitha Inman!!!

Courtesy of Roseburg Resources and
Bay Area Chamber of Commerce

BERETTI'S
Italian Restaurant

NEW WINTER HOURS

OPEN DAILY
DINNER 4PM-9PM
HAPPY HOUR 4PM-6PM

STEAK SEAFOOD PASTA

DIRECTORS

QUOTE;

IF A

WINDOW OF

OPPORTUNITY

APPEARS,

DON'T PULL

DOWN THE

SHADE.

New Business Challenge Grant winner announced

Coos Bay, Oregon^{3/4}Business startup success depends on many factors. The Bay Area Chamber of Commerce Business Development Committee launched a New Business Challenge Grant in 2009. Friday, December 12th, at the 22nd annual Economic Outlook Forum, Bayside Coffee won the 5th annual new business challenge grant award. The first award was given to The Beauty Bar. In 2011 the grant was awarded to Time Bomb Clothing Exchange. In 2012 Joey's Arcade and Soda Bar won this business startup grant. The 2013 winner was Stillwagon Distillery. This is a program designed to encourage entrepreneurial spirit in the Bay Area. The business plan review committee had a tough time choosing just one winner for the package of cash, in-kind services and products provided by sponsors.

New Business Challenge Grant 2 of 2

"A positive, entrepreneurial attitude will encourage small, growing businesses to thrive on the South Coast. The New Business Challenge Grant helps by taking the best business plan and making the business stronger through the infusion of resources needed by small business," says Arlene Soto, Director of the Southwestern Oregon Community College Small Business Development Center. The 2014 winner received over \$12,000 of cash, products and services comprised of \$2,500 in accounting services from Hough, MacAdam, Wartnik, Fisher and Gordon CPA's; \$500 in cash from Yellow Cab plus \$500 in advertising on cabs; \$1,020 of cash and Ready Mix Concrete from Knife River Materials; \$2,600 of executive coaching from DFM Consulting, Inc.; \$500 in banking services from U.S. Bank; \$500 in banking services from Umpqua Bank; \$600 in employee criminal or drug screenings from BBSI; 3 for credit accounting or business classes from Southwestern Oregon Community College; \$1,500 in employment assistance services from South Coast Business Employment Corporation; \$500 in cash from Pamela de Jong, Financial Advisor for Edward Jones; and a one year chamber membership from the Bay Area Chamber of Commerce. The winner will participate in confidential mentoring sessions each month of the award year offered by the Southwestern Oregon Community College Small Business Development Center.

The purpose of this grant is to help position new businesses for success and ensure they know this is a good place to start and grow. The winner was chosen through a rigorous business plan competition. We wish all the participants in the New Business Challenge Grant well in their business endeavors.

Congratulations to Bayside Coffee!!

Look what's happening in the Bay Area!!!



HOW YOU CAN HELP...

- BECOME A CORPORATE SPONSOR FOR THIS EVENT
- DONATE TO THE AUCTION
- SPONSOR A SCHOLARSHIP
- PURCHASE A TICKET
- INVITE YOUR FRIENDS AND FAMILY

For More Information:

Shirley MacAdam - Celebrity Dinner Chair
(541) 662-0125
e-mail: shirley.macadam@hmcwcpas.com



Zonta is a powerful organization creating positive change in women's lives throughout the world.

Be on the look out for info about dates and tickets purchasing for our Annual Award Banquet being held this month!



THE COOS HISTORY MUSEUM IS GETTING READY FOR ITS MOVE TO THE WATERFRONT!

The Coos County Historical Society is making plans for the grand opening of the new Coos History Museum this coming April! Contractors are finishing interior details, while in the old museum, staff and volunteers are carefully packing up documents and artifacts for the move.

When the new museum is open, Coos County residents and visitors of all ages will enjoy greatly expanded exhibits in the five new galleries; even more classes and activities offered by the award-winning education program; the museum store's wide range of distinctive books and gifts; elegant, state-of-the-art meeting and reception areas; and outstanding research, teaching, and study facilities.

Over many years about 450 people, businesses and organizations have contributed to the museum's building fund. Their names will be displayed on the Founders Donor Wall in the main lobby; the deadline for being included on the Founders Wall is December 31, 2014. For more information about donations and naming opportunities, please check the museum's website www.cooshistory.org or call Executive Director Frank Smoot 715-225-7469 or board member Steve Greif 541-294-0403.

MANAGING CASH FLOW Workshop

*Learn the art of efficiently managing
cash in a business*

When: Tuesday, March 17, 2015 6:00 – 8:30 pm

Sufficient cash is what keeps business running smoothly. Even profitable businesses can fail if they don't have enough cash to pay short term debts, pay employees and purchase inventory. This is a workshop that will help any business owner better understand how to maintain enough operating capital to be successful.

OBJECTIVES:

- Understand the meaning of cash flow
- Identify cash sources and uses
- Develop strong cash flow planning techniques
- Learn effective cash management tools



Instructor: Chris Christoffer. Mr. Christoffer retired from Sterling Bank after 43 years in commercial banking. As a commercial lender, he has a thorough knowledge of small business financial and cash flow management. He is a strong advocate for small business.

Cost: \$45 per person
Location: The Business Center, 2455 Maple Leaf, North Bend

Pre-registration is required online at www.BizCenter.org or CALL 541-756-6866 now!
Payment can be made at the Small Business Development Center, 2455 Maple Leaf, North Bend, OR 97459 or the night of the class via check, Visa/MC or cash



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 component(s) or participant's opinions, products or services. For accommodation of special needs, contact the Disability Services Coordinator at (541) 888-7429, (541) 888-7568 (TDD) or disability@sbdc.org at least 24 hours before services are required. Southwestern Oregon Community College is an equal opportunity educator and employer.

Sponsored by the SOUTHWESTERN
Oregon Community College Small
Business Development Center



SWOCC Campus, Coos Bay, OR - This ten-session interactive series is a comprehensive hands-on QuickBooks course designed to help businesses utilize the many aspects of the application. Classes will provide skills for the everyday use of QuickBooks' functions in business, including: payroll, sales, inventory, paying bills and preparing reports. This series is a must for all business owners!

S C H E D U L E

Wednesday, April 15 th 6-8:00 PM	Introducing QuickBooks Pro
Wednesday, April 22 nd 6-8:00 PM	Creating a Company and working with Vendors
Wednesday, April 29 th 6-8:00 PM	Working with Customers
Wednesday, May 6 th 6-8:00 PM	Banking with QuickBooks
Wednesday, May 13 th 6-8:00 PM	Correcting and Customizing in QuickBooks
Wednesday, May 20 th 6-8:00 PM	Introducing the Accounting Cycle and Using Classes
Wednesday, May 27 th 6-8:00 PM	Dealing with Physical Inventory
Wednesday, June 3 rd 6-8:00 PM	Payroll in QuickBooks®
Wednesday, June 10 th 6-8:00 PM	Working with Estimates and Time Tracking
Wednesday, June 17 th 6-8:00 PM	Balance Sheet Accounts & Budgets, Reporting, Closing the Books, and Adjusting Entries

Cost: \$429 for the series (\$344 Bay Area Chamber of Commerce members and Tribal businesses) (Cash, Checks, Visa, MasterCard, Discover, and Purchase Orders accepted)
Includes: 500 page comprehensive easy-to-use text which will help make concepts easy to understand and one-on-one business mentoring.
Location: Southwestern Oregon Community College, 4th Floor Tioga Rm 408
Pre-Registration required online at www.BizCenter.org. Space is limited. Please contact: Mary Loistelle, mloistelle@socc.edu or call 541-756-6866 with questions
Must register by Wed. April 8th to be sure class makes enrollment or the class will be cancelled.

Sponsored by the Southwestern Oregon Community College Small Business Development Center



The 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 component(s) or participant's opinions, products or services. For accommodation of special needs, contact the Disability Services Coordinator at (541) 888-7429, (541) 888-7568 (TDD) or disability@sbdc.org at least 24 hours before services are required. Southwestern Oregon Community College is an equal opportunity educator and employer.

SELLING TO THE GOVERNMENT

Workshop

Federal, state and local government agencies spend millions of dollars every year. Is your business tapping this lucrative market?

When: Thursday, January 29, 2015 6:00 – 8:30 pm

Federal, state and local government agencies spend millions of dollars every year purchasing goods and services from the private sector. Small business owners often are afraid to tap into this lucrative market because it seems so complex. This workshop will introduce participants to the basic tools to grow their business through selling to the government.

OBJECTIVES:

- Learn how to assess potential government markets for your business
- Find out how the government procures goods and services
- Know what certifications and registrations are necessary to sell to the Federal, State, or local governments
- Identify how a business finds out about government procurement opportunities related to them
- Recognize what resources are available to help business throughout the process, from market assessment to pursuing opportunities, to contract award, performance, and getting paid

Instructor: J. Rick Evans – Mr. Evans is the Executive Director of the Organization for Economic Initiatives, Inc. (OEI) an Oregon private non-profit corporation that administers GCAP and other defense-related grants and contracts. In 1986, Rick was hired as the first Director of Oregon's Procurement Technical Assistance Program and has helped grow GCAP into a multi-office, statewide program. Rick is a Certified Contracting Assistance Specialist (CCAS), a recipient of the APTAC's Fellow Award and Member Achievement Award, and a national trainer and speaker on procurement related issues. He has taught courses on RFP analysis and proposal preparation, PTAC development, and marketing to the government. Prior to his experience with GCAP and OEI, Mr. Evans worked for a major aerospace firm in marketing as a proposal development specialist, selling goods and services to both the U.S. and foreign governments.

Cost: \$20 per person. Price reduced from \$45 through a generous sponsorship from GCAP

Location: The Business Center, 2455 Maple Leaf, North Bend

**Pre-registration is required online at www.BizCenter.org or CALL 541-756-6866 now!
Payment can be made at the Small Business Development Center, 2455 Maple Leaf, North Bend, OR 97459 or the night of the class via check, Visa/MC or cash**



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Sponsored by the SOUTHWESTERN Oregon Community College Small Business Development Center



Why won't my bank use inventory as collateral for a small business loan?

Banks ask for collateral to secure a loan as a backup means of collection if the borrower is unable to repay the debt.

Lenders want to match the type of collateral used to the type of loan being made.

Inventory is considered short term collateral since it will be sold in a relatively short period of time. It may therefore be used for short term financing such as a line of credit. The bank in question may not have wanted to use inventory as collateral if the loan was for longer than six months.

The marketability of the collateral may have been the issue. Lenders will generally only loan a percentage of the inventory value since some of it may have been sold already or they feel it will be difficult for them to sell if the loan goes into default. For a lender, this is called the loan to value ratio. Many banks will only loan 30% - 50% against the value of inventory as collateral. Each lender has loan policies they follow when determining collateral value.

For example, if you have a retail store that sells sunglasses and a supplier offers you a good deal on end of season inventory but you have to agree to purchase 5,000 units for \$10,000 you might want to take advantage of this opportunity especially if you believe you can sell the products for \$25,000. The lender would look at this purchase as a short term loan since you plan to pay back the note within six months, as you sell the products. The bank loan would probably be for \$3,000 - \$5,000 (30-50% of the purchase value) and you would need to find the rest of the purchase funds from another source such as supplier financing or personal savings.

This may seem unreasonable but if you look at it from the lender's perspective, they are trying to protect bank assets.

What if customers aren't interested in this season's sunglasses? What if customers wait to purchase sunglasses until next summer season, more than six months away? What would the bank do with \$10,000 worth of sunglasses if you are not able to sell them and default on the loan?



Finally, the loan request may not have been a good fit for that lender's loan portfolio. In this case, the inventory was not the issue; it was the loan policies of that particular bank.

It might be a good idea to speak with a different bank to see if they have different lending criteria. Under the right circumstances inventory can and will be used as collateral for small business lending.

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.



Relay For Life is "Cruizin' the Caribbean!"

You are invited to our Relay For Life of Coos County
2015 Cruizin' the Caribbean Launch Party!
Saturday Feb 7th at 6pm!

North Bend Community Center, on Saturday Feb 7th at 6:00pm.

FOOD, DRINKS, MUSIC, KID'S PIRATE ACTIVITY AREA & SILENT AUCTION!

All money raised will benefit the American Cancer Society, which funds treatment, prevention & quality of life research, as well as patient programs that help cancer patients and their families, living right here in our community!

Suggested donations of

\$10 per person

\$5.00 kids under 10

Kids 4 & under FREE!



Pre-buy to save \$2 per ticket

Tickets are available for advance purchase from any Committee members.

Each purchased ticket will include dinner, entertainment, and 1 ticket redeemable for a beer or non-alcoholic ginger beer from 7 Devils Brewery! (VALID ID REQUIRED!) Additional beverages available at \$3 per beer and \$2 per ginger beer. Purchase a passport for \$1 and get your passport stamped in each Caribbean country, then turn it in as "Customs" to be entered into a drawing for a fantastic mystery prize!

www.relayforlife.org/cooscountyjor or www.facebook.com/cooscountyrelay



Decembers Buisness After Hours at Edward Jones



WEDNESDAY BUSINESS CONNECTION

January 2015

Thank You

NW Natural

- January 7th-Coos Bay/ North Bend School District.
- January 14th- South Slough Reserve
- January 21st- Sustainability Award- Star of Hope
- January 28th-LAT City Government- CB & NB Mayors, NW Natural Sponsor's Presentation.

**MARK YOUR
CALENDAR!!!**

SAVE THE DATE!!!!



**AT WHAT IS
COMING!!!**

- January 31st- Bay Area Chamber of Commerce Award Banquet. Join us at 6 PM at the Mill Casino in the Salmon Room



Ken Suzuki
REACH Helicopter Pilot

BUSINESS AFTER HOURS
JOIN US JANUARY 29TH
AT
REACH AIR MEDICAL
SERVICES/CAL-ORE LIFE
FLIGHT
1180 AIRPORT WAY
NORTH
BEND
5-7 PM



Cindy Scruggs
REACH Flight Nurse



Brian Warner
REACH Flight Nurse