



Business *perspectives*

January 2016

...to strengthen, enhance and protect our members through political advocacy, economic development, community promotion and member programs and services.

Annual Banquet is MISSION: ~~IM~~POSSIBLE

The Roseburg Area Chamber of Commerce has a number of missions on its plate on behalf of Douglas County business in 2016. And, on Thursday, January 21 the chamber will celebrate our local business community at the 62th annual membership meeting and awards banquet. This year's theme is, quite appropriately, "**MISSION: ~~IM~~POSSIBLE.**"

The evening reception begins at 6 p.m. with dinner at 7 p.m. Tickets for the event remain at \$65 per person and \$625 for a table of 10. The chamber is currently accepting reservations from our members purchasing a full table for the banquet only. Full tables have priority placement. Payment must be made in full at the time of reservation. Reservations for full tables can be made online at <http://roseburgareachamber.org/banquet/> beginning today. Banquets ticket may be purchased by telephone or in person at the chamber of commerce **after January 8.**

The festivities of the chamber's annual banquet will include the ceremonious passing of the gavel from immediate past board chair Dori John to 2016 board chair Kent Rochester. The chamber 2016 leadership will be introduced. Highlighted during the evening's program will be the presentation of the organization's priorities on behalf of business for 2016 as well as the always entertaining activities and accomplishment video for the past year.

Title sponsors for the evening are **Umpqua Bank** and **Umpqua Insurance Agency**, with the **Cow Creek Bank of Umpqua Tribe of Indians** as the chamber's corporate sponsor. All reservations must be received by Monday, January 18, 2016.

The chamber is kicking off exciting new additions to the annual event this year with
(continued on next page)

Luncheon Program Focuses on Bad For Business Initiative

As the chamber referenced in its December issue of *Business Perspectives*, 2016 is shaping up to be a year full of battles for business during the short legislative session and at the ballot box. With a number of initiative petition having already been filed and more expected, the attack on Oregon's private-sector employers has begun.



At the chamber's January 11 membership meeting, the spotlight will be on Initiative Petition 28, an attempt to increase taxes on the gross revenue of Oregon's C-corps. Members may recall from the December story that IP28 if passed, would represent the largest tax increase in Oregon history

(continued on next page)

Upcoming Events

Monday, January 11

Membership Meeting

NO on Initiative Petition 28

11:30 a.m. to 1 p.m.

Community Conference Hall

Douglas County Fairgrounds

Individual Attendee(s) \$20; Corporate Table (8) \$150; Non-Member Attendee(s) \$30

Sponsored by:



Thursday, January 21

62nd Annual Membership Meeting

& Awards Banquet

Douglas Hall, Douglas County Fairgrounds

6 p.m. Reception

7 p.m. Dinner

Title Sponsors:



UMPQUA
B · A · N · K



A SEASON PASS
for all 2016 Chamber
Membership Meetings
will save you time and
money. With a season
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is discounted. Call
541-672-2648, ext.
22 today!

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Fax: 541-673-7868

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www.RoseburgAreaChamber.org

Annual Banquet

business recognition awards. The member honored in this inaugural year will serve as the foundation for future acknowledgments of so many deserving businesses.

Continuing the tradition of recognizing outstanding Roseburg High School seniors will be the Future First Citizen scholarship awards. And, the evening's celebration will conclude with presentations of the chamber's 2015 first citizen honorees, recognizing two deserving community leaders for their long-time commitment and service to Roseburg and Douglas County.

Member businesses and organizations attending the chamber's annual membership meeting and banquet have the option of creating centerpieces for their table that reflects the annual dinner's theme—**MISSION: IMPOSSIBLE**. During the evening's program, the chamber will recognize two of our members for centerpieces that best reflect one of two categories: *Best Interpretation of the Theme and Best Representation of Its Business or Organization*.

All participants must inform the chamber, in advance, of their intent to enter the table decorating contest. Contact the Roseburg Area Chamber of Commerce for information about table decorating. Attendees not creating a themed-centerpiece for their table will need to make arrangements to have floral centerpieces delivered to the fairgrounds between noon and 4 p.m. on January 21st.

Legislative Conference Calls

During the 2016 Oregon legislative session, the Roseburg Area Chamber of Commerce anticipates hosting two conference calls with the five members of our delegation. These conference calls are an incredible opportunity for our members to hear firsthand about what's happening in Salem during the session and to be sure our delegation is aware of local business positions on potential legislation. The calls are held in the chamber conference room. Look for more information about the start date for this great member-only benefit in a future email and the February issue of the chamber's *Business Perspectives* e-newsletter.

Bad For Business Initiative

and make our state one of the worst states in the country to do business. According to the nonpartisan Legislative Revenue Office, IP28 is anticipated to generate \$5.3 billion every biennium, an increase to the state's General Fund budget of nearly 30%.

IP28 will essentially impose a 2½% gross receipts (sales) tax on most corporate sales above \$25 million in the state, in addition to other business taxes. Because the tax is on gross sales and not profits, businesses would be forced to pay the tax whether they make a profit or not. This proposal also unfairly harms hundreds of businesses with high sales and low profit margins such as grocery stores, construction businesses, automobile dealers, restaurants, pharmacies, hardware and other retail stores, a number of industrial/manufacturing companies and many others.

Speakers on the program topic will be a representative from Grow Oregon NOW, a coalition opposing IP28 and local or regional business representatives.

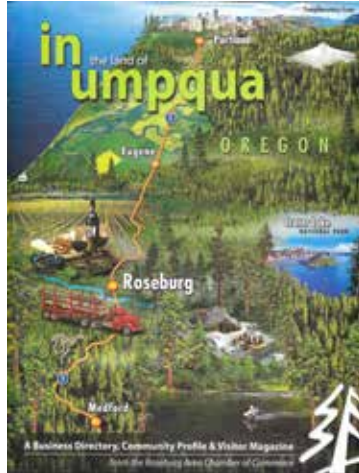
The chamber's January membership meeting is generously sponsored by **Avista Corp.** Reservations are required. Cost for chamber members is \$20 for a single ticket and \$150 for a table of eight. For the general public, the cost is \$30 per person. A buffet lunch is included. Reservations and payment may be made online at www.roseburgareachamber.org/chamber/events.php or calling 541-672-2648, ext. 22. Without an advanced reservation there will be no admittance. Tickets are not sold at the door. **Reservation deadline is Thursday, January 7, 2016.**

InUmpqua Advertising Opportunity

Advertising sales for the chamber's 2016-17 *InUmpqua*--a business directory, community profile and visitor magazine will begin this month.

More than 16,000 copies of the *InUmpqua* are distributed to residents, businesses and visitors each year throughout Douglas County and the state of Oregon. This publication remains one of the best advertising values available to market your business to other businesses, residents and visitors alike. It also presents an opportunity to support the chamber, as a portion of ad revenues underwrites the chamber's annual operating expenses.

InUmpqua is provided each year to chamber members, local businesses and is distributed in the visitor center and to chambers and visitor centers around the state. The publication is also used for new physician recruitment, relocation information provided to prospective new businesses and residents, various economic development endeavors and distributed by tourist destinations throughout the region.



A copy of the advertising rate sheet/contract is on page 5. If you already know the level of your participation this year, please fill out the enclosed contract and return it to Roseburg Area Chamber of Commerce, PO Box 1026, Roseburg, OR 97470 or fax to 541-673-7868. Your advertisement needs to be reserved by **March 29, 2016**.

We look forward to working with you. If you have any questions, please don't hesitate to contact Gail Trimble at gailt@roseburgareachamber.org.

2016 Business After Hours

Mark your 2016 calendars now! The chamber has no open Business After Hours dates available. Why? Because they are all booked for 2016! Please mark your calendars and be sure and attend these great business networking opportunities while supporting a great, fellow local business. The 2016 Business After Hours events are:

- Feb 9 Oregon Serigraphics
- Mar 8 ComSpan Communications
- Apr 12 KPIC TV
- May 10 Waterscapes Spas & Pools
- June 14 Seven Feathers Casino Resort
- Sept 13 Rogue Credit Union
- Oct 11 Anvil Northwest
- Nov 8 Dynamic Martial Arts, LLC

Shop Chamber and Save / e-coupons

As a qualifying member of the Roseburg Area Chamber of Commerce you have the opportunity to be a part of the Shop Chamber and Save Program! Over 25 chamber businesses offer discounts to chamber members. Call the chamber office and request your 2016 discount cards for you and your employees. Some restrictions apply. Please call 541-672-2648, ext. 22 for more information on this great opportunity.

You can also increase walk-in traffic to your business by participating in the Shop Chamber and Save Program. See page 7 of this newsletter for a list of participating chamber members and their offers or visit our website at <http://www.roseburgareachamber.org/chamber/coupons.php>.

Leadership Class Selects Project

Each year the Roseburg Area Chamber of Commerce's Project Leadership class selects a community project that gives them the opportunity to take on leadership roles in the planning, funding and implementation of a project that impacts the well-being of Douglas County residents.

This year's Project Leadership participants are collaborating with South Umpqua High School, which proposed a project to enhance and beautify the school in celebration of its upcoming 50th anniversary. Specific activities will include adding seating areas in front of the school, benches outside the locker rooms to provide a meeting place, painting the school logo on the main building and the back of the building facing the I-5 corridor, and landscaping projects which will include a sun dial memorial.

The chamber's leadership class has already formed teams to complete the project by May 2016. The class will be collecting tax-deductible donations over the next five months to make this project a reality. Those interested in making a contribution to the project may send a check payable to the Roseburg Chamber of Commerce Foundation, PO Box 1026, Roseburg, OR 97470. Please note on your donation that it is for the "Project Leadership Roseburg Class Project."

Project Leadership Roseburg is a business leadership development program of the Roseburg Area Chamber of Commerce that challenges participants to increase their knowledge about Roseburg and Douglas County and to become more actively involved in their community. The Roseburg Area Chamber of Commerce's Project Leadership program is in its 27th year and appreciates the extensive support it annually receives from chamber members and the Douglas County business community.



2016 Roseburg Area Chamber of Commerce *InUmpqua*

We are members of the Roseburg Area Chamber of Commerce in good standing and agree to purchase a _____ page (**Circle One:** Full Color / Black & White) ad in the Roseburg Area Chamber of Commerce's *InUmpqua*—business directory, community profile and visitor magazine).

ADVERTISING SPACE

Back Cover (7 1/2" w x 10" h) Full Color.....	\$ 2,600.00
Inside Cover (7 1/2" w x 10" h) Full Color.....	\$ 2,225.00
Full Page (7 1/2" w x 9 7/8" h) Full Color.....	\$ 1,950.00
Full Page (7 1/2" w x 9 7/8" h) B/W.....	\$ 1,525.00
2/3 Page (4 7/8" w x 9 7/8" h) Full Color.....	\$ 1,600.00
2/3 Page (4 7/8" w x 9 7/8" h) B/W.....	\$ 1,300.00
*1/2 Page (7 1/2" w x 4 7/8" h) Full Color.....	\$ 1,225.00
*1/2 Page (7 1/2" w x 4 7/8" h) B/W.....	\$ 900.00
1/3 Page (4 7/8" w x 4 7/8" h) or (2 3/8" w x 9 7/8" h) Full Color.....	\$ 1,000.00
1/3 Page (4 7/8" w x 4 7/8" h) or (2 3/8" w x 9 7/8" h) B/W.....	\$ 725.00
*1/6 Page (4 7/8" w x 2 5/16" h) Full Color.....	\$ 825.00
*1/6 Page (4 7/8" w x 2 5/16" h) B/W.....	\$ 450.00
1/12 Page (2 5/16" w x 2 5/16" h) Full Color.....	\$ 500.00
1/12 Page (2 5/16" w x 2 5/16" h) B/W.....	\$ 300.00
Bold Directory Listing.....	\$ 90.00

**Ad can be vertical or horizontal for price shown.*

SPECIFICATIONS: Advertisement must be presented as a high-resolution pdf file. Members should contact directly any external firm/agency used in the past for ad creation. Members are responsible for all cost associated with ad creation.

TERMS OF CONTRACT: Invoice will be sent within 30 working days of receipt of contract. A 2% per month charge will be added to balances over 30 days late from original invoice.

CONDITIONS: Advertisements are accepted on the representation that advertiser and its agents have the right to publish the contents thereof. In consideration of such publication, advertiser and its agents agree to indemnify and hold publisher harmless against any expense by reason of any claims arising out of the publication. Publisher reserves the right to cancel any advertisement, insertion order, space reservation or position commitment at any time. Roseburg Area Chamber of Commerce (RACC) will accommodate placement but is cannot be guaranteed. All materials are the property of the publisher.

CANCELLATIONS: 25 percent of ad rate will be invoiced if RACC is not notified within five working days of the signing of this contract.

STATEMENT: I have read and understand the terms of this contract and agree that RACC may exchange information about my obligations with credit references, other businesses or credit reporting agencies. If it becomes necessary to employ legal or other services to obtain payment of this account when past due, I agree to pay reasonable charges for the same, plus court costs, in addition to the amount owed.

RESERVE YOUR SPACE BY MARCH 29, 2016

EMAIL: gailt@roseburgareachamber.org or mail to PO Box 1026, Roseburg OR 97470

You will be invoiced within 30 working days of receipt of contract.

Print Company Name	Phone
Address	Date
Print Name	Signature

Thank You Reinvesting Members

Addcox Heating Center
American Cancer Society
Blac-n-Bleu Bistro
C & D Lumber Company
CSO Financial
Century 21 The Neil Company Real Estate
ComSpan Communications
Cradar Enterprises, Inc.
Douglas County Farmers Co-op
Energy Trust of Oregon
Lonnie Ferber Real Estate Appraiser
The Ford Family Foundation
Hokanson's Bed & Breakfast
Holiday Inn Express
Inerseshen, LLC
KRSB – FM Best County 103
Lithia Roseburg Auto Center
McDonald's Restaurant / Eads Enterprises
New Visions Eyecare, PC
Richard B. Nichols
Package Depot
Roseburg Forest Products
Roseburg Glass Company
Roseburg Women's Healthcare
Salud Restaurant & Brewery
Silke Communications
South Umpqua Disposal
State Farm Insurance, Blair Sturgill
Steamboat Inn
Tuxedo Warehouse
UCC Foundation
UCC Small Business Development Center
Umpqua Valley Tractor
Umpqua Valley Winegrowers Association
Watkinson Laird Rubenstein, PC
Wicks Emmett LLP
Wilhite Insurance Brokerage, LLC
Gordon Wood Insurance & Financial
Services

Welcome New Members

Illahee Inn

Michelle Kidd
170 Wild Thyme Lane
1557 Bar L Ranch
Glide, OR 97443
541-580-2344
www.illaheein.net

Lodging

This small, quiet inn provides comfortable lodging with plenty of parking. Each of the six oversized rooms has its own unique décor and appeal. All rooms are non-smoking and have two queen size beds, microwave oven, small refrigerator, flat screen TV's with DVD players and much more.

Roseburg Memorial Gardens

Tamera B. DeMuth
1056 NW Hicks Street
Roseburg, OR 97470
541-672-2687
www.burialplanning.com/cemeteries/
roseburg-memorial-gardens/
Cemeteries

Established in 1865, Roseburg Memorial Gardens in Roseburg, Oregon is located just off Interstate 5. The 23-acres of grounds feature rolling hills and fir trees. U.S. Senator General Joseph Lane and Legislature/Statesman Aaron Rose are interred here. Roseburg Memorial Gardens offers traditional in-ground burial, cremation, lawn crypts and mausoleums.

Roseburg Area Chamber of Commerce

FiveStar Member Club

renewing

**Gordon Wood Insurance &
Financial Services, Inc.**

joining

Community Cancer Center

Oregon Pacific Bank

Southern Oregon Credit Service, Inc.

Targeted Advertising with the Chamber Gets You Results!

Get your products or services in front of the eyes and checkbooks of the people that count. Advertising with the chamber places your company's sales message directly in front of Douglas County businesses.

We offer secondary page ad space on the chamber website (average 4000 unique visitors monthly), or, you can purchase advertising space in the chamber's monthly e-newsletter that is delivered to over a 1,000 individual email accounts. With our e-newsletter, *Business Perspectives*, you can choose to advertise with a full-page flyer insert, or opt for a smaller ad that is placed within the body of our e-newsletter. What a great way to get your sales message to your fellow chamber members!

Let us show you how to maximize the impact of your membership through advertising with the chamber. Want more information on these highly-targeted advertising opportunities? Call 541-672-2648, ext. 23. **Let's do business!**

January Calendar

12 & 26 8 a.m. Greeter's Committee*, Super 8 Motel Conference Room

1 **Happy New Year!** Roseburg Area Chamber of Commerce & Visitor Center Closed

11 11:30 a.m. **Membership Meeting**, Douglas County Fairgrounds (see enclosed flyer)

14 **Project Leadership Roseburg** - Law Enforcement/Criminal Justice Workshop

21 **62nd Annual Membership Meeting & Awards Banquet**, 6 p.m. Reception, 7 p.m. Dinner, Douglas County Fairgrounds, Douglas Hall

** Chamber Member Only Event/Activity. Official chamber meetings are held in the chamber conference room unless otherwise noted.*

Business Perspectives Publication Deadline

Business Perspectives is an official publication of the Roseburg Area Chamber of Commerce published monthly.



Chamber members may submit items for "Got News?" Copy, advertisement and flyer deadline is the 15th of each month preceding the publication date.



Roseburg Area Chamber of Commerce
P.O. Box 1026 • 410 S.E. Spruce
Roseburg, OR 97470
541-672-2648 • Fax: 541-673-7868



For advertising contact 541-672-2648, ext. 23 or email sales@roseburgareachamber.org

www.RoseburgAreaChamber.org

Business Perspectives

Vol. 33 No. 1

Business Member Spotlight

i. e. Engineering, Inc.

Brief Business History: i.e. Engineering, Inc. was founded in 1991. Our main office is located at 809 SE Pine Street in Downtown Roseburg. We also have a small satellite office in Portland that we opened two years ago in order to expand the range of professional services that we could offer and provide for our clients. We have a full time staff of 23 employees which includes six Licensed Professional Engineers and two Licensed Professional Land Surveyors. We are the largest engineering firm in Douglas County by a wide margin.

Marketing Niche: We help people and organizations develop land and solve problems, both publically and privately. We provide full project management services including design development, civil engineering design, land-use planning, structural engineering design, land surveying and mapping, and landscape design as well as a variety of construction management services.

Business Philosophy: Our company goal is to improve the economic condition and overall quality of life specifically in Roseburg, Douglas County and the Southern Oregon region through our work. We try to focus on projects and partner with organizations that have similar goals and mission statements.

Industry Trend: We have seen a steady uptick in business, both privately and publicly, over the past two years and 2016 looks no different. We are very excited about some of the large local projects we are currently working on and the positive economic impact they will have on our entire region.

Why i. e. Engineering, Inc. joined the Roseburg Area Chamber of Commerce: Like our firm, one of the Chamber's main goals is to improve business and build a better economy in Douglas County. We want to be a part of organizations with that mission. The Chamber also offered us a unique direct conduit with our State Representatives in Salem via the Wednesday morning legislative conference calls, which has been very important to us on a variety of issues and topics relevant to our business and the projects we work on.

(Winners are selected each month from a random drawing of chamber members.)
Congratulations to Alex Palm, PE at i.e. Engineering, Inc.



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