



Business *perspectives*

September 2016

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

Chamber's State Endorsements Support Business-Friendly Environment

The Roseburg Area Chamber of Commerce board of directors is pleased to announce its endorsement of three candidates vying for state elected offices in November's general election. According to chamber president and CEO Debbie Fromdahl, these endorsements reflect, "the best and strongest candidates in support and defense of local business."

In each of these three contested races, the unanimous board action supported the recommendations of the chamber's government affairs team. Each year, the government affairs team examines the actions and voting records of elected officials, tracks legislation, monitors proposed changes to laws, ordinances and codes at all levels of government and researches proposed ballot initiatives and measures.

In state legislative races, the chamber supports Senator Jeff Kruse (Oregon Senate, District 1), Representative Dallas Heard (Oregon House, District 2) and Representative Cedric Hayden (Oregon House, District 7). According to Fromdahl these incumbent legislators earned the endorsement, "first and foremost because these officials earned and maintained the chamber's confidence by their steadfast

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Experts at Economic Forecast

The chamber's Economic Forecast 2017 will explore critical economic issues affecting businesses across Douglas County. The chamber provides this annual program informing local businesses about what to expect to assist as they are planning for the upcoming year.

A noteworthy panel of experts in a variety of fields and industries will help forecast what businesses locally can expect to see in 2017. The panel will also address the results and impacts on businesses in 2016.

This year's highlighted topics will include timber/wood products industry, medical industry, banking, employment trends and look

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Membership Meeting - City Council Candidate Forum



The Roseburg Area Chamber of Commerce will host candidates vying for contested Roseburg city council positions at this month's membership meeting. The candidates will discuss their experience, positions and answer member questions at the chamber's September 19 lunch meeting.

The Roseburg city council candidate forum will feature final names and wards will be announced on August 29 per the filing deadline.

The chamber's September membership meeting is generously sponsored by CSO Financial. Reservations are required. Cost for chamber members is \$20 for a single ticket and \$150 for a table of eight. For non-members and the general public, the cost is \$30 per person. A buffet lunch is included.

Without a reservation there is no admittance. Tickets will not be sold at the door. Reservation deadline is September 15. Please [click here](#) to pay online by September 15.

Upcoming Events

Tuesday, September 13

Business After Hours, 5 to 7 p.m.
Rogue Credit Union
1337 NE Stephens Street

Monday, September 19

Membership Meeting, 11:30 a.m. to 1 p.m.
City Council Candidate Forum
Sponsored by:

CSO financial, inc.

Community Conference Hall
Douglas County Fairgrounds

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

Purchase Event Tickets Online

CLICK HERE

2016 Board of Directors

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Diana Knous, *Pacific Power*

Toby Luther, *Lone Rock Timber Company*

Gary Murphy, *Umpqua Bank*

John Murphy, *Farmers Insurance*

Allen Pike, *Windmill Inn of Roseburg*

Barry Robinson, *AmeriTitle, Inc.*

Steve Tavernier, *Roseburg Forest Products*

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541-672-2648

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John Provosnick, ext. 30
Program Coordinator

Gail Trimble, ext. 22
Office & Visitor Center Manager

Melissa Tipping, ext. 23
Membership Development & Marketing

Carol Zech
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www.RoseburgAreaChamber.org

IP 28 Now Measure 97 ... and Still Wrong for Oregon

Initiative Petition 28 is now formally and officially known as Measure 97, which is how we'll see it on the November ballot. While this \$6 billion tax increase has a new title, its threat and adverse impacts to Oregon communities, local and state economies, small businesses and all Oregon consumers, remains the same.

For those who have missed information on Measure 97 and the chamber's opposition discussed in previous issues of *Business Perspective*, here's a recap:

- Measure 97 would be the largest tax increase in Oregon's history.
- The nonpartisan Legislative Revenue Office (LRO) report determined that Measure 97 would slow economic growth and that more than 38,000 private-sector jobs would be lost.
- LRO estimates that more than two-thirds of the tax would be passed on to Oregon consumers, resulting in higher prices for things they buy every day, with no exemptions for food, medicine, clothing, utilities, insurance and, even, medical care.
- The LRO report also expects that Measure 97 would cost the typical Oregon household more than \$600 each year and, as a regressive tax, hit those that can least afford it the hardest.
- Measure 97 would hurt local small businesses even if they don't pay the tax directly as they would see increases in the cost of products and services, utilities, insurance, fuel and other operating costs.
- Measure 97 is a tax on sale...not profits. Businesses would have to pay whether they make a large profit, a small profit or no profit at all.
- Unlike a retail sales tax that consumers see when they make purchases in other states, Measure 97 would be like a hidden sales tax. Even Oregon's former state economist calls this proposal, "like a sales tax on steroids."
- This proposed tax is not just about large out-of-state companies this is about local Douglas County companies employing our friends and neighbors and serving our citizens.
- There is no guarantee where money raised from Measure 97 will be spent. Supporters of Measure 97 claim revenue generated would be spent on education, health care and seniors.

However, Oregon's Legislative Counsel has confirmed, "If Measure 97 becomes law, the Legislative Assembly, may appropriate revenues generated by the measure in any way it chooses." Measure 97, and its \$6 billion price tag, is bad for business, consumers, Douglas County and Oregon. The Roseburg Area Chamber of Commerce urges member businesses to vote "No" on Measure 97 in November. The chamber hopes our members will share the information on the harm of Measure 97 with your employees.

The Roseburg Area Chamber of Commerce is proud to be part of the "NO on 97 Defeat the Tax on Oregon Sales" coalition. This coalition is comprised of hundreds of Oregon consumers, taxpayers, small and medium-sized businesses, chambers, associations and organizations that have come together to oppose this tax proposal. The Roseburg Area Chamber Political Action Committee is financially supporting this campaign.

We hope our members will join the coalition to defeat Measure 97 and help stop this costly, damaging and unprecedented \$6 billion tax increase.



Join the coalition by visiting www.Defeat97.com

Thank You Reinvesting Members

Bay Cities Ambulance
 Brix Grill | Chill | Gather
 Central Oregon & Pacific Railroad
 Comfort Inn of Roseburg
 Douglas County Fire District #2
 EXPOSURE
 Garden Valley Liquor Store
 Home Insulation Services
 Idleyld Lodge
 Industrial Tire, Inc.
 Ireland Brothers
 Jimmy John's
 Kelley Imaging
 Mahalo Heating & Air
 Conditioning, LLC
 Megabyte Computer Services &
 Cyber Café
 Occuhealth
 Pita Pit
 Paul O'Brien Winery
 Riverview Terrace
 City of Roseburg
 Shelby Miguelena Construction Co.
 Subway on the Parkway
 Terra Firma Foundation Systems
 UmpquaNut Farm
 United Rental
 Valley Credit Service, Inc.
 Wells Fargo Advisors

New Member

The UPS Store

Kevin Peng
 3019 Stewart Parkway, Ste. 304
 Roseburg, OR 97471
 store5034@theupsstore.com
 www.theupsstorelocal.com/5034

Mailing Services - Shipping / Direct Mail

The UPS Store offers private mail boxes,
 notary public, copying & printing, document
 shredding, fingerprinting, passport photos,
 and of course, parcel packaging and shipping.
 Under current ownership for two years.

Build Future Contacts at Business After Hours



Join the Roseburg Area Chamber of
 Commerce at Rogue Credit Union on
 September 13 for Business After Hours.
 Rogue Credit Union is located at 1337
 NE Stephens Street in Roseburg. This
 is a great opportunity to meet the RCU
 staff and learn about the many services
 they have to offer, while networking
 with local business leaders.

This premier business and professional
 networking event will be catered by Salud Restaurant with wines paired by Cooper Ridge Winery.
 So, come capitalize on building future contacts and reinvest in existing contacts.

The after-hours event is from 5 to 7 p.m. There is a \$3 cost of admission at the door. Don't forget
 to bring your business cards to enter for great door prizes including gift baskets.

Roseburg Area Chamber of Commerce FiveStar Member Club


 Community Cancer Center
 Oregon Pacific Bank
 Southern Oregon Credit Service, Inc.
 Gordon Wood Insurance & Financial Services, Inc.

Tavernier Appointed to Chamber Board

The Roseburg Area Chamber of Commerce is pleased to announce the appointment of Steve
 Tavernier to the chamber board of directors. Tavernier is director of sourcing for Roseburg Forest
 Products in Roseburg.

Steve fills a vacancy on the chamber board due to the resignation of Jeff Stuckey resulting from
 Jeff's relocation to Roseburg Forest Products Springfield office. Steve brings a solid background
 in planning, forecasting and controlling order demand that he learned over his 15+ year career in
 the field, most recently as the purchasing manager for Oregon Steel Mills in Portland, OR. Before
 that, Steve worked for Crimson Trace Corporation in Wilsonville, OR, and U.S. Bearings and Drives
 in Vancouver, WA.

Steve has a bachelor's degree in business administration from Utah State University, and an M.B.A.
 from the University of Phoenix's Portland campus. He is also certified in production and inventory
 management (CPIM through APICS). Steve has been with Roseburg Forest Products since 2013.

All of us at the chamber look forward to working with Steve and having him part of the leadership
 team working in support of the Douglas County businesses we serve. Welcome, Steve.



State Legislator Endorsements

support of business.” She adds, “These leaders have supported the chamber’s business-friendly initiatives during their respective tenures in office and have gone out of their way to be accessible to chamber leadership and the local business community.”

Further, from the chamber board’s perspective, the philosophies of these candidates most closely align with chamber and business priorities. Fromdahl noted that “the voting records during the last two legislative sessions, reputation and leadership of each of these legislators spoke volumes about the depth of their support not just for local business but for our entire community.”

It is chamber policy that endorsements will be made in contested races when a candidate clearly meets the chamber’s endorsement criteria. These three races and these three candidates clearly met that criterion. They possess the knowledge, experience, leadership and pro-business track records to qualify reasons for endorsement.

In their first terms of service in the Oregon House of Representatives, Representatives Heard and Hayden quickly immersed, took on challenges earning recognition for hard work

and leadership. Both sought to reach out to individuals on both sides of the aisle and were willing to work with the chamber in support of Douglas County and all rural Oregon businesses.

Senator Kruse, a lifelong resident of Douglas County and co-owner of Kruse Farms has served in the Oregon Senate since 2004, prior to that he served four terms in the Oregon House. With his more than two decades of legislative service, Jeff is recognized as a leader in healthcare,

education and business. He is respected by his counterparts on both sides of the aisle for his ability to reach across party lines. He has the

respect of his constituents for never failing to be a strong voice for Douglas County.

Chamber leadership is greatly appreciative to these legislators for their willingness to participate on—every other week—calls with chamber members during the legislative session. We recognize how hectic schedules are during the session. The fact that these dedicated individuals make time to discuss business and other important issues on a regular basis says volumes about their dedication to this community.

“the best and strongest candidates in support and defense of local business.”



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Economic Forecast

into the general economy of the area. Program presenters will feature Travis Joseph, president of the Oregon Forest Resource Council; Jerry Johnson, Johnson Economics; Ray Davis, CEO of Umpqua Bank; Annette Shelton-Tideman, SW regional economist with the OED Research Division.

Economic Forecast 2017 will be held on November 10 at Seven Feathers Casino Resort from 8:15 a.m. to 12 noon. Cost for Roseburg Area Chamber of Commerce members are \$35 per attendee or three for \$100. Ticket price for the general public and non-members is \$45 each. Tickets are available for purchase at the chamber or [click here](#) to purchase online. Reservation deadline is November 4.

Do not miss this great opportunity to learn about economic trends and projections for 2017.

**Purchase Event
Tickets Online**

CLICK HERE



Host a 2017 Business After Hours Event

The Roseburg Area Chamber of Commerce is pleased to announce its 2017 Business After Hours dates.

FEBRUARY 14	MAY 9	OCTOBER 10
MARCH 14	JUNE 13	NOVEMBER 14
APRIL 11	SEPTEMBER 12	DECEMBER 12

Eligible Roseburg Area Chamber member businesses interested in submitting an application to be considered for hosting an after hours event should contact the chamber for criteria information and to request an application.

The chamber holds nine Business After Hours each year and only on the dates provided above. The time for “BAH” is 5 to 7 p.m. The cost is \$300 and specific criteria must be met for a member to be eligible to host this event. To ensure all qualified members that wish to host a Business After Hours have the opportunity to do so, the chamber will not repeat a “BAH” at a business held in recent years.

The chamber’s 2017 Business After Hours will be booked on a first-come, approved and signed contract basis.

For more information or to request consideration for a 2017 BAH email sales@roseburgareachamber.org or call 541-672-2648, ext. 23.



SEPTEMBER CALENDAR

- 5 LABOR DAY – Chamber Offices Closed. Visitor Center Open, 10 a.m. to 4 p.m.
- 8 Project Leadership Roseburg / Orientation & Teambuilding Workshop
- 13 Greeter’s Committee*, Super 8 Conference Room, 8 a.m.
- 13 Business After Hours, Rogue Credit Union, 5-7 p.m.
- 16 Membership Meeting, Douglas County Fairgrounds, 11:30 a.m.
- 27 Greeter’s Committee*, Super 8 Conference Room, 8 a.m.

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

Got News?

Rick’s Medical Supply is proud to announce that they will acquire Parkway Mobility and Medical Supply. Rick’s will assume interim management of Parkway’s current operation in late August 2016 to help prepare for the final transition that will occur November/December 2016.



RICK'S
MEDICAL SUPPLY

Celebrate with NeighborWorks Umpqua, who have been building homes and investing in the community for 25 years, at the corner of Kane and Oak Streets on September 10 from 11 a.m. to 8 p.m. Activities for all ages, food, live music and a beer garden.

Reminder!

Ballots for the election of chamber board members with terms commencing January 1, 2017 are due back to the chamber no later than 5 p.m. on Friday, September 9. Faxed, photocopied or late ballots will not be accepted.

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Shop CHAMBER and SAVE!

Show your Roseburg Area Chamber Discount Card at these participating members!

Discounts good thru December 31, 2016

Absolute Sound & Music

2210 NW Stewart Parkway

25% off on video transfers

Bailey Veterinary Clinic

248 NW Garden Valley

10% off all flea & tick products

Barco Supply of Roseburg

4024 E. Douglas Avenue

541-672-8251

10% off total purchase

Express Employment Professionals

541-673-3332

Four free hours on any placement

Hanson Jewelers

709 SE Jackson

10% off regular retail price

(Except Pandora)

Holiday Inn Express

541-673-7517

10% off of best available rate

Fisher's Hearth & Home

541-672-0306

\$25 discount on all gas and pellet stove cleaning

Joe's Towing & Recovery

541-672-4388

15% off retail towing services

Knudtson's Jewelers

535 NE Stephens St.

10% off regular retail price

(except consignments)

Leif Photography

516 SE Jackson

20% discount for chamber members

Long's Flowers

864 NW Garden Valley

541-673-0929

10% off any purchase

(Excluding wire orders)

Makena Beach Tan and Boutique

940 NW Garden Valley, Ste. 102

One free L1/L2 tan for new clients.

\$5 off Mystic Tan session *(Not valid w/other discounts or coupons)*

North Umpqua Outfitters /

Swiftwater Park Guesthouse

541-496-3333

10% off lodging or whitewater rafting

Northwest Lifestyles

445 SE Jackson

10% off all regular price clothing, shoes & accessories

(Some restrictions apply)

Occasionally Yours Party Rental

541-680-0903

10% off rentals, excluding linens

Oregon Tool & Supply

276 SE Stephens

10% off regular priced merchandise

(Excludes services & special orders)

Overhead Door Company

of Roseburg

541-673-4802

5% off window covering purchases

Pacific Air Comfort, Inc.

1440 NE Dee, 541-672-9510

15% off standard service price for repairs on heating and cooling equipment

Party Time Rentals

563 SE Jackson

10% off any regular priced merchandise

Alanson Randol, DDS

1100 NW Garden Valley

Free new patient exam and x-rays at your first appointment

Umpqua Sweets & Treats

1157 NE Stephens St., Ste. 4

10% discount to chamber members.

Free samples to everyone!

Umpqua Valley Fire Services

541-229-0911

10% off all sales & services; 15% off all sales & services for chamber members joining in 2016

Wildlife Safari

541-679-6761

Buy one drive-thru ticket and get one free - 20% discount in gift shop & cafe *(Not valid with other offers)*

Wintergreen Nursery,

Landscaping & Florist

8580 Old Highway 99S, Winston

10% off regular priced merchandise

If your company would like to participate in this program and have more "chamber member" customers, email gailt@roseburgareachamber.org or call 541-672-2648, ext. 22.

Business Member Spotlight

Oregon Serigraphics, LLC.

AJ Snapper, Eco Apparel Design + Print, owners Stephanie LaFleur and Eugenia Wall recognized an opportunity to expand and purchased The Earl of Tee's in 2015. With expertise in design, print and business, the firm realized early growth. Now known as Oregon Serigraphics, the company has replaced pre-existing equipment with state-of-the-art energy efficient units. A new press allows for micro registration for a growing discerning customer base. All new computer aided embroidery equipment ramps up our speed of order fulfillment. Add Steph's award winning portfolios in print and design, and customers benefit, whether new or existing.

Oregon Serigraphics offers specialty printing techniques, one shirt or one thousand, on time every time with the softest hand possible. Guaranteed. Staff are highly proficient in graphic design, screen-printing, embroidery, vinyl applications, digital apparel printing and sublimation for polyesters. As a custom studio, staff create or locate what you need.

A strong commitment to customer service and quality, from sporting events to branding apparel, we work for you. We specialize in tees and uniforms with personality and within budget. Custom one-of-a-kind, full-color tees are a hallmark of our collaborative work. We bring vision to fruition creating original art for 99% of our customers, from Alaska to Illinois.

Our business philosophy directs us to individual responsibility, to discover, to explore and to share our talents with customers both external and internal delivering best possible outcomes with minimal environmental impact. As such, we offer processes that use water-based inks and encourage organic apparel. Employees are key to successes and are involved in daily decisions and planning.

We have chosen Chamber membership as a stage to share our entrepreneurial spirit and to support community and region as fertile ground for creativity.

*(Winners are selected each month from a random drawing of chamber members.)
Congratulations to Stephanie LeFleur, co-owner of Oregon Serigraphics, LLC*

Economic Trends

	June 2016	June 2015	July 2016	July 2015
Total Employment, DC	42,836	41,217	42,807	41,008
Total Unemployment, DC	3151	3360	3364	3523
Unemployment Rate	6.4%	7.9%	6.8%	7.8%
City of Roseburg Building Permit Values				
Residential	\$1,621,697	\$992,758	\$942,701	\$249,442
Commercial/Public	\$2,038,238	\$2,322,000	\$65,000	\$2,250,895
Total	\$3,659,935	\$3,314,758	\$1,007,701	\$2,500,337
Relocation Requests Received	12	8	20	6
Lumber Composite Price (per 1000bf)	\$349	\$342	\$352	\$344
Structural Panel Composite Price (per 1000sf)	\$371	\$369	\$391	\$352

Information compiled from various sources. Some figures may be preliminary estimates

Business Perspectives Publication Deadline

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



Chamber members are encouraged to submit items for publication. Copy deadline is the 10th of each month preceding the publication date. Information received after that date will be published subject to urgency and space availability.



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