

Salem Area Chamber of Commerce BUSINESS VOICE

SALEM AREA
CHAMBER OF
COMMERCE

March/April 2015

Chamber opposes legislation on compulsory paid sick leave

The Salem Area Chamber of Commerce testified at the hearing before the Joint Committee on Business and Labor opposing legislation on compulsory paid sick leave. Known as House Bill 2005 and Senate Bill 454, the legislation would require all employers to implement paid sick time for employees. In addition, five members of the Salem Chamber's Mobilization Team also testified about the negative impact the legislation would have on their businesses. Among them were John Miller, Treva Gambs, Rick Day, Dirk Moeller and John Zielinski.

In a letter submitted prior to the hearing, the Salem Chamber outlined the reasons for opposing the two bills. These include taking away the ability for employers to decide which benefits they can afford to provide, it does not require any employee "investment" in their job before they become eligible for the benefit, and that the mandate may cause business owners to cut costs in other areas, potentially including other benefits, layoffs, and hiring freezes.

"We are fully in favor of employee benefits, including paid sick time," said public policy manager, Nick Williams, who spoke on behalf of the Salem Chamber. "But we're opposed to those choices being removed from the employers."

Dirk Moeller, manager of Business Connections, Inc. in Salem, shared the financial impact this legislation would have on his business. Based on the current language of the law, Moeller estimated that his business would see an increase in costs of over \$41,500 per year. In order to cover these costs, Moeller outlined a number of options, from raising customer rates to reducing full time staff hours and retirement benefits.

Testimony from business owners play a key role in the legislative process. According to Sean Tate, Chamber lobbyist with John Watt Associates, it shows that the business community is paying attention to the issues, and will be vocal and visible when necessary to protect the ability of business to thrive, create jobs and drive the economy forward.

"Testimony from business owners and managers provides lawmakers with



Dirk Moeller (center) testified before the Joint Committee on Business and Labor on how compulsory paid sick leave would affect his business.

critical, real-life perspectives of the effects of pending legislation on ownership, employees, and the business entity itself," said Tate.

The Salem Chamber and the Mobilization Team will continue to watch issues affecting business closely during the 2015 Legislative session.

"Through its leadership and involvement in the legislative process, the Chamber maintains a high profile among lawmakers as a concerned party with a vested interest in good policy," said Tate. "Visibility and involvement both advance and illustrate to its members the Chamber's mission to protect and grow business, and to moving the Chamber's own legislative agenda forward."

by the numbers

Buy in the MidValley

900 cards have been sold to local non-profits

\$15 of each card purchase stays with the non-profit

33 number of participating businesses

41 special offers posted on buyinmidvalley.com

\$120 cost to participate for one year



For details on how you can get involved, contact Kim Leighty, kim@salemchamber.org

Salem Chamber receives communications award



Jessica Chambers (center), director of communications for the Salem Chamber, accepted the award for e-newsletters from WACE

The Salem Area Chamber of Commerce's electronic newsletter, Online Update, received the "Honorable Mention" award from the Western Association of Chamber Executives (WACE).

The Salem Chamber was one of four chambers recognized for their electronic newsletters at the annual conference, which took place in February.

The Online Update was highlighted for its clean design and simple to read content.

"We are honored to receive this recognition," said Jessica Chambers, director of communications for the Salem Chamber. "This piece is just one example of how we are keeping members informed of the ways the chamber is working on their behalf."

WACE is a professional organization made up of chambers of commerce from 11 western states.



Barb Hacke-Resch
Summit Wealth Management
President, Salem Area
Chamber of Commerce

As I write this column, I can hardly believe how fast time has gone. For me personally, this past year was a year of change. Mustering up the courage and determination to break out and start a new business, Summit Wealth Management, was tough. But the long hours of soul searching, family discussions and continuously running through spreadsheets has paid off. My partners and I are now proud owners of a very successful business.

Change is inevitable. Just like the stock market, nothing

Change is in the air

stays the same and every day is different. The Salem Area Chamber of Commerce is no exception.

As a chamber, we are always looking to the future for how we can affect positive change for our members and the business community. The Salem Chamber has had

Chamber. Jason Brandt, our CEO, has been offered a wonderful opportunity to lead the Oregon Restaurant and Lodging Association as their CEO effective in August. I am sure Jason will lead that organization with the same level and commitment and selflessness he has shown for

a thorough vetting process. The Board feels confident that we will continue with our important work through this process.

Even in the face of change, some things remain the same. The Salem Chamber will continue to work on improving our private sector business climate. There is still much work to do. Issues like a new police facility, a new river crossing, minimum wage and compulsory paid sick leave and your voice is important as these decisions are made.

Change is inevitable, but it doesn't have to be something to fear. The Salem Chamber is, and will continue to be, a positive voice for business in the Mid-Willamette Valley.

Please join me in congratulating Jason, and know that myself and the Board of Directors are here to assist you.

The Salem Chamber will continue to work on improving our private sector business climate.

a great year. After weathering through some very tough economic years, we have seen continued growth in membership, and that has allowed us to continue to expand our three key pathways of advocacy, involvement and visibility.

2015 will be another year of change for the Salem

the Salem Chamber.

As Jason begins to prepare for this new chapter in his life, rest assured that the Salem Chamber Board of Directors will make sure that the transition takes place smoothly. We are working diligently to make sure that we have quality applicants and

We help
small business
owners keep
their employees
healthy and
happy.

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about our extensive
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www.healthpublicinsurance.org

Chamber selects FFA student for scholarship



Meghan Stadel received a \$1,000 scholarship at the SAIF Agri-Business Banquet. She was selected for her speech on farm safety, which won first place at the national FFA competition. At the banquet, Meghan presented that speech to over 500 attendees.

The scholarship is a partnership with Portland General Electric and the Salem Chamber, and will be use to attend Portland State University this fall.

EXECUTIVE TEAM

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Barb Hacke-Resch
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Management
PAST PRESIDENT
Ryan Allbritton
U.S. Bank
PRESIDENT ELECT
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Northwestern Mutual
VICE PRESIDENTS
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CHAMBER STAFF

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Madeline Nowell, #303
Executive Assistant to the CEO/
Forum Series Manager
Chris Phipps, #301
Customer Service Specialist
Chandra Andersen, #309
IT & Database Coordinator
Jessica Chambers, #307
Director of Communications
Grace Geddes, #308
Workforce Development Specialist
Kim Leighty, #306
Director of Member Services
Marla McColly, #310
Director of Events and Programs
Kathy Moore, #316
CEO, The Inspire Foundation
Director of Leadership &
Workforce Development
Tristin Sornson, #313
Events & Programs/
Administrative Assistant
JD Shinn, #312
Business Liaison
Nick Williams, #311
Public Policy/Membership
Manager

PUBLICATION INFORMATION

Business Voice is the official bimonthly publication of the Salem Area Chamber of Commerce, a privately funded business and professional membership organization. 3,000 are printed and distributed throughout the Salem area through direct mail to members. The deadline to submit news is the 15th of the month for the coming month's issue.

PUBLISHER

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Jason Brandt
Chief Executive Officer
Salem Area Chamber of Commerce

Salem private sector growth tied for fastest

The data is clearly good news for Salem's local economy and the larger regional area. Portland is leading the way in the state by adding another 23,000 jobs to create a total private sector base of 931,600. That growth represents a 2.5 percent increase.

our regional economy must now turn its attention to the challenge of replacing shipping giant Hanjin which carries 78 percent of the containers flowing through Terminal 6. Hanjin officially pulls out of Portland on March 9. That will prove to be a blow that will need the

her attention.

The Pacific Northwest International Trade Association (PNITA) is an organization I hope you hear more about in the year ahead. The group is an affiliate of the Portland Business Alliance with support from Chambers of Commerce including Salem. Its purpose is to develop policies that support global competitiveness under a fair and equitable trading system. If we want success long term for our agricultural producers, manufacturers, and other small businesses reliant on trade, these types of proactive efforts will be crucial to act upon with elected leaders.

Our region is heavily reliant on the success of trade and I encourage you to learn more about the effort and its goals by reviewing PNITA Policy Agenda which is available on SalemChamber.org. To learn how you can make a difference, email me at jason@salemchamber.org

After years of battling, Oregon's local economies are finally turning a corner. According to findings by the State of Oregon Employment Department, our employment levels have officially returned to their pre-recession peak from December of 2007.

In addition, Salem ties with Bend for the fastest private sector growth in the state year over year with 5 percent. The most recently available data shows the Salem MSA added 5,400 jobs for a total job count in the private sector of 112,500 jobs, whereas Bend added 2,850 jobs for a total job count of 60,140.

Salem ties with Bend for the fastest private sector growth in the state year over year with 5 percent.

This state was certainly due for some good news. And thankfully, at the time of this writing the Pacific Maritime Association and the International Longshore and Warehouse Union have reached a tentative contract settlement. The ongoing fiasco at the Port of Portland's Terminal 6 and other west coast ports has plagued export/import business over the past 8 months.

With a new contract settling in,

attention of leaders throughout our region.

If we want to continue the growth we have seen in our regional economy, we will have to find carriers that can replace the monumental role Hanjin has played in our state economy. Losing our main carrier should have everyone's attention and thankfully Governor Brown has clearly identified the challenge at the Port as a priority issue deserving of

Chamber honors community leaders



Hazel Patton

Hazel has been an unsung hero for so many years. She is known for changing the livability of Salem. She's one of those people who makes living in Salem so much better for all of us.

Hazel can gather people up to do things that in some cases no one thinks can be created. She has a vision and a can do attitude. I've never known any one like her. It's fun to be in her wagon. She never asks for any glory. She is a humble servant for this community.

- Caren Ann Jackson



Jose Gonzales

Jose has been an active member of the volunteer community for years. I first met him volunteering at United Way and was totally impressed with his commitment and his desire to not only help with the Latino community, but the entire Salem community.

Jose genuinely cares. He follows his heart and passions through to completion and it is making a huge difference in our community.

He acts on what he cares about and believes in. Not just talk, but action.

- Barb Hacke Resch



Dr. James Lace

He's like a gentle giant. He's just a really nice guy and he's humble. He thinks about the kids and he really cares about the kids. The AIDS orphans he helps, these are kids that are basically shunned by their own community, and it's pretty amazing to go to that extent and expense to help these kids. It's awe inspiring.

When you see someone like this, you want to honor them to encourage others to be a class act. It's all about people that make our world better, and this is how we can set people up as an example, because there is always room for improvement.

- Selma Moon Pierce, DDS



Jim Seymour

I have known Jim since the late 70s when he was a counselor at Mid Valley Adolescent Center for at risk boys where he had a rare and wonderful connection with troubled youth. He has been an outstanding, visionary leader with a servant's heart and a zeal to collaborate with people and resources on behalf of the poor. Jim embodies an uncanny ability to see a need, and the energy and persuasiveness to develop a unique program to meet that need. Salem is truly blessed to have his leadership among us!

- Bob Renggli



Nathan Wuerch

Nathan's dedication to the youth of the area is unparalleled. His co-creation of Law Enforcement for Youth in 2003 was a life changer for many young people in our communities, but his partnership and efforts for our kids extend to Boys and Girls Club, Pop Warner football, Family Building Blocks, Striking Out Meth, Willamette Academy, Chemawa Indian School...the list goes on.

Nathan is definitely a prime example of what you look for in an Outstanding Young Professional – A young leader doing all he can for his community, his profession and, his highest priority, our next generation.

- Mike Corwin

Faces of the Chamber

Members making news



Complex Two
110 S Second St, Silverton 97381



Academy Mortgage Corporation
4263 Commercial St SE Ste 150, Salem 97302



Arthur Murray Dance Studio
2755 Commercial St SE #202, Salem 97302



Garten
3334 Industrial Way NE, Salem 97301

AKS Engineering & Forestry Salem, LLC, announced its expansion and acquisition of the former Peterson Engineering Consultants, Inc. office at 4300 Cherry Avenue, Keizer. In addition to relocating, AKS is welcoming the addition of key staff and significant projects from Peterson.

This move allows AKS to strategically grow their municipal clientele. "The expansion will allow us to provide a consistent level of service to our local agency clients. We are excited for the new opportunities this brings," **Michael Poissant** commented. aks-eng.com

Berkshire Hathaway HomeServices Real Estate Professionals is proud to announce and give a warm welcome to our new REALTORS® in our Salem Keizer office: **April Brugh, Kristin Matheson, Erika Trueax, Heather Smith, and Tom Marks.** bhhsrep.com

To say thank you for being the very best of the best we will be starting a "Customer of the Month" program at **Budget Blinds of Marion County.** Call 503-362-5199 to schedule your free in-home consultation today.

Oregon Business Magazine's January 2015 POWERBOOK issue ranked **Capitol Auto Group (CAG)** as the sixth Best Company to Work For in the large company category and one of the Best Green Workplace. This is the eighth time they have been honored by Oregon Business Magazine in these categories.

CAG consistently ranks in the top 10 on many national polls. Last fall they snagged three of the top 10 Automotive News' 100 Best Dealerships To Work For in the United States and Canada. CAG earned their EarthWISE Certification from Marion County in February 2014, and have continued to remain true to the environment ever since then.

Scott Casebeer, President of CAG, said, "We care about our employees and the environment. It is an honor to be listed in the Powerbook as one of the drivers of transformation." Capitol-Auto.com



Capstone Wealth Advisors is pleased to announce they have moved to 2005 Madrona St. SE, Salem, 97302. This move is extremely positive for Capstone as they now own an independent space suited solely for serving their clients. Capstone Wealth Advisors was established as an independent financial advisory firm in 2012. They service individuals, corporate retirement plans, and non-profit organizations. Capstone Wealth Advisors currently has six employees, with **Benny Won, Michael Coursey, Rob Norton, and Ryan Skogstad** serving as advisors. capstonewealthadvisors.com



Mendell Gosnell, owner and founder of **Centurion Real Estate Management, LLC**, earned his Oregon Principal Brokers License in December. Centurion started out over 10 years ago to build and grow into one of the best mid-sized property management companies in the Willamette Valley. With this recent achievement, the company looks forward to being able to offer another layer of service to the already robust offering of client services. c-rem.com

The **City of Salem** has signed a contract with a new ambulance service provider. Beginning July 1, Falck Northwest Corp. will begin providing ambulance service seven days per week, 24 hours a day. The contract is for five years, with a provision for an additional five year term if both parties agree.

Legacy Contracting Inc. won a \$5.8 million contract to build the Minto Island Pedestrian Bridge. Jeff Howell, president of Stayton-based company, said site preparation for the project will likely start in April, and by June, the company will begin work in the river.

Salem City Manager **Linda Norris** has decided to retire at the end of March after a successful, 35-year career working in the public sector. She has been Salem City Manager since 2008 and has worked in city administrations in Oregon and Colorado. cityofsalem.net



The **Chemeketa** Board of Education voted unanimously to appoint **Julie Huckestein** president of the college district. Huckestein has served as interim president since June of 2014.

Huckestein has worked at Chemeketa since 2001. She served as vice president and chief financial officer before being appointed interim president. chemeketa.edu

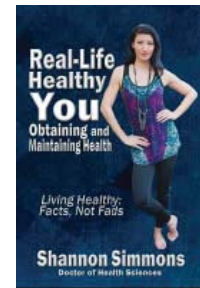


Alex Rhoten of **Coldwell Banker Commercial Mountain West Real Estate** has recently been appointed as a member of the company's prestigious national Advisory Board. He will represent the Western region.

The Advisory Board is comprised of a select group of Coldwell Banker Commercial (CBC) affiliate owners nationwide. Each Advisory Board member has been nominated by the CBC corporate organization, and will serve a three year term. The Advisory Board provides a central forum for the exchange of ideas between Coldwell Banker Commercial Franchisees and the organization's corporate leadership.

"I am truly honored to have been selected to serve on the CBC Advisory Board. I look forward to working with such an experienced and talented group of individuals, and to provide my perspective as a franchisee," said Rhoten.

Coldwell Banker Commercial Mountain West announced that the development of Firehouse Crossing in South Salem is under construction, with occupancy starting in the summer of this year. Firehouse Crossing is located at the southwest corner of Commercial and Hilfiker Lane SE. CBCRE.com



Corban University is pleased to announce the publication of a new book by **Professor Shannon Simmons, DHSc.** Over the years Dr. Simmons has been one of Corban's most prolific and published faculty authors. In addition to scholarly papers, she's written a popular fitness column for the Statesman Journal for more than a decade. Her new book, "Real-Life Healthy You," offers more than 365 pages of facts that readers can use to immediately begin

improving their health in important yet fun ways. Look for both standard and premium editions for sale on Amazon, BarnesandNoble.com, BooksaMillion.com, and other popular online book retailers. Or visit the author's own book pages: www.createspace.com/5176446 (standard edition) and www.createspace.com/5176394 (premium full-color edition).

Tony Caito was appointed to Parks & Recreation Advisory Board. corban.edu

COUNTRY Financial® Auto and Home contact centers have earned a distinctive J.D. Power certification for its commitment to customer service. The Certified Contact Center ProgramSM distinction recognizes COUNTRY Financial Auto and Home contact centers for providing an excellent customer service experience to customers who interact with the auto and home contact center. countryfinancial.com



Creative Company collaborated with the McMinnville Economic Development Partnership to rebrand the organization and redesign their website. The new brand identity puts the focus on McMinnville and Partnership. The new website, built in cooperation with McMinnville-based LVSYS, transforms how McMinnville is presented to local, regional and out-of-state businesses that want to locate, start or expand their business, or hire a workforce in McMinnville. creativeco.com



Long-time local Certified Remodeler **Dale Van Lydegraf**, owner of **Dale's Remodeling**, was appointed Chair of the SEDCOR Construction Alliance.

"I have a strong belief in reaching out and finding new workforce for our future years of remodeling and construction. The main reason I joined SEDCOR was to serve the community, but also to help develop a way to reach into the schools to educate our young people that the trades are viable career options. Students can become carpenters who can become community leaders. They can find that example by looking to people in the industry who've gone before them and accomplished that," says Van Lydegraf.

Remodeling Specialist **Troy Young** was nominated and appointed to the newly-formed Keizer Economic Development Commission (KEDC) in November. The KEDC was formed by mayoral elect Cathy Clark to gather advice and input from the business community to guide how Keizer grows.

Dale's Remodeling has continued to expand its workforce. Their most recent hire, **Michael Angell**, is an experienced building contractor who's worked in the construction industry since 1974. Angell is a new Lead Carpenter at Dale's, running the projects, managing the jobs on-site and serving as the communications representative between the client and the remodeling team.

Dale's Remodeling is celebrating its impact on local charities last year. Owner Dale Van Lydegraf donates his vacation rental home "Casa Corona" in Puerto Vallarta, Mexico, to local charity benefits to help raise money for causes near and dear to his heart. This family vacation home has made a big impact on nearly a dozen local charities in 2014, having raised nearly \$25,000 in 2014 alone. dalesremodeling.com

Deepwood has joined the Portland Attractions Marketing Alliance (PAMA) to bring Friends of Deepwood members an exciting new benefit. During 2015, Deepwood members can use their membership card to access free admission to a different attraction each month for up to four people. Just present your membership card and photo ID: March: Oregon Historical Society; April: Lan Su Chinese Garden; May: Washington County Museum; June: Rice Northwest Museum of Rocks & Minerals; September: Portland Children's Museum; November: Oregon Zoo.

Friends of Deepwood members can visit Historic Deepwood Estate free throughout the year, in addition to attending Deepwood special events and programs free or at discounted rates. historicdeepwoodestate.org



Encompass Management & Consulting, LLC hired **Kari Zohner** as New Regional Accounts Manager. Kari has taken on the day-to-day operations of handling clients, working with investors and property owners, and managing our social media

platforms, along with bringing in new properties to expand our portfolio.

“Kari’s reputation of straight-forward communication and commitment to community fits perfectly with our team at EMC,” said **Valerie White**, Executive Director of Encompass Management and Consulting, LLC. “Kari’s extensive marketing and business background has forged solid relationships within the community that will allow us to increase our exposure in the market place. We are excited to have her as a part of the EMC team.” emcoregon.com

Local signs and visual graphics provider **FASTSIGNS® of Salem** was named one of the top centers out of more than 570 locations worldwide at the 2015 FASTSIGNS International Convention, which was recently held in Dallas, Texas. The locally owned and operated business received the Pinnacle Club Award, which is given to the centers ranked 26 to 125 in the U.S. and Canada for sales volume from the previous year.

“This award commemorates all of the hard work and excellent service our team at FASTSIGNS of Salem provides every day,” said owner Mark Smith. “We want to thank our customers for their continued support and we look forward to helping them accomplish their business goals for 2015 and beyond.” fastsigns.com/285

Hayden Homes announced three executive leadership changes. Company namesake and former CEO Hayden Watson has been promoted to Chairman of the Board. 15-year company President Dennis Murphy will assume the role as Chief Executive Officer. Managing Director Steve Klingman has been named President after a distinguished 15-year career. hayden-homes.com

Nathan Good Architects PC is pleased to announce that the Jury of Fellows from the American Institute of Architects (AIA) has inducted **Nathan Good** to its prestigious College of Fellows, an honor awarded to members who have achieved a standard of excellence and made significant contributions to architecture and society on a national level.

Nathan Good Architects have received a number of national and local design awards, including the Custom Green Home of the Year from the National Association of Home Builders and a Western Home Award from Sunset magazine. NathanGoodArchitects.com

Through a decisive November vote of its membership and approval from the National Credit Union Association and the State of Oregon, **OSU Federal Credit Union** moved from its previous federal charter to a state of Oregon charter effective January 1, 2015. The new, streamlined name of **Oregon State Credit Union** retains much of its previous 60-year heritage and identity.

As a state-chartered financial cooperative, Oregon State Credit Union’s full selection of financial services will be available to anyone who lives or works in 24 western and central Oregon counties. oregonstatecu.com

Devin Campbell of **Print Specialties** announces the acquisition of Bey Promotional Products. Since 2005, Print Specialties has been providing embroidered corporate apparel, screen printing and promotional products to customers in the Mid-Valley and around the state.

Karen and Eric Bey have been operating Bey Promotional Products since 2005 and recently decided to retire, offering to sell the business to Campbell. The acquisition of Bey Promotional Products will provide Print Specialties additional product and services lines as well as an ability to continue to serve Bey’s customers. The sale includes a Pad Printing machine, adding the capability to print items such as mugs and golf balls in quantities as low as six items. psoalem.com



Chloe Dixon, CPA



Chesley Libby



Janet Grush, CPA, PC

Formerly known as **Mackey Porth & Unrein**, the firm will now go by the name **Porth & Unrein, PC**. Partners **Dan Porth, CPA** and **Mike Unrein, CPA**, are excited to bring on board the following new team members: **Chloe Dixon, CPA**, **Chesley Libby**, and **Janet Grush, CPA, PC**. salemcpas.com

The RAM Family of Restaurants and Breweries is proud to announce that it has become an employee owned company.

The Company has always been proud of its family-owned status and the consistent focus on delivering a quality food and beverage experience to over 100,000 weekly guests. Now the business is owned by a new family, its family of team members who recently acquired ownership in the Company. 2,000 of The Ram’s team members acquired this ownership through a newly formed Employee Ownership Stock Plan. Stock is allocated to team members over time at no cost to them. theram.com



Rich Duncan Construction is honored to be named one of Oregon Business’ 100 Best Companies to Work For in 2015. An

anonymous review by Rich Duncan Construction employees of their overall satisfaction with their current job and benefits led to this distinguished award for the company.

The crew of Rich Duncan Construction enjoyed spending time with the team at **Oak Park Dental** for their ribbon cutting and the grand opening of their new state-of-the-art dental facility. The same week the crew celebrated with one of the nation’s largest and most respected mortgage lenders, **Academy Mortgage**, in honor of the grand opening of their new offices.

After closing their doors last fall as a result of extensive damage due to flooding, **Wild Pear Restaurant and Catering** is opening them once more. Working hand-in-hand with historical preservationists, Rich Duncan Construction’s crews worked to preserve the historic elements of the building along with remodeling the floor plan and adding unique design elements. richduncanconstruction.com



Saalfeld Griggs PC is pleased to announce that **Paul J. Sundermier** has joined the law firm. Sundermier represents public bodies and private property owners in direct condemnation or inverse condemnation cases (unconstitutional takings). He is one of the most experienced litigators in Oregon in the field of eminent domain law.

His practice is limited to representing parties in eminent domain actions, including the direct taking of private property by the government. He also has handled many “inverse condemnation” cases – when the government denies that it has taken private property. Sundermier has practiced law for more than 30 years and has specialized in condemnation litigation for more than 16 years.



Therese Adams



Stephanie Schuyler



Eric Tweed



Catherine Trotman



Stephanie Schilling



Betsy Cantrell

Saalfeld Griggs PC is pleased to welcome the following associates to their practice: **Therese Adams** has joined the Employment Law and Litigation group; **Stephanie Schuyler** has joined the Real Estate & Land Use

practice group; **Eric Tweed** has joined the Business Law & Taxation group; **Catherine Trotman** has joined the Employee Benefits & Executive Compensation group; **Stephanie Schilling** has joined the Litigation and Creditors’ Rights & Bankruptcy practice; **Betsy Cantrell** has joined the Business Law & Taxation group, and collaborates with other firm practice groups to deliver integrated solutions to business owners. sglaw.com

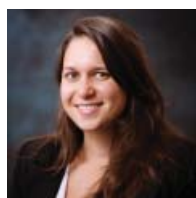
Salem Hospital patients are benefiting from a more efficient cardiac catheterization system to diagnose and treat heart ailments. Salem area cardiologists collaborated with Salem Hospital to open the hospital’s Radial Catheterization Lab in 2014. It became the first facility of its kind for hospitals in Oregon for treatment of coronary artery disease. salemhealth.org



Sprague High School sophomore **Jason Barrett** crafted the winning logo for the 2015 Awesome 3000 fun run. His design placed first out of 45 entries from students around the Salem-Keizer School District. His artwork will appear on 5,000 t-shirts and thousands of registration forms and posters. Barrett received a check for \$100 and a \$250 contribution to the Sprague High School art department. The second place design was created by Ian Allen, a junior also from Sprague, and third place went to McNary High School senior Megan Douglas.

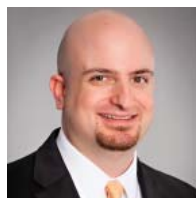
Crossler Middle School student **Elly Andrews** took first place in “Why I Love Oregon” essay contest. **Salem-Keizer Education Foundation** surprised the eighth-grader and her class with a Valentine’s Day party Friday, Feb. 13 in honor of Oregon’s birthday. She received a \$529 college savings account from Oregon College Savings Plan. Andrews’ essay was selected out of the 29 entries from six Salem-Keizer middle schools.

Emma Hurley from Judson Middle School took second place and **Breanna Butte** from Crossler Middle School took third. skeducationfoundation.org



Sarah Harris has joined **Studio 3 Architecture** as a new architectural intern.

Harris received her bachelor’s degree from the New School of Architecture and Design in San Diego. She is very passionate about the environment, and focused the later part of her architectural education on ecotourism and structures that work in harmony with nature. She recently received a certificate in Ecotourism Planning and Management from Humboldt State University. studio3architecture.com



Umpqua Bank hired **Ethan Manela** as a mortgage loan officer in its Home Lending division.

“Ethan’s wealth of knowledge in mortgage lending and significant local ties will help his customers to reach their home ownership dreams,” said Umpqua Bank Senior Vice President and Regional Manager **Jered Helton**. “He understands the financing needs of homebuyers and homeowners wanting to refinance their current mortgage.”

Manela is a native Oregonian with over ten years of mortgage industry experience. He holds a Bachelor’s degree in Business Administration from the University of Oregon and is married with a young daughter. umpquabank.com

VanNatta Public Relations, located in Salem, is listed as one of the top Advertising/Marketing/PR firms in the State by Oregon Business Magazine’s POWERBOOK issue, for January 2015.

Partner and CEO **Mary Louise VanNatta** says, “It is a tremendous honor to be recognized.”

Mary Louise VanNatta, CAE of VanNatta Public Relations and Spire Management was recently renewed as a Certified Association Executive (CAE) with ASAE. The CAE is the highest professional credential in the association industry. Less than five percent of all association professionals have earned the CAE. She has held this designation since 1993. PRSalem.com



Faces of the Chamber



K. Minto, CPA, LLC
PO Box 367, Salem 97308



Oak Park Dental, LLC
3380 Astoria Way NE, Salem 97305



Propel Insurance
3220 State St Ste 130, Salem 97301



Berkshire Hathaway HomeServices
Real Estate Professionals
1220 20th St SE, Salem 97302

Welcome New Members

We are pleased to welcome our newest investors in the Salem Chamber who joined between December and February

Alisa's Sunny Day Travel
facebook.com/alisassunny-daytravel.com

Bell Gardens Lawncare, LLC
bellgardenslawncare.com

Capital Pawn
CapPawn.com

Copytronix / CTX
ctx xerox.com

Freeman Motor Co
freemanmotor.com

Internet Television Company
internettelevisioncompany.com

Matchlight Films
MatchlightFilms.com

Mid Valley Rehabilitation
midvalleyrehab.com

Miller Technologies
millertech.biz

New York Life Insurance Company, Jonathan Castro Monroy
facebook.com/Jonathan-CastroNYL

New York Life Insurance Company, Jared Weber
503-949-6267

NW Events & Marketing
nw-events.com

Otis Elevator Company
otis.com/site/us/Pages

Pro Tint, Inc
protint oregon.com

Punch Phillips LLC
punchphillipslaw.com

Renaissance Enterprises, LLC
renaissancehome inspections.com

Sundance Realty - Allyson Puentes
puentes4realestate.com

U-Haul
uhaul.com

Vagabond Brewing
vagabondbrewing.com

Windsong at Eola Hills
windsongmemorycare.com

Earn rewards when you recommend the Chamber!*

Recommending membership is a simple way to support the Chamber! Two simple steps to recommend a business:

1. Tell someone you'd like to recommend that they join the chamber
2. Tell the chamber who you've recommended

Each time a business joins because of your recommendation, you receive a \$40 check.

For details go to rewards.salemchamber.org

**Referring member's membership account must be current and in good standing. Previous members within the last year are not eligible as new member referrals. Subject to change. Other restrictions apply.*

Shop local first

For a complete list of members, go to SalemChamber.org and click on Business Directory.

Advanced Reporting.....	1999	Graham's Picture Framing and Gallery.....	2004
Affordable Framing.....	1990	Green Acres Landscape, Inc.....	2006
AKT LLP.....	1983	Greenbaum's Quilted Forest.....	1978
Aluminum Screen & Window Co., Inc.....	1977	Guild Mortgage.....	2013
American Cancer Society.....	2006	Hampton Inn & Suites.....	2011
Annette's Restaurant.....	2014	Harrang Long Gary Rudnick P.C.....	1995
Aqua Pro Pump Service.....	2013	HBW Leads.....	2013
Ash Studio Hair Design.....	2013	Heppner Chiropractic, LLC.....	2009
Association of Salem Keizer Education Support Professionals (ASK ESP).....	2000	Historic Elsinore Theatre.....	1995
B P M Physical Therapy Center, Inc.....	1998	Home Fire Stove.....	1995
Barbara Furer State Farm Insurance Agency.....	1980	Homes & Land Magazine.....	1996
Bennett & Associates, Inc.....	2003	HomeSmart Realty Group.....	2014
Bethel Heights Vineyard, Inc.....	1992	Huggins Insurance in partnership with Bliss Sequoia.....	1957
Bob Cegon State Farm.....	2009	Inspections Unlimited Inc.....	2001
Boys & Girls Club of Salem, Marion and Polk Counties.....	1980	The IpseNault Company.....	1993
Brady Financial Planners.....	2010	ITT Technical Institute.....	2012
Break the Chain Apparel.....	2011	Gloria Jackson.....	1981
Budget Blinds of East Marion County.....	2012	Jamba Juice #341.....	2003
Busick Court Restaurant.....	1999	Jet Industries, Inc.....	2010
Café Yumm!.....	2014	Johnson, Glaze & Co., P.C.....	2003
Capitol Auto Group.....	1927	Kelly's Home Center.....	1974
Cascade Sound & Stage Lighting.....	2005	Legislative Advocates, Inc.....	1971
Children's Educational Theatre.....	2006	Lulay's Car Connection, Inc.....	1995
Christian Community Placement Center.....	2014	Magoo's Sports Bar.....	1987
Churchill Leonard Lawyers.....	1982	March of Dimes – Greater Oregon Chapter.....	1982
Coldwell Banker Commercial Mountain West Real Estate, Ruth Dana.....	2010	Marco Polo Global Restaurant.....	2012
Commercial Business Furniture.....	1995	Marion County Republicans Party.....	2013
Compex Two.....	2014	Marquis At Home.....	1997
Cooke Stationery Co.....	1955	Merrill Lynch.....	1995
Copy Cats.....	1998	Mr. Rooter of Salem.....	2010
Corner Commercial Real Estate, Inc.....	2013	New York Life Insurance Company, Sven Anderson.....	1998
Costco Wholesale, Inc.....	1992	New York Life Insurance Company, Brent Neilsen.....	2008
Dale Carnegie Training.....	2014	NHance Wood Renewal.....	2014
Dalke Property Management.....	2014	NW Natural.....	1955
Debra Herring Studio.....	1999	O'Neill Pine Company/FPS.....	1996
Domestic Divas Inc.....	2010	Open Dental Software.....	2008
Natalie Dunn.....	2012	Oregon Farm Bureau Federation.....	1981
Elder Care of Oregon.....	2013	Oregon Lock & Access, Inc.....	2002
Enchanted Forest.....	1975	Oregon State Fair & Exposition Center.....	1957
Encompass Management & Consulting LLC.....	2013	Orupa.....	2011
Environment Control Building Maintenance Co.....	1974	Pacific Marketing.....	1996
FASTSIGNS.....	1997	Personal Home Care, Inc.....	1994
Five Guys Burgers & Fries - Lancaster.....	2011	Personnel Source, Inc.....	1995
The Fixture Gallery.....	2012	Pioneer National Advertising, Inc.....	1989
Fulguro Interior Inc.....	2008	Pioneer Trust Bank Main Office.....	1990
Fuse Electric LLC.....	2012	Portland General Electric.....	1955
Garmin AT, Inc.....	2006	Powell Banz Valuation, LLC.....	1998
Garrett Hemann Robertson P.C.....	1965	Power Equipment Systems.....	2009
Glance Optics and Eyewear.....	2002	Professional Interpreters, Inc.....	2013

Providence Health Plans.....	1994
PT Northwest, LLC.....	2002
R & J Mobility Service, Inc.....	2002
Reed Opera House.....	2006
Regency Woodland.....	2012
Roth's Fresh Markets.....	1955
Saddle Club Apartments.....	1998
SAIF Corporation.....	1989
Salem Audiology Clinic Inc.....	2008
Salem Aviation Fueling.....	2004
Salem Child Development Center.....	1996
Salem Health.....	1965
Salem Human Resource Management Association.....	2004
Salem Keizer Public Schools.....	1973
Salem Sign Co., Inc.....	1995
Shelter Management, Inc.....	1995
Sherman, Sherman, Johnnie & Hoyt, LLP.....	1949
The Shutterbug, Inc.....	1997
SMART – Start Making A Reader Today.....	2009
Sport Clips.....	2012
State Farm Ted Ferry.....	2009
Sybil's Omelettes Unlimited.....	1992
Sunco Homes & Remodeling.....	1987
Total Office Interiors.....	1995
Uptown Insurance Bryan Miller.....	2013
Virgil T. Golden Funeral Service & Oak Leaf Crematory.....	1949
Visiting Angels of Willamette Valley.....	2005
Waddell & Reed Inc., Shalisa G. Pierce CLU, ChFC, CFP®.....	1993
Walmart South Commercial.....	1993
Walter E. Nelson Company formerly Industrial Supply Company.....	1946
Wealth Builders University in Partnership with TransAmerica.....	2008
Windedahl, Rangitsch, Groeneveld & Norton, LLC.....	1957
Windermere Pacific West Properties, Chris Stewart, SRES.....	2011

Thank You

Special thanks to all our renewing members from December - February

Leadership Youth has lasting impact on graduates

Past graduates reflect on how the program influenced their lives and future



Brianna Santana
Class of 2012
Current: Oregon State University student

Leadership Youth gave me valuable perspectives to many careers. When I learned about Family Building Blocks, I became interested in working with children and families in need. Now I am majoring in Human Development and Family Sciences with a double option in Human Services and Child Development. Once I graduate, I plan to work with families in need.

Leadership Youth taught me true leadership. I learned that being a leader is so much more than leading others, not only do leaders lead, but they also follow. Leadership is about being there for others, truly listening and doing what is best for the majority.

Leadership Youth taught me a lot about Salem, information I wouldn't have otherwise known, and influenced me to like Salem. Before I participated in Leadership Youth, I thought Salem was pretty boring. Now, once I graduate, I plan to move back to Salem and begin my career there.



Thomas Clapper
Class of 2009
Current: Middle School Pastor & Visual Storyteller

Leadership Youth helped to bring clarity and confidence in moving forward. I always knew I was called to be pastor, however, I did not have a strong sense of the inter-working of a business. Ultimately, the program helped affirm my career decision while giving me insight into some of the work I would be doing one day.

I loved traveling to see and hear different professionals give insight and opinions. I can still remember one speaker who came in and asked for someone to act like a chicken. Finally someone jumped up and took him up on his request, and the speaker promptly handed him a large bill-\$50 or \$100. His point being that we need to step up and be on the forefront of life's request (especially in work). It's these kind of "wisdom-nuggets" that still stick with me today.

I cannot thank the program enough for the confidence that Leadership Youth gave me. It introduced me to so many aspects of business.



Jonathan Castro Monroy
Class of 2012
Current: Financial Services Professional New York Life Insurance

Leadership Youth impacted my career path because it exposed me to the financial reality and work that is behind various professions and organizations. Seeing how the Salem community works at a young age really opened my eyes.

My biggest take away from the program personally is to know how to use my resources, work as a team and to serve my community. I learned that I don't have to be the smartest person in the room to be the leader. Teamwork is how great achievements are captured; there is not one individual that knows it all. Giving back to the community became important to me because the Salem community has shaped who I am through its various organizations and leaders.

The experience shaped my future tremendously because I obtained valuable information at a young age. I also made a lot of valuable connections that have positively influenced my life decisions.



Zachary Johnston
Class of 2007
Current: Manager - Woodinville Tasting Room

Leadership Youth demonstrated the myriad of ways leadership can manifest itself. I was able to see how it takes a community of leaders to enact meaningful change. The ability to affect a positive change in my community without necessarily being in politics led me to consider many more options in my career path.

Leadership Youth shaped my future by showing how important it is to build bridges between seemingly separate community groups. While each session of Leadership Youth often focused on a singular community group, when you put the entirety of the course together we were able to see how all these different groups were interdependent on each other.

I had the honor of attending Leadership Youth with the late Mike McLaran, and he demonstrated that being vulnerable is a crucial way to not only better yourself but get through to others. So act silly, take risks, follow your passions... just as long as you give it your all.



Sarika Ramakrishnan
Class of 2011
Current: Portland State University student

Leadership Youth broadened my idea of potential careers. I never realized how many jobs and industries were out there, especially in Salem. That was really cool to learn about. I originally wanted to go into family counseling, but now I am interested in going into the Human Resources field so I can get involved in all sorts of industries.

My biggest take away from the program was how important it is to explore different careers and network with people. Leadership Youth gave me the confidence to talk to people and get to know what opportunities are out there.


One experience that really shaped how I see myself was the speech assignment. I remember being so nervous about it and thinking I would totally embarrass myself but I ended up doing pretty well. I got so much positive feedback and encouragement that now I feel totally confident with public speaking.



Kaitlyn Gilmore
Class of 2008
Current: Registered Nurse/BSN at Kindred Hospital

Through Leadership Youth, my desire to be a part of impacting the community I live in was cultivated and inspired by the several community leaders we got to meet and hear from while in the program. Since graduating from college, I have had the opportunity to plan and coordinate with important community organizations, in my job as a registered nurse in a community health clinic, in order to ensure our patients would get the most out of community resources available to them. My experience in Leadership Youth encouraged me to pursue a community health emphasis in my nursing career.

My experience in Leadership Youth made me sure of one thing: I want to be an active member of the community throughout my life. I was able to see what an amazing community that Salem is, which is because of the dedicated members of the community who work so hard to make it that way. I knew I wanted to be a nurse, but after Leadership Youth, I knew that I wanted to impact the community through my nursing career.



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GRATITUDE
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