

# Investments mean bright future for local economy

Investments around town are giving Salem a major boost to its economy.

Seven major projects are currently underway, creating jobs and changing the landscape of the business community. These investments span across different industries, from housing to the car industry, new retail and office to manufacturing and high tech. Projects are happening throughout the community, with businesses including, Garmin AT, Norpac/Henningsen Cold Storage, PacTrust, Pringle Creek Square, McGilchrist and Roth buildings downtown, Lithia Auto, and Hanard Machine.

Several projects are new developments, while others are expansions to current facilities.

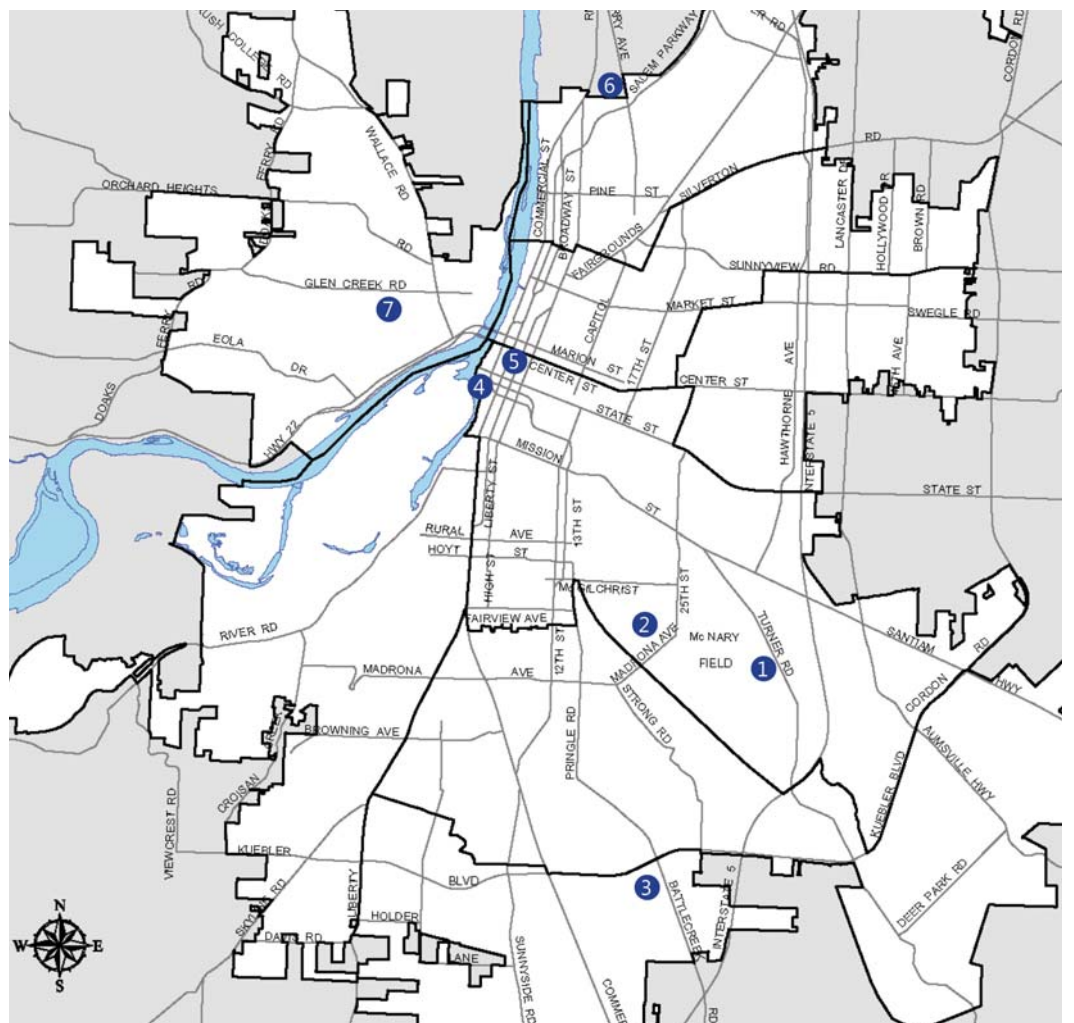
Lithia Auto Group is currently developing 20 acres of land near Salem Parkway and Cherry Avenue in north Salem to relocate their three dealerships. The project, expected to be completed by the end of this year, means a capital investment in Salem of \$15-\$20 million, and 15-20 full-time jobs added by the stores. They are focused on using local contractors, including CD Redding and Cherry City Electric, and will also focus on hiring local people.

According to Jon Taylor at Lithia, this is more than just an investment in their business, but also an investment in the community.

“We want to see the city of Salem succeed, bring jobs to Salem and keep money in the Salem economy,” he says.

Meanwhile, Henningsen is building a cold storage facility for Norpac Foods, Inc., which will become their main distribution center, with their corporate office relocating from Stayton to Salem. Combined, the two companies will invest over \$30 million into the economy, with 40 jobs added to Henningsen.

One of the most anticipated projects is Pringle Creek Square - the redevelopment of the Boise property. Demolition is now underway on the South Block which will be the first of several development projects that will transform the 13-acre site into a mix of residential, office, retail, medical and recreational uses. The South Block project alone will generate \$42.8 million in new economic activity and support 252 construction jobs. Once complete, the ongoing economic impact is forecasted to be \$11.6 million annually, supporting 113 jobs. The first phase, set to be complete in June 2015, will include 15,000 square feet of office and retail space and 115 apartments.



Map of Salem with investments highlighted in blue. 1) Garmin AT; 2) Norpac/Henningsen; 3) PacTrust; 4) Pringle Creek Square; 5) McGilchrist and Roth buildings; 6) Lithia Auto; 7) Hanard Machine

All these are signs that Salem’s economy is on the rebound.

“Projects like this have a multiplier effect,” says Jason Brandt, CEO of the Salem Area Chamber of Commerce. “Businesses see this kind of activity going on and become increasingly confident in our economy, which encourages more investments of this kind. Likewise, it builds consumer confidence which means people are more likely to spend money here.”

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## Investments around town



**1) Garmin AT**  
 Location: East Salem  
 Industry: Technology  
 Type: Business expansion



**4) Pringle Creek Square**  
 Location: Downtown Salem  
 Industry: Residential/retail/office  
 Type: New development



**2) Norpac Foods, Inc./  
 Henningsen Cold Storage**  
 Location: East Salem  
 Industry: Food Processing  
 Type: Business expansion



**5) McGilchrist & Roth Buildings**  
 Location: Downtown Salem  
 Industry: Residential/retail/office  
 Type: New development



**3) PacTrust**  
 Location: South Salem  
 Industry: Retail/Office  
 Type: New development



**6) Lithia Auto Group**  
 Location: North Salem  
 Industry: Auto  
 Type: Business expansion



**7) Hanard Machine, Inc.**  
 Location: West Salem  
 Industry: Manufacturing  
 Type: Business expansion



**Ryan Allbritton**  
U.S. Bank  
President, Salem Area  
Chamber of Commerce

“Who we are, Where we come from, So we tell them.” Many of you will recognize that cheer. Although it’s only mid-April, this is my last official column I get to write as your Chamber president. The amount of positive things this organization accomplishes is truly remarkable. As I’m sure you are aware, the scope of the chamber’s work centers around three pathways: **business advocacy, community involvement, and marketing and visibility.** We find that all of our members, nearly 1,300 of you, resonate with one, if not all three pathways. Whichever path you identify with most we want you to know that this is your organization and we are here to serve you!

It’s important, in any organization/business, to continue to

# We are the Chamber

communicate your vision consistently. That is an essential part of leadership and casting vision. With that in mind I thought it would be appropriate to share the vision and mission of our chamber as our fiscal year comes to a close in June. I’ll begin by defining who we are.

**Who We Are:** The Salem Area Chamber of Commerce exists to help business prosper and to challenge employers around the region to innovate and evolve to reach new heights of business excellence.

There is always an opportunity to raise the bar. It’s important to continue to strive for excellence. Your business can achieve greatness! Continue challenging yourself, your employees, business partners, etc. The free market along with good, healthy competition is a road map for success and economic sustainability.

**Our Vision:** The Salem area will be known as the most business friendly place in Oregon. Customer service within municipalities and our commitment to preparing youth for the workforce will be second to none. Salem will be known as the hub for recreational activity within the Willamette Valley attracting families and entrepreneurs.

If we choose to live and do business within the Salem MSA we are charged with fulfilling this great vision. We must be persistent and continue working towards the things that will make this vision a reality.

As I wrap up this column I would like to leave you with 8 effective principles of leadership (right). Please consider these principles as you go about your plans to grow your business, employees and our mid-valley region.

Barb Hacke-Resch is our incoming President. She is a fantastic leader and will work hard to serve you. Lastly, I want to affirm the leadership of our CEO, Jason Brandt. We are blessed to have a CEO the caliber of Jason. He lives and breathes the Chamber and cares deeply about everything I have shared in this column. Thank you, Jason for your leadership and wisdom.

It has been my sincere privilege to lead this organization. I am humbled by the opportunity and appreciate the support of our membership and professional staff. What an amazing community of businesses and leaders. Thank you!

Everything rises and falls on leadership. Warm regards.

## Eight Effective Leadership Principles:

1. Glean as much as you can from other leaders around you – it’s critical to collaborate
2. Leave your company and your team better than you found it
  - a. Understand the strengths and abilities of the people/team around you
3. Excellence. Strive for it. There is always an opportunity to raise the bar
4. Be persistent. No quitters.
5. Be willing to stand alone when you know you are standing for the right thing
6. Be ready for resistance
7. Set an example for your staff/members/followers
8. Be ethical. Period.
  - a. Lead by conviction.

## Chamber adds to professional staff



**Marla McColly**



**Chris Phipps**



**Madeline Nowell**

The Salem Area Chamber of Commerce recently added to its professional staff.

**Marla McColly** is the director of events and programs. She has an AAS Hospitality Management and Certificate in Event Management from Chemeketa Community College, and spent two years there as an event coordinator. She spent three years as a Catering Manager at a luxury destination resort in Oregon Wine Country. Prior to that, she spent a year and a half in event sales for a premier event planning, design and rental company servicing the west coast.

Marla loves spending time exploring and camping all around the Pacific Northwest with her husband Phil, and step-daughter, Isabella. She also enjoys mountain biking, organic gardening, and a good latte. Marla can be reached directly at [marla@salemchamber.org](mailto:marla@salemchamber.org).

**Chris Phipps** is a customer service specialist.

Her professional career actually began at the Salem Chamber of Commerce as it was her first job out of high school. She worked for about 3 years and then moved to Hillsboro where she began her banking career. After 24 years with Washington Federal, she retired in November 2012. She soon discovered that she missed the business world and came back to the Salem Chamber.

Chris lives in Keizer with her husband Jim. Her greatest joy is to spend time with her four children and six grandchildren. She and her husband love to go fishing, camping and spend time at the beach together. Chris can be reached directly at [chris@salemchamber.org](mailto:chris@salemchamber.org).

In addition, **Madeline Nowell** is now the executive assistant to the CEO. She will continue to serve as the manager for the Forum Series. Madeline can be reached directly at [madeline@salemchamber.org](mailto:madeline@salemchamber.org).

### EXECUTIVE TEAM

**PRESIDENT**  
Ryan Allbritton  
U.S. Bank  
**PAST PRESIDENT**  
John K. Miller  
Courthouse Fitness  
**PRESIDENT ELECT**  
Barb Hacke-Resch  
Morgan Stanley Wealth Management  
**VICE PRESIDENTS**  
Bruce Anderson  
Northwest Natural  
Brent DeHart  
Northwestern Mutual  
LeAnn Keim  
Columbia Bank  
**TREASURER**  
Jim Bauer  
Willamette University

### BOARD OF DIRECTORS

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Wendy Veliz Buck  
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Salem Health  
Byron Hendricks  
Prudential Real Estate Professionals  
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Eric Jamieson  
Garrett Hemann Robertson PC.  
Terry Kuenzi  
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Gregg Peterson  
Broadway Cafe  
Selma Moon Pierce, DDS  
Mark Shipman  
Saalfeld Griggs PC  
TJ Sullivan  
Huggins Insurance in partnership with Bliss Sequoia

### LEADERSHIP YOUTH REPS

Emma Baker  
West Salem High School  
Lupita Gonzalez  
McKay High School

### CHAMBER STAFF

503-581-1466 plus extension  
Jason Brandt, #304  
Chief Executive Officer  
Madeline Nowell, #303  
Executive Assistant to the CEO/  
Forum Series Manager  
Chris Phipps, #301  
Customer Service Specialist  
Rita Rasmussen, #313  
Information Services  
Chandra Andersen, #309  
IT & Database Coordinator  
Jessica Chambers, #307  
Director of Communications  
Josephine Fleetwood, #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  
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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[salemchamber.org](http://salemchamber.org)

### EDITOR

Jessica Chambers

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The Inspire Foundation hosted its first ever spring College and Career Fair at Willamette University on April 17th. There were 60 vendors with 9 different states represented. There were over 600 in attendance, and more than 100 participated in campus tours.





**Jason Brandt**  
Chief Executive Officer  
Salem Area Chamber of Commerce

# A picture of perseverance

represents a tough reality for us. In many ways, the lobby of Doernbecher where I'm currently writing my *Business Voice* column is a second family room for us. It is a reality that we certainly haven't chosen for ourselves or more importantly for our daughter Mya, but a challenge we have had to grapple with.

This picture represents one word for me – perseverance. The word to me means the ability to push through difficult or challenging situations and remain steadfast. Many of you know the importance of this word because you have been through the storm yourself. Maybe it isn't the same type of storm we have dealt with personally but you know what it takes to move forward and keep your business afloat. You have persevered by working harder and longer and finding new ways to operate your business so you can continue to provide a living for yourself and for the families of those you employ.

My hope is that many of you as business owners have taken a moment to appreciate your accomplishment. By being in business today after some of our country's most debilitating recession years, you have made it. And all of us at the Salem

The picture to the right is a glimpse for you into the lives we have lived over the past year and a half. Many of you are aware that my family has been battling brain cancer on behalf of my oldest daughter Mya. The community has rallied in amazing ways to show their support for us as we balance time between Salem and Doernbecher Children's Hospital in Portland.

The journey has been difficult but a number of lessons have come from the experience. As members of the Chamber, I wanted to share more of our journey in hopes that it can be helpful to you either personally or professionally.

The picture at right was taken at the time of this writing (April 23) and



The lobby at Doernbecher Children's Hospital in Portland

Chamber are proud to be by your side in acknowledging the depth of that accomplishment. Perseverance whether for personal or professional trials is one of my favorite concepts. Deep seeded trials in life will always be inevitable – what you do with those challenges makes you who you are and it can define your business.

During the month of May and June your Chamber of Commerce will be wrapping up its 2013-14 fiscal year and

beginning another on July 1. As I reflect on the past year, I want to take a moment to acknowledge the professionalism and commitment of the Salem Chamber staff. These professionals are top tier individuals who have risen to the occasion time and time again. A small business is truly tested in times of crisis and I couldn't be more proud of the work being done by those on staff at the Salem Chamber. As

Continued below

from above

we launch a new fiscal year, we look forward to introducing you all to your 11-person Salem Chamber team working for your needs. It is an honor to serve alongside them and to watch them rally for our community.

Many of you have asked what you can do to help our family get through the difficult challenges we continue to experience. My answer to you is this:

Persevere. Continue to fight for your business. Continue to create jobs. Continue to support a political environment that also supports business and the creation of jobs. Help us create a stronger and more unified Salem for our children and grandchildren. This is our goal – our hope - that we work toward every day. We must not lose sight of that, especially when times are darkest.

I hope you can join us at our end of the year luncheon on Monday, June 3. I am very much looking forward to the opportunity to MC our final lunch of the year and sharing with all of you the quality leadership Ryan Allbritton has provided in his year as President and the deep commitment you can look forward to in our new President, Barb Resch. Both Ryan and Barb are incredibly passionate about Salem and moving our community forward economically. You can rest assured that the Salem Chamber is in good hands with positive and uplifting leadership. We also look forward to thanking all of our Chamber gems who have invested financially in the organization this past year as well as the many volunteer leaders who make Chamber events and programs possible.

Thank you all for your ongoing support and remember that Salem needs you and your leadership. I'll leave you with one question – as Salem continues to evolve and grow, where are you going to provide leadership to make sure our community is better than when you found it?

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# Faces of the Chamber

# Members making news



**Eden's Apple Salon & Day Spa**  
333 Bush St SE, Salem 97302



**Courthouse Square**  
555 Court Street, Salem 97301



**HomeStreet Bank Home Loan Center**  
201 Ferry St SE Ste 200, Salem 97301



**Elder Care of Oregon**  
109 High St SE, Salem 97301

**Charles Philpot**, Board President of **Antique Powerland Museum Association**, received an Oregon Heritage Excellence Award at the Oregon Heritage Conference.

Since becoming active at Antique Powerland in 1995, Charlie has been an exceptional leader, manager and volunteer in moving the museum forward. Today Powerland is an exciting, active complex of fifteen heritage partners and museums. [antiquepowerland.com](http://antiquepowerland.com)

**Budget Blinds** is pleased to announce the addition of **Londa Steele**, design consultant, to our team.

Spring has sprung and before you know it the sun will be shining (even here in Oregon). This is a great time to start thinking about your current window coverings. Are they working well for you? If not, please call our office today for your free in-home consultation, 503-362-5199.



**Capitol Auto Group (CAG)** delivered an unprecedented \$100,000 donation check to the **United Way of the Mid-Willamette Valley**.

The company completed its 28-Days of Love Campaign Feb. 28. Company President **Scott Casebeer** and Director of Marketing, **Carrie Casebeer**, serve as this year's Campaign Co-Chairs.

Says Scott Casebeer, "While I am proud of the donation, the credit goes to the CAG team. Everyone at Capitol, from all levels of the organization, embrace the idea of fundraising for the United Way." [capitolauto.com](http://capitolauto.com)



**Ashit G. Patel, M.D., FACC, FHRS** of **Cascade Cardiology** and the Salem Health's Heart and Vascular Institute successfully implanted Salem Health's first subcutaneous implantable defibrillator (S-ICD).

The S-ICD System is the world's first and only implantable defibrillator that is applied under the skin. The device provides protection from sudden cardiac arrest, while leaving the heart and vasculature untouched. [CascadeCardiology.com](http://CascadeCardiology.com).

Could you and your business benefit from increased efficiency, profitability and accountability through monthly interactive learning sessions and one-on-one business coaching? If yes, take action and join other successful businesses in the **Chemeketa Small Business Management (SBM)** program. Annual enrollment is now open. <http://sbm.chemeketa.edu> or call Lori 503-316-3237

For four years, **Corban University's** Hoff School of Business has partnered with businesses and non-profits primarily in the Pacific Northwest to help them potentially grow their businesses or avoid costly mistakes. The school's Corban Consulting Partners program is its senior capstone project.

Nine businesses and non-profits received free consulting services from 33 students between January and April 2014. One team helped MasterCraft Furniture in Stayton add approximately \$500,000 to the bottom line, by selling leftover material from its furniture manufacturing business. [corban.edu](http://corban.edu)



**The Law Office of Eden Rose Brown** is pleased to welcome **Julie Kase Kelly** as an associate attorney. Julie's practice will focus on comprehensive estate planning, with a special emphasis on after-death administration.

Julie grew up in Phoenix, Arizona and earned her bachelor's degree from the University of Arizona. She earned her law degree from Willamette University College of Law and worked as a law clerk at the Oregon Department of Justice in the Business Activities Section. [EdenRoseBrown.com](http://EdenRoseBrown.com)



**Michael Wooters** with **Edward Jones** attended the Edward Jones Managing Partner's Conference April 23 - 25 in San Antonio, Texas. The prestigious annual event honors the top 350 of the firm's more than 13,000 financial advisors. This is the 9th time Michael has attended this event. [edwardjones.com](http://edwardjones.com)

Local signs and graphics provider **FASTSIGNS® of Salem** was named one of the top centers out of more than 500 locations at the 2014 FASTSIGNS Convention.

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 commends all of the hard work, excellent

customer service and innovative thinking that our entire team provides every day," said Mark Smith, owner of **FASTSIGNS** of Salem. [fastsigns.com/285](http://fastsigns.com/285)

**Garten Services, Inc.** will be modernizing their recycling facility thanks to a \$1.58 million grant from the US Department of Commerce, Economic Development Administration. This project creates a \$2.18 million investment in the North Salem materials recovery facility. The new equipment will provide 60 additional jobs and preserve 160 existing jobs in Salem. The new equipment will allow Garten to sort local commingled recycled materials. [garten.org](http://garten.org)

Hampton Hotels, Hilton Worldwide's global brand of mid-priced Hampton Inn and Hampton Inn & Suites hotels, has honored **Hampton Inn and Suites Salem** with the company's Lighthouse Award, designating it as one of the hotel chain's top performing hotels among more than 1,900 Hampton properties.

Hampton Inn and Suites Salem was recognized for its high rankings in overall accommodations, service and quality. The award criteria was based on customer feedback measured through guest satisfaction surveys on the hotel, as well as product quality and service scores measured quarterly by the Hampton Hotels brand. [salemsuites.hamptoninn.com](http://salemsuites.hamptoninn.com)

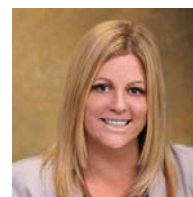
**LCGPENCE CONSTRUCTION** LCG Pence Construction has named its newest principal partner, **Paul Schulz**. Paul joined the company in 1994 as a college intern; in January 2009 he became a partner and in 2013 was named a principal partner. Paul is part of the leadership team that built the company into what it is today, taking LCG Pence from a \$20M per year company to a \$150M per Year Company.

Paul has developed many of the company's long-term clients. His most notable projects include the Salvation Army KROC Community Center in Salem Oregon, and Willamette University's Mary Stuart Rogers Music Center. [lcpence.com](http://lcpence.com)

**Marion-Polk Food Share's (MPFS)** Youth Farm is offering shares in its Community Supported Agriculture program again this year. Thirty-five shares will be available, each covering eight weeks in July and August.

From July 12 through Aug. 30, shareholders will receive a box of fresh produce that is intended to accommodate the vegetable needs of a family of four for one week. The food is grown using organic methods.

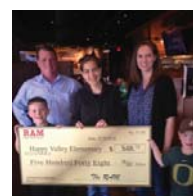
MPFS announced it has been selected to receive a \$2,000 grant as part of the Restaurant Community Grants program from the Darden Restaurants Foundation, Inc., the charitable arm of Darden Restaurants. [marionpolkfoodshare.org](http://marionpolkfoodshare.org)



**Robin Cook** has joined **OSU Federal, Your Community Credit Union** as a mortgage loan officer serving Linn County.

Cook was a senior loan officer and underwriter for Landmark Professional Mortgage Company in Salem. She has been a lifelong resident of the Willamette Valley and attended Oregon State University. For the last decade, Cook has been heavily involved in foster care work as a foster parent and providing respite care for others. [osufederal.com](http://osufederal.com)

**The Oregon Garden** presented its 2013 Volunteer Awards at a ceremony on March 9 to those who have dedicated themselves to assisting with the garden. Volunteers contributed more than 11,000 hours to The Oregon Garden in 2013 in a variety of departments, including horticulture, visitor services, education, events, and administration. [OregonGarden.org](http://OregonGarden.org)



**The RAM Restaurant** recently donated \$548.75 to Happy Valley Elementary through their successful Takeover Fundraising Program. Schools taking part in this program choose an evening to invite family and friends to dine out at their local RAM. Teachers and staff

team up with RAM servers to take orders and provide a fun and interactive event paired with great RAM food. The school receives a percentage of the sales from their event to be put toward their special programs.

The RAM Restaurant and Brewery participated at the Craft Brewers Conference and World Beer Cup in Denver on April 7th thru 11th. The RAM has won 9 medals in past World Beer Cup judging events. [theram.com](http://theram.com)

# Faces of the Chamber



**Rich Duncan Construction** is pleased to announce that they will be moving to a newly purchased office in mid-summer. The new location on Rural Ave will bring together both the office and shop buildings to one larger location.

Duncan crews completed a ground up construction project for an additional building as part of the Oak Park Plaza shopping center on Lancaster Drive. The additional building will be home to several new businesses and offers approximately 5000 sq ft of retail space.

A new home for the Marion County Justice Courts underwent interior tenant improvements, taking approximately six weeks to complete. The building needed demolition to all existing interior walls and flooring, with crews working to create a raw space before beginning the new construction. richduncanconstruction.com

**Rushing Real Estate** is proud to announce new additions and changes to their team.



**Zach Fischer** joined the team in January and is specializing in commercial sales and leasing. An Oregon native and Human Physiology Graduate from the University of Oregon, he has been practicing Real Estate in the Salem area since 2006.



**Ali Morrison** has worked in the industry and here at the Rushing Group since 2009 in many different aspects including property management, commercial sales and leasing, office management and residential sales but we are excited to announce her new position as our licensed Director of Client and Broker Services.



**Alexandra Aguiar** joined the team in February of this year and is our newest residential broker. She is proficient in both Spanish and English and has fifteen years' experience in the industry, nine of them here in the Willamette Valley. rushinggroup.com

The **Salem Association of REALTORS®** held their annual awards dinner celebration on March 20, 2014. The evening honors outstanding members of the REALTOR® Association who consistently go above and beyond to contribute to the real estate industry, Salem community and their association, in many positive ways. SAR 2013 REALTOR of the Year: **Byron Hendricks**, Prudential Real Estate Professionals, Salem; Commercial Realtor of the Year: **Jennifer Martin**, Sperry Van Ness Commercial Advisors; Allen Jones Memorial Award: **John Tate**, Prudential Real Estate Professionals, Salem; Affiliate of the Year: **Lynda Hunt**, AmeriTitle; President's Award: **George Grabenhorst**, Sperry Van Ness Commercial Advisors; **Sue Curths**, Prudential Real Estate Professionals, Salem. salemrealtors.com

**Scott Zollinger** is the newly elected board member to the **Salem Contractors Exchange** Board. Dan Wellert from White Oak Construction will be the newly appointed President. Chad Emmert from AKT, LLP will be the treasurer and Susan Wood from Salem Heating and Sheet Metal will be secretary. The existing board consists of Nate Cooke, Rich Duncan Construction; Gary Kohler, NW Millwork; Ryan Walsh, United Rentals; Rick Day, Advantage Precast; and Will Haynes, Davidsons Masonry. Thank you to Mike Fulgaro-Fulgaro Interiors for his many years of SCE Board service.



The Oregon Rural Electric Cooperative Association (ORECA) recognizes individuals who have supported co-ops throughout their career. **Bob Speckman, Salem Electric's** general manager, received the 2013 award at ORECA's annual meeting. After 32 years at Salem Electric, Bob retired on April 30, 2014.



As Bob finishes his long-time career, **Terry M. Kelly** will become Salem Electric's new General Manager effective May 1, 2014. Kelly, hired in 1983 as an Energy Analyst, was promoted to Member Services Manager in 1997 and promoted to Assistant General Manager in January 2011. salemelectric.com

Heart doctors at the **Salem Health Heart & Vascular Institute** are using new technologies and techniques to diagnose and treat heart disease. Salem Hospital is the second hospital in the state to adopt Optical Coherence Tomography an infrared approach to viewing blockages in heart vessels.

The Salem Cancer Institute has once again received the highest level of national accreditation for its breast cancer

program and services.



Emergency physician **Rob Kelly** and radiation oncologist **Nancy Reyes-Molyneux** have joined the Salem Health Board of Trustees.

Salem Hospital is a recipient of the Healthgrades Outstanding Patient Experience Award for the second consecutive year. This distinction places Salem Hospital among the top 10 percent of hospitals in the nation for patient experience. salemhealth.org



**Salem-Keizer Transit** received the 2014 Mid-Valley Green Award - Sustainable Large Business of the Year. Marion County Public Works Environmental Services provides green awards to honors organizations and individuals in the community who are leading the way in sustainable practices and innovations.

Salem-Keizer Transit received the 2013-14 Outstanding Special District Program Award from the Special Districts Association of Oregon for the creation of the sustainably-designed Keizer Transit Center. cherriots.org



**The Salem Multicultural Institute**, the local non-profit that puts on the World Beat Festival each June, officially opened its new offices on April 22nd.

"Our new location includes office space with six workstations where volunteers organize the Festival, plus our World Beat Gallery, which currently hosts an exhibit on Micronesian culture," said executive director Graham Morris.

The new Gallery space is open longer hours every day, and is available for group tours by calling 503-581-2004.



**Jennifer Martin, CCIM and Curt Arthur, SIOR** of Sperry Van Ness Commercial Advisors, LLC were recognized at the 2013 Sperry Van Ness International convention in San Antonio, TX for both finishing in the top 10% of all commercial real estate advisors within the company for the past

year.



Martin specializes in retail properties in the Mid-Willamette Valley and was awarded the 2013 Commercial Realtor of the Year by the Salem Association of Realtors. Arthur focuses on office and industrial properties throughout Oregon.

Is it ok for kids to binge on mobile games? Kimberli Dorn of Sylvan Learning located in Salem thinks so – as long as they are the right ones. Sylvan Learning introduces Sylvan Play – a comprehensive, educational mobile games network for kids in first through fourth grade.

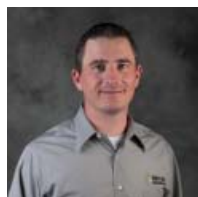
"Sylvan Learning is focused on providing a personal learning experience using the latest technology to engage and connect with kids," says Dorn. SylvanLearning.com



On Friday, March 7, 2014 Representatives from government, industry, education and the financial sector were on hand to celebrate the generosity of U.S. Bank in helping to launch the

Southern Oregon University Market Research Institute, a resource which will be available to small businesses through OSBDCN's 19 Centers around the state. The SBDCs are hosted by all of Oregon's 17 community colleges, plus SOU and Eastern Oregon University.

"Small businesses are the most important sector of our Oregon economy," said Ryan Allbritton, Oregon Mid-Valley Region President. "By supporting small business owners, we support the resurgence of an economic engine that is essential to our overall economic recovery. Support of SBDC programs, along with our community education series and the U.S. Bank Connect website provide vital tools for success."



Dan Wellert, of White Oak Construction (WOC) has been elected president of the Salem Contractors Exchange (SCE). Wellert joined WOC in 2010 and serves as a project manager and estimator. The SCE is a not-for-profit membership organization that provides plans and specs for commercial construction projects throughout the entire state of Oregon and Southern Washington. whiteoakconstruction.net



Farmers Insurance - Corey Benson Insurance Agency Inc  
1495 Commercial St NE, Salem 97301



Salem Multicultural Institute & World Beat  
189 Liberty St NE Ste 107, Salem 97302



LUSH HairCocktails  
265 Court St, Salem 97301



John Zielinski, E.Z. Orchards, speaks on a best practices panel at the Facebook event April 23rd.

# Welcome New Members

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

**Accurate Precious Metals Refineries**  
accuratepmr.com

**Advantage Window Cleaning, LLC**  
503-409-0213

**Amaxyng Health - Cecilia Urbani**  
amaxynghealth.com

**Annette's Restaurant**  
annetteswestgate.com

**Aumsville Community Theatre**  
aumsvillecommunitytheatre.org

**Bladefit**  
bladefit.info

**CEED - The Center for Entrepreneurial Education and Development**  
ceed-oregon.com

**HomeSmart Realty Group**  
hs0038.homesmartfranchise.com

**Northwest BMX**  
503-689-7630

**The Brevis Group**  
thebrevisgroup.com

## Shop local first

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



Snap this QR Code to download the Chamber app or go to

local.salemchamber.org/mobile

# 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](http://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.*

1 Day Signs.....	1990	Five Guys Burgers & Fries Lancaster.....	2011
4Him2Day - Children's Cancer Resource Foundation ..	2011	foxblue, llc .....	2013
AAA/Prostar Security, Inc. ....	1997	Fulgaro Interior Inc .....	2008
Academy Mortgage Corporation.....	2013	Garrett Hemann Robertson P.C. ....	1965
Advanced Reporting.....	1999	Great Harvest Bread Co.....	1990
Advantage Precast.....	2005	Hear No Evil .....	1984
Agri Business Real Estate Services.....	2002	Heltzel Williams PC.....	1971
Alzheimers Network of Oregon (AlzNet).....	2011	hibu Inc / Yellowbook.....	1996
American Family Insurance – Tina M. Hernandez Agency .....	2006	Highway Fuel Co.....	2013
Amy McLeod RE/Max Integrity .....	2013	IKE Box .....	2005
Apprisen .....	1985	J. Vivier CPA, PC.....	2001
Associated Oregon Loggers, Inc. ....	1992	Jiffy Lube.....	1990
Belcrest Memorial Park Cemetery & Mausoleum..	1963	John Powell & Associates .....	2004
Bella Vita Salon & Day Spa .....	2009	KFIR 720 AM .....	2008
Best Western PLUS Mill Creek Inn.....	1992	Lamar Advertising Company .....	1992
Bio Med Testing Service, Inc. ....	1991	LCG Pence Construction, LLC.....	1963
Body by Vi Paula Moseley .....	2013	LeDoux's Auto Service.....	1998
Bonar Family Dentistry.....	1989	Live Lean Coaching .....	2002
Brattain International Trucks Inc .....	2012	Loustic Catering .....	2010
Brookstone Alzheimer Special Care Center.....	2013	LPL Financial – James A. Kuxhaus, CFP®.....	2012
Bry Taylor at Hot Rod Hair.....	2006	Mary Lou Zeek Gallery.....	2002
Business Connections, Inc.....	1980	Mission Medical Imaging.....	1992
Capitol City Theater LLC .....	2012	Raquel C. Moore Green.....	2008
Cascade Sound & Stage Lighting.....	2005	Morrow Equipment Company, LLC.....	1982
CD Redding Construction, Inc. ....	1994	Office Max .....	2008
Central Willamette Community Credit Union.....	1992	Oregon Human Development Corporation.....	2002
Cherry City Waxworks .....	2011	Oregon Lock & Access, Inc .....	2002
Church Extension Plan .....	2006	Oregon Paralyzed Veterans of America.....	2001
Clare Bridge Salem.....	1998	Oregon Symphony Association in Salem.....	1984
Coldwell Banker Mountain West Real Estate, Inc. - Residential.....	1981	Oregon Wedding Showcase.....	1993
Community Support Services, Inc.....	2011	Pacific Marketing.....	1996
Copy Cats .....	1998	Paddington's Pizza.....	1999
Costco Wholesale, Inc. ....	1992	PayneWest Insurance .....	2013
Court Street Consulting, LLC.....	2008	Pioneer Trust Bank Main Office .....	1990
DeSantis Landscapes, Inc. ....	1989	Portland General Electric .....	1955
The Diamond Peak Group at Morgan Stanley Wealth Management .....	1993	Portland's CW32 / KRCW .....	1997
Dorn Brothers Truck & Auto Sales .....	1989	Professional Freedom Development, LLC.....	2011
Downtown Salem Grocery Outlet .....	2013	Providence Health Plans .....	1994
Environment Control Building Maintenance Co..	1974	Quality Concrete .....	1996
Family Building Blocks.....	1999	Jim Rabe .....	1992
Farmers Insurance - Corey Benson Insurance Agency Inc .....	2013	Radisson Hotel Portland Airport .....	2011
		Redhawk Vineyard & Winery.....	2006
		Reed Opera House.....	2006
		River Bend Sand & Gravel Co. ....	1961
		Roberson Motors, Inc. ....	1963

# Thank You

Special thanks to all our renewing members from December - February

Rose Paper Products, Inc. ....	1978
Rural / Metro Ambulance .....	2005
Salem Academy Christian School.....	2010
Salem Business Builders, Inc. ....	1999
Salem Collectors & Flea Market .....	2012
Salem Electric .....	1957
Salem/Keizer Exchange Clubs .....	2002
Santiam Correctional Institution .....	2012
Shepherd Carpet & Upholstery Cleaning.....	2009
Shryock's Apparel.....	1977
Sparkle and Clean Janitorial LLC.....	2007
Sperry Van Ness Commercial Advisors, LLC .....	1992
The Springs at Sunnyview.....	2000
Summit Cleaning & Restoration .....	2012
Sunrise Medical Consultants, LLC .....	2009
Supra, a UTC Company .....	1968
Janet Taylor .....	2012
Terri Axell, Mary Kay Cosmetics .....	1997
Ticor Title.....	1987
TNT Management Resources, Inc.....	1998
Tokyo International University of America.....	1989
Total Office Interiors.....	1995
TransAmerica Financial Advisors, Inc. - Chris Barber .....	2008
Tu Casa Real Estate .....	2011
Grand Vines Wine Shop & Bistro.....	2003
Union Gospel Mission .....	1997
United Methodist Retirement Center .....	2012
Valley Credit Union .....	2010
Wells Fargo Advisors, LLC, Member SIPC .....	2007
Westside Landscape .....	2009
Willamette Family Medical Center .....	2009
Willamette Heritage Center .....	1987
Willamette Valley Music Company.....	2012
Withers Wealth Management, Travis Withers, AAMS® .....	2012

# Students reflect on Leadership Youth

## Youth *2014 graduates tell how the program has impacted their lives*



This is the point in life in which we decide what we want to do in the future. The Leadership Youth program has benefitted me in more ways than I can possibly imagine. It opened my eyes to all the options I have in this world, and also helped me figure out what my heart wanted me to do. Leadership Youth taught us how we can make a difference in our community, which I can use wherever I go. I also learned how to successfully communicate with those around me, which I can use for future job interviews and at social events. Leadership has given me the skills to go out and achieve my goals, and I wouldn't trade this for anything.

- **Maddie Brown**, South Salem High School



After two years in Leadership Youth I can confidently walk into a room of people I don't know and feel comfortable. I won't have to worry about how to act when I meet new people but instead feel comfortable in any situation.

It has always been important to me to give back to my community and I have always had the opportunity through school and different extracurricular programs. Leadership Youth has introduced me to adult community members who have continued to give back throughout their lives. They have inspired me to remember that no matter what you do, there is always something simple you can do to help others.

- **Garret Eisenbrandt**, West Salem High School



Leadership Youth was an experience I did not expect but definitely one that I'll remember forever. I built so many new relationships with people from all over the city. I did many activities outside of my comfort zone that helped me grow as a person. Exploring different businesses and learning what they were about for a year was a huge privilege that I am incredibly grateful to be a part of.

My favorite experience in Leadership Youth was going to juvenile court because I'm very interested in criminal justice and it was amazing to be part of a real life situation and actually see how everything works.

- **Kaelia Neal**, North Salem High School



This experience has given me new visions for my life. I've learned that I love helping others and my community. I think that I want my future career to be one where I can help others and build a community.

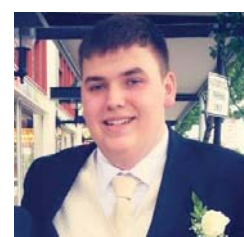
After reflecting on this experience I think that I'm impacting our community by giving back to others. After going to the retirement home, and Union Gospel Mission I've been doing my best to donate things, such as clothes, to locals. I love helping people in our community. I also took the opportunity to serve a few meals at the Simonka Place in Keizer. I think that everyone can easily make a difference in someone's life, they just have to get up and do it.

- **Dani Pittsley**, McNary High School



I think the biggest thing I have gained from Leadership Youth is the number of role models I now have as well as my new found confidence. Being in this program truly made me realize that everyone has their own path and journey, and that if we can overcome our personal struggle, we can succeed and be happy. It reinforced the idea that everyone can be their own individual person, but when brought together into a group, so much can be accomplished and learned. I feel that my most memorable experience in Leadership Youth was getting the opportunity to tour the deaf school and see how the deaf students tried to communicate with us. Visiting the deaf school and seeing all that they do for the community, such as the haunted house in October, made me really admire them as well as reminded me of my dream to become a teacher.

- **Molli Utti**, Sprague High School



The greatest impact this program has had on me has been that it helped me see how our community works, and how working together is what keeps everyone going. After going through this experience it has opened my eyes up to so many opportunities to help the community thrive. Throughout Leadership Youth I have learned a technique that I will need for the rest of my life, the technique of networking. Networking is used everywhere, and after going through this experience I have learned more and am able to network better after practicing my skills. I am so thankful for this program and it has given me the proper resources to succeed in life.

- **Kyle Washburn**, McKay High School

# Event helps students prepare for future

Each year, hundreds of area high school students fill the Salem Convention Center for Career Connections. The mock-interview event that gives students the opportunity to learn what it's like to have an interview, giving students like Maddie Brown, an opportunity they might not otherwise have.

"I was so nervous I was shaking," she said before her first interview. After completing her first interview though, the South Salem High School student began to relax and enjoy herself.

"I feel so relieved that I know what an interview is going to be like, and I'm just excited to go to another one."

Nearly 300 volunteers from the business community dedicate their time and expertise to helping students with their interview skills and resumes.

Steve Dickey, with Salem-Keizer Transit, has been involved as a mock interviewer since the program began.

"I've always found it very valuable to be able to provide input to students, direction, and I'm always impressed with a number of the students how well prepared they are."

Traci Kendall of Maps Credit Union, says Maps invests in this event because of the value it provides to students. "We've always been involved in providing volunteers from our organization to interview students because we do feel it is important to help our youth in the community prepare themselves for going out into the business world."

Students like Brown, who now know what to expect when they interview for real.

"This is such a great opportunity for us as teenagers to learn how to interview."



Students meet with volunteers from the business community to practice their interviewing skills at Career Connections.

"If anybody else out there has thought about doing this, this is a great opportunity and I strongly encourage you to participate when the opportunity arises," says Dickey. "It's a great way to be a positive influence to these kids in our community and our future."

Career Connections will be held May 21, 2014 from 8am - noon at the Salem Convention Center. If you are interested in being a mock interviewer, please contact [Josefine Fleetwood, josefine@saalemchamber.org](mailto:josefine@saalemchamber.org). In addition to mock interviews students also participate in a Resource Fair. Businesses, organizations and non-profits interested in sharing information with students about volunteering, internships, current or future employment, training programs, or educational opportunities are invited to participate. Sponsored by Maps Credit Union. Presented by The Inspire Foundation



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## Thank you for 40 years of making lives better.

For nearly four decades, The Oregon Community Foundation has depended on professional advisors like you for client referrals. The charitable funds that you have helped to create have benefited literally thousands of people all across Oregon. For your support, we deeply thank you and look forward to another 40 years of building communities together. For more information, call us at 503.227.6846 or visit [www.oregoncf.org](http://www.oregoncf.org).



## Looking ahead

Learn more about upcoming events at [calendar.salemchamber.org](http://calendar.salemchamber.org)



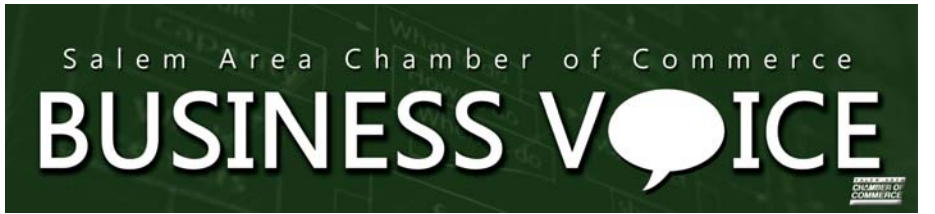
May 8 - ShowBiz - presented by Columbia Bank, Statesman Journal and Oregon State Fair & Expo



June 2 - Business of the Year announced June Forum Series



Every Friday - check the calendar each week for location



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Learn more at [PortlandGeneral.com/SmartGrid](http://PortlandGeneral.com/SmartGrid)



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