

September/October 2014

# New police facility should meet big picture needs of community

The question of building a new police facility is not just about upgrading a building. It is about planning for the needs of the Salem community for the next 40 years.

“A lot of people look for the cheapest, easiest way to do it right now,” says Police Chief Jerry Moore. “I think it’s very important that we, as leaders in this community, slow down a little, take a look at the big picture and determine really what exactly is best for this community.”

The current police facility has maxed out its current space. A tour of the department clearly shows the need for a new facility – one office space for 25 sergeants to share, lack of storage space and interview rooms, and the list goes on. They also lack many of the amenities associated with a modern police building, including technology.

The plan for a new facility has been a topic of discussion

I think it’s very important that we, as leaders in this community, slow down a little, take a look at the big picture and determine really what exactly is best for this community.



Close quarters: Twenty-five sergeants share this single office space in the current police department.

for several years. In 2011, city engineers looked at thirty separate specific locations in town and narrowed it to nine for further analysis. Site comparisons were made between building on the current Civic Center campus and the cost of purchasing a building and land in a different location. According to their estimates, the costs of building in a new location were similar to what it would cost to build on the Civic Center site, which is property that the city already owns and so would not come off the property tax rolls.

“There’s been a great deal of people looking at other site locations, but we certainly at this point have not identified one that we think is ideal,” says Moore.

Moore believes it is shortsighted to buy a building that is not in the most ap-

propriate local location for police department needs over the course of the next 40 years.

“We’re going to get one shot at this,” he continues. “And once it’s built, it’s going to be here for the next 40-45 years and that’s what we’re going to have. I think it’s critical that we site it in the appropriate place and build it to the right specs that this community and this police department is going to need.”

That’s going to mean building with the future in mind. He points to area police facilities built in the last five years which have been built with room for the department to grow. Keizer has two school resource officers, but they built office space for up to four. They also have adjacencies, where, for example, the detectives are near the crime lab which is near the evidence. Location will also be a factor.

*continued on pg 3*

## did you know?

1,000 **Dine in the Mid-Valley** cards were sold, raising **\$15,000 for local non-profits**. The \$20 cards give participants discounts at area restaurants, with a portion of the proceeds from card sales going to local non-profits.

## Retail follows rooftops



The Rivers Condominiums are now at 100 percent occupancy

It is clear that demand for downtown housing is reaching a tipping point and as a result, the Salem Area Chamber of Commerce has completed a comprehensive review of occupied and available living units to better understand possible implications for commerce in Salem’s core area.

“To borrow a line from Jeff Corner of Corner Commercial, retail follows rooftops,” said Jason Brandt, CEO of the Salem Area Chamber of Commerce. “This data makes me incredibly optimistic about the potential for commerce in the coming years in downtown Salem. It is clear people want to live downtown and as a result, buying power should lead to a more dynamic marketplace in the years to come.”

A significant supply of condominiums hit the market at an inopportune time in 2008. As the country headed deep into a recession, available living spaces went through various forms of restructuring. The result has been more market rate apartment living options in downtown with more living units on the

*continued on pg 2*





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

As fall nears and the days start to get shorter, I look back on what a great summer we've had in Salem.

Riverfront Park is busy all the time with families and kids during the day and very successful evening and weekend events. The community has risen to the occasion to create events like the Wednesday concerts in the park, The Bite, World Beat and many other festivals. Those events are driving people downtown. As a result, businesses are picking up and development is taking shape.

I am constantly watching the development of the Roth and McGilchrist buildings (corner of Liberty and State Streets). This project by Doug Doty and Gayle

# The changing shape of downtown Salem

Caldarazzo-Doty will be a daily stop for many of the people working and living downtown. With Gayle's City Market, a coffee shop, and other businesses filling the bottom floors and nine apartments on the second story, activity will be constant. The result will be a vibrant and active downtown, which will do wonders for Salem.

I am also pleased to see the continued work on the old Boise Cascade property by Mountain West. Once again taking an old eyesore and making it a productive property for business and downtown living. With the reconstruction of the bridge over Pringle Creek on Commercial and the addition of the Minto Brown Bridge, that southwest corner of downtown Salem will soon be an attractive piece of real estate.

Work continues to bring another project to fruition on the old McMahon's property, another multi-use building incorporating business space and residential living space. Interest is also taking form on the Statesman Journal building. With the Statesman

no longer printing the papers in town, they are looking to reduce the size of their facility. What a wonderful spot that building would be for an open downtown marketplace similar to Pike Place in Seattle. On the other edge of downtown, the Union

We still have no shortage of obstacles. The old Delon property will soon be vacant as Chamber member Lithia Motors moves to their new location off the Salem Parkway, and the biggest eyesore - the old First Interstate/Wells Fargo Bank

Our city is a wonderful place to live, work and play, and these additions to downtown will really make a difference.

Gospel Mission continues to take important steps in planning out their capital campaign to relocate the current facility north of downtown. The mission facilities would be housed north on Commercial Street, freeing up more downtown real estate for redevelopment.

Many other projects are beginning to take shape that will keep Salem moving forward. Our city is a wonderful place to live, work and play, and these additions to downtown will really make a difference.

building - is still vacant. It may be time for the building to come down to entice developers with a more shovel ready opportunity. Hopefully with all the excitement and momentum happening downtown, it will spur a continued commitment to new ideas and new development.

I hope you are as excited as I am to embrace the future of downtown. Thank you for the opportunity to serve as your Chamber President this year as we work to support a growing and stronger economy.

Retail - continued from cover

way. In addition, condominium projects which struggled to fill during recessionary years have reached sold out status.

Chamber members at John L. Scott have seen that progress first hand at the Rivers located across from Riverfront Park on Front Street which has now sold all 24 units available.

"We are thrilled with how quickly the Rivers condominium complex sold out after re-listing the balance of the units early this year," said Christine Folz, Broker with John L. Scott. "Salem buyers clearly have a renewed interest in urban living and particularly downtown home ownership. Based on the response we received, and the waiting list we compiled, Salem could benefit from more downtown living options."

Professionals at Coldwell Banker Mountain West agree. The 27 condominium units available at 295 Church Street filled up despite the economic downturn.

"295 Church sold out during one of the worst economies we've seen in years and I think that is due to demand," said Alex Rhoten of Coldwell

Banker. "We now have upper end apartments that were scheduled to be condos at the Meridian which is an incredible opportunity for downtown Salem living options."

At one point, the Meridian represented the main option for downtown area apartment living once restructured from condominium units. But those options are quickly fading away as demand hits the high water mark.

"Eighty-three of our 85 units are currently occupied," said Amy Cramer, Property Manager for the Meridian. "We've been sitting at 98 to 100 percent occupancy over the past few months."

Currently, the Meridian has one two bedroom two bath unit and one three bedroom, two and a half bath unit available. All one bedroom options on site are typically gobbled up the day they are posted on Craig's List which only happens when a current tenant gives 30 day notice.

As we assess apartments available in the core of downtown, the majority are full with few seasonal exceptions. The business shift from condos to apartments has already created a demand noticeable to some including downtown newcomers Doug Doty and Gayle Caldarazzo-Doty who are continuing their major remodeling project

Salem buyers clearly have a renewed interest in urban living and particularly downtown home ownership.

in the heart of downtown Salem through the beginning of Fall.

As reported previously in the Statesman Journal, all five tenant spaces within the newly upgraded building are spoken for and the nine available apartment units filled up within a matter of months with 38 on a waiting list.

Other options for apartment living in the downtown core have also been in high demand including upper floor living in some of downtown Salem's most historic buildings. Elsa Green, owner of the Moore Building which is located at 237 High Street has all eight apartment units currently filled. In addition, owner Roy Carmen has 100 percent occupancy levels across the board for residential units in his buildings. The Metropolitan building (14 units), Bishop building (eight units), and PGE/Yeater building (three units currently) are packed.

"It's pretty hot right now," said Carmen. "I'm 100 percent full on all residential units."

Carmen is planning another five residential spaces in the PGE/Yeater building but plans aren't designed yet. His goal is to move through final construction by the middle of 2015 on the five additional apartments.

The reality of the downtown marketplace has created conditions that are result-

ing in further investments at a scale that some are noting as a game changer.

Case and point - 115 new market rate apartment units which are scheduled to come on line in August of 2015. The former Boise Cascade site owned by Mountain West Investments represents a 'new rooftop' that essentially triples downtown core apartment supply. And that critical mass of people changes things for a variety of marketplace demands.

"Our target opening date is August 11, 2015," said Brian Moore of Mountain West Investments. "We currently have an interest list of about 18 potential tenants. These are individuals who we believe are likely to sign a lease when we can legally begin doing so."

Community leaders see demand for apartments one year in advance without a finished product being attributable to a downtown on the move.

"We know that there are a handful of projects that have already started or will start within the next two years," said Brent DeHart, President-Elect of the Salem Area Chamber of Commerce. "I believe we will continue to see strong momentum for living and commerce in the core area. It's a great time to be making investments in the future of our downtown."

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## 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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Business Voice is printed locally by Select Impressions  
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**Jason Brandt**  
Chief Executive Officer  
Salem Area Chamber of Commerce

# Succession planning is all around you

group meeting at the Salem Chamber, one member pointed out the fact that careers in a way are things of the past given how many jobs we will have on average as Americans. She's right. A recent Forbes article pointed to the latest data from the Bureau of Labor Statistics which states that the average worker stays at his or her job for 4.4 years. The article goes on to say that trends for the youngest of workers in the workforce is expected to be half that.

Ten thousand baby boomers are turning 65 everyday across this great country. And although the impact of the recession may result in prolonged careers in the coming years for these baby boomers, succession planning is a must have for organizations.

The tide is turning and more people are talking about the shift this new emerging marketplace creates in the way we approach business. Historically, we're used to people looking for jobs, not employers looking for workers. That paradigm shift is at our doorstep. The scientific reality is that for every two baby boomers retiring, there are only 1.8 people to replace them.

Whether you have jumped in at this point or not, rest assured that succession planning is going on all around you and that includes innovative ways to attract and keep talent. In a recent focus

- Are those benefits comparable with your industry or are your competitors offering more?
- Does your company encourage or require employees to live in the community in which they work as part of your corporate philosophy?

The Salem area shares a regional marketplace up and down the Willamette Valley. As we have all noticed, our

We, of course, hear members express concern regarding talent drifting away from the Salem area for the bright lights of our neighbors to the north. But remember, with every change comes opportunity to think differently and think smarter.

If you're in business keeping your head down and pounding the pavement, consider the benefits of being proactive with employee retention and engaging employees in community building activities. Focus on the power of place which, I believe, is a valuable tool not used often enough in this marketplace. You would be hard pressed to live and work anywhere in the country where you can so quickly be connected to your community and make a difference for yourself and your family. That is what I appreciate most in the mid-valley. We have everything we need to live fulfilling and rewarding lives while having access to a marketplace where people are accepted and valued for answering the call of leadership.

As we launch another year here at the Chamber, we hope you will answer that call of leadership wherever it may lead you in this community. We need you and look forward to coming alongside you in your journey.

The scientific reality is that for every two baby boomers retiring, there are only 1.8 people to replace them.

If this is our new reality, it begs a few questions.

- Can businesses protect quality with a constant churn of employees?
- What policies do you have in place to appropriately train and equip your next team member?
- What benefits are offered to help entice your employees to be a part of the team long term?

regional marketplace is quite large and encompasses the highly populated Portland Metro area. Those marketplace dynamics create an even more noticeable gap between competitive compensation packages in the Salem area compared to counterparts in Portland. The result is some making relocation decisions created by a combination of baby boomer succession planning and compensation offerings.

Police - continued from cover

Moore said the Council decided to appoint a task force of community members and business leaders together to study whether the Civic Center is the right place to build the new facility, and if so, what other items would be included in the project, such as seismic upgrades to the library or moving council chambers. This will help in finalizing the plan before going to voters.

Ultimately, the time has come for a new police facility.

"I just think that taking care of the people who really need help is what we're all about, and having the facility that provides the structure and the amenities to do that is critically important," says Moore. "It's not about what we want; it's about what this community needs."

For more details on the police facility concepts and needs, go to [cityofsalem.net](http://cityofsalem.net)

**Business Voice correction** - In the July/August issue we stated the Career Technical Education (CTE) Center would be a high school. The CTE Center will not be a separate high school, but will be available to students attending all six area high schools.

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3110 25th St SE, Salem 97302



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3270 Liberty Rd S, Salem 97302

# Members making news

**4Him2Day-Children's Cancer Resource Foundation** held the 5th Annual Play4Day Golf Tournament & Silent Auction at Illahe Hills Country Club on Friday August 22nd. The event benefited local families in treatment for childhood cancer. Since May of 2010, 4Him2day has provided support to 55 local families. 4him2day.com



**Allied Video Productions** is pleased to announce the hiring of two new full time staff members. **Garrett Russell** was a Freelance Producer for us for about one year, and we finally realized we could not do without him. He is an accomplished videographer, documentarian and all around nice guy. **Sara Miller** is our new Administrative Assistant. She comes with lots of great experience and a charming smile to boot. Both Garrett and Sara have moved to Salem from Portland to be closer to our team and we are thrilled to have them on our staff! Alliedvideo.com

**AmeriTitle** is pleased to announce that **Leslie (Thompson) Savage** has joined the team as a marketing representative in the Salem area. She brings many years of experience serving realtor, lender, builder and attorney clients.

"I'm very excited about returning to the title and escrow business. I enjoy the fun and the challenge and above all, building relationships with our clients," says Savage. ameri-title.com



**Bank of the Cascades** continues to expand its home loan team in an effort to strengthen local economies in Oregon and Idaho. With a recent \$2 billion pledge to provide credit to small businesses and individuals over the next three years, the Bank welcomes lending expert **Tammy Fleming** to the Salem team. As the new mortgage loan originator in Salem, Fleming brings more than 15 years of expertise and a deep understanding of the local community to the Bank Team. botc.com

**Boys & Girls Club of Salem**, Marion and Polk Counties and **Bob Cegon of State Farm Insurance** are proud to partner on youth workforce development. After a tour of the Boys & Girls Club through the Salem Chamber's Leadership Salem program, Bob expressed interest in working with the Boys & Girls Club's T3: Training Teens for Tomorrow program. Arturo Quevedo, age 17, has been working at State Farm for two months as he gains real-world skills development and training.

T3 focuses on teen education, prevention and employment opportunities and prepares hard to reach youth with a 21st century skill set. bgc-salem.org

**Budget Blinds of Marion County** has moved! You can find our new office located at 784 N 3rd Ave in Stayton. We are now located in the beautiful, historic "Stayton House". Our office is open Monday-Friday, 8am-4pm (closed daily from noon-1pm). Please call 503-362-5199 for your free in-home consultation.

**Business Connections**, of Salem, has been honored with the exclusive 2014 Award of Excellence for the seventeenth consecutive year. The award is presented annually by the Association of TeleServices International (ATSI), the industry's largest trade association for providers of call center services.

After six months of intensive testing, an independent panel of judges scored call-handling skills such as courtesy, response time, accuracy and overall service to their clients, the four cornerstones of success in the call center and telephone answering service industry. beanswer.com

**Capitol Auto Group (CAG)** is the only dealership in Oregon to have earned the national distinction as one of Automotive News' 100 Best Dealerships To Work For in 2014. The information was published in the July 7 edition of the magazine. CAG also received this honor in 2012 and 2013.

Capitol Auto Group President, Scott Casebeer said, "It is wonderful to receive this honor for a third time." capitolauto.com



**Carlson Veit Architects** is pleased to announce the addition of **Narcissa Bartley**, Associate IIDA, to our team. She received a Bachelors of Science degree in Interior Design from Oregon State University. carlsonveit.com

**Coldwell Banker Mountain West**, the oldest real estate company in Salem, is soon to be the "newest" when they move into their new facility this fall.

Coldwell Banker Mountain West has acquired the building at 235 Union Street NE, Salem and is performing a complete renovation. This 3 level, 12,500 square foot building will be one of the most environmentally friendly buildings in Oregon. Over 6,000 feet of 200 year old plank flooring will be installed, along with 7,000 square feet of 100% wool carpet. The new furniture is from the Restoration Hardware line using reclaimed oak and select hardwoods. Lighting is state of the art low energy, as is the heating and air conditioning. cboregon.com



Collier Law is pleased to announce its recent hire of **Bobbi Johnson** as a senior probate paralegal. Bobbi comes to Collier Law with nearly a decade of legal experience in Oregon and California. Bobbi's strong ties to the local legal community, attention to detail, and vibrant personality will make her an important part of Collier Law's continued success in the Salem community. collier-law.com

Dragonberry Produce of Canby, OR; Diana Fruit Company, Inc., located in Santa Clara, CA; and Kaufman's Home Maintenance, based in Salem, OR have chosen **Creative Company** to redefine

their strategy, guide their marketing program, reach target audiences and manage their brand in all communication channels, both online and offline.

"So many businesses today find they have individual pieces of their marketing done, but they aren't seeing the results they want. Our goal is to tie it all together with a strong strategy that gets response," said Creative Company's president, Jennifer Larsen Morrow. creativeco.com



**Dale's Remodeling** of Salem announced the results of a year-long solar panel energy experiment, which they conducted atop their own S.E. Commercial Street headquarters.

Tracking costs each month, they realized a savings of \$864.91 over 12 months, a 25% reduction from the previous year's energy bills.

After this test, and months of careful consideration and research on its viability, Dale's Remodeling is now offering solar installation to their residential and commercial clients.

Dale's Remodeling was honored by Qualified Remodeler Magazine as a Top 500 Remodeler in the U.S., an honor they've achieved numerous times. Dale's is one of two Mid-Valley Oregon companies to make the list in 2014. Qualified Remodeler Magazine bases its industry list on criteria such as revenue growth, professional association memberships and years in business. dalesremodeling.com

**DeSantis Landscapes** was recently awarded an Overall GOLD Safety Achievement Award from the Professional Landcare Network (PLANET).

The award, part of PLANET's annual Safety Recognition Awards Program, honors those companies with thorough, high-performing safety programs that create and maintain safe work environments in the green industry. It is designed to reward green industry companies that consistently demonstrate their commitment to safety. desantislandscapes.com

**Green Acres Landscape** received their re-certification from EarthWISE on June 10th. Green Acres puts specific practices into place to keep the environment as natural as can be. These are some of the ways that we choose to minimize our impact: We always recycle, from paper products in our office spaces to nursery pots and PVC pipe on our job sites; all of our paper materials are made from a minimum of 30% recycled materials; we encourage our clients to minimize their water usage through irrigation systems; our shop site includes a water swale to manage water run-off and filter pollutants. greenacreslandscapeinc.com



**Golden Rule Remodeling & Design** is hosting a care package drive to send needed supplies to troops overseas. Mission Care Package was launched Thursday, August 14th and is designed to show troops love from home with needed supplies, or fun items that will just help put a smile on their face.

Employees of the local business learned about our troops needs overseas and jumped at the opportunity to work together as a team and show appreciation for their service. To learn how you can help donate items for Mission Care Package visit GoldenRuleRemodeling.com/news or call 503-365-8100.

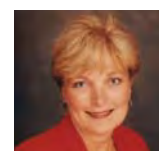
Hampton Hotels, Hilton Worldwide's global brand of mid-priced Hampton Inn and Hampton Inn & Suites hotels, has honored **Hampton Inn and Suites Salem, OR** with the company's Lighthouse Award, designating it as one of the hotel chain's top performing hotels among more than 1,900 Hampton properties.

Hampton Inn and Suites Salem, OR 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. salemisuites.hamptoninn.com



**HomeSmart Realty Group** opened their doors in January of 2014 with 14 agents on board and has seen a rapid growth since the spring and now supports more than 30 agents out of their South Salem location.

Since May the following agents have joined HomeSmart's Team: **Bridget Welborn, Renae Bendix, Dave Lambert, Steve Villmann, Genie Guisinger, James Montgomery, Jeff Starkey, Ryan Steckly and Bob Frazier.** HSmartRealtyGroup.com



**HomeStreet Bank's Salem Home Loan Center** is growing! The office has moved to a new, larger location at 201 Ferry St. SE, Suite 200 and two new mortgage experts have joined the team. Loan Officers **Kay Wiebe** and **Patrick Lesire** bring many years of experience delivering professional and personal mortgage service. homestreet.com

**LCGPENCE CONSTRUCTION** LCG Pence Construction was proud to be part of ONG Hoopla XVI, Oregon's largest and premier 3-on-3 basketball event that took place here in the streets of downtown Salem the first weekend in August. LCG Pence was the official sponsor of the Hoopla Hoop Camp and also sponsored one of the 50 street courts and two teams. The family-friendly event is committed to bettering the community and the money generated through Hoopla is donated to local charities and organizations that focus on youth athletic or activity programs in the Salem-Keizer community. lcgponce.com



# Faces of the Chamber



**Maps Credit Union** welcomes **Shane Saunders** as vice president of development. In his new role, Saunders is overseeing marketing, business and community development, governmental relations, human resources and training. As part of the executive team, he will also be heavily involved in strategic planning at the credit union.

The Maps Community Foundation will award \$2,000 to someone who can envision an innovative solution to the challenges faced by families who need access to childcare.

The contest is open to anyone who has a creative solution to address the issues facing youth who transition out of the foster system in our local community. The deadline to submit a complete project is September 29. [mapscreditunion.com](http://mapscreditunion.com)



The community of Marion & Polk counties led the nation in the CenturyLink Backpack Buddies Feed the Children Food Drive.

The efforts of the local community resulted in

\$449,533 and 330,000 pounds of food being raised for families served by **Marion-Polk Food Share**. This was the largest food drive in the country and resulted in \$268,862 from CenturyLink that will go to meeting the emergency food needs of hungry families and addressing root causes of hunger. [marionpolkfoodshare.org](http://marionpolkfoodshare.org)

**McLaran/Millette Events** is a collaboration between **Diane McLaran** and **Bonnie Millette** – two women speakers who facilitate, motivate, entertain and inspire audiences with real-life stories, steps to success and thoughtful conversations that matter. Events feature Diane and Bonnie's interactive sessions and quality time to connect with other smart, talented women. Powerful workshop opportunities will engage participants and give women the tools to tackle fears, rekindle lost dreams, overcome challenges and move forward in life to inspire 'mazing lives one step at a time. [www.facebook.com/McLaranMilletteEvents](http://www.facebook.com/McLaranMilletteEvents)

**Phoenix RV Park** is pleased to announce it has received a top rating from the Good Sam RV Travel Guide and Campground Directory. For 2015, the facility received a 9/10/10 out of a perfect score of 10/10/10, only because the park does not have a swimming pool.

The Triple Rating System is exclusive to Good Sam and is published in the Trailer Life Directory. Each year the directory sends out 32 couple-teams to visit and evaluate private RV Parks and campgrounds in North America. [PhoenixRVPark.com](http://PhoenixRVPark.com).



Rhoda Berry



Steve McEntarffer



Wendy McWhorter



Karen Morley

Please join us in welcoming the following New Realtors® to the Salem/Keizer branch of **Prudential Real Estate Professionals**.

**Rhonda Berry** was raised in Keizer and has a background in healthcare.

**Steve McEntarffer** was born in Portland, studied computer science at OSU and has been a Network Engineer.

**Wendy McWhorter** was born and raised in Salem, is a Certified Athletic Instructor and volunteers with "Family Building Blocks" and Illahe Country Club.

**Karen Morley** is returning to the real estate business and has had careers in teaching and business management. [prurep.com](http://prurep.com)



**Rich Duncan Construction** is pleased to announce addition of **Pat Sullivan**, Project Superintendent to our team. Pat brings more than thirty five years of construction experience and lead carpenter skills to enhance the services we can provide to our clients.

For the fourth time, Rich Duncan Construction has made the prestigious Inc. magazine list of the 5,000 Fastest-Growing Private Companies in America. Earning a place on the list demonstrates our consistent and remarkable business growth in spite of the difficult economic environment over the past few years. We thank the community for its support and are excited about this recognition. [richduncanconstruction.com](http://richduncanconstruction.com)

Competition was fierce at the **Salem Contractors Exchange** 38th Annual Golf Tournament. Thank you to Skyline Ford, Kaiser Permanente, Salem Golf Club and United Rentals for sponsoring awards. Thank you to our many hole sponsors. A 50/50 raffle raised \$150 for the SCE Scholarship Fund.

Skyline Ford and the Salem Contractors Exchange teamed up for the 6th Annual Fun in the Sun Car Show to benefit Habitat for Humanity. Over 35 cars participated at the Skyline Ford Mission Street Location. Thank you to the many local businesses that donated raffle prizes.

At the Salem Contractors Exchange BBQ, Board members donated to the Silent Auction which brought in over \$1,300 for the SCE Scholarship Fund. [sceonline.org](http://sceonline.org)

The **Salem Hospital Foundation** announced that 103 students in medical or medically related fields will receive a scholarship for the 2014-2015 school year. The Foundation awarded a total of \$191,000 in scholarships to students pursuing degrees in a variety of medical programs.



**Pam Cortez**, clinical operations director at **West Valley Hospital**, presented a \$15,000 check to Service Integration Coordinator Michelle Bornfleth with Polk County Service Integration, which facilitates

collaboration among community partners to provide coordinated resources and information to meet the needs of the citizens in each district. [salemhealth.org](http://salemhealth.org)



Robert Saalfeld



Shannon Raye Martinez



Jennifer Paul

Super Lawyers has recognized three **Saalfeld Griggs** attorneys for their high degree of peer recognition and

professional achievement. They are **Robert Saalfeld, Shannon Raye Martinez and Jennifer Paul**.

Robert Saalfeld, Partner, has received the Super Lawyers designation for the ninth consecutive year in the area of Estate Planning.

Litigation attorneys Shannon Raye Martinez, Partner, and Jennifer Paul, Associate, were recognized as Super Lawyers Rising Stars. Martinez is recognized for the fifth year for her work in Bankruptcy & Creditor/Debtor Rights and Business Litigation. Paul is selected for the first time for her work in Employment Law and Litigation. [sglaw.com](http://sglaw.com)



**Salem-Keizer Transit** has taken another step to reduce our carbon footprint. After a two year test of the product, the maintenance department has begun using Eco Ultra Premium re-refined lube oil in its diesel fleet.

Re-refining oil takes up to 89 percent less energy than refining crude oil. Re-refined oil produces an earth-friendly 65 percent decrease in harmful emissions. "This project is a great example of the sustainable culture of our organization," said general manager Allan Pollock. [cherriots.org](http://cherriots.org)

**Salem Printing & Blueprint** made Quick Printing Magazine's Top 100 List for the 13th year in a row. Quick Printing Magazine ranks The Top 100 Quick printers and small commercial printers in the United States by annual sales volume.

Salem Printing & Blueprint is a 3rd generation family owned company that has served the business community in the Willamette Valley since 1946, and currently operates 5 locations from Corvallis to Lake Oswego. [salemblue.com](http://salemblue.com)



To help their salon and their salon team be the best they can be, **Corey and Sara Marie Brown** of **Salon554** recently engaged the assistance of Michael Cole of the Summit Salon Business Center. The Browns invited other Summit salons, Hair, Body & Sole of Corvallis; Salon Ethos of Newport; and Edward Wadsworth of Portland to join them in the presentation.

"We have to keep learning. We want our employees to succeed, many want to own their own salon one day and with our involvement in Summit, we can help people do that," said Sara Marie Brown. [Salon554.com](http://Salon554.com)

**Studio 3 Architecture** was honored with the Merit Award at the awards dinner of the American Institute of Architectures, Salem Chapter.

The jury selected Studio 3's Helping Hands project for the following attributes: Great low budget development in a gritty urban setting, affordable materials are used creatively, and maintenance is a key design driver, strong building massing and simple yet creative plan organization results in a building that responds strongly to its site and provides great interior space, a building that will serve its owner's mission well, and sets a precedent for design excellence in an established industrial neighborhood. [studio3architecture.com](http://studio3architecture.com)



Four seasoned Sr. Financial Advisors - **Brandon Blair, Barbara Hacke Resch, Richard Lee, and Mike Costa** CFP - have opened their own independent firm, **Summit Wealth Management**, here in Salem. They work with individuals, families and small businesses, creating and maintaining financial independence. They specialize in portfolio management for both growth and/or income to match each individual's financial plan. [summitwm.net](http://summitwm.net)

**Sylvan Learning of Salem** offers study skills tips that parents and their children should put into action now to start the school year off right. A new Study Skills course focused on Organization and Time Management is being offered. In addition, students in grades four through twelve wishing to learn more in-depth strategies are encouraged to check out Sylvan's other Study Skills courses. [Sylvan-Learning.com](http://Sylvan-Learning.com).

**tableFIVE 08** unites the culinary talents of executive chef **Jason Freeburg** and chef de cuisine **Alexander Baccarat** to bring Salem the best in global dining. The team will receive additional support from local celebrity bartender **Rob "Rob the Bartender" Melton**, who will have complete creative control over the bar and lounge. Chef Freeburg takes great pride in tableFIVE 08's commitment to serving fresh, local, healthy food. He states that "our menu will focus on vegetables, fruits and proteins with vegetarian and gluten-free options." [tableFIVE08.com](http://tableFIVE08.com)

For the first time, the **Willamette Heritage Center** has air-conditioning throughout the third floor of the main building (Spinning Room), thanks to a newly installed HVAC system. "The new air conditioning units are a vital addition and create an opportunity for more events to be held in the Spinning Room during the summer months," says Sean O'Hara, director of operations for the Center. The new HVAC system was made possible by a grant from the Russell L. Pratt Trust. [willametteheritage.org](http://willametteheritage.org)



G.F. Oregon, Inc., dba Good Feet  
737 Lancaster Dr NE, Salem 97301



Living Culture Foods LLC DBA Rafns'  
479 Court St NE, Salem 97301



Photo courtesy of Salem Convention Center

Teams show off their costumes for the Great Salem Race, which took place August 16th.



The Fall College and Career Fair is scheduled for November 3, from 6-8pm at Chemeketa Community College.



# Welcome New Members

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

**Breaking Cycles Building Hope LLC**  
breakingcyclesbuildinghope.com

**Cherie Lane, Broker - Gysin Realty Group**  
gysinrealty.com/pages/cherielane.aspx

**Cleansed Janitorial Services LLC**  
971-388-9075

**The Comp-U-Tutor**  
thecompututor.com

**First Commercial Real Estate Services LLC, Jeff D. Miller**  
firstcommercialoregon.com

**Good Feet**  
goodfeet.com

**Ladera Business Solutions Electronic Payments Oregon**  
electronicpaymentsva.com

**The Law Office of Carl Cramer**  
carlcramerlaw.com

**Rafns'**  
rafns.com

**Matt Strauser, Oregon Licensed Broker - HomeStar Brokers**  
strauserhomes.com

**McLaran / Milletto Events**  
503-932-4602

**Patti Milne**  
503-551-5590

**Odyssey Complete Community Behavioral Health**  
odysseycomplete.com

**Oregon Commission for the Blind**  
oregon.gov/blind

**Rant Control Communication Services**  
rantcontrollers.com

**Royer & Assoc.**  
royerlegal.com

**Salem-Keizer Sentinel**  
salem-keizersentinel.com

**Siamak's Car Company LLC**  
siamaks.com

**Stacey Griffin Photography**  
staceygriffinphotography.com

**tableFIVE08**  
tablefive08.com

**United States Army Recruiting Salem**  
503-362-7540

**Waddell & Reed Inc., Cynthia A Paden**  
wradvisors.com

**Wix Insurance**  
wixagency.com

**Yusen Logistics (Americas) Inc.**  
us.yusen-logistics.com

## Earn rewards when you recommend the Chamber!\*

Three 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)

For a complete list of members, go to [SalemChamber.org](http://SalemChamber.org) and click on Business Directory.



Snap this QR Code to download the Chamber app or go to [local.salemchamber.org/mobile](http://local.salemchamber.org/mobile)

6 Foot 8, LLC	2011
ABC Window Cleaners & Building Maintenance	1995
Allied Video Productions	1985
Americold Logistics	1957
AmeriTitle	1983
Ascension Accounting, Inc.	2013
Associated Oregon Industries	1982
Astley Consulting Group, Inc.	2008
Aunt Bee's House	2011
Chuck Austin	1967
Bain Wealth Management Group	1996
Baja Fresh	2013
Better Business Bureau	1989
Brick Productions LLC	2011
Bridgeway Recovery Services Inc.	2009
Butterfield Color, Inc.	2013
Capital City Appliance	1997
Capital Financial Planners, LLC	2010
Capital Press / EO Media Group	2006
Carl's Jr.	1992
Cascade Collections Inc.	1995
Celtic Protective Services LLC	2013
Cherry City Metals	2007
Chinook Winds Casino Resort	2003
Clean Energy Comfort, Inc.	2012
Coelho Winery, Inc.	2010
Coldwell Banker Commercial Mountain West Real Estate	1998
Collier Law	2008
Comcast Cable Communications, Inc.	1977
Creative Company	2000
Crystal Image Photography	2000
D & O Garbage Service, Inc.	2007
Dan Hawk Hypnosis	2013
David Evans and Associates, Inc.	1998
Natalie Dunn	2012
Eastern Oregon University @ Chemeketa Community College	2010
Environmental Testing & Training NorthWest	2013
FASTSIGNS	1997
First American Title Insurance Company	1971
First Call Home Health Agency	2004
Flight Deck Restaurant & Lounge	2005

Fred J. Gabriel, P.C.	1992
GISI Marketing Group	1998
Green Thumb Flower Box Florist	1965
Gregory Dean Photography	2013
The Half Penny Bar and Grill	2012
Hancock Real Estate	2005
Hicks Technology Services, Inc.	2004
Historic Deepwood Estate	2006
Home Builders Association of Marion & Polk Counties	1992
Howard Street Charter School	2013
Illahe Hills Country Club	1997
The Inspire Foundation	2013
Investors Brokerage, Inc.	1980
K & E Excavating Inc.	2007
Karen Frascione Insurance	2001
Keizer Chamber of Commerce & Visitor Center	2012
Keizertimes	2013
Krav Maga Oregon: Salem	2013
Lancaster Mall	1975
Landmark Pacific Inc.	2007
La Z Boy Furniture Galleries	2001
The Legacy Group, Ltd.	1983
Lenity Architecture	2013
Liberty Systems	2004
Lithia Auto Group / Honda of Salem	2013
Mackey Porth & Unrein	1979
Marco Polo Global Restaurant	2012
Marion County Department of Public Works	2001
Martin Bros. Inc.	2009
Martinis & Hill	1986
Matt's Entertainment	2005
McNall Construction	1991
Mega Foods	1988
Mid Valley Garbage & Recycling Association	1989
Modern Building Systems, Inc.	1996
Larry Moore	1946
NEDCO	2010
Nopp's Jewelry & Art, Star Exchange Loan	1999
Norma's Pottery	2003
OnlineVideo123	2006
Oregon Cherry Growers, Inc.	2008

Oregon Entrepreneurs Network	2012
Oregon Housing and Associated Services Inc	2003
Oregon Restaurant and Lodging Association	2001
OrgMakr Marketing	2012
Orupa	2011
Dean H. Otto	1992
Packaging Corporation of America - Formerly Boise Packaging & Newsprint	1968
PageWorks Graphic Design	2000
Pearly Whites Family Dentistry	2013
Performance Health Technology	2005
Phoenix Inn Suites South	1990
PhotoVision	1992
Drs. Bud & Selma Pierce	2007
Pikes Northwest, LLC	2000
Power Fleet & Commercial Sales	2012
Print Specialties, LLC	2005
Professional Accounting and Consulting Services	2013
Prudential Real Estate Professionals, Laura Dorn	2001
Quality Plus Auto Repair & Mufflers, LLC	2012
Quality Suites & Conference Center	1998
Regence BlueCross BlueShield of Oregon	2013
Rich Duncan Construction, Inc.	2003
Rise Employment Services	2013
Rotary Club of Salem	1987
Rushing Real Estate Inc.	2001
Salem Association of Realtors	2002
Salem Business Journal	2005
Salem Campground & RVs	1975
Salem Contractors Exchange	2010
Salem First Baptist Church	2007
Salem Keizer Education Association	1978
Salem Keizer Education Foundation	2005
Salem Keizer Volcanoes	1996
Salem Leadership Foundation	1999
Salem Music Discovery Center	2009
Salem SCORE Chapter 460	1996
Salem Scottish Rite Center	2006
Salem Senate Aires Men's Chorus	1994
SALON 554	2005
SANYO Solar of Oregon LLC	2010

# Thank You

Special thanks to all our renewing members from June - August

Richard A. Seideman	1997
Selectemp Employment Services	1993
Senior Helpers	2009
ServiceMaster of Salem	2010
Shaklee Products — Patti Woods, Independent Distributor	2001
SMI Commercial Real Estate, LLC, Lorene F. McMurrin, Licensed Broker	2013
SpaceKraft, An International Paper Business	2000
Spirit Mountain Casino	2000
Strategic Economic Development Corp. (SEDCOR)	1983
Stutzman's Auto Services	2008
The Summit Group of Oregon, LLC	2004
Sylvan Learning Center	2011
Talecris Plasma Resources	2008
Tan Republic Franchise Company	2011
Tico's Coffee Roasting Co.	2003
Tomson Burnham LLC, John Kirk	2013
Tomson Burnham, LLC	2010
Total Comfort Weatherization, Ltd.	2011
Total Merchant Services of Oregon	2003
Trademark Enterprises, LLC	2008
Travel Salem	1989
Tross Consulting, Inc.	1997
Turner Construction	2007
Tyler Woods Appraisal Services	2001
United Methodist Retirement Center	2012
WebLink International, Inc.	2010
West Salem Business Association	2011
Western Oregon University	1981
Weyerhaeuser Company	1976
Wildwood, Inc.	1981
Willamette Valley Vineyards	1990
Charlotte Williams	2011
Williamson Legacy Real Estate, LLC	2010
WVP Health Authority	2006



# Foundation strong, poised for growth in second year

After just one year, The Inspire Foundation is making great strides in their efforts related to education, leadership and workforce development. Through programs like the Salem Area Young Professionals, Leadership Youth and Leadership Salem, The Inspire Foundation continues to grow its capacity for developing the Salem community's future leaders.

"We are so excited with the accomplishments we've had in our first year," says Kathy Moore, CEO of The Inspire Foundation.

Several programs also underwent changes this year. The Salem Area Young Professionals was re-branded and changed to a membership model. They will also be launching the Leadership Development Series this fall, thanks to the generous sponsorship of the United Way of the Mid-Willamette Valley.

As part of their mentoring efforts, the Leadership Salem and Leadership Youth classes were paired up last spring to participate in Lemonade Day, a national program that teaches kids about business.

Already, there has been significant interest in the College and Career Fairs that take place in the fall and spring. Each saw over 500 students and parents learn more about the opportunities available.

Financial support has strengthened the foundation. Between contributions and grants, the foundation received \$18,000, including an \$8,000 grant from U.S. Bank. These funds will go to supporting and expanding current programs.



Leadership Youth closes out their first year with group activities focusing on team building and communications.

"As we continue to build financial support, we will be able to invest more into the events and programs that have a direct impact on those who will shape the future of our community," says Moore. "We are excited about what the future holds."

The Inspire Foundation is a 501(c)3 and is the charitable arm of the Salem Area Chamber of Commerce. For more information on the foundation or its programs, contact Kathy Moore, [kathy@salemchamber.org](mailto:kathy@salemchamber.org).

## Leadership Salem project gives building a boost

Thanks to the Leadership Salem Class of 2014, the Belmont House, occupied by Northwest Human Services, Inc., got a much needed face-lift. The class painted the building as part of their community service project, which closed out their Leadership Salem experience.

"It's great to see everyone willing to push up their sleeves and put their new leadership skills into action by giving back to the community," says Kathy Moore, CEO of the Inspire Foundation and the Salem Chamber's Director of Leadership and Workforce Development.

This year, classmates Chad Elliott, Rich Duncan Construction; Dan Wellart, White Oak Construction; and Luis Garcia, Dalke Construction stepped up by donating labor, equipment and materials for this project.

"We are so grateful for everyone's help with this project and wish them the best on the next step of their leadership journey," says Moore.

Photos, clockwise from top left: Paint is scraped from the Belmont House in preparation for the project; Leadership Salem participants spent the day painting, giving the Belmont House a new look; Chad Elliott of Rich Duncan Construction, Dan Wellart of White Oak Construction, and Luis Garcia of Dalke Construction, donated labor, equipment and materials for this project; Leadership Salem Class of 2014 with their finished project.



### Board of Directors

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Salem Area Chamber of Commerce

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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)

**m. McLaran Classic Golf Tournament**  
2nd annual McLaran Classic  
September 22

**College & Career Fair**  
Fall College and Career Fair  
November 3

**FORUM SEASON TICKETS**  
Season tickets now available  
[salemchamber.org/forum](http://salemchamber.org/forum)



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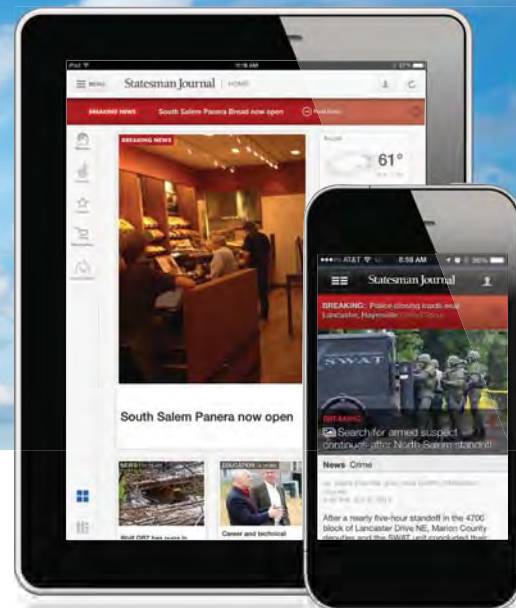
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