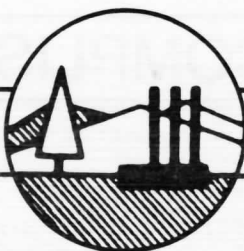


ANNUAL



REPORT

SPRINGFIELD CHAMBER OF COMMERCE JANUARY 1986

DONNA FUESS — Past President

1985 saw a great many accomplishments. We continued to emphasize economic development through the Chamber's association with the Eugene/Springfield Metropolitan Partnership. Although great strides have been made along this line, a great deal remains to be accomplished in the areas of diversification and support for the growth and stability of local businesses.

During the past year, the standing committees of the Chamber have continued their dedication to the accomplishment of the goals that were set forth in January, 1985.

In 1985 we had the largest fund-raiser the Chamber has ever known in the form of the joint Eugene/Springfield Chamber Auction.

The Eugene-Springfield Leadership program was created and is in full swing, thanks to the efforts of a great many people who unselfishly gave hours and hours of their time.

The Chamber was further fortunate to have the opportunity to support the Marine Band Concert, and my thanks go to the folks who made this a reality, thereby permitting funds to be made available to the Springfield Arts.

The remainder of the committees worked equally as hard. The Education Committee had the first ever "Take a Teacher to Lunch" function. The Taxation committee studied the Metropolitan Waste Water Management Commission's budget and made influential recommendations by way of a position paper presented to the MWMC management. They also studied and made recommendations on the SUB budget.

1985 being the year of the legislature, our Governmental Affairs committee studied numerous legislative items and were influential in helping keep them under control.

The Special Events committee is to be congratulated for providing enjoyable events like the Christmas Parade, Business After Hours, Oktoberfest, The Chamber Golf Classic, Boss/Secretary Luncheon and the Annual Banquet. And the Greeters had a successful year, hosting the State Greeter's Convention and succeeded in bringing members from all over the state to Springfield and showing them a great time.

1985 was the year of Springfield's Centennial. My thanks cannot adequately be expressed to the Springfield Centennial Commission for their efforts in making it a great year.

I want to further congratulate the work of the membership that made the Transportation, Orientation, and Retention Committee's activities successful.

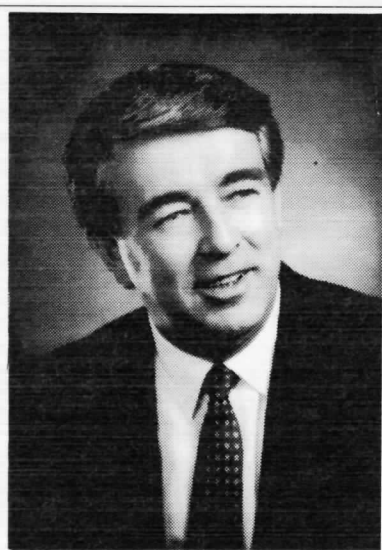
During the past year, it's been a great pleasure to work with an outstanding membership, Board of Directors, and Executive Committee. Of course, everyone knows that without the capable leadership of the Chamber staff, Bob Smith, Betty Balch, and Lynette Osborne, this organization simply could not function and be a viable entity in this community.

As we go into 1986 under the skilled leadership of Jim Piercey, I know the Chamber will continue to be a strong force representing the business community in our city.

It's been an honor and a rewarding experience serving as your President over the past year.



JIM PIERCEY — President



Early predictions that the entire 1986 calendar will be full with economic, developmental, political and Vancouver Expo 86 creates an active annual chamber agenda.

My role, as our chamber president, will be to dedicate my best abilities and efforts to provide as effective and efficient leadership as possible.

Our chamber has profited from a tradition of dynamic and futuristic leadership. Donna Fuess projected these qualities in her presidency of 1985. Working with her has been an enjoyable and rewarding experience.

My personal goal for 1986 is to increase the involvement from chamber members and to increase community awareness of chamber activities. We

are faced in the private sector with unique opportunities to improve our economic position. Together, as a chamber membership, we can create positive influences to bring about beneficial solutions. We must realize that if we are not a "major player" in determining our economic destiny, we're then no better than the cause of the problem.

1986 brings with it a new board of directors complimented with new ideas, skills and enthusiasm. Their backgrounds of successful business experience and a solid tradition of willingness to provide community service promises for an exciting year. Combining this with a dedicated, competent and professional staff creates a positive and productive team effort for this year.

I expect each board member to carry out a full agenda of activities. Each will be directly pointed toward providing Springfield with improved economic conditions. Our efforts to help existing businesses along with the recruitment of complimentary firms will be our number one priority. Our membership and activities in the Eugene/Springfield Metropolitan Partnership will continue with cooperative and supportive alliance. We will work even closer and cooperate more meaningfully with the City of Springfield to bring about economic and industrial improvement and development.

My personal goal of increased involvement will provide you with an opportunity to monitor and input your opinions to our various committees.

Your opinions will be solicited in creating chamber positions. Your interests and concerns on taxation, transportation, economics and our other chamber functions are needed. Your chamber membership is no better than what we are able to do for you. I encourage each of you to:

- Give active support for acquisition of acceptable new business and industry, development of new jobs and assistance in expanding existing business and industry.
- Give active support in projects to improve streets, highways, rail and airport facilities that benefit our business and industry.
- Give active support in the promotion of tourism, especially during the Vancouver Expo.
- Give active support and promotion for the increasing retail and wholesale area firms.
- Give active support to our chamber by acting as a legislative "watchdog" at the federal, state and local levels in the interests of the business community.
- Give active support in maintaining our chamber office as the "information center" of our chamber area.

I, along with a fine board and a super staff, look forward to having a good and rewarding year. With your involvement and guidance, we can make it a "GREAT YEAR."

COMMITTEE ACCOMPLISHMENTS—1985

ECONOMIC DEVELOPMENT

Worked closely with the Eugene/Springfield Metropolitan Partnership in marketing the area for new business and industry.
Attended trade shows to attract new firms.
Continued to seek sources of venture and seed capital for new and existing business.
Offered assistance to local business in improved management and financing.
Worked with LCC's Business Assistance Center in offering assistance to local firms.
Supported improvements to Springfield's major industrial sites.
Coordinated activities with the Oregon Department of Economic Development, Private Industry Council and other economic development groups.
Supported legislation to improve and expand services for economic development in Oregon.
Continued to communicate with groups and organizations as to economic development programs being carried on.
Met with officials of local firms to obtain suggestions for improved business climate.
Supported the University of Oregon proposed science park.
Worked closely with the Eugene/Springfield Convention and Visitors Bureau to attract conventions and tourists to the area.

GOVERNMENTAL AFFAIRS

Supported a revision of Oregon tax laws to foster attraction and expansion of new and existing business.
Continued support for a state sales tax and property tax relief.
Requested improved and modified state land use laws.
Active support for a gypsy moth spraying program to provide complete eradication of the infestation.
Opposed proposed federal tax reform legislation that would negatively impact our wood products industry.
Maintained contact with local legislators during the session of the Oregon legislature.
Worked closely with Associated Oregon Industries and other business groups concerning legislation.
Continued to support legislation favorable to business and opposed legislation of an unfavorable nature.

Actively sought to get more members involved in legislative and governmental affairs.
Initiated a study of a proposed tort reform act involving liability and malpractice insurance notes and premiums.

TRANSPORTATION

Continued support for state, county and city improvement projects at I-105 and 42nd Street interchange, Mohawk Road, Mohawk and I-105 interchange, Highbanks Road — Main and South A Streets, safety lighting, landscaping, Thurston Road and 57th Street connector, 5th Street and signalization and sidewalks.
Supported additional Springfield projects from the state and county.
Continued support for 30-30, 28th Street and 31st Street connectors.
Requested improved Springfield signing on and off I-5 and on various city and county streets and roads.
Testified concerning Springfield projects in the metropolitan Trans Plan update.
Supported McKenzie Highway Association's request for improvements on McKenzie Highway.
Requested improved and expanded air service.

EDUCATION

Sponsored the New Teacher Welcome Luncheon.
Supported the Junior Achievement program.
Met with school district officials to develop joint business-education programs of mutual benefit and concern.
Supported AOI Oregon Business Week program for high school students and teachers to study the private enterprise system.

SPRINGFIELD TRADE ASSOCIATION

Coordinated the city-wide Crazy Daze sales promotion.
Sponsored the Retailer of the Year award.
Provided assistance to retailers to improve sales and management techniques.

TAXATION

Reviewed the City of Springfield and Metropolitan Waste Water Management Commission budgets and made recommendations for economy and reorganization.
Initiated planning for budget review of various governmental agencies during 1986.

GREETERS

Welcomed new firms and officials to the community.
Hosted the Greeters State Convention.
Acted as official hosts for the Chamber at various community events.

SPECIAL EVENTS

Special committees were responsible for the Annual Meeting, Joint Chambers' Auction, Boss/Secretary Luncheon, Joint Chambers' Golf Classic, Oktoberfest, Marine Band Concert, Business After Hours and Christmas Parade.

MEMBERSHIP

Increased Chamber investments by seventy-three members.

ORIENTATION

Conducted regular orientation meetings for new and existing members.

RETENTION

Maintained personal contact with members to maintain their investment.

LEADERSHIP EUGENE-SPRINGFIELD

Designed to identify, encourage and groom potential community leaders.

RETIRING BOARD MEMBERS

JANICE EBERLY
Burger King
1981-1985

GAIL NORRIS
Adventure In Travel
1983-1985

JOHN BYRNE
C & B Furniture & Appliance, Inc.
1985

JANIE THOMAS
Paddock & Bauer Nursery
1980-1985

BILL BYRNE
Tromp & McKinley
1983-1985

NEW MEMBERS

Professional Medical Sales
 Cascade Animal Hospital
 Allstate Insurance
 Drs. Ahlen, Hoskins & Moss
 Precision Auto Parts
 Farmer's Insurance (Steve Henderson)
 Valley West Escrow
 T.J. Maxwell's
 Dr. Russell D. Peltzer
 CBI/Credit Northwest Corp.
 Rhyne Graphic Communications
 William D. Bain
 Romero/Cabrera Sign Co.
 Lile Moving & Storage
 Office Systems Group
 Mohawk Texaco
 Sizzler Steak House
 A-1 Employment Service/ABLE Temporary
 Copy Rite Print Shop
 Contel of the Northwest
 Centennial Flower Gallerie
 Oregon Fence Co.
 Hi Tech Steel & Boiler, Inc.
 Lonnie Dunn, CPA
 House of Insurance

Harlow Realty, Inc.
 Dr. Christopher Hiatt
 Energy III
 Gateway Floral Boutique
 Carver Electric & Supply
 Coldwell Banker/Curtis Irving Realty
 The RV Store
 Looking Glass
 Men's Formal Wear
 Uncommon Carriers
 Franklin Insurance Agency, Inc.
 OK Body Shop
 Dr. Richard Randle
 Houston Vineyards
 Yolanda Thriftway
 Byte Shops Northwest, Inc.
 AT&T Information Systems
 Abundant Real Estate
 Sunny Service Stations
 Christopher Miller
 Vandeburg Nursery
 Vaughan & Pierce Painting Contractors
 March of Dimes
 Loper Motors
 Saslow Dental Supply

Slattery Construction
 Grocery Carts, Inc.
 Oregon Meter Repair
 American Airlines
 B.J. Rogers Real Estate
 Dr. Richard Gorman
 Good Ole Boy's Roofing
 Liquidation Outlet
 Oregon Motor Association
 Charlie Simmons Enterprises
 Precision Graphics
 Bob's Big Boy Restaurant
 Fortunate Life Center
 Springfield Education Association
 Taco Time/Hopkins
 Snelling & Snelling — Gallagher Agency
 Winton & Associates
 Dr. Mel Bryson, Jr.
 Gary Walker
 Foster Power Saw Co.
 E-Z Find Yellow Pages Co.
 McClory Development Co.
 Mike Moffitt Insurance & Financial Services

RETIRING COMMITTEE LEADERS

ECONOMIC DEVELOPMENT

Jim Piercy
Lane Community College

TAXATION

Ed Ramsay
Ramsay & Associates

EDUCATION

Peggy Pickering
Springfield Stationery

SPRINGFIELD TRADE ASSOCIATION

Shirley Buckner
KZEL Radio

GREETERS

Lynn Cisney
Taco Time

MEMBERSHIP

Judy Meredith
IDS/American Express

ORIENTATION

John L. Thomas
*J.L. Thomas Insurance &
 Gary Parrish
 Centennial Bank*

BOSS/SECRETARY LUNCHEON

Becky Campbell
Pacific First Federal Savings Bank

OKTOBERFEST

Mary Smith

SPRINGFIELD ECONOMIC TRENDS — 1985

	1985	1984
Population	49,690	39,965
Assessed Valuation (City)	\$963,036,557	\$996,424,619
Assessed Valuation (School Dist.)	\$1,299,768,873	\$1,348,272,850
Assessed Valuation (Park Dist.)	\$1,083,755,304	\$1,116,546,893
Building Permits (no.)	616	679
Building Permits (value)	\$7,651,184	\$5,787,811
Telephones (customers)	23,897	23,879
Postal Receipts (Oct. 30)	\$1,977,570	\$1,845,335
School Enrollment (Sept. 30)	9,040	9,095
Electric Meters	20,818	21,347
Water Meters	15,303	15,737
Gas Meters	1,843	1,764
Hospital Admissions (Sept. 30)	4,736	4,986
*Retail Sales	(1984) \$238,733,000	(1983) \$235,543,000
Local Tax Rate	29.92	28.35
Bank Deposits (Nov. 30)	\$173,377,138	(Dec. 31) \$144,109,166
Bank Loans (Nov. 30)	\$82,122,506	(Dec. 31) \$57,671,980
*Latest Figures Available		

CONSOLIDATED FINANCIAL STATEMENT

	JANUARY 1, THROUGH DECEMBER 31, 1985	
	1984	1985
INCOME:		
Membership Dues	\$ 82,429.92	\$ 86,832.44
Interest	1,511.51	1,560.64
Christmas Activities	630.00	795.00
Convention & Tourist	5,000.00	5,000.00
Publications	555.00	1,028.00
Directory		1,939.21
Maps	860.74	595.25
Annual Meeting	1,924.00	2,346.00
Oktoberfest	6,417.11	5,517.45
Boss/Sec Luncheon	1,242.00	1,304.00
Business After Hours	1,769.00	1,816.95
Auction		8,442.72
Retreat		801.83
Special Events	159.28	1,103.32
Miscellaneous Income	2,331.68	73.48
Refunds & Transfers	1,950.69	1,386.98
Transfer From Savings	4,000.00	7,950.00
Total Income	<u>\$110,780.93</u>	<u>\$128,493.27</u>
EXPENSES		
Salaries	\$ 54,680.95	\$ 56,214.66
Fringe Benefits	5,740.64	5,832.14
Quarters	8,162.48	8,102.53
Operations	22,914.81	31,847.75
Maps		1,816.83
Committees/Task Forces	7,940.66	6,334.14
Special Activity	10,821.16	13,139.74
Contingency	441.14	280.49
Transfer To Savings		3,442.94
Total Expense	<u>\$110,821.16</u>	<u>\$127,010.29</u>

GOALS AND OBJECTIVES — 1986

- Support Eugene/Springfield Metropolitan Partnership economic development and marketing programs.
- Assist local business and firms with management and financial planning and development.
- Publicize contributions made by business and industry to the area.
- Attract new retail, service and commercial firms.
- Market existing industrial sites.
- Support legislation of importance to business.
- Maintain close liaison with elected officials and staff.
- Involvement of more members in government related activities.
- Make recommendations concerning budgets and tax matters.
- Support needed street, highway and related projects.
- Promote educational and student programs and projects.
- Support Springfield Greeters programs and projects.
- Support retail marketing and promotional programs.
- Promote more involvement of members in Chamber special events.
- Plan and stage the joint Chambers' auction.
- Sponsor the Springfield Christmas Parade.
- Support the Eugene/Springfield Convention and Visitors Bureau.
- Obtain one hundred new members.
- Expand orientation program for new and existing members.
- Maintain program for retention of existing members.
- Improve communications with the membership.
- Inform the public concerning Chamber programs and projects.
- Cooperate with other community and business organizations.
- Jointly sponsor the Eugene/Springfield Leadership program.
- Increased involvement in land use and zoning matters.

OFFICERS & DIRECTORS — 1986

Officers

JIM PIERCEY

Lane Community College

President

BRUCE HALL

Pacific Northwest Bell

President Elect

PETE PIFER

McDonald's

Vice-President

DOROTHY SIMONS

U.S. National Bank of Oregon

Treasurer

DONNA J. FUESS

Pacific First Federal Savings Bank

Past President

Directors

DR. GERALD HARPER

Oral & Maxillo — Facial Surgeons, PC

JOHN HIRE

Sani-Pac

STEVE CORNACCHIA

Attorney At Law

ED BERGERON

Lane Transit District

SAM PACE

*Harms, Harold, Leahy & Pace,
Attorneys At Law*

DEL MATHESON

Best Little Prighthouse In Town

ED RAMSAY

Ramsay & Associates

JOHN McLAUGHLIN

Wood Products Credit Union

COMMITTEE LEADERS — 1986

ECONOMIC DEVELOPMENT

Lee Beyer, Business Assistance Team

GOVERNMENTAL AFFAIRS

Jim Larson, Wood Products Credit Union

TAXATION

Eric Harden, Centennial Bank

LAND USE PLANNING

Steve Cornacchia, Attorney At Law

TRANSPORTATION

Ray Walter, Ray Walter Engineering

EDUCATION

Dave Corwin, Koford-Chapman-Vern Meyer Insurance

GREETERS

Bill Johnstone, KPNW Radio

PUBLICITY

John Hire, Sani-Pac

MEMBERSHIP

Robert Naslund, Attorney At Law

RETENTION

Dorothy Simons, U.S. National Bank of Oregon

ORIENTATION

Ed Ramsay, Ramsay & Associates

LEADERSHIP EUGENE/SPRINGFIELD

Phyllis Loobey, Lane Transit District

PAST PRESIDENTS COUNCIL

Donna Fuess, Pacific First Federal Savings Bank

SPECIAL EVENTS

Julie Stehn, Red Lion Motor Inn

JOINT CHAMBERS' AUCTION

Gary Buell, Buell Chapel

BOSS/SECRETARY LUNCHEON

Sheila Christensen, Lane Community College

BUSINESS AFTER HOURS

Julie Stehn, Red Lion Motor Inn

CHRISTMAS PARADE

Lynn Root-Ferguson, Citizen's Valley Bank

JOINT CHAMBERS' GOLF CLASSIC

Ron Peery, Centennial Bank

CRAZY DAZE RETAIL PROMOTION

Shirley Buckner, KZEL Radio

FALL FESTIVAL

Shirley Collingwood, Wood Products Credit Union



CHAMBER OF COMMERCE
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Springfield, Oregon 97477

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