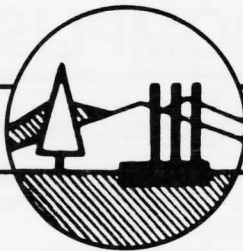


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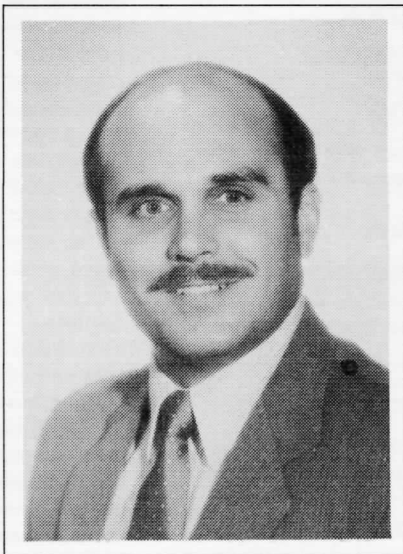
ANNUAL



REPORT •

SPRINGFIELD CHAMBER OF COMMERCE JANUARY 1988

BRUCE HALL — Past President



At the beginning of 1987, we expected that this would be a very challenging year, and we certainly weren't disappointed. As we began the year I said that I wanted to see us focus on the three "C's" during the year — Communication, Cooperation, Coordination. Through the work of our board members, committees, and staff, I feel that we have been successful in achieving these goals.

The first "C" — Communication — was a particular challenge this year. With the Legislature in session and many new elected officials, our Governmental Affairs Committee was very busy in representing the interest of local businesses. They developed policy statements and position papers that were presented to our elected officials and to appropriate committees so they knew where we stood on various issues.

The Greeters worked hard again this year in serving as representatives of the Chamber, and in communicating the friendliness, warmth, and true "Spirit of Springfield". The Transportation Committee also met regularly to insure that our interests and concerns were communicated to city, county, and state officials regarding the various public projects that are planned for our area.

The second "C" — Cooperation — was evidenced by the work of our Economic Development Committee. The Committee was extremely busy this past year in supporting local businesses, and in working to make our area attractive for new development. Since the Chamber can't do it on its own, the Committee also maintained a close working relationship with the other organizations that are our "partners" in these efforts. We continued to strengthen our relationship with the City of Springfield, the Eugene/Springfield Metropolitan Partnership, the Southern Willamette Private Industry Council, and the Eugene/Springfield Convention and Visitor's Bureau during this past year.

Our Education Committee has also been working to build on the excellent relationship that has developed between the Chamber and the School District. This is a growing partnership that will benefit both our local students and businesses.

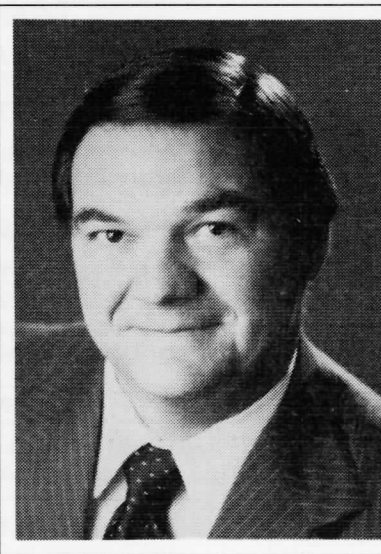
The third "C" — Coordination — was probably most evident in the various community events that were coordinated by the Chamber's Special Events Committee this past year. 1987 began with our Annual Meeting and ended with a very successful 34th Annual Christmas Parade. In between there were numerous other community functions that included the Joint Chamber Auction with the Eugene Chamber, the Boss-Secretary Luncheon, the New Teacher Welcoming Luncheon, Business After Hours, Crazy Daze, and the Annual Golf Tournament.

In my President's Remarks at the beginning of this year I said that our success in 1987 would in a large part be the result of efforts by our committees, and that has certainly proved to be true. I would like to especially thank this year's committee chairs and Board of Directors for their support and for the many hours that they spent working on behalf of Springfield and our members.

A special thank you also goes to our excellent staff — Bob Smith, Betty Balch, and Donna Williams — for without you and your support, our reputation as one of the best Chamber's in the state wouldn't be possible.

1987 has been an exciting and rewarding experience, and I thank you for the opportunity to have served as your President.

PETE PIFER — President



The year 1988 offers fresh promise for our community. A year which sees Springfield beginning to benefit from an Oregon recovery, which is being enhanced by a commitment from our local leadership, making it possible to say "Springfield Is Open For Business."

The Chamber of Commerce is a collection of partners dedicated to the ideal of a better and healthier community through personal involvement. Few Chambers have had the number of quality business people involved in so many different activities as ours.

We enjoy the momentum of past Chamber leadership and appreciate the work of all the partners who have worked so hard on our behalf on committees and special assignments. We look forward to the new year with our twelve standing committees as they move forward into the new year's challenge. Our Governmental Affairs Committee will have an off year to enjoy in regards to the state legislature not being in session, however, the congress is presenting perhaps some of the biggest challenges to the business community that it has faced in recent years. This will be another year of intense activity on behalf of our over 500 partners.

The Economic Development Committee work grows with each passing year and requires involvement by all partners to address the challenges and opportunities ahead if we are to achieve stability for our community's economic health. We are the partnership which best understands this challenge, and are best equipped to provide leadership towards the possibilities that lie in front of us, and to make them happen.

Space is not available to give credit due to those who lead all of the Chamber assignments, or to list all of the work which needs to be done but I thank you all for the commitment each of you has made. If you are not involved, I ask you to become involved. Perhaps our joint Chamber Auction which we share with our Chamber partners from Eugene, would be of interest. This is a very well attended event handled through our special event committee and benefits economic development efforts within our communities.

Each of our committees presents opportunities for specialized involvement which may be of interest. If we are not involved in something which you think could be of value to the Chamber, bring it to the attention of someone on the Board. We have begun some very good efforts in the past few years, such as the Joint Chamber Auction, Leadership Eugene-Springfield and the Business Visitation Program. We are involved in these activities because some of our partners stepped forward and said "I think I have an idea that could be beneficial", then helped provide the leadership to make it happen.

One more thing I would like to remind all of the partners of as we move into 1988 — none of us is as good as all of us. We may not all agree on everything the Chamber does on our behalf, but because we can have the confidence in our collective knowledge of the circumstances as well as the possibilities and probability of results, I hope we can look beyond our own situation towards the good of the partnership as a whole.

Thank you for entrusting this leadership role to me. I look forward to the challenges, and the involvement with my partners. I also look forward to an exciting and fun year. Let's take time to celebrate the partnerships in 1988.

COMMITTEE ACCOMPLISHMENTS—1987

ECONOMIC DEVELOPMENT

- Continued the Business Visitation Program to assist local business and industrial firms and identify problems, concerns and opportunities.
- Visited the Sunset Corridor Area to view and obtain information concerning industrial sites and economic development policies.
- Established a task force to explore the possibility of establishing a community development corporation.
- Cooperated with Lane Community College's Business Assistance Center in providing assistance to local firms.
- Actively supported and participated in the Eugene/Springfield Metropolitan Partnership's program of recruiting new business and industry to the area.
- Supported the University of Oregon's proposed Riverfront Research Park as the foundation of Lane County's regional economic development strategy.
- Continued to seek sources for venture and seed capital.
- Provided input into the development of the City of Springfield's economic development plan.
- Supported Dow Corning's request for lower power rate from B.P.A. to maintain plant operation.
- Maintained liaison with Oregon Department of Economic Development, Southern Willamette Private Industry Council, Business Assistance Team, Business Assistance Networking Group, Southern Willamette Research Corridor and other economic development groups.
- Provided input in proposed economic development legislation in the 1987 Oregon Legislature.
- Maintained a close working relationship with the Eugene/Springfield Convention and Visitors Bureau to attract conventions, group meetings and tourists to the area.
- Made recommendations to improve the community's business climate and image for new and existing business.

GREETERS

- Welcomed new firms and officials to the community.
- Acted as official hosts at various community events and grand openings.
- Sponsored the Employee of the Month Program.
- Promoted Springfield at various community events and celebrations with their McKenzie River Driftboat float.

SPECIAL EVENTS

- Planned and conducted the Annual Meeting, Joint Chambers' Auction, Boss/Secretary Luncheon, Business After Hours, Joint Chambers' Golf Classic, Christmas Parade and Crazy Daze.

LEADERSHIP EUGENE-SPRINGFIELD

- Co-Sponsored the joint program to identify, encourage, educate and groom potential community leaders.

MEMBERSHIP

- Restructured the membership acquisition committee.
- Obtained fifty seven new members.

ORIENTATION

- Conducted new member receptions.

RETENTION

- Maintained personal contact with members to retain their financial support

TAXATION

- Reviewed and made recommendations of various governmental agencies budgets and bond measures and their related costs to the business community.

TRANSPORTATION

- Supported legislation to provide adequate revenue to maintain and improve Oregon's highway system.
- Initiated study of McKenzie Highway Association's request for long and short term improvements to the McKenzie River Highway.
- Endorsed the City of Springfield's request for state and county funding for various local street and highway projects.
- Supported the expansion of Eugene's Mahlon Sweet Airport.
- Projects supported that are completed or soon to be initiated include Springfield I-5 signing, Mohawk overpass improvements, Thurston Road, 58th/57th street connector, and Main and South A street improvements.
- Continued support for additional signalization and improvement throughout the city.

EDUCATION

- Continued study of the development of a school-business partnership program.
- Proposed a scholarship for an outstanding vocational student.
- Sponsored the New Teacher Welcome Luncheon.
- Supported AOI's Oregon Business Week program and Junior Achievement Program.
- Maintained liaison with school officials on programs or issues of mutual interest to business and education.

LAND USE

- Initiated a study of Springfield zoning and possible refinements to be considered as a part of the Eugene/Springfield Metropolitan Plan review and update.

- Continued review of Oregon land use laws and possible amendments.

GOVERNMENTAL AFFAIRS

- Maintained close liaison with elected officials concerning proposed legislation introduced in the 1987 Oregon State Legislature of interest to the business community.
- Developed various policy statements and position papers which were presented to legislative committees to further business development and expansion and enhance the state's business climate and image.
- Supported tort law reform and cost reduction measures in the unemployment and workers compensation laws.
- Endorsed and recommended changes and improvements to state land use laws.
- Recommended numerous individuals for positions on various governmental boards and commissions.
- Opposed numerous proposed federal legislation that would increase the cost of doing business.
- Worked closely with Associated Oregon Industries and other business trade groups concerning business legislation, regulations, and administrative interpretations that would improve or restrict business growth and operations.
- Approved further restrictions on timber harvest and management plans by governmental agencies that would actively affect the wood products industry.
- Supported State Representative Bill Dwyer's campaign to prevent the closure of the Springfield Oregon State Employment Division office.
- Endorsed LCC, airport and jail improvement bond measures.
- Supported Oregon Aqua Foods in opposing legislation that would have restricted their local operations.
- Actively worked for the passage of the school safety net legislation.
- Approved binding arbitration legislation.
- Maintained a legislative information library of bills and other pertinent information for the benefit of chamber members.

RETIRING BOARD MEMBERS

JIM PIERCEY

*Lane Community College
1984-1987*

STEVE CORNACCHIA

*Lane County Commissioner
1982-1987*

NEW MEMBERS

Single Jack Cutting, Inc.
Sports West, Inc.
Plush, Etc.
U.S. West Information Services
The Dust Collectors
Oregon Fence Co.
Scofield Electric
Brown & Caldwell Consulting Engineers
Branch Engineering
Income Property Management
Robertson/Sherwood/Architects
Oregon Aqua Foods
Wes Fredrickson
Eugene/Springfield Sports Program
Bill Morrisette
QSL Printing
Liberty Savings & Loan
Systems N. W.
B & I Plumbing

Lindy Enterprises, Inc.
Phyllis Coggins
Pacific Paper & Plastics, Inc.
The Oregon Pain Center, Inc.
AJ's Cafe
Edward D. Jones & Co.
William Wrightson
Fairway Real Estate
Stalick International, Inc.
Shirley Collingwood
Brown's Business Reporter
Oakley Publishing Co/Programmer's Journal
KLSR TV-25
Smith Sheet Metal, Inc.
Club Wholesale
SAIF Corp.
Bud's Acme Body & Fender Service
Country Squire
Labatt Foods

Zytron
Mayham Certified Appraisals
Springfield Christian Center
Johnson & Thomas
Gold Star Productions
McDonald's
Personal Solutions
Three Star Timber Corp.
Russell D. Peltzer, DC, PC
Brenda L. Mattiazzi
E&S Hardware, Inc.
The Typewriter Shop
Adams Feed & Seed
A to Z Furniture
Farmers Insurance - Bob Johnson
Lucky Woodsman Restaurant
Farmers Insurance - Cris Pettit
All Occasion Flowers
Schucks Auto Supply

RETIRING COMMITTEE LEADERS

GOVERNMENTAL AFFAIRS

Jim Larson
Wood Products Credit Union
1984-1987

TAXATION

Eric Hardin
Centennial Bank
1986-1987

LAND USE PLANNING

Dennis Strand
Foster Power Saw Co.
1987

SPECIAL EVENTS

Julie Stehn
Red Lion Motor Inn
1986-1987

ORIENTATION

Ed Ramsay
Ramsay & Associates
1986-1987

CHRISTMAS PARADE

Donna Fuess
Pacific First Federal Savings Bank
1987

BOSS/SECRETARY LUNCHEON

Mardy Cloyes
Pacific Northwest Bell
1987

BOSS/SECRETARY LUNCHEON

Joann Andersen
Pacific Northwest Bell
1987

SPRINGFIELD ECONOMIC TRENDS — 1987

	1986	1987
Population	40,550	40,600
Assessed Valuation (City)	\$975,650,356	\$969,106,830
Assessed Valuation (School Dist.)	\$1,319,826,043	\$1,307,656,616
Assessed Valuation (Park Dist.)	\$1,097,059,920	\$1,087,423,985
Building Permits (no.)	1,514	1,813
Building Permits (value)	\$7,233,733	\$13,344,415
Telephones (customers)	24,157	25,048
Postal Receipts (Oct. 30)	\$2,007,976	\$2,044,458
School Enrollment (Sept.)	8,983	9,870
Electric Meters	20,846	21,234
Water Meters	15,331	15,455
Gas Meters	2,326	2,376
Hospital Discharges (Sept. 30)	4,795	4,915
*Retail Sales	(1985) \$253,310,000	(1986) \$261,445,000
Local Tax Rate (\$1,000 of Assessed Value)	30.59	34.28
*Latest Figures Available		

CONSOLIDATED FINANCIAL STATEMENT

	JANUARY 1, THROUGH DECEMBER 31, 1987	
	1986	1987
INCOME:		
Membership Dues	\$ 85,553.50	\$ 81,436.50
Interest	1,538.27	1,199.27
Christmas Activities	755.00	747.00
Greeters	242.27	
Room Tax	5,000.00	3,750.00
Directory	6.07	2,715.74
Newsletter Advertising	1,025.00	1,150.00
Publications	271.12	59.76
Maps	2,769.14	1,077.31
Annual Meeting	2,071.00	2,207.50
Octoberfest/Fall Festival	2,515.60	
Boss/Sec. Luncheon	1,606.50	2,414.50
Business After Hours	2,147.00	914.00
New Teacher Luncheon		720.75
Auction	10,713.19	10,583.79
Board Retreat	531.00	546.20
Special Events	7.50	480.00
Miscellaneous Income	1,301.12	1,544.03
Refunds & Transfers	2,726.97	680.60
Transfer From Savings	1,594.22	5,181.58
Total Income	<u>\$120,374.47</u>	<u>\$117,408.53</u>
EXPENSES:		
Salaries	\$ 56,755.97	\$ 60,638.21
Fringe Benefits	5,865.16	5,661.11
Quarters	8,116.00	8,071.46
Operations	25,998.13	24,902.21
Committees/Task Forces	7,076.01	6,834.62
Special Activity	12,282.51	6,986.89
Contingency	234.56	7.13
Transfer To Savings		5,100.00
Total Expense	<u>\$116,238.34</u>	<u>\$118,201.63</u>

GOALS AND OBJECTIVES — 1988

- Communicate business community's point of view to local government agencies.
- Prepare legislative policy statements for next session of Oregon Legislature.
- Continue the Business Visitation Program.
- Expand assistance to local business and industry.
- Support improvement to the state's system of higher education.
- Monitor local government's budgets and tax proposals.
- Seek more involvement of members on local government boards and commissions.
- Improve communications to members concerning important local issues affecting business.
- Continue support of the Eugene-Springfield Metropolitan Partnership.
- Support expanded street, highway and related transportation projects.
- Jointly sponsor the Eugene/Springfield Chamber's Auction.
- Expand the Chamber's membership base.
- Develop and support education programs of benefit to Springfield School District students and local business.
- Continue sponsorship of the Eugene/Springfield Leadership Program.
- Increased involvement in land use and zoning issues.
- Support a balanced taxing system locally and within the state.
- Continue to support reduction of the state's unemployment and workers compensation costs.
- Convey positions to our elected officials concerning proposed or existing national legislation.
- Maintain close cooperation with the Eugene/Springfield Convention and Visitors Bureau.
- Insure continued cooperation with other community and business organizations.
- Expand communications with Chamber membership.
- Support programs and policies that provide protection and assist expansion of our local wood products industry.
- Expand liaison with local government officials and staff.
- Attract new retail, service and commercial firms to the city.
- Support expansion of the Springfield Broiler Festival
- Publicize contributions to the community by business and individuals.
- Promote educational and student programs and projects.
- Expand Chamber special events and programs.
- Continue orientation program for new members.
- Support Springfield Greeters programs and projects.

OFFICERS & DIRECTORS — 1988

Officers

PETE PIFER

McDonald's

President

JOHN HIRE

Sani-Pac

President Elect

SID VOORHEES

Eugene Planing Mill

Vice-President

DOROTHY SIMONS

U.S. National Bank of Oregon

Treasurer

BRUCE HALL

Pacific Northwest Bell

Immediate Past President

Directors

JESSE MAINE

PICO Information Services

DEL MATHESON

Best Little Printhouse In Town

SAM PACE

Harms, Harold, Leahy & Pace

JANICE EBERLY

Burger King

ED BERGERON

Lane Transit District

DAVE PALMER

IBM

GARY BUELL

Buell Chapel

JOHN McLAUGHLIN

Wood Products Credit Union

COMMITTEE LEADERS — 1988

ECONOMIC DEVELOPMENT

Lee Beyer, Business Assistance Team

GOVERNMENTAL AFFAIRS

Sam Pace, Harms, Harold, Leahy & Pace

TAXATION

Richard Rice, Jones & Roth

LAND USE PLANNING

Hamilton "Whit" Budge, Naslund, Budge & Ford

TRANSPORTATION

Ray Walter, Ray Walter Engineering

EDUCATION

Dave Corwin, Koford-Chapman Insurance

GREETERS

Shirley Collingwood, Coffee, Teas & Things

MEMBERSHIP

John Kelley, C.P.A.

RETENTION

Dorothy Simons, U.S. National Bank of Oregon

ORIENTATION

Jim Piercey, Lane Community College

PAST PRESIDENTS COUNCIL

Bruce Hall, Pacific Northwest Bell

SPECIAL EVENTS

Jewelee Houston, Houston Vineyards

JOINT CHAMBERS' AUCTION

Dave Palmer, IBM Corp.

BOSS/SECRETARY LUNCHEON

Melinda Curry, McDonalds

BUSINESS AFTER HOURS

Bill Johnstone, KPNW Radio

CHRISTMAS PARADE

Ken Long, Willamalane Park & Recreation District

JOINT CHAMBERS' GOLF CLASSIC

Ron Peery, Centennial Bank

CRAZY DAZE RETAIL PROMOTION

Gloria McGuire, Lights For Music



CHAMBER OF COMMERCE
P.O. Box 155
Springfield, Oregon 97477

BULK RATE
U.S. POSTAGE
PAID
SPRINGFIELD, OREGON
PERMIT NO. 39