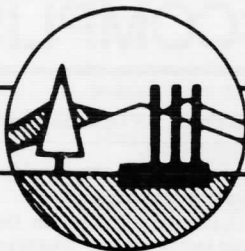


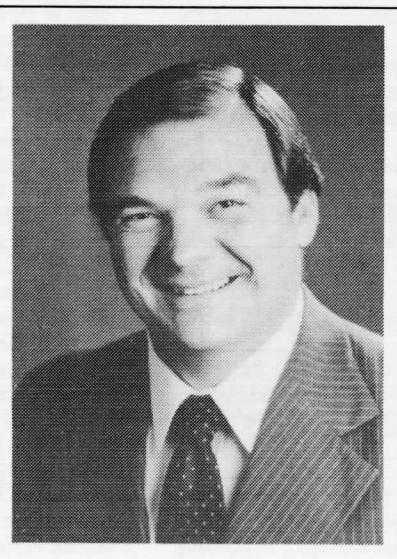
• ANNUAL



REPORT •

SPRINGFIELD CHAMBER OF COMMERCE MARCH 1989

PETE PIFER—Past President



In 1988 I said we wanted it to be the year of positive involvement with our community partners. We believed an emphasis by our various partners was going to be placed upon removing unnecessary barriers which had been stalling needed investment in our community. The signs were encouraging—and still are, but there is much yet to be done. We see the Gateway Mall investment becoming reality, the Main St. and South A project completed and Springfield receiving an enterprise zone designation. We also see the city reducing its commitment to the economic development effort

with the metropolitan partnership, problems remaining with the development code and its effect upon small as well as large business investment in Springfield, budget management in our local bureaucracies still showing signals of not being able to resolve the budget issues.

Our committees have been at work attempting to assist in dealing with these issues and their resolution, as well as celebrating the successes and congratulating those who have made significant contributions within our community. The success of the Gateway Mall project was an outstanding example of cooperation between the city and county. We congratulated the city staff on this shining example of what can be done by a team effort focused on a definite goal.

We had a goal of being a positive participant in all of our work and we wanted our influence to be supportive, constructive, confident and hopeful. I believe each committee fulfilled these criteria during 1988. Each of our committees had a very active year including: Land Use; Legislative; Taxation; Transportation; and Economic Development. Each had, what I consider, above average work loads this year and did an outstanding job. Membership and Retention committees had a banner year, Greeters, Orientation, Education, Boss/Secretary Lunch and Special Events also had a very good year. The Leadership program is going strong; however, we need a stronger representation from Springfield in the next class. Ron Peery registered an important success by bringing the golf trophy back to Springfield. Our Christmas Parade was one of the best ever—a fitting and fun way to wrap up the year.

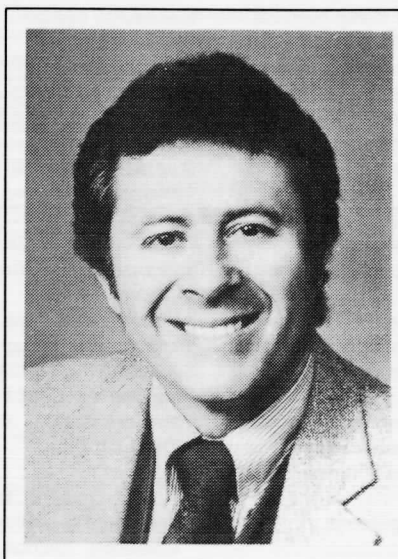
We had a great many “doers” in this chamber, as we have for several years. You have been a great group of partners to carry the flag for. Your counsel, guidance and encouragement were invaluable. Your ability and willingness to come to action and work as a team on a moment's notice was inspiring.

Thank you to all the partners who continued the necessary financial support, and those new partners who joined the team this year. We need you all to help make it possible.

Thank you to all those who were able to make the commitment to serve on committees. You have done much more than you will ever realize for this chamber and this community. I can only hope your work will inspire others to become involved in next year's work.

Thank you for allowing me to represent you as your president. I feel it has been a privilege.

SID VOORHEES—President



Springfield has many unique characteristics that make it a special Oregon community. One of these characteristics is that our Chamber of Commerce executive, Bob Smith, has given 30 years of steady guidance to make our Chamber one of the most respected in the Northwest. Because of his enthusiastic approach, our Chamber has been able to enjoy a membership of active people who serve throughout the community, state and the nation. One doesn't need to read very deep into the roster of membership before familiar names appear. Names of

people that are busy shaping the future of our community. These names are included on church boards, parks and recreation committees, hospital boards, city and county government bodies, service clubs, school boards, commissions, charities, etc. “You name it and the Chamber membership can frame it.” Concerned citizens committed to a well-balanced community.

Progress is not free. Although money and where it comes from dominates most progress situations, the commitment of time to methodically bring together ideas to a plan of direction and action demands many, many hours of volunteers and professionals alike. All enemies of progress—procrastination, analysis paralysis, hardening of the attitudes—must be overcome in a manner of trust that builds enthusiasm. Everyone then will enjoy the fruits of positive progress.

The expense is not always money but sometimes emotional drain brought on by the stress caused by being the target of negative elements that stand in the way of progress. Far too often, we choose leaders without commitment from ourselves to fully support them as they diligently perform the tasks we have asked them to do. Criticism seems to come much faster than the “Stay with it,” “What can I do to help?”, “You are doing a good job!” and “Thank you for your time.” The problem is that we get criticism and evaluation confused. The critic and the evaluator go through the same process of weighing the merits and demerits of a situation but the critic looks for a fault where the evaluator looks for a value.

Our Chamber of Commerce Board of Directors and the committees have an excellent record of evaluation. The commitment of time to seek value in every situation is far more extensive, and at times, much more exhausting than that of the critic. It is worth every minute of time invested to know that one has given their best to seek value in their decisions.

We all tend to trust more in the well thought out plan than the sudden surprises that appear. We trust people who have a record of thoroughness, consideration and courage. We need to support and protect those we have chosen from the careless critics that have the knack of drawing media attention. We need to continue to support the progress that Springfield has made and is making as we grow into the next decade.

Springfield is truly unique. We can all be very proud of the part the Chamber of Commerce has played in this balanced community we call home.

Thank you to Bob Smith, Betty and Donna. The best chamber team in America.

COMMITTEE ACCOMPLISHMENTS—1988

GOVERNMENTAL AFFAIRS

Suggested an allowable cut on the Willamette National Forest to sustain the local forest products industry, jobs and tax base and maintain the multiple use concept of forest management.

Opposed Lane County's Real Estate Transfer Tax.

Encouraged state support for the financing of the county assessor's office.

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.

Made suggestions concerning the draft of the City Charter revision.

Initiated liaison with elected officials concerning proposed legislation to be introduced in the 1989 Oregon State Legislature of interest to the business community.

Supported legislation to maintain the Springfield Oregon State Employment Division office.

Maintained a legislative information library for the benefit of Chamber members.

Opposed legislation that would permit any governmental agency to obligate the public to purchase real property over a long period of time without a vote of the people.

Opposed binding arbitration legislation.

ECONOMIC DEVELOPMENT

Continued the Business Visitation Program to assist local business and industrial firms and identify problems, concerns and opportunities.

Supported the establishment of a Springfield "Enterprise zone."

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 establishment of a City of Springfield business development loan fund.

Continued to seek sources of venture and seed capital.

Supported the University of Oregon's proposed Riverfront business development loan fund.

Continued to seek sources of venture and seed capital.

Supported the University of Oregon's proposed Riverfront Research Park as the foundation of Lane County's regional economic development strategy.

Continued support for lower power rates for Dow Corning from B.P.A.

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.

Actively and financially supported the Government Procurement Conference.

Cooperated with the City of Springfield to update industrial land inventory.

Testified in support of General Growth's Gateway Mall Development.

Continued support for the development of the Booth Kelly industrial area.

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.

INDUSTRIAL DEVELOPMENT

Initiated an update of information on existing industrial sites.

Recommended improved process for amending the Metropolitan Area Plan.

Investigated the need for additional industrial land zoning.

Studied the possibility of the formation of an industrial development corporation.

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 and Christmas Parade.

LEADERSHIP EUGENE/SPRINGFIELD

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

MEMBERSHIP

Sponsored 73 new members.

ORIENTATION

Conducted new member receptions.

RETENTION

Maintained personal contact with members to retain their financial support.

TAXATION

Successfully opposed all selective taxation proposals—Business and Restaurant Tax—and supported opposition to Real Estate Transfer Tax which would have increased the cost of doing business.

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

TRANSPORTATION

Endorsed the City of Springfield's request for state and county funding for various local street and highway projects.

Supported the placement of Oregon 126 from Florence to the Santiam Junction on the Access Oregon Program for highway development.

Supported legislation to provide adequate revenue to maintain and improve Oregon's highway system.

Met with officials of the Port of Coos Bay concerning new and improved transportation routes from the metropolitan area to the Port.

Projects supported that were completed or initiated include: Main Street reconstruction, South A Street, Gateway & Harlow Road widening and Marcola Road improvements.

Urged studies for a full interchange off of I-5 to Franklin Blvd. and extension of Parkway East and West to Beltline.

Continued support for projects developed by the McKenzie Highway Association.

Endorsed revision of city code regarding truck routes.

Supported a number of county road improvement projects in the Springfield area including: Highbanks Rd.; Olympic Street; Laura Street; West D/Aspen Streets; and Centennial Blvd.

EDUCATION

Continued the implementation of a School-Business Partnership Program.

Sponsored the New Teacher Welcome Luncheon.

Awarded two vocational education student scholarships at Springfield and Thurston High Schools.

Provided funding assistance for local student award winners to attend state, regional and national meetings and compete for additional awards.

Supported AOI's Oregon Business Week program and the Junior Achievement program.

Maintained liaison with school officials on programs or issues of mutual interest to business and education.

LAND USE

Made recommendations concerning amendments to the minimum standards of the Springfield Development Code.

Supported the City of Springfield's East Main Refinement Plan for future development of this area.

Studied various zoning and land use proposals in the Springfield Area.

Requested city council support for improvements to the amendment process to the Metropolitan Plan.

RETIRING BOARD MEMBERS

BRUCE HALL
U.S. West Communications
1983-1988

SAM PACE
Harms, Harold, Leahy & Pace
1985-1988

DAVE PALMER
IBM Corp.
1987-1988

DEL MATHESON
Best Little Printhouse in Town
1986-1988

NEW MEMBERS

Thompson & Stanton Surgeons
 Foy Martin Sheet Metal Inc.
 Overhead Door Co. of Eugene/Springfield
 Bruce Berg Photography
 Reed's Fuel & Trucking
 Gary Parrish
 The Food Connection
 Internal Medicine Association
 Corky's Pest Control, Inc.
 Bob Laird
 Michael R. Tripp, M.D.
 NAPA Auto Parts
 Sherman Transfer, Mayflower Agency
 Automated Office Systems
 Emerald Hydraulics
 S-J Plumbing Co.
 Normex Cutting, Inc.
 Vern Meyer
 Mack Sales & Service
 Kendall Ford, Inc.
 U.S. Army Recruiting Office Springfield
 Robert E. Moulton
 Plug-Away Wood Products
 Terry McFerrin Agency (Farmers Ins.)

James Branch Engineering
 Mohawk Video & Yogurt
 Judy McLaughlin
 Oregon Electric Station
 Tom Draggoo
 Key Bank of Oregon
 Centennial Chiropractic
 Emerald Welding Supply
 D.O.M. Office Machines
 Baskin-Robbins Ice Cream
 Sherwin Williams
 Pacific First Securities, Ltd.
 Our Town Publishing Co.
 Good Neighbor Care Centers, Inc.
 Hair By Patrick
 Ronald F. Jack Insurance
 Eugene/Springfield Regional Telephone Directory
 Boone Printing
 Kuraya's Restaurant
 Bob's Jewelers
 John Hyland Construction, Inc.
 Richard Smith D.M.D.
 KMGE/KKXO 94
 Norrell Temporary Services

Goodyear Auto Service Centers
 Egge Sand & Gravel
 Benny Bartel Co.
 Pioneer Diversified Services
 Lassman Weber Communications
 Kirkland Flowers
 University of Oregon
 Glass Repair Service
 Hillman Properties Northwest
 All Occasion Insurance Agency
 Eugene Hilton Hotel
 Lane Council of Governments
 SPEC Industries, Inc.
 Springfield Die Casting Co.
 Springfield Dairy Queen
 Stone Forest Industries, Inc.
 American Concrete Cutting
 Collins Campers Inc.
 Allstate Insurance, Pioneer Plaza
 American Warco
 RenTown USA
 4-Star Meat Company
 Uptown Printing Inc.
 Mogul Mouse

RETIRING COMMITTEE CHAIRS

ECONOMIC DEVELOPMENT

Lee Beyer
Business Assistance Team
 1986-1988

GOVERNMENTAL AFFAIRS

Sam Pace
Harms, Harold & Leahy
 1988

LAND USE PLANNING

Hamilton "Whit" Budge
 1988

EDUCATION

Dave Corwin
Koford Chapman Insurance
 1986-1988

GREETERS

Shirley Collingwood
Coffees, Teas & Things Deli & Bakery
 1988

MEMBERSHIP

John Kelley, C.P.A.
 1987-1988

SPECIAL EVENTS

Jewelee Houston
Houston Vineyards
 1988

JOINT CHAMBERS' AUCTION

Dave Palmer
IBM Corp.
 1987-1988

CHRISTMAS PARADE

Ken Long
Willamalane Park & Recreation District
 1988

BOSS/SECRETARY LUNCHEON

Melinda Curry
McDonald's
 1988

BUSINESS AFTER HOURS

Bill Johnstone
KPNW Radio
 1988

SPRINGFIELD ECONOMIC TRENDS—1988

	1987	1988
Population	40,600	41,080
Assessed Valuation—City	\$ 969,106,830	\$ 986,271,455
Assessed Valuation—School Dist.	\$1,307,656,616	\$1,336,617,621
Assessed Valuation—Park Dist.	\$1,087,423,985	\$1,106,850,414
Building Permits—No.	1,813	2,191
Building Permits—Value	\$ 13,344,985	\$ 22,447,614
Telephones—Customers	25,199	25,737
School Enrollment—Peak (Sept.)	9,870	10,033
Electric Meters	21,234	21,385
Water Meters	15,455	15,605
Gas Meters	2,376	2,476
Housing Units—Est.	16,661	16,836
Hospital Discharges (Sept.)	4,915	5,084
Local Tax Rate—		
\$1,000 of Assessed Value	\$ 34.28	\$ 34.89
	1986	1987
Bank Deposits	\$ 174,909,000	\$ 176,584,000
Bank Loans	44,414,000	66,951,000
Retail Sales	261,445,000	259,368,000

CONSOLIDATED FINANCIAL STATEMENT

	1987	1988
Income: January 1, 1988 through December 31, 1988		
Membership Dues	\$ 81,436.50	\$ 83,282.75
Interest	1,199.27	1,660.53
Christmas Activities	747.00	710.00
Greeters		170.22
Room Tax	3,750.00	6,250.00
Directory	2,715.74	2,859.56
Newsletter Advertising	1,150.00	1,205.00
Publications	59.76	224.23
Maps	1,077.31	756.55
Annual Meeting	2,207.50	1,822.50
Leadership Eugene/Springfield		1,603.05
Boss/Secretary Luncheon	2,414.50	1,871.00
Business After Hours	914.00	1,876.98
New Teacher Luncheon	720.75	674.50
Auction	10,583.79	10,648.68
Board Retreat	546.20	743.50
Special Events	480.00	941.00
Miscellaneous Income	1,544.03	1,108.94
Refunds & Transfers	680.60	477.56
Transfer from Savings	5,181.58	2,836.19
	<u>\$ 117,408.53</u>	<u>\$ 121,722.74</u>
Expenses:		
Salaries	\$ 60,638.21	\$ 61,525.06
Fringe Benefits	5,661.11	5,658.10
Quarters	8,071.46	7,922.61
Operations	24,902.21	29,260.15
Committees/Task Forces	6,834.62	7,620.07
Special Activity	6,986.89	8,335.31
Contingency	7.13	6.79
Transfer to Savings	5,100.00	
	<u>\$ 118,201.63</u>	<u>\$120,328.09</u>

GOALS AND OBJECTIVES—1989

- Communicate business community's point of view to local government agencies.
- Prepare legislative policy statements for next session of Oregon Legislature.
- Expand local business assistance programs.
- Communicate Chamber programs and projects and contributions of local business and industry to the economy.
- Attract new retail, service and commercial firms.
- Extension of Pioneer Parkway East and West to Beltline.
- Study possible consolidation of community services to save tax dollars.
- Investigate future development of Booth Kelly site.
- Strive for more membership involvement in legislative process and issues.
- Support accelerated sale of City of Springfield owned bancroft lots.
- Work for improved community image and momentum.
- Improved communication with Chamber membership.
- Jointly support the Eugene/Springfield Leadership program.
- Develop improved data in existing industrial sites and marketing program.
- Support legislation of importance to business and oppose anti-business measures.
- Maintain close liaison with elected officials and staff.
- Make recommendations concerning local governments' budgets and tax matters.
- Support prioritized street, highway and related transportation projects.
- Promote educational and student programs and projects.
- Expand communication and cooperation with the University of Oregon and Lane Community College.
- Support Springfield Greeters programs and projects.
- Support retail marketing and promotional programs.
- Promote more involvement of members in Chamber special events.
- Jointly sponsor the Eugene/Springfield Chambers' Auction.
- Sponsor the Springfield Christmas Parade.
- Support the Eugene/Springfield Convention & Visitors Bureau.
- Obtain 100 new Chamber members.
- Continue to monitor city development code and its effect on local business.
- Support the local wood products industry both legislatively and in their efforts to insure an adequate supply of timber.
- Cooperate with other community and business organizations.

OFFICERS & DIRECTORS—1989

OFFICERS:

President

SID VOORHEES
Eugene Planing Mill

President Elect

BILL McCABE
Grocery Carts, Inc.

Vice President

JOHN KELLEY
Certified Public Accountant

Treasurer

DOROTHY SIMONS
U.S. National Bank of Oregon

Immediate Past President

PETE PIFER
McDonald's

DIRECTORS:

JESSE MAINE
PICO Information Systems

GARY BUELL
Buell Chapel

JOHN McLAUGHLIN
Wood Products Credit Union

ED BERGERON
Lane Transit District

JOHN HIRE
Sani Pac

JANICE EBERLY
Burger King

DONNA FUESS
Pacific First Federal Savings Bank

CLARK GALLAGHER
Springfield News

COMMITTEE LEADERS—1989

ECONOMIC DEVELOPMENT

Jerry Lundholm, *U.S. National Bank of Oregon*

GOVERNMENTAL AFFAIRS

Gary Parrish, *Freedom Federal Savings & Loan*

TAXATION

John McLaughlin, *Wood Products Credit Union*

LAND USE PLANNING

Robert Tozer, *Naslund, Budge & Ford*

TRANSPORTATION

Ray Walter, *Ray Walter Engineering*

EDUCATION

Joann Hansen, *Wood Products Insurance Agency*

GREETERS

Lynda Raybould, *Norrell Temporary Services*

MEMBERSHIP

John Hire, *Sanipac*

RETENTION

Dorothy Simons, *U.S. National Bank of Oregon*

ORIENTATION

Jim Piercey, *Lane Community College*

PAST PRESIDENTS' COUNCIL

Pete Pifer, *McDonald's*

JOINT CHAMBERS' AUCTION

John Hire, *Sanipac*

BOSS/SECRETARY LUNCHEON

Kathy MacDonald, *Eugene Planing Mill*

BUSINESS AFTER HOURS

Judy McLaughlin, *Volunteer Extraordinaire*

CHRISTMAS PARADE

Donna Fuess, *Pacific First Federal Savings Bank*

JOINT CHAMBERS' GOLF CLASSIC

Ron Peery, *Centennial Bank*

CRAZY DAZE RETAIL PROMOTION

Gloria McGuire, *Lights for Music*

INDUSTRIAL DEVELOPMENT

Durward "Doc" Boyles, *Sycan B*



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

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1989 ANNUAL REPORT

Outgoing President's Message



Springfield closed the decade of the eighties with a newness that unless you pause to reflect, it can easily go unnoticed. Although several of the projects and events were started earlier in the decade, it was 1989 that put the ribbon on the new and exciting future for our community. The "New" list includes Mayor, City Manager, Wave Pool, Gateway Shopping Center, Pioneer Plaza, Fred Meyer Remodel, Downtown Main Street, new Flag and Pole, and a new Springfield Forest Products Company.

Our community also welcomes a new Chancellor of Higher Education, New President of the University of Oregon, and new President of Lane Community College.

With newness comes new challenges and opportunities. Your Chamber of Commerce has been very instrumental in creating communication lines to deal with these challenges and opportunities as they arise. Our hope is that we can create a community of trust and a spirit of special Springfield Pride in dealing with each challenge and opportunity.

Far too often the focus is the small battle at hand and forgotten is the chance to win the war of community pride and success. It is war in the sense that we must battle ourselves to be a good evaluator vs. a critic. The dictionary tells that both the evaluator and critic go through the exact same process of weighing the merits and demerits of each situation. The difference between an evaluator and a critic (and the war battle from within) is the evaluator seeks value of each situation and the critic seeks a fault. Faults are far easier and quicker to find than the effort it takes to find a value. We build on values, we tear down with faults.

When we communicate face to face with an open mind to the Big Picture of our community, we have a far better chance to evaluate and build the trust that is so necessary to our future. Without trust, very little can be accomplished.

Good open communications with our governments, utility districts, school districts, parks/recreation districts, hospital and most of all our community will build trust.

Your Chamber has worked hard to listen, analyze, and give our best support to Springfield today and tomorrow. We cannot expect or demand success from our community until each of us, you and I, are willing to communicate, listen, and analyze to build the trust that will give us the successful community all of us want.

Your Chamber is one of the communication catalysts, but it cannot do it without your input. The opportunity is now, the future is now. Momentum is each of you involved in making Springfield the best community in not only Oregon, but the Northwest.

Dick Voorhees

1990 Officers

Bill McCabe President Dave Gazeley Treasurer
 John Kelley President Elect Sid Voorhees Past President
 Phyllis Loobey Vice President

1990 Directors

Donna Fuess Gary Buell Jesse Maine Larry Thorp
 Tamalyn Fitch Clark Gallagher Pete Pifer Fred Hauck

Committee Chairs

ECONOMIC DEVELOPMENT

Dan Desler

Good Neighbor Care Centers, Inc.
 747-3373

GOVERNMENTAL AFFAIRS

Jim Larson

Retired
 344-6128

TRANSPORTATION

Ray Walter

Ray Walter Engineering
 484-4380

TAXATION

George Wickizer II

Emerald Credit Union
 687-1656

JOINT CHAMBERS AUCTION

Tom Draggoo

Centennial Bank
 726-8111

BUSINESS AFTER HOURS

Judy McLaughlin

747-5010

BOSS-SECRETARY LUNCHEON

Cheri Varisco

Grocery Carts, Inc.
 688-0836

JOINT CHAMBERS GOLF CLASSIC

Fred Nokes

Koford Chapman, Insurance
 746-1629

CRAZY DAZE

Rick Warner

The Springfield News
 746-1671

EDUCATION

Joann Hansen

746-9059

ORIENTATION

Sid Voorhees

Eugene Planing Mill
 485-8881

PAST PRESIDENTS' COUNCIL

Sid Voorhees

Eugene Planing Mill
 485-8881

GREETERS

Tom Draggoo

Centennial Bank
 726-8111

CHRISTMAS PARADE

Donna Fuess

Pacific First Federal Savings Bank
 746-9675

MEMBERSHIP

Gary Parrish

Freedom Federal Savings & Loan
 484-5319

John Thomas

J.B. Thomas Co., Ltd.
 342-7460

RETENTION

Dorothy Simons

U.S. Bank
 465-4115

Consolidated Financial Statement

INCOME: January 1, 1989 to December 31, 1989

	1988	1989
Membership Dues	\$ 83,282.75	\$ 84,330.25
Interest	1,660.53	1,833.35
Christmas Activities	710.00	650.00
Greeters	170.22	—
Room Tax	6,250.00	10,000.00
Directory	2,859.56	2,949.13
Newsletter Advertising	1,205.00	900.00
Publications	224.23	81.80
Maps	756.55	770.10
Annual Meeting	1,822.50	1,617.50
Leadership Eugene/Springfield	1,603.05	673.52
Boss/Secretary Luncheon	1,871.00	1,282.50
Business After Hours	1,876.98	725.50
New Teacher Luncheon	674.50	388.01
Auction	10,648.68	11,251.65
Board Retreat	743.50	1,024.45
Special Events	941.00	—
Miscellaneous Income	1,108.94	2,193.65
Refunds & Transfers	477.56	148.23
Transfer From Savings	2,836.19	3,005.40
	<u>\$121,722.74</u>	<u>\$123,825.04</u>

EXPENSES:

Salaries	\$ 61,525.06	\$ 68,943.00
Fringe Benefits	5,658.10	6,925.40
Quarters	7,922.61	8,086.12
Operations	29,260.00	24,647.63
Committees/Task Forces	7,620.07	6,742.50
Special Activity	8,335.31	5,936.21
Contingency	6.79	86.50
	<u>\$120,328.09</u>	<u>\$121,367.46</u>

Working Together, We...

- Increased the Chamber's operating budget.
- Actively lobbied for revision of Worker's Compensation law and other legislation of importance to business.
- Initiated a program to inventory local industrial land and its availability.
- Continued the Business After Hours networking mixers.
- Supported timber industry's need for adequate timber supply.
- Produced numerous publications to promote Springfield.
- Received increased room tax funds from the City of Springfield which are utilized to promote the community.
- Continued to request highway and road funds for local and area transportation needs.
- Maintained and made recommendations concerning local governmental agencies' budgets.
- Worked closely with the Eugene/Springfield Convention & Visitors Bureau.
- Sponsored the Boss/Secretary Luncheon.
- Continued to develop and institute a School/Business Partnership program.
- Worked closely with the City of Springfield and Metropolitan Partnership on economic development issues and projects.
- Opposed additional fees and charges and selective taxation proposals.
- Raised \$11,000 at the Joint Chambers' Auction.
- Answered phone calls, letters and visitor requests for information.
- Provided vocational education scholarships to Springfield and Thurston High School students.
- Greeters visited and welcomed many new businesses.
- Spearheaded the Tax Increment Financing Plan for the Gateway area.
- Initiated the development of a long-range plan and study for a possible office location.
- Participated in organization and activities of the World Veteran's Games.
- Cooperated in the Great Pancake Breakfast Challenge between Springfield and Springfield, Massachusetts.
- Supported Oregon Business Week and Junior Achievement—economic understanding programs for local students.
- Worked closely with Lane Community College's Small Business Development Center to provide assistance to local firms.
- Participated in Salute To Small Business Week programs.
- Recommended individuals for positions on local government boards and commissions.
- Made numerous recommendations to improve the community's business climate and image.
- Initiated revision of the Springfield Community Profile and Membership Directory/Buyer's Guide publications to promote new and existing business.
- Organized and staged the Annual Springfield Christmas Parade.
- Participated in the development of a Metropolitan Area Sports Council to promote local sports and attract new events to area.
- Supported Project Learning Tree—class study material on wood products industry for teachers and students.
- Actively supported timber industry public information programs—Oregon Project—Yellow Ribbon Coalition.
- Hosted a luncheon for all new teachers in the Springfield School District.
- Maintained a close liaison with Associated Oregon Industries, Homebuilders of Lane County and other business associations in areas of mutual interest.
- Continued to request changes in the amendment process of the Metropolitan Plan.
- Supported projects developed and proposed by the McKenzie River Highway Association.
- Assisted in promoting Career Fair for the benefit of local students.
- Answered inquiries concerning the Springfield Broiler Festival.
- Developed and promoted several retail sales events for local merchants.
- Provided referrals for service provided by member firms to local residents, visitors and tourists.

Incoming President's Message



1990 should prove to be a year of accomplishments for the Springfield Chamber of Commerce. Many worthwhile and attainable goals were set at our recent Chamber Retreat. We have an excellent Board of Directors to serve you this year. Our committee chairs all have considerable experience and their committees are enthusiastic about reaching their respective goals.

There are a lot of changes happening in Springfield and we feel that the entire membership should be informed and invited to support the Chamber in its efforts to face the upcoming issues. The Chamber serves as your business advocate. To do this job well, we need your full support. Due to the nature of our organizational structure we have been continuously frustrated in our efforts to get information out to our members and to get more members participating in Chamber functions. A high priority for 1990 will be an expanded effort to make all Chamber members better informed.

This is the year that our entire office staff is leaving. They have given our Search Committee a year to find replacements and it will probably take that long to find people who can measure up to the standards that have been set. I readily agree with our Chamber Past Presidents that we owe a lot of thanks and appreciation to Bob Smith, Betty Balch and Donna Williams for their years of service and dedication to the Springfield Chamber. We would not be the quality organization that we are today without them.

I hope you will join with me in trying to accomplish our goals and resolving the issues we are faced with.

Bill McCabe