

1990 ANNUAL REPORT



Bill McCabe

Outgoing President's Message

I feel we succeeded in accomplishing a lot of the goals that were outlined for the chamber this past year, but I felt there was so much more that needed to be done. There are a lot of areas within the chamber that need to be improved upon that time did not allow us to properly address.

Because of the dedication, talent and quality of the people that we asked to help with the various projects this last year, we did accomplish a lot in a short time. Due to the necessary changes within the chamber, most of our time was spent on the long range planning that came out of our retreat in Florence, the search for our new Executive Vice President, and the continuous negotiations with the Depot Foundation on the possible move of the chamber office to the depot building.

We began 1990 on a real positive note with a lot of thanks going to Stewart Tittle, Administrator at McKenzie-Willamette Hospital, who facilitated our annual retreat and helped formulate the ingredients of our strategic plan.

Shortly after the retreat, we put together a committee of 12 people to review the material and come up with the long range plan for the Springfield Chamber. With a tremendous amount of hours and facilitating talent from Ed Jacobson, Coaching Ideas, we were able to put together the strategic plan for the chamber's near and long range future. This process took several months to complete. All of the strategic plan was shared with chamber members through the chamber newsletter.

On committee changes, we placed the Land Use and the Industrial Development Committee under the umbrella of the Economic Development Committee and assigned the job of leadership to an aggressive committee chair, Dan Desler, who did an excellent job.

The Executive Vice President search was a real interesting experience. We spent several months using the talent and expertise of 17 chamber members in the actual search before arriving at the selection of a fine individual, Jean DeYoung. The process worked well, thanks to a large amount of help and preliminary work done by Janice Eberly and Stewart Tittle. We felt we eventually received the help, support and advice of the leaders of the entire Springfield community through the Past Presidents' breakfast interview, the Springfield business luncheon (sponsored by McKenzie-Willamette Hospital), the social gathering in the evening (sponsored by Lane Transit District), and the hospitality and support from the chamber's Greeters.

We are close to an agreement with the Depot Foundation on a lease for the depot building. The members of the foundation have worked hard on the project through countless hours of meetings and physical labor. If it's going to work for all parties, I'm sure they will do their part to accomplish that goal.

It has been a pleasure and a privilege to have served the business community as the President of the Springfield Chamber. I thank all of you for that honor and the experience I have gained during the year.

Bill McCabe

1991 Officers

John L. Kelley President
 John L. Kelley, C.P.A.
 Phyllis Loobey President-Elect
 Lane Transit District

Dave Gazeley Treasurer
 Centennial Bank
 Bill McCabe Past President
 Grocery Carts, Inc.

1991 Directors

Gary Buell
 Buell Chapel
 Ken Eilers
 Gerlach's Camera Center
 Donna Fuess
 Pacific First Bank

Roger Hunt
 Weyerhaeuser Co.
 Jesse Maine
 PICO Information Systems
 Dan Desler
 Good Neighbor Care Center

Tamalyn Fitch
 Fitch-Huggins-Powell Insurance
 Gerald Harper
 Gerald A. Harper, D.D.S.
 Joe Leahy
 Harms, Harold, Leahy Attorneys

Committee Chairs

MEMBERSHIP PROGRAM

Phyllis Loobey
 Lane Transit District
 687-5581

ECONOMIC DEVELOPMENT

Dan Desler
 Good Neighbor Care Center
 747-3373

GOVERNMENTAL ISSUES/ TAXATION

Jim Larson
 Retired
 344-6128

TRANSPORTATION

Ray Walter
 Ray Walter Engineering
 484-4380

EDUCATION

John Halgren
 Centennial Elementary School
 726-3383

AUCTION

Tom Draggoo
 Centennial Bank
 726-8111

GREETERS

Carol Fairbourn
 Oregon State Employment Div.
 726-3540

CHRISTMAS PARADE

Ed Bergeron
 Lane Transit District
 741-6100

BOSS-SECRETARY LUNCHEON

Val Stafek
 John L. Kelley, C.P.A.
 747-4477

BUSINESS AFTER HOURS

Mary Smith
 Richard Smith, D.M.D.

PAST PRESIDENTS COUNCIL

Bill McCabe
 Grocery Carts, Inc.
 688-0836

1990 Consolidated Financial Statement

INCOME: January 1, 1990 to December 31, 1990

	1989	1990
Membership dues investments	\$ 84,330.25	\$ 89,430.00
Interest	1,833.35	1,656.18
Christmas activities	650.00	1,125.10
Greeters	-0-	141.40
City of Springfield/room tax	10,000.00	20,000.00
Directory advertising	2,949.13	2,793.17
Newsletter advertising	900.00	1,160.00
Publications	81.80	29.11
Maps	770.10	781.60
Annual meeting	1,617.50	2,905.00
Leadership Eugene/Springfield	673.52	750.00
Boss/Secretary Luncheon	1,282.50	1,010.00
Business After Hours	725.50	594.00
New Teacher Luncheon	338.01	675.00
Joint Chambers Auction	11,251.65	12,584.84
Board planning retreat	1,024.45	992.00
Special events	-0-	427.50
Miscellaneous income	2,193.65	2,256.21
Refunds & transfers	148.23	901.08
Transfer from savings	3,005.40	12,535.00
	<u>\$123,825.04</u>	<u>\$152,747.19</u>

EXPENSES:

Salaries	\$ 68,943.00	\$ 86,228.15
Fringe benefits	6,925.40	3,617.45
Quarters	8,086.12	8,125.71
Operations	24,647.63	30,304.73
Committees/task forces	6,742.50	10,171.92
Special activities	5,936.21	9,590.43
Contingency	86.50	840.22
Transfer to savings	-0-	2,500.00
	<u>\$121,367.46</u>	<u>\$151,378.61</u>

Working Together, We...

Business Advocacy and Promotion

- Continued to lobby for revision of Workers Compensation law and other legislation of importance to business.
- Supported the timber industry's need for adequate timber supply.
- Studied and made recommendations concerning local governmental agencies' budgets.
- Opposed additional fees and charges and selective taxation proposals.
- Led the response to initial request for funding of a hazardous materials program and studied possible alternatives.
- Revised the Springfield Community Profile and the Membership Directory and Buyers Guide for the promotion of new and existing businesses.
- Provided referrals for goods and services provided by member firms to local residents and visitors.
- Sponsored Business After Hours events hosted by local businesses.
- Participated in Salute to Small Business Week programs.

Economic Development

- Reorganized the Economic Development Committee better to keep abreast of circumstances that effect the potential for healthy growth and increased jobs in the Springfield Area.
- Completed a program to inventory local industrial land and its availability.
- Worked closely with the City of Springfield and the Eugene-Springfield Metro Partnership on economic development issues and projects.
- Worked closely with Lane Community College's Small Business Development Center to provide assistance to local firms.
- Made numerous recommendations to decision-makers to improve the community's business climate and image.
- Maintained close liaison with Associated Oregon Industries, Homebuilders of Lane County, and other business associations in areas of mutual interest.

Visitor Promotion

- Produced and distributed numerous publications to promote Springfield.

- Met with other chamber and visitor association leaders on a regular basis to promote Springfield and Lane County.
- Answered thousands of phone calls, letters and requests for information on the Springfield area.
- Worked closely with the Eugene/Springfield Convention and Visitors Bureau on activities to increase visitor interest and traffic in the area.
- Answered inquiries concerning the Springfield Broiler Festival.

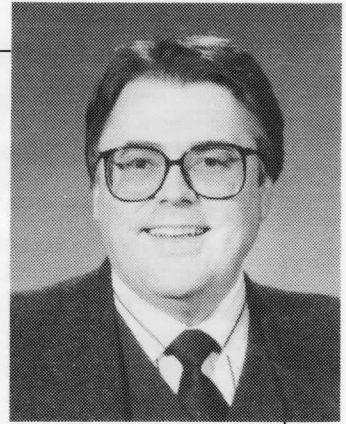
Community Involvement

- Supported Oregon Business Week and Junior Achievement to promote community and student understanding of small business's contributions to a community's economy.
- Organized and staged the annual Springfield Christmas Parade.
- Hosted a luncheon for all new teachers in the Springfield School District.
- Provided vocational education scholarships to Springfield and Thurston High School students.
- Continued the development of Business/Education Partnerships.
- Recommended individuals for positions on local government boards and commissions.

Chamber Organizational Programs

- Welcomed 43 new members to the Springfield Area Chamber of Commerce.
- Completed the development of a long-range plan for the chamber designed to increase the organization's effectiveness as an advocate for area business.
- Negotiated the first steps to move the chamber office to the restored Springfield Depot by working closely with the Depot Foundation on a mutually beneficial agreement.
- Instituted and completed the search for a new Executive Vice President.
- Held a formal orientation for new members of the Board of Directors.
- Sponsored, with the Eugene Chamber of Commerce, the Joint Chambers Auction and Golf Tournament.

Incoming President's Message



John L. Kelley

A YEAR OF CHANGE

During the year 1990 and under the leadership of Bill McCabe, the Springfield Chamber successfully addressed many important issues. Now we have the opportunity to continue this momentum and build our chamber into one of the best.

AN OBJECTIVE OF THE CHAMBER

It has always been the chamber's desire to communicate with its members and to keep them informed. I plan to emphasize this activity during 1991. This is what the chamber will do for you and one of the benefits of being a member.

THE FUTURE

Many challenges and opportunities lie ahead for the chamber. In the past we have operated on limited involvement from our members. In order for us to be successful in the future, we must rely more heavily on every chamber member. Therefore, it is important for us to hear from you and for you to share your concerns about issues that you face in your business.

AN INVITATION

With this in mind, if you have never been asked before to participate on a chamber committee, I would invite you to join your fellow business members. Working together we can find solutions. We must have your input and participation. We cannot do it without you. Volunteer now and make a difference.

John L. Kelley