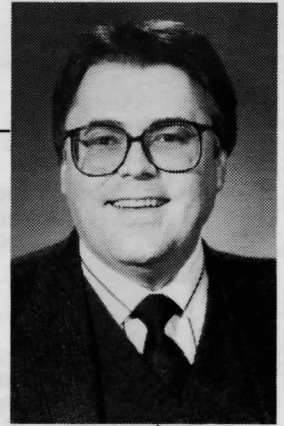


springfield area chamber of commerce

# 1991 annual report



## outgoing president's message

### The year of transition . . .

Coming into 1991 the Chamber had its first new executive vice president since 1957 when Bob Smith was hired. The Chamber also faced its commitment to move the offices into the restored Springfield Depot.

These were the challenges that we directed our attention to, and I am pleased to report that we are successful in accomplishing them.

### Additional accomplishments . . .

Under the leadership of our board of directors we were also successful in accomplishing the following:

- Developed a specific plan for membership and in November held a membership drive that brought in 107 new members.
- Developed and implemented a familiarization tour of Springfield to highlight what the city has to offer.
- Started a quarterly business forum and chose current topics of interest to members.
- Expanded the monthly newsletter with a professional look and more information.
- Developed and published a monthly profile page entitled "On Track..." in *The Springfield News*.
- Developed and used a new logo for the Chamber.

### We can all be proud . . .

We were successful this year by working together as a team. Many have given of their time, talent and energy, and I want to recognize everyone for their efforts. I especially want to thank each board member, committee chairs and members, chamber staff, and the key players in our community.

I have appreciated the opportunity to serve the Springfield Chamber and to have worked with all of you.

### Challenge for 1992 . . .

We have made great strides during the year, but we still have work to do. I would as you for your continued effort and support during 1992. Let's keep this momentum going and continue to make the Springfield Chamber one of the best in the area.

## 1992 officers and directors

phyllis loobey, president  
lane transit district

joe leahy, president-elect  
harms, harold & leahy  
dave gazeley, treasurer  
centennial bank

john kelley, past president  
john l. kelley, c.p.a.

joan davis  
springfield cleaners  
carol dittrich - fairbourn  
oregon employment div.  
ken eilers  
gerlach's camera center

tamalyn fitch  
fitch-huggins-powell ins.  
donna fuess  
pacific first bank  
roger hunt  
weyerhaeuser company

chuck koehn  
northland real estate  
jesse maine  
pico information systems  
carolyn makarov  
21st century concepts

## 1992 committees

- ☐ awards & recognition
- ☐ business after hours
- ☐ community & state legislative issues

- ☐ education
- ☐ greeters
- ☐ land use & transportation

- ☐ leadership
- ☐ local business development
- ☐ membership

## 1991 summary of income and expenses

income: january 1, 1991 to december 31, 1991

	1990	1991
membership dues	\$89,430.00	\$105,924.81
interest	1,656.18	1,247.41
greeters commitment	141.40	282.93
springfield city room tax	20,000.00	25,000.00
directory royalty	2,793.17	2,334.17
newsletter advertising	1,160.00	1,625.00
"on track" page	-0-	1,825.00
publication sales	29.11	283.72
map sales	781.60	551.74
special activities (see detail, below)	21,063.44	35,193.49
miscellaneous	2,263.21	482.10
refunds & transfers	901.08	-0*
transfers from savings	12,535.00	-0*
<b>total income</b>	<b>\$152,747.19</b>	<b>\$174,750.37</b>

### expenses:

salaries	\$86,228.15	\$67,629.66
benefits	3,617.45	5,030.25
quarters	8,125.71	9,778.60
operations	30,304.73	33,315.27
committees	10,171.92	15,090.27
special activities (see detail, below)	9,590.43	23,441.92
contingency	840.22	-0-
transfer to savings	2,500.00	-0*
miscellaneous operating expense	-0-	979.27
<b>total expense</b>	<b>\$151,378.61</b>	<b>\$155,265.01</b>
<b>excess income/expense</b>	<b>\$2,457.58</b>	<b>\$19,485.36</b>

### special activities (detail)

	income	expense	net
planning workshop	\$2,647.50	2,827.71	(180.21)
annual meeting	2,162.00	2,375.88	(213.88)
joint chambers auction	9,233.19	-0-	9,233.19
boss/secretary luncheon	1,560.00	1,408.52	151.48
joint chambers golf tournament	5,643.63	5,311.25	332.38
new teacher welcome luncheon	1,069.00	1,064.12	4.88
business after hours	895.00	690.90	204.10
christmas parade	1,300.00	656.12	643.88
leadership eugene-springfield	1,000.00	-0-	1,000.00
luncheons/fam tour	790.69	1,047.34	(256.65)
breakfast forums	915.00	819.84	95.16
greeters operations	7,977.48	7,078.24	899.24
filbert festival booth (share)	-0-	162.00	(162.00)
<b>totals</b>	<b>\$35,193.49</b>	<b>23,441.92</b>	<b>\$11,751.57</b>

\* these items no longer reported as income/expense items

## working together, we . . .

### **business promotion and advocacy**

- began 'on track' page in *the springfield news* sponsored by chamber members, to highlight chamber activities, honor long-standing businesses and crow about new members.
- held a familiarization tour for area realtors to acquaint them with springfield developments.
- referred inquiries for goods and services to member businesses.
- sponsored business after hours events to showcase member businesses.
- revised the *springfield membership directory and community profile*.
- participated in 'salute to small business' program honoring outstanding businesses in lane county.
- worked closely with the city of springfield and the eugene-springfield metro partnership on economic development issues and projects.
- co-sponsored wood products forums.

### **visitor promotion**

- answered 8,286 telephone calls, letter and requests for information on the springfield area.
- assisted the mckenzie river chamber in the production of a color brochure.
- maintained open office hours on saturdays during the summer months.
- updated and reprinted the springfield 'facts' brochure.
- worked closely with the eugene/springfield convention and visitors bureau on activities to increase visitor interest and traffic in the area.

### **community involvement**

- co-sponsored a multi-agency information booth at the historic filbert festival.
- participated in the 'springfield tomorrow' process to define springfield's future.
- organized and staged the 39th annual christmas parade through springfield.

- welcomed 60 new teachers to springfield with an informational welcome luncheon.

### **chamber programs**

- welcomed 135 new members to the springfield area chamber of commerce.
- held a highly successful membership drive to bring in 107 of those new members through volunteer contact.
- moved the chamber office to their new location in the restored springfield depot.
- adopted policies and procedures to ensure the success of the 'leadership eugene-springfield,' a joint leadership development program with the eugene chamber.
- held regular new member welcome receptions to give new members a chance to introduce themselves and their businesses.
- revised and prioritized the strategic plan for the year to keep the chamber's program of work vital and current.
- unveiled new chamber logo, newsletter and membership plaque.
- sponsored, with the eugene chamber of commerce, the joint chambers 'glitz & glamour' auction.
- co-sponsored the joint chambers golf tournament with the eugene chamber of commerce.

### **1992 activities**

- board of directors planning workshop
- annual meeting, installation of officers, awards banquet
- eugene-springfield joint chambers 'glitz & glamour' fundraising auction (mar. 7)
- employer/employee recognition luncheon (may)
- joint chambers golf tournament (summer)
- new teacher welcome luncheon (august)
- 40th annual christmas parade (dec. 5)

## **springfield area chamber of commerce**



### **incoming president's message . . .**

#### **A year of change . . .**

During 1991, the Springfield Chamber, under the leadership of President John Kelley, continued the pace-setting record of accomplishments of the year before. Additionally, several major activities, such as the Membership Drive, were added to the list, and these were also successfully completed. We will continue to build upon all of these accomplishments as we progress through 1992.

#### **An objective of the chamber . . .**

Maintaining and increasing the chamber membership is vitally important to the strength and visibility of this organization. Many activities will be provided which will enhance the value of the chamber to its diverse membership.

#### **An invitation . . .**

To carry out the goals of the Board-adopted strategic plan will require involvement from many of you. Your participation will ensure that the Chamber continues to grow. Please volunteer your time and effort. The money isn't so hot but the experience and the product are.