Annie Loe and Michael Wisth, 2016-17 Leadership Eugene-Springfield (LES) class leaders, gave an excellent presentation of this year’s class project, On the Run to ‘21. LES is an 8-month exploration of community leadership. See page 4.
If you experience pressure, pain, swelling, heaviness or restlessness in your legs, you may have venous disease. Left untreated, venous disease conditions, such as varicose veins, can potentially lead to other serious complications. Fortunately, our vein specialists can put an end to this discomfort. By offering new, minimally invasive techniques, we can help patients get back to their lives without the pain of traditional treatments. It’s simple, effective, and covered by most insurance.

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Leadership Development
A Word from our Chair .................................................. 2
Message from the President/CEO .................................... 3
Leadership Eugene-Springfield ........................................ 3
Timely and Timeless Lessons in Leadership ...................... 4
“Quiet Giant” Leadership ............................................... 6
Leadership Education .................................................... 7
Chamber News ............................................................. 12

Economic Development
Governor’s Meeting ...................................................... 9
Regional Economic Indexes ............................................ 11
Medical Center Expansion ............................................. 12
Pitch Stream .............................................................. 14

Legislative Advocacy
Legislative Updates ..................................................... 8

Resource Access
Resource HUB .......................................................... 10
Calendar ...................................................................... 13
Member Events .......................................................... 16

Network Development
Member News ............................................................. 18
New Members & Renewals .......................................... 21
New Member Profiles ................................................. 22

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Why Leadership Matters
by Mike Eyster, Board Chair

Why does leadership matter? A question so simple that it’s sometimes easy to take the answer for granted. It’s a relevant question for a Chamber of Commerce – indeed most community leaders are or have been Chamber members. The reason is obvious – business leaders make things happen. They have vision and find a way to act upon that vision, often at great risk to personal resources, but always with a dedication, vigor, and commitment that is unrivaled.

We often think of leaders as highly effective dynamic individuals, yet leadership is a process, not a characteristic or quality. It is a process that invites others to participate and is only effective if a leader is able to join in a partnership with others to accomplish a common goal. So a leader is not always the person with the loudest voice or the most charisma, the most resources, or even the best ideas. A leader is a person who can mobilize and inspire a team to accomplish a common goal.

The reason this question can be taken for granted is that we all know things are going to be accomplished, decisions and policies made, and laws and ordinances enacted whether or not any one of us steps up to exercise leadership. This fact makes it easy to dismiss the importance of leadership or more significantly our individual role in the process of leadership. If we don’t do it, someone else will.

As a person who appreciates American history, when I think of the question of leadership, I’m always forced to ask myself the question, would there be a United States of America without the highly effective leaders who put it all on the line to create this country. While they embodied the flaws of any of us human beings, they also inspired and motivated others and engaged others in ideas and ideals and ultimately set the stage for one of the greatest of human experiments.

On a more local level I am compelled to think of the development of the Wildish Theater, a spark that ignited the development of the old McKenzie Theater and as I said above, a spark that ignited further development of our downtown. This is leadership.

This issue of The Bottom Line is dedicated to leadership. I urge you to read it and look for a place where you can contribute.

Yes, leadership matters – on a national level and right here in Springfield. I invite you to be the leader that you are.

If you would like to know more about ways in which the Chamber is developing business and community leaders, please call us at 541-746-1651.

Mike Eyster
Chair, Springfield Area Chamber of Commerce

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- Eugene Airport
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Leaders are sometimes explorers and sometimes navigators, and rarely fearless. There are many times I’ve found myself standing outside of my comfort zone. When standing there with responsibility for and accountability to others, it can be terrifying. An exercise in leadership is not meant to be easy, nor is it meant to be comfortable. What is required is the ability to conquer and even embrace our fears, during our most uncomfortable experiences.

As a 16 year old, I was selected to be an Outdoor School camp counselor. I sat through hours of trainings with my peers and teacher mentors. We walked through scenarios of all types, field courses we’d be teaching, camp songs we’d be leading, and typical fifth grade personalities we’d be mentoring. None of this fully prepared me for what was to happen once we got to camp.

One of the activities I chose to lead was a trail hike through the woods. I gathered together the 7-8 kids that had signed up, and off we went. After a little while I had no clear idea of how to return. Being lost is definitely a step or two outside my comfort zone. But there I was - I had led us up the hill, and off the trail.

The greatest lesson for me as a young woman still finding her own confidence and courage, was in realizing that the well-being of others under my charge was my first responsibility. It was not only their safety, but their sense of safety and courage that was dependent on, and would be determined by, my own demonstration. I did not have the luxury of allowing doubt and fear win. Nor could I ignore it. What I could do was remain confident and with calm resolve determine our best next step. There in that place, the solution came. A simple one indeed - head down the hill, not up, and you’ll find your way back to camp. That’s what we did. That’s what happened.

Leadership is much more than any inherent role given by title, or by position of influence. It is conquering fear as we step outside familiar experiences and roles. It is nurturing our courage for one higher purpose – to mentor and to empower others through uncomfortable and unconquered places and spaces.
Leadership Development

Timely and Timeless Lessons in Leadership
by Kathy Smith, Program Facilitator, Leadership Eugene-Springfield Program

Ready to lead? Then it’s time to learn.

Any man or woman among us who is called to lead – and those we ask to follow – know the value of investing time to reflect on our leadership behaviors, beliefs, and self-concept. If we’re willing to challenge ourselves and learn, the investment pays off. As learning leaders, we can improve our personal effectiveness, enjoy richer relationships, and create greater capacity to influence change both inside and outside our organizations.

John F. Kennedy said learning and leadership are indispensable to each other. The joy – and challenge – is that this remains the case regardless of what our title is (or isn’t), how experienced we are (or aren’t), or whether we feel like a natural leader (or don’t). Leadership is a journey we travel, with active learning as our constant companion.

As Program Facilitator for the Leadership Eugene-Springfield (LES) program, I’m blessed to be in the company of area leaders who are ready, willing, and able to learn and to lead. I’ll share a small gleaning of LES leadership lessons that bear repeating.

• Leadership requires skill. The good news is that leadership can be learned, but we can’t relegate it to technical training. Self-reflection, honest feedback, active experimentation, mentors, and willingness to be coached are all methods to develop ourselves as leaders. Like any skill, it requires practice and focus. We need to focus on moderating the behaviors that hinder us and practice the behaviors that help us be more versatile.

• Be authentic. There are a myriad of leadership theories and models. Many have merit and we can learn at least something from most. But, even as we learn new skills, remember that your leadership is a combination of your strengths, values, and attributes unique to each person. Be genuinely you.

• Quality of connections matter. LES alum say the quality of relationships forged in the program last a lifetime. Quality connections are more important than ever. They underpin the possibility for collaborations that bridge human, technical, geographic, and other boundaries so we can foster innovation and discover new ways to resolve challenges that matter to us and our communities.

• Keep learning. LES encourages civic leadership but not all of us are ready (yet) to run for office or step into a high profile public leadership role. In fact, some of us can easily see leadership potential in others but need help to recognize our own leadership capabilities and competencies. Adlai E. Stevenson famously remarked, “It’s hard to lead a cavalry charge if you think you look funny on a horse.” Leadership is always a personal journey. The lesson is to start where you are and be willing to take each of the next steps.

If you are ready for next-level community leadership or want to provide opportunity for an emerging leader in your organization, it’s timely to consider the Leadership Eugene-Springfield program. LES is a long-time collaboration between the Springfield and Eugene Chambers of Commerce that develops community leaders ready to serve at new levels with skill and passion. Participants broaden their knowledge of our communities, consider timely topics, develop awareness and knowledge of their own leadership skills, and foster a strong network of connections with classmates and an impressive roster of business, civic, and community leaders.

Both timely and timeless, LES’s longevity and relevance are testament to the dynamic format and quality of programming. Applications for the next cohort class will open for applications in August. To learn more email robert@springfield-chamber.org or call the Springfield Area Chamber of Commerce at 541-746-1651.

Kathy Smith is the Program Facilitator of the Leadership Eugene-Springfield program and Principal of KJ Smith Associates, a planning and business development consultancy that helps leaders create and manage successful change. www.kjsmith.biz
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**Leadership Issues**

**“Quiet Giant” Leadership**

by Michael Blakley, Development Specialist, Springfield Chamber of Commerce

“... I have come to recognize that they were genuine, real people who had a constant driving discipline to act unselfish and do the right thing.”

What I have learned about leadership over the years.

In the course of 3 different career assignments in the forest products industry, I was privileged to work for an exemplary group of executives, who all became my mentors and friends. They were CEO’s and managers who had earned a reputation for their business accomplishments and leadership attributes. And while their leadership styles ranged from “benevolent dictator” to hard-charging “coach” to “gentle giants,” they all had these things in common:

- They viewed their leadership positions as a privileged opportunity to serve.
- They were boldly decisive in matters relating to safety or crisis.
- They believed a primary purpose of their lead role was to help others grow and succeed.
- They created environments which drove a healthy work culture, producing uncompromising values and exceptional customer service.
- These folks were focused on facts, fairness and in driving their teams to believe that good companies do the hard things best, all the while respecting the power of urgency as well as the need for careful deliberation.
- This group was fun to be around and they never filled a room with “negative energy,” but they filled it with a genuine smile and a sense of quiet confidence. In times of uncertainty or confusing market signals, they stood tall and defined the meaning of “resolve.”
- They knew when their communication style needed to be directive and when it needed to be instructive and it became a natural part of their everyday style of play.
- These leaders were brutally honest with themselves and others. They had the guts to admit their mistakes and the wisdom to occasionally find a good laugh at their own expense.

As I further reflect on the leader-mentors who were influential in my business life, I have come to recognize that they were genuine, real people who had a constant driving discipline to act unselfish and do the right thing. They were flexible, multi-dimensional people, willing to adapt, but remaining true to themselves.

That realization was recently validated in a *Harvard Business Review* article, where the introductory summary read: “To attract followers, a leader has to be many things to many people. The trick is to pull that off while remaining true to yourself.”

In my first month at the Chamber, I have seen how we are influenced by our membership and their leadership styles. They help shape our sense of mission and push us to keep raising the bar in our initiatives and service levels. Our membership comprises both seasoned leaders and new leaders creating a powerful mix of voices and ideas.

Your Springfield Chamber is committed to helping develop and sustain strong leadership within our business community and public sectors. Leaders always have a good road map and we believe our 7 pillars of service is our roadmap in helping deliver an exceptional member experience.

At the end of the day, I humbly believe that an accomplished leader is really just a “quiet giant,” and to me that seems like a great thing to aspire to be.

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**Ad: 43rd Annual Eugene & Springfield Joint Chamber Golf Tournament**

The perfect combination of golf, networking and fun, the Joint Chamber Golf Tournament is a 4-person scramble with a 1pm shotgun start. With food, beverages and entertainment at nearly every hole, this is an event not to be missed!
Motivating People Starts with Having the Right Attitude, by Monique Valcour

Most leaders know what strong motivation looks like. When I ask leadership development clients to describe the type of motivation they’d like to see in their teams, they mention qualities such as persistence, being a self-starter, having a sense of accountability for and commitment to achieving results, and being willing to go the extra mile on projects or to help other team members. But many leaders have little idea of how to boost or sustain that level of motivation.

Many leaders don’t understand that they are an integral part of the motivational ecosystem in their companies. The motivational qualities listed above appear most frequently when employees feel valued, trusted, challenged, and supported in their work — all things that leaders can influence. For better or worse, leaders’ attitudes and behaviors have a huge effect on employees’ drive and capacity to perform.

One problem that gets in the way is a mechanistic, instrumental view of the human beings who sit at our companies’ desks. Seeing compensation as the primary or only tool we can use to motivate high performance is like trying to build a house with only a hammer. What gets lost is that incentives, regardless of which ones are applied, filter through employees’ brains along with every other aspect of the employment experience. How employees experience work from day to day has a bigger influence on their motivation than their compensation and benefits package.

Another barrier to a leader’s capacity to motivate is the widespread, mistaken belief that motivation is an inherent property of the employee — “they either have it or they don’t.” In fact, motivation is a dynamic process, not a stable employee characteristic. When we judge an employee to be irredeemably unmotivated, we give up on trying to motivate them. A vicious cycle ensues, in which our attitude and behaviors elicit exactly those behaviors we expect from an unmotivated employee, which in turn reinforces and justifies our verdict and approach. Everybody loses: The organization is deprived of the employee’s full contribution, the leader acts unskillfully, and the employee grows increasingly disengaged.

How employees experience work from day to day has a bigger influence on their motivation than their compensation and benefits package.

Managers generally start out with the best of intentions. After all, whenever we hire someone new, we expect that they will be motivated. Later, if performance or engagement lags, we experience frustration at the “unmotivated, entitled” employee. It often goes something like this: “As a leader, I started out caring very much about the emotional needs of staff. Unfortunately, all this brought about was overentitlement and making it OK to use your feelings to waste time and create a negative environment. I have evolved to care less about feelings and more about getting the work done, period. As long as my expectations are clear, people get paid, and they have a safe environment, there is no room for the rest of it in the workplace.”

I found this comment on a leadership article posted on the HBR Facebook page, but it could have come from the mouths of the countless leaders I’ve met during my career. Even if a leader feels perfectly justified in taking this approach, giving the impression that employees’ subjective experience of work doesn’t matter will only serve to dampen employee motivation.

It is entirely possible for leaders to learn to motivate even those employees they’ve given up on. As an example, I recently coached a leader who’s responsible for a global organization’s operations in an Eastern European country. A man in his fifties with a military background, he complained of being saddled with an underperforming team member he couldn’t fire: “He’s basically useless. All I can do is contain him so he doesn’t screw anything up — and lean on my capable people to get our work done.” The leader gave the employee routine, low-value work to do, didn’t share important information with him, didn’t bother to meet with him, and never sought his input or contribution to important projects.

“Why bother with him? I can’t change him, and I don’t have time to waste on someone who’s unmotivated,” he insisted at first. Through coaching, the leader came to appreciate that these choices, which he initially saw as rational responses to a motivational deficiency in the employee, actually worsened the problem. He realized that seeing his employee as useless was only one of many possible perspectives he could take — and that it limited his leadership effectiveness. After shifting his approach from containment to facilitation, he saw substantial gains in the employee’s outward motivation and performance, to the point where the employee became a valuable member of the team.

To make the shift that boosted his employee’s motivation, this leader had to be fearless in examining his own thinking and patterns of behavior. He recognized and admitted that he didn’t see his employee as a whole human being, but rather as an object and a problem. He had to develop curiosity about what the situation was like from the employee’s point of view. He had to experience that valuing his employee’s perspective opened up avenues for motivation. As he started talking more with his employee, giving him challenging work, seeking his continued on next page
input, and including him in important projects, the employee responded with increased enthusiasm and commitment. “I can’t believe what a difference it makes,” he told me after a few sessions.

I believe that most interpersonal problems that arise in the world, whether in relationships, companies, or nations, come down to the fundamental difficulty humans have in seeing things from others’ perspectives. When we make assumptions about what employees believe and value, interpreting their behaviors according to our assumptions, we reduce their humanity and their complexity. The very phrase “human resources” frames employees as material to be deployed for organizational objectives. While the essential nature of employment contracts involves trading labor for remuneration, if we fail to see and appreciate our employees as whole people, efforts to motivate them will meet with limited success. Instead of thinking about how we can control our employees, let’s focus on how we can motivate them. A good place to start is by reflecting on the best boss you’ve ever had. How did this boss make you feel? What did this boss do to earn your admiration? Try to harvest some of that boss’s motivational strategies and make them your own.

Monique Valcour is an executive coach, keynote speaker, and management professor. She helps clients create and sustain fulfilling and high-performance jobs, careers, workplaces, and lives. Follow her on Twitter @moniquevalcour.

(https://hbr.org/2017/03/motivating-people-starts-with-having-the-right-attitude)

Legislative Updates

Oregon State Chamber of Commerce Legislative Report – Week 17, May 30

It’s getting hard to see how the legislature is going to be able to bring this session in for a landing by the Constitutional end date of July 10th. The gulf between Democrats and Republicans, and between the House and the Senate, seem almost insurmountable.

There is a $1.4 billion difference between available revenue and the budgets that legislative leadership want to pass. There are not enough votes to pass any of the big budgets. There are not enough votes to pass any increases in revenue. Legislative leadership has been slow to unveil any meaningful reductions in state government costs. There also does not appear to be the necessary votes to pass a meaningful investment into the state’s transportation system, either.

Also of note…this is another important week in the legislature as June 2nd is the next hard deadline of the session. By Thursday, all bills must pass their final policy committee or else they are considered dead. After Thursday, the only committees that will be open are House & Senate Rules, House & Senate Revenue, and any Joint Committee. All policy committees will be closed by the end of the week.

Key Labor Bills:

BOLI Overtime Fix: SB 984 fixes BOLI’s bad interpretation on daily/weekly overtime pay and passed the Senate unanimously. But the House is prepared to kill this bill and replace it with House Bill 3458, which includes all the elements of SB 984 that manufacturing employers need but also includes some seriously harmful provisions including a hard cap on hours that an employee may work at 60hrs per week. OSCC is working hard to strip this provision out of the bill. OSCC can only support the bill if this provision is taken out. OSCC can’t support knowingly hurting businesses, especially those in rural areas with workforce shortages, by supporting a bill with a 60 hour workweek limit.

Predictive Scheduling: OSCC is still concerned that SB 828, which implements predictive scheduling for food service, retail and hospitality businesses, will gain traction before the end of session. As part of the bill, business groups including AOI and the Oregon Restaurant & Lodging Association are seeking a total, permanent statewide ban on local scheduling mandates. Unions are coalescing to try and pass this bill as it is their last major opportunity to pass ‘pro-worker’ legislation. The unions have even filed a ballot measure on the issue, presumably to pressure lawmakers into passing some version of SB 828 and to force business groups to the table.

Union Organizing & Sick Leave Penalties: OSCC believes it has now killed a nasty bill – HB 2856 – which creates a Community Outreach and Labor Education Program within BOLI to promote awareness of employee rights. The bill takes $2 million of employer-paid money (Wage Security Fund) to fund union organizing campaigns. In addition, the bill also adds punitive damages to Oregon’s paid sick leave mandate. OSCC is actively working to oppose this bill in the Ways & Means Committee.

Environmental Regulation:

Cleaner Air Oregon: The big bill here is HB 2269, which would increase Title V and ACDP fees to fund the new DEQ ‘Cleaner Air Oregon’ regulatory scheme. OSCC testified in opposition to HB 2269. We anticipate this will be the major

continued on next page
Environmental fight of the session. OSCC and business groups are not seeking to kill the bill so much as get the DEQ to work with business in a cooperative way around these regulations. The current proposed regulations will put many manufacturers out of compliance and prove very costly for local business communities and cause a loss of local jobs.

**Diesel engine regulations:** SB 1008 is the diesel engine regulatory bill that won’t die. It is the subject of new negotiations. As it stands now, the bill simply requires the state to do an inventory of all off-road diesel engines in Oregon. OSCC believes it is premature to engage in diesel engine regulation without taking inventory of off-road engines in use throughout the state. But environmental proponents are hoping to score some kind of win with diesel engines, so the bill is undergoing 11th hour discussion and negotiation that would implement California-style regulations on off-road engines. OSCC is actively engaged in this issue.

**Liability:**

**Liability Costs/Damage Awards:** Last week the trial lawyer association took yet another stab – their third – at trying to increase damage awards for negligence and personal injury lawsuits. Having been defeated with SB 487, then SB 737, the trial lawyers stuffed their amendments into HB 2807 and passed the bill out of the Senate Judiciary Committee. HB 2807 increases non-economic damage limits from $500,000 to $10 million for all suits with the exception of wrongful death suits. This is a perfect case-in-point on why organizations need to stay vigilant until the final gavel drops. The bill is designed to pierce policy limits and force health care providers to settle out of court even on marginal claims. OSCC believes we have a good opportunity to defeat this bill for yet a third time.

**Business Taxes:**

Tax legislation of concern to OSCC members includes HB 2067, which blacklists certain countries as ‘tax havens’ and increases the tax burden on Oregon companies with affiliates located in these ‘tax havens.’ HB 2067 blacklists some countries such as the Netherlands and Switzerland that have significant investment and companies in Oregon. HB 2019, which requires the public disclosure of Oregon sales and Oregon taxes of any company that avails itself of at least $5,000 in Oregon tax credits, is also a bill that OSCC is actively engaged in. OSCC joins its business association partners in opposition to these bills.

Also of note, the **Gross Receipts Tax (GRT)** proposal being developed by Senator Mark Hass is inching forward, but as of today does not appear to have the votes to advance. There is pressure coming from both the business community and progressive Democrats in opposition to the proposal. The business community is not generally supportive of the GRT due to the significant bottom line impacts to low margin and unprofitable companies, and progressive Democrats believe that Hass’ proposal raises far too little (less than $1 billion) in new revenue. The progressives are seeking more than $3 billion in new revenue from a GRT.

We do not see a resolution to this in the offing, other than the legislature continuing to fund state government by use of temporary ‘Continuing Resolutions’ and coming back into special session after some cooling off has occurred. We do not see a clear pathway to bridging the $1.4 billion budget gap with six weeks left in the legislative session. (oregonchamber.org/2017-legislative-report-week-17/)

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**Governor’s Meeting**

**State’s Priority Projects**

On May 19, at the Governor’s invitation, the Springfield and Eugene Chambers convened 20 business leaders to speak with Governor Kate Brown and her staff on jobs and economy. The Governor presented her priority projects: Infrastructure (Transportation, Housing, Water, Broadband); Workforce Development (STEAM, M98 CTE); Innovative Technology (Advanced Wood Products/CLT, UAV/Drones); Small Business (Access to capital); Regulatory Reform (Removing barriers for business), Budget (cost containment measures, sale of liabilities, recoup of bad debt.) The meeting then opened up for discussion on how the state can help support economic development in the region.

The discussion included such topics as lowering transportation costs; job creation; reducing excessive and costly environmental regulations; comprehensive tax reform; support for education through rural community innovative learning models curricula, Tallwood Design Institute partnership, and broadband infrastructure. Contact the Chamber for more information at 541-746-1651.
SURVEY INVITATION
The Oregon Secretary of State, Office of Small Business Assistance invites you to participate in a Business Friendliness survey. We want to hear from business owners how Oregon government is doing to support businesses and listen to your ideas to improve services to business in Oregon. To participate in this 5-minute survey, please follow the link.
https://www.surveymonkey.com/r/2017BusinessSOS
Thank you for your participation.

Lane Economic Committee
The Lane Economic Committee meets once a month to discuss the direction and scope of LCOG’s economic development program. www.lcog.org

Neighborhood Economic Development Corporation (NEDCO)
NEDCO’s microenterprise services equips entrepreneurs with the skills and financial resources necessary to operate a small business. The program is integrated with other NEDCO services to produce long-term success for Lane County’s entrepreneurs. Our $75 membership gets you unlimited business counseling, and access to our suite of classes, including Small Business Foundations—our business 101 course.

Community LendingWorks
Community LendingWorks provides loans to artisans, microenterprise, agriculture and small businesses that need capital to start or grow. Our loan products are innovative and our underwriting is based on a holistic look at the individual and the business. With loans ranging from $300-$75,000, we fill the gap for micro-lending, startup capital, and innovative financing.

Sprout!
Sprout! is a regional community food hub that operates a state-of-the-art commercial kitchen for people wanting to start a food production business or restaurant. Through the Restaurant Incubation program, Sprout! offers opportunities for qualified food business start-ups to access a commercial kitchen, retail space, and technical assistance and training. Commercial spaces are available for rent as an affordable, great location for your business. In addition, Sprout! also offers a beautiful event space for weddings, birthday parties, or your next business gathering.

The Regional Accelerator & Innovation Network (RAIN) is an Oregon consortium of government, higher education, and the business community.
In coordination with the cities of Corvallis and Eugene, as well as communities throughout the region, RAIN is partnered with two accelerators to create a collaborative environment to assist entrepreneurs in establishing viable companies that generate jobs, wealth and opportunities for the region. The RAIN Eugene Accelerator is a partnership between the University of Oregon and the Eugene Area Chamber of Commerce and is a twice-yearly 16-week program offering intense training and mentoring to early growth-stage companies in and around Eugene and the RAIN Eugene Innovation Network. For more information about RAIN visit www.oregonrain.org.

Sign up for a free business counseling session with SCORE: Counselors to America’s Small Business. Counseling sessions are 1 hour long and are on a first-come first-served basis at the Springfield Chamber.
To RSVP, call Robert at the Springfield Area Chamber of Commerce at 541-746-1651. Advanced registration is required.

Business Loans

LCOG’s Business Loan Program helps small businesses to utilize various government loan resources including local, state and federal programs such as the U.S. Small Business Administration. These programs can offer numerous benefits including as attractive rate of interest, higher loan-to-value, and easier access to capital.

Loan eligibility information will be used by Lane Council of Governments to determine your potential eligibility for any of our government loan programs for small businesses. If we determine that you may be eligible, we may ask you to submit a formal application including an application deposit.

Contact: Steve Dignam, Program Manager, sdignam@lcog.org, 541-682-7450
Dan Betschart, Senior Loan Officer, dbetschart@lcog.org, 541-682-3359
Review

The headline measure of Oregon’s economic activity softened in March but underlying trends indicate that growth remains solid. The three-month moving average, which smooths volatility in the measure, was 0.73 ("zero" indicates average growth over the 1990–present period), virtually unchanged for five consecutive months. The manufacturing sector again made a positive contribution to the index as the sector heals from a slowdown that began in 2015. The construction sector made a neutral contribution as the employment components cancelled each other out and housing permits held near average levels (although low for expansions). Broad labor market measures continued to support the household sector while weaker employment components resulted in a negative contribution from the services sector.

The University of Oregon Index of Economic Indicators rose 0.2 percent in March while February’s number was revised higher. Initial unemployment claims fell and remains near historical lows; strong underlying demand means a low level of layoffs. Residential building permits (smoothed) continue to track near 1,500 units a month; single family permits remain low compared to past expansions in Oregon. The Oregon Weight Distance tax, a measure of trucking activity, core manufacturing orders for capital goods and average weekly hours continue to hold relatively steady. Consumer sentiment (smoothed) rose again although most indicators suggest the consumer spending was soft in the first quarter of 2017. This may, however, be related to a recent issue in accurately adjusting first quarter data to account for seasonal impacts.

Together, these indicators suggest ongoing growth in Oregon at an above average pace of activity.

Contributions to Oregon Measure of Economic Activity – March 2017

<table>
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<tr>
<th>Sector</th>
<th>Jan-17</th>
<th>Feb-17</th>
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<tr>
<td>ISM Manufacturing: Imports Index</td>
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<td>Other Services Employment, Oregon</td>
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<td>Oregon Measure of Economic Activity</td>
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<tr>
<td>Three-Month Moving Average</td>
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How can I interpret the Oregon Measure of Economic Activity?

A reading of “zero” corresponds to the average growth rate for that particular region. In other words, the measures identify periods of fast or slow growth relative to trend.

What is the significance of the moving-average measures?

The monthly measures can be very volatile. To reduce the noise, it is helpful to focus on the average of the most recent data.

Is this approach used elsewhere?

Yes, the Chicago Federal Reserve Bank uses the same basic approach to measure both national and regional economic activity.

What is the difference between the two measures?

The Oregon Measure of Economic Activity uses a methodology that allows for the incorporation of a larger number of variables. The University of Oregon Index of Economic Indicators focuses on a narrower set of variables using a different methodology used by the Conference Board to compute leading indicators for the United States. Using different indicators allows for a more complete picture of the Oregon economy.

Contact
Timothy A. Duy
Director, Oregon Economic Forum
Department of Economics, University of Oregon
541-346-4660 | duy@uoregon.edu
econforum.uoregon.edu
Medical Center Expansion

McKenzie-Willamette Medical Center Expansion & Modernization

On Wednesday, June 28 from 5-8pm there will be a ribbon cutting and reception to celebrate the completion of the patient tower with hors d’oeuvres, music and tours of the new tower which will include state of the art surgical suites and contemporary patient rooms. The tower represents the first phase of the dual-phased expansion project which is the most visible part and serves as the new entrance and lobby of the hospital.

The tower is home to an expanded surgical and cardiovascular units, and beds for medical/surgical patients. The highly utilized cardiovascular program and accredited chest pain center will double in size from eight to 16 total beds. The surgical unit will increase the number of operating rooms from seven to 10 as well as the size of each room. The emergency department will also grow to 33 private patient exam and trauma rooms, reducing noise for patients who will seek care at the Level III trauma center.

Last year McKenzie-Willamette Medical Center announced it would invest more than $80 million in an expansion and modernization of the hospital to better serve the needs of patients in Lane County. This long-awaited announcement is the most significant construction project to happen at the hospital in more than 30 years.

The dual-phased project will take approximately three years and is dedicated exclusively to improving and expanding patient care areas in the hospital. When it is complete, more than 153,000 square feet of space will be added to the hospital and over 56,000 square feet will have been renovated. Across the hospital, patients will be able to enjoy added privacy with the transition to a majority of private rooms.

Finally, other changes will bring the facility up-to-date in operational areas that support care.

Construction is expected to be complete by mid-2018. The hospital is making plans to ensure patient comfort and convenience for visitors and staff is not compromised during construction.

Chamber News

Springfield Chamber Welcomes Two New Staff Members

Paige Sharpe, Program Coordinator. Paige has a B.B.A. in Marketing, HR Management, and International Business from Gonzaga University. While earning her degree, Paige interned for two years with the very robust Leadership Spokane program, and after graduation took on a project-based marketing research internship with InsightsNow (Corvallis.) Then in 2014, Paige accepted a position with the Peace Corps and headed to Okakarara, Namibia for a two-year gig as a Community Economic Development Volunteer. There she worked with small and medium sized enterprises, mentored on business plans, implemented third-stream income projects, and coordinated events and web content. Paige will work primarily on program/event content development and coordination, member and sponsor services, and team-based marketing and communications projects. She will also provide liaison support to new economic development initiatives, education and workforce, and resource partner cultivation.

Michael Blakley, Development Specialist. Michael is a native Oregonian and a graduate of the UO School of Journalism and Communications. He comes to us with a diverse background and set of competencies founded on a well-rounded career in marketing and sales. His extensive experience and knowledge working for wood products-based businesses such as Columbia Forest Products, States Industries, and Chesapeake Hardwood Products, Inc. will add value to many of our newly identified priorities for economic development, and engagement of businesses in targeted industries. Michael’s primary responsibilities will be to drive our dues and non-dues revenue development goals, and he will also participate on committee and staff projects to fully integrate his experience, creativity and skills into advancing our broader scope of work.
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<td>Greeters</td>
<td>7:00am, Along Came Trudy</td>
<td>1486 18th St., Springfield</td>
<td>SCORE Business Counseling</td>
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<td>SCORE Business Counseling</td>
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<td>ACCESS - Leadership: Cultivating Elite Teams</td>
<td>7-9am</td>
<td>Lane Community College Center for Meeting &amp; Learning, 4000 East 30th Ave., Eugene</td>
<td>Membership Committee Meeting</td>
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Community Wealth

Friday, May 26 at the Hilton Garden Inn

The panel presentation included Henry Fields who gave the introduction to innovation hubs and their impact on community development. Matt Sayre spoke about Mozilla Gigabit City and other opportunities for Springfield.

Tammy Fitch presented on Arts as a Catalyst, and Dr. Sue Reike-Smith delivered on Innovative Educational Programs.

The event wrapped up with a facilitated panel discussion weaving stories and concepts together and an audience Q&A.

Check in next month’s Bottom Line and we will present a more detailed article on the results of LunchVox: Innovation Hubs.

Sponsored by:

Economic Development

Pitch Stream

Making a difference in the lives of entrepreneurs in our community.

Pitch Stream, on May 20 at SPROUT!, was a huge success! 11 companies pitched to over 100 attendees. The first place winner was H2Know. They make a body sensor w/ LED lights to let you know if you, your kids, or grandma are hydrated, need to start sipping some aqua, or if you need to hit the ER for dehydration. Second place went to Craft Crickets. They are raising crickets for human consumption but with an eye towards a craft market. Third place was Light Shield. They are building hardware for gamers that prevents damage to their equipment during travel, and also allows personalization.

Read more at www.facebook.com/RAINEugene.
**Member Events**

**Springfield Forum**  
(Formally the Senior Forum) is open to people of all ages to hear about important things going on in the community.  
**Location:** Springfield Depot  
**Date:** Mondays 9:30-10:30am  
No charge so come on down, have a cup of coffee on us and be part of this dynamic group.

**Artisans at Work**  
**Date:** Second and Fourth Tuesday, 3-4:30pm  
**Contact:** willamalane.org  
**Cost:** Free

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**Springfield Farmers Market**  
Featuring food vendors like Humble Bee Honey and Helios Farms, activities/demonstrations from Willamalane Park and Recreation District, and live music throughout the summer.  
**Date:** Every Friday, 3-7pm, through Sept. 29  
**Location:** City of Springfield’s fountain plaza at the corner of Fifth and A streets.

**Volunteers Need:**  
- Help with set-up and tear-down.  
- Serve on the board.  
- Share your special talent with us.

**Contact:** Mavis Sanchez at Willamalane, 541-736-4544 or Vahana Keene at the City of Springfield, 541-726-3671

**Plank Town**  
**Presents:**  
**“Made in Oregon” series featuring Paint Your Wagon**  
Join us each month through August for a film made in Oregon. *Paint Your Wagon* tells the story of two unlikely prospector partners who share the same wife in a California gold rush mining town. Filming locations for *Paint Your Wagon* included the Wallowa-Whitman National Forest near Baker City in northeastern Oregon. The movie and discussion are free to attend and presented by Plank Town Restaurant and Brewery and coordinated by a partnership with the Springfield Library and Willamalane Park & Recreation District.

**Eugene Symphony’s SymFest II**  
Eugene Symphony’s brewfest-meets-concert experience and a celebration of cultural vibrancy. At 7:30, joining the orchestra for the main performance conducted by Reno Philharmonic’s Laura Jackson is Eugene vocalist Siri Vik and the genre-bending trio Time for Three. Vik will sing favorites by Edith Piaf, and Time for Three will play mash-ups of classical mainstays and popular songs, like Beethoven with Britney Spears and Mahler with Guns N’ Roses.

**Dorris Ranch Discovery Day**  
Bring your friends for a day of discovery at Dorris Ranch! Use your know-how to navigate Oregon history in “The Amazing Race to Oregon.” Visit the Living History Village and discover what life was like for pioneers and native populations. Explore the orchards and discover what it takes to harvest 700,000 pounds of filberts a year.

**Eugene Ale Trail Anniversary Party**  
Cheer on Eugene’s local beer scene and get a taste of what our breweries have brewing at this annual celebration of the Eugene Ale Trail. FREE!  
**Date:** Mon., June 5, 4-8pm  
**Location:** 16 Tons Cafe, 2864 Willamette St., Eugene  
**Contact:** www.eugenecascadescoast.org

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**S⅞⅞⅞⅞ City Club**  
**Springfield City Club**  
**Date:** First and third Thursdays of every month from 11:45-1pm  
**Location:** Hilton Garden Inn. Registration is strongly suggested and lunches are available on site.

**Contact:** springfieldcityclub.org

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**Springfield Farmers Market**

**Artisans at Work**  
**Date:** Sec and Fourth Tuesdays, 3-4:30pm  
**Contact:** willamalane.org  
**Cost:** Free

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**City Hall Gallery Reception**  
(Springfield Second Friday Art Walk) Come view the art and enjoy a live musical performance and light refreshments.

**Date:** Fri., June 9, 5-7pm  
**Location:** City Hall Lobby (outside the Library)
Mini Maker Faire
Eugene’s Greatest Show (and Tell!!) returns to the Science Factory for a sixth year of creative fun! Meet makers, hackers, artists, hobbyists, and do-it-yourself enthusiasts of all stripes ready to share their experiments and projects with you. With robots, rockets, arts and crafts, 3D printers, and even lasers, there’s something amazing around every corner!
Date: Sat., June 10, 10am-5pm
Location: Science Factory, 2300 Leo Harris Pkwy, Eugene
Cost: $8
Contact: www.eugene.makerfaire.com

Pipe Night & Ceilidh Invitation
We invite you and your guests to come and enjoy an evening of Scottish folly! We have added a variety of piping in addition to the classic Piobaireachd. You can enjoy classic harping by Mary Grace and a wee bit of Scottish dance led by the Eugene Scottish Country Dancers. Complimentary appetizers, non-alcoholic beverages. We are offering a dinner of bangers, mash, and salad for purchase. Local wines available to purchase and of course, a whiskey tasting, sponsored by Laphroaig. This fun event is welcome to all ages!
Date: Sat., June 10
Location: Bob Keefer Center, 250 S 32nd St., Springfield
Cost: Entry is $12, Dinner is $8.
Contact: www.mckenziehighlandgames.com/pipe-night-and-ceilidh-buy-tickets

Get Cooking at Sprout! Chinese Hand-Pulled Noodles
Get ready for a cooking adventure at Sprout! Regional Food Hub in Springfield. Our Get Cooking classes are taught by local chefs and emphasize fresh, local ingredients. Learn to make Chinese hand-pulled noodles (biang biang) with chef Owen and Shield Catering. Bring an apron and join the fun! Please wear closed-toe shoes. Space is limited and preregistration is required.
Date: Sun., June 11, 2-4pm
Location: Sprout! Food Hub, 418 A St., Springfield
Cost: $40-45
Contact: lmw@uoregon.edu or call 541-346-3030 to register

RAIN Eugene - Startup Coffee Meetup
On the 3rd Thursday of every month join us for free morning coffee. After brief introductions, local entrepreneurs and interested others will have the chance to meet and network. Anyone is welcome to attend! Note that this is a Meetup where we are trying to connect startups with others who can help them. This is not a ‘leads’ networking event.
Date: Thur., June 15, 9am
Location: RAIN Eugene, 942 Olive St.
Contact: www.eugenerain.org

Soaring for Sobriety Disc Golf Tournament
Sponsored by Serenity Lane and Willamette Family. This is Professional Disc Golf Association-sanctioned event will be held at the Dexter Disc Golf Course, which is an 18-hole/basket course. The funds raised will be used directly to help sponsor individuals through treatment who could not otherwise afford it. Substance abuse affects countless local individuals and their families. Help give back to those less fortunate and have a heck of a good time doing it.
Date: Sat., June 17, 9am-5pm
Location: Dexter Disc Golf Course
Contact: www.4discgolf.com

McKenzie-Willamette Medical Center Tower Reception
McKenzie-Willamette Medical Center will invest more than $80 million in an expansion and modernization of the hospital to better serve the needs of patients in the Springfield community. This long-awaited announcement is the most significant construction project to happen at the hospital in more than 30 years. The most visible part of this project is the patient tower, which serves as the new entrance and lobby of the hospital. On Wednesday, June 28 from 5-8pm there will be a ribbon cutting and reception to celebrate the completion of the tower with hors d’oeuvres, music and tours of the new lobby.
Date: Wed., June 28, 5-8pm
Location: 1460 G St., Springfield
Contact: 541-726-4400
Virtual Reality Learning Lab

Springfield Public Library is very excited to provide a new resource to our community. In collaboration with the Oregon Story Board and with funding by State Farm Insurance, The Gray Family Foundation, The Library Foundation, and the Springfield Arts Commission, the library now offers a new Virtual Reality Learning Lab featuring the HTC Vive. The Vive offers a room scale virtual reality experience that allows you to create, explore and walk around in a 3D environment. As a brand new technology, the role VR will play in our future lives is still being invented. The possibilities are endless with applications in education, training, therapy, storytelling, art and more. It is important that our citizens be part of this emerging future and just as libraries provide Internet technology to the community, they are a natural fit to provide VR technology as well. Springfield Public Library is the first Oregon library to offer VR technology to the public and is among a very few nationwide to pioneer VR in libraries.

When: 6:30 and 7:10 p.m., Mondays beginning June 5
Where: Library Conference Room, Springfield Public Library, 225 Fifth St.
Additional Information: LuCinda Gustavson, 541.726.2287, lgustavson@springfield-or.gov

Northwest Community Credit Union

Northwest Community Credit Union Awards 22 Scholarships to Oregon Students

Northwest Community Credit Union has awarded 22 scholarships to students throughout Oregon who have demonstrated dedication to creating a positive impact in their community.

Scholarships will be dispersed for the 2017-18 school year and range in value from $1,000 to $5,000.

“Education is crucial for strong local communities. We’re committed to helping students throughout Oregon pay for college,” said Northwest Community Credit Union’s CEO John Iglesias. “These scholarships give the receiving students a chance to follow their dreams and help alleviate the financial burden of pursuing a degree.”

Northwest Community Credit Union received more than 90 scholarship applications. Winners include students new to higher education and continuing students. Scholarship recipients hail from Lane, Benton, Coos, Douglas, Deschutes, Jackson, Multnomah and Harney counties in Oregon.

Two scholarship categories are awarded each year. The Larry Levine Memorial Scholarship honors writer and Assistant Professor Larry Levine, who was killed along with eight Umpqua Community College students in 2015. The scholarship is awarded to Douglas County residents attending Umpqua Community College and covers tuition, books and fees up to $5,000 for the 2017-18 school year. Jenna Anderson of Winchester, Oregon and Samantha Winters of Roseburg, Oregon are this year’s recipients.

The second category—the Northwest Community Scholarship—awards $1,000 to students who demonstrate a dedication to creating a positive impact in their community. Twenty recipients will attend institutions such as Oregon State University, University of Oregon, Lewis and Clark College, Corban University, University of California, Davis and American University, among others.

“Part of our mission at Northwest Community Credit Union is giving back and supporting the people that make up our local communities,” said Northwest Community Credit Union Community Relations Coordinator Kim Clark. “We can’t think of a better way to invest in Oregon than helping the next generation of leaders receive a great higher education.”

The next application period for scholarships will begin February 1, 2018 and applications are accepted via the Northwest Community Credit Union website.

For more information: Kim Clark, Community Relations Coordinator 800.452.9515, x9738, kclark@nwcu.com
Willamalane Named Top Park Agency in the Country

The sign of any good community is the premium it puts on building good parks, playgrounds, pools and bike paths.

Such is the case in Springfield, where this community boasts one of the best park and recreation districts in the nation. That fact was confirmed this year when Willamalane Park and Recreation District won the Gold Medal award, designating it as the top park agency in the country for communities of similar size.

The award was presented by the National Park and Recreation Association at its annual conference held in October. It is the highest honor given out by the organization.

Former Superintendent Bob Keefer credited Springfield’s support in helping the agency deliver a level of park and recreation services rarely found in a community this size.

“The people of Springfield have supported this district every step of the way,” said Keefer, who retired in October.

Willamalane maintains and operates five recreation facilities and 46 parks and natural areas totaling nearly 1,500 acres. Additionally, there are 13 waterfront areas, 29 miles of hiking and biking trails, 17 sports fields and 27 playgrounds. Willamalane also offers over 500 programs to people of all ages and abilities.

For more information, go to willamalane.org.

Plank Town Brewing Co. To Open Taproom In Pleasant Hill

Scott Chambers, co-owner of Pisgah Public Market, and Bart Caridio, owner of Plank Town Brewing Co., pose for a photo in the space being remodeled for Plank Town’s Hilltop Bar & Grill in Pleasant Hill. Sherri Buri McDonald/ The Register-Guard.

This summer, residents of Pleasant Hill and people passing through on their way to bike, boat, hike or camp in the Cascades, will have a place to enjoy a microbrew and burger with friends.

After establishing itself as the central watering hole in downtown Springfield, Plank Town Brewing Co. plans in June to open a taphouse in Pleasant Hill, a community about 12 miles southeast of Eugene. The new business, Plank Town’s Hilltop Bar & Grill, will provide Pleasant Hill with a new place to eat and gather.

The taphouse will have about 15 employees. Hiring will begin next month, Plank Town owner Bart Caridio said.

“The whole community is excited, having another food option,” Vanessa Stevenson said. She and her husband, Tim, have lived in Pleasant Hill for six years. They recently opened The Grateful Harvester gardening supply shop near Hilltop’s location. Both businesses are tenants in the Pisgah Public Market, a formerly moribund shopping center along Highway 58.

Meet With Buyers From China For Snacks and Craft Beverages

Introduce your product to the rapidly growing Chinese market! Meet with 20+ buyers from China at this event on June 21 and 22 in Portland where you have an opportunity to showcase your products and samples to a range of diverse Chinese buyers.

The food market in China, valued at more than $3 trillion, is evolving dramatically due to a shift in consumer preferences. As consumers embrace healthier diets and lifestyles, shoppers increasingly choose higher quality, better ingredients product options, even at a premium price. Chinese consumers are attracted to a multitude of products imported from Western countries, making this an incredible opportunity for Oregon food and beverage producers.

Products Examples: SNACKS: Nuts, Dried fruit, Energy bars, Chips, Popcorn, Granola, etc. CRAFT BEVERAGES (Alcohol & non-Alcohol): Wine, Beer, Cider, Mixed Drinks; Kombucha, Coffee, Drinking vinegar, Juices, Soft Drinks etc.

Fee: $20 per company. RSVP to Yelena Nowak at ynowak@oda.state.or.us. Please RSVP with the following information:
1. Company Name
2. Name & Contact Info
3. Product Category to display
4. Choose one date: June 21 or June 22
RSVP Deadline: June 5th

2017 CFO of the Year, Medium Private Co.: Erik Parrish, Hawes Group

The leader earned high marks for making employees successful and retaining them after they grow into their roles.

Five money experts emerged at the top of their respective fields during the CFO of the Year event in downtown Portland. We congratulate Erik Parrish, CPA CMPE of the Hawes Group in Springfield on receiving the CFO of the Year award, by the Portland Business Journal, for Medium Private Companies! “It’s an honor to receive this...
Erik Parrish, CPA CMPE

For those who attended the May 18 event, it was a great chance to get to know the people who typically remain behind the scenes within their respective workplaces but who, as CEOs and employees know, are critical to executing on a company’s strategy. (Source: Portland Business Journal, bizjournals.com)

C2 Fund

Entrepreneurs are celebrating the news that Eugene-Springfield now has its own investment fund.

The Coast to Crest Fund, or C2 Fund, is ready to begin investing in local venture startups, said Joe Maruschak, one of the founders of the fund and the chief startup officer at the Eugene Regional Accelerator and Innovation Network.

Maruschak said the entrepreneurial landscape in Lane County is evolving and conditions are right for the establishment of such a fund. One major issue that has plagued local entrepreneurs is their geo-graphic distance from traditional investment centers.

The C2 Fund will allow the type of intimate access to investors that helps entrepreneurs and investors make prudent and profitable decisions, Maruschak said.

Kate Hammarback, an MBA student at the University of Oregon, said the need for such a homegrown fund to support the local economy was underlined by the Oregon Capital Scan — a statewide effort to evaluate the state of capital availability in Oregon.

For more information about the C2 Fund, visit www.c2fund.net. Startups interested in funding can contact joe@c2fund.net.

Springfield Ambassador Award

2017 Visitor Industry Celebration.

When it comes to visitors from near or far, Vicki was a rare and true champion of our region’s assets. Her knowledge of where to go, what to see, and how to get there was unmatched. It was not just her expertise, but her sheer enthusiasm that she shared with every person that walked through the Springfield Chamber visitors center door. It was quite common for her to engage in a conversation with visitors – be they from Europe, Asia, Washington, New York City, or Cottage Grove – about their personal stories, hometowns, and experiences. It is what made their local experience a positive and memorable one, and often times the reason for their extended stay.

Elwood Staffing’s Sarah Barker
Promoted to Senior Staffing Manager

Elwood Staffing, a leading provider of talent-based solutions and actionable workforce intelligence, recently announced the promotion of Sarah Barker to Senior Staffing Manager. In her new role, Sarah continues to focus on fostering great relationships with client companies and developing associates. She also ensures the Eugene branch stays abreast of all state and federal laws, maintains employee files, and works on new sales leads.

“The best parts of staffing are helping change people’s lives for the better and developing relationships with both clients and associates,” said Barker. “I’m thrilled to continue to do just that as I take on this new role.”

Sarah, a Eugene resident of more than 20 years, joined Elwood Staffing in 2013 as a Staffing Manager. Prior to Elwood, Sarah worked in the retail management arena. For more information about Elwood Staffing, visit www.elwoodstaffing.com.
New Members and Renewals

Welcome
Swellowtail Spirits
VITALS (Valley Immigration Training Advocacy & Legal Services)
Rustic House of Fashion
Northwest Ninja Park
Bloodworks Northwest, dba Lane Blood Center
Gateway Medical Equipment
CDC Management Corp.
The Heat Pump Store
The Willametts Family Nudist Resort
McKenzie-Willamette Medical Center
Gift Shop, Espresso & Gifts From the Heart
Eugene Mission

Thank You for Your Loyalty
A & A Maid Service
A-1 Auto Supply
Above the Mess
ACE Roof Care
Action Surplus
Addi’s Diner
ADT Security Services
Advance Cabinet Designs Inc.
Affordable Insurance Solutions
All American Design & Construction
All American Pet Supplies & Grooming
Andy’s Restaurant
Arbonne Health, Wellness, Skin Care
Atlas Cleaning Services
Auto Craft Body & Paint
Auto Service Express
Bags of Love
Barnhart Prosthetic & Orthotic Services, Inc.
Bean Counter Tax Services
Best Septic, Inc.
Bobcat Pets
Bolt Delivery Services, LLC
Bookkeepers Unlimited
Bright Oak Meats
Burrito Amigos
Bu-Ya Bookkeeping
Cardae Flowers & Gifts
Carl’s Jr., Mohawk #867
Caught-in-the-Act Productions
Chambers Construction Co.
Chase Flowers & Gifts
Chow/Moe’s Tavern
Claim 52 Abbey
Comfort Flow Heating
CoPoly Tech LLC
Copy-Rite Printing
Creative Awnings & Shelters, Inc.
Cynergy Pest Control & Home Inspection
Directors Mortgage
Distinctive Wood
Eagle Vision Advisors
Edward Jones Investments
Elliott Image
Emerald Property Management, Inc.
Emerald Valley Real Estate
Eugene and Springfield Lock & Safe
Eugene Mobile Massage
Eugene Mobile Village
Eye Beam Event Services
Farmers Insurance District 15 Office
Farmers Insurance, Mike Pasterick
Feisty Fudge
FOOD for Lane County
Frank King, Auctioneer, Clean
Comedian and Public Speaker
Free For All
Friend of the Chamber, Frost
Friend of the Chamber, Moore
Friend of the Chamber, Tamulonis
GEICO: Littrell’s Insurance
Goofy’s Muffler, Brakes & More
Hair Design By Linda Blaser
Haven Home Garden Gift
Hexion Inc.
Heyman’s Safe, Lock, and Security
Hilton Garden Inn - Eugene/Springfield
Holiday Inn Express Eugene - Downtown/University
House of Insurance
HR Essentials and Solutions
Innovative Air, Inc.
International Fitness
Isla Cpa
ISMT Pre-School (International School of Modern Technology)
Jazzy Ladies Cafe And Coffeehouse
Jean Marie’s Fabrics & Sewing Machines
Jimmy Lane Deli
Jones & Roth CPAs and Business Advisors
Juice Plus+, Leach
K & M Mobile RV Repair LLC
Kendall Auto Group
Kendall Auto Group
KRVM 91.9
La Granada Latin Kitchen
La Granada Latin Kitchen
Lane Workforce Partnership
Law Office of Justus McCann, LLC
LegalShield: Melanie Kate-Mason, Independant Associate
Lifestyle Water
Little Red Farm
Lost Creek Industries
Luvaas Cobb
Make It Sew, Inc.
Mallery Financial, LLC
Marquis Care at Springfield
McKenzie Mist Naturally Pure Artesian Water
McKenzie Personnel
McKenzie River Lavender Farm
Melinda Handy CPA, LLC
Memo’s Mexican Restaurant
Metro Planning, Inc.
Minuteman Services, Inc.
Monica Smith Agency - American Family Insurance
Mosaic 331
My Party Bus
Nation’s Mini-Mix, Inc.
Northwest Christian University
Oregon State Employment Department
Orkin, Inc.
Pacific Continental Bank
PacInfo
PAWZ-UP! Pet Sitting
Peaceful Fighter Forever Fit
Peak Mortgage
Pearson’s Health & Nutrition
Peter T. Raven, DDS, LLC
Platt Electric
Power On With Limb Loss
Primera Financial Services
Rebekah’s Cleaning Service
Rick Harris Contractor and Handyman
Royal Awards
Schirmer Satre Group
Second to None
Security Monster
Sheild Catering
Sign Pro
Small Business Development Center
Sonny’s Tavern & Grill
Sparky’s Landscaping Maintenance
Spiry Law LLC
Springfield Buick
Springfield Vacuum and Sewing
Straight Line Auto Body
Strong Bones Strong Body
Super 8 Motel
Swanson’s Pest Management
The Duck Store
The MotherShip Salon
The Printer’s Studio
The Rusty Porch
Thurston Properties
Thurston Shao-Lin Kempo
Timber Products Company
Time Travelers of Oregon Antique Mall
Tranont
Trinity Real Estate Services
Unami Sushi & Asian Grill
Urban Lumber Co.
Vinnie’s Smokin’ BBQ
Vino and Vango
Volunteers In Medicine Clinic
Walgreens (River Road)
Willamette Valley Awards, Inc.
Women’s Care PC
Womenspace, Inc.
World Wide Granite & Tile
Wynant’s Family Health Foods
Yoga Pitt, Inc.
Young’s Valley Contax, Inc.

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• Taking your existing business in a whole new direction
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Lane SBDC
The Eugene Mission

The Eugene Mission is Eugene/Springfield’s only full-service wellness center for the homeless, serving over 750 Lane County residents daily and providing them with a path off the streets, for both the short-term and long-term.

With services and programs designed to change lives, the Eugene Mission gives stabilizing support and encouragement, provides connections to area resources, jobs, education and training, so that guests leave with steady income and secure housing.

Supportive Service case managers work diligently with each person who comes to the Mission to provide them with the tools they need to motivate and guide them to end their cycle of homelessness. In addition to the basic services and case management, guests can participate in the Life Change Program, an 18-month residential relapse prevention program designed to end the cycle of behaviors leading to homelessness.

541-344-3251, www.eugenemission.org

The Willamettans

The Willamettans was founded in 1953 and is the largest club in the Pacific Northwest with over 350 members. We are a member-owned family nudist club located on 40 acres just 20 minutes from metropolitan Springfield and Eugene.

The Willamettans is a co-op. Volunteer members have worked to build and maintain our facilities – including everything from our lodge to the pickle ball courts to our landscaped grounds. Working together has helped create a safe friendly community, which is one of our main qualities.

A member-owned resort affiliated with the American Association for Nude Recreation (AANR) and AANR Northwest, one of AANR’s seven geographical regions. AANR is a vital force in preserving individuals’ rights to enjoy nude recreation. AANR’s mission is to advocate nudity and nude recreation in appropriate settings, and educate and inform society about the value and enjoyment of nudism.

If you have not yet experienced the freedom and fun of nude recreation, you are in for a wonderful and liberating experience when you visit the Willamettans. We welcome singles, couples and families of all ages. 541-933-2809, www.willamettans.wildapricot.org

Lane Blood Center

We provide a safe, easy way for Lane County residents to donate blood or volunteer their time - at our center, school, work, church or a community event - and help save lives. Lane Blood Center is the sole provider of blood products in Lane County, providing blood for PeaceHealth Medical Centers, McKenzie-Willamette Medical Center and beyond.

Our Mission: Supporting and sustaining life by providing a safe blood supply from volunteer donors.

Lane Blood Center is licensed by the US Food & Drug Administration and undergoes an annual FDA inspection to ensure compliance. It is a member of America’s Blood Centers, a nationwide organization of 76 non-profit community blood banks, and is accredited by the AABB (formerly American Association of Blood Banks).

The blood center also participates in the National Blood Exchange. 541.484.9111, www.lanebloodcenter.org

VITALS Group is a nonprofit 501(c)(3) organization serving Lane County. VITALS Group has a two fold mission: 1) to provide low cost immigration legal services to low income immigrants living at or below 200% of the poverty guideline; and 2) to provide opportunities to students and community members to work directly on immigration cases in order to learn how to be zealous advocates for immigrants.

The organization is run by Executive Director Mark Molina and Supervising Attorney Abigail Molina. Mark has years of leadership and public relations experience. Abigail has been a licensed attorney practicing immigration law since 2010, and has worked with immigrants since 2000. Abigail was born and raised in the Eugene/Springfield area, and Mark has called the area home since 1995. vitalsgroup.org, 855-VITALS1, 1717 Centennial Blvd. Ste. 12, Springfield.

VITALS Group

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