

November 2008

Labor Trends

In the Salem Metropolitan Statistical Area (MSA) the seasonally adjusted jobless rate was unchanged in September, matching August's revised rate of 6.2 percent. The Salem MSA's unemployment rate was lower than the statewide seasonally adjusted rate of 6.4 percent in September. The unemployment rate for the Salem MSA in September was 0.8 percentage point higher than the rate 12 months earlier in September 2007. In the Salem MSA, nonfarm employment has been flat over the past 12 months, matching its September 2007 employment level. Resources: qualityinfo.org; worksource.oregon.org.

Chamber TV

Watch "Salem on the Move" online at salemchamber.org and on CCTV Channel 21. Featured in November: Bill Wyatt, head of the Port of Portland.

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The Faces of Local Business

Where you choose to buy and with whom you choose to do business has a direct impact on our local economy. Given that fact, the Chamber's "Buy in Salem" campaign is more relevant to your business now — when times are tough — than it has ever been.

We asked a number of Chamber members the following question: "How important is it to the future of your business that regional citizens buy locally?" Read what they have to say. Then, make a conscientious effort to "Buy in Salem" whenever you can. Go to our online directory at www.salemchamber.org or pick up a Business Directory at our office at 1110 Commercial St. NE and use them as your primary resources to buy local. Your family, friends, neighbors, employees and customers depend on it.



"Folks are going to eat out where they live, but catering is different. If local businesses and state agencies start going outside of Salem for their catering needs, I'm going to be pretty hard pressed. It's vital. It's vital that we support local businesses." - Greg Peterson, Broadway Cafe & Catering



"It's vital that people support local businesses. It seems obvious, but it's kind of a circle, right? By supporting your local business we're able to support the local community and the people that reside in it." - Chris Rasmussen, Hear No Evil



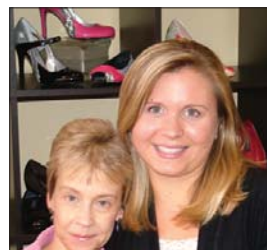
"Hopefully, with our reputation for good service and good value since 1961, people don't feel the need to shop elsewhere. It's very important to keep our dollars in town, and we need to support local businesses. We do a lot to support community programs and charities like the Boys & Girls Club and many others, not because we need credit for it, but because it's what our community needs." - Brett Roberson, Roberson Motors (Chrysler Jeep), Roberson RV, Roberson Car Wash



"I want people to buy from me because they know I'm offering the best value and the best quality in Salem, not just because we're local. Our quality is superb. We sell furniture at a very fair price. That's what we've done for 20 years. A lot of our furniture can be found at stores in Portland, but none of them at a better value than we offer. That's what I want to be known for. Good quality at a fair price, with great service." - Bob Marti, Marti's Interiors



"It's absolutely critical that people support local businesses first. In an economy like this, people's first reaction is to stop spending, and that makes it harder for the shop owner down the street and the restaurant owner like me to support all of the people and businesses that we also support, which keeps the economy going. If Salem likes the great variety of local restaurants we enjoy right now, we've got to get out and support them in times like this, or we're going to lose them. We've seen it with four different restaurant closings in South Salem already in the last month." - Cecelia Ritter-James, Wild Pear Cafe & Catering



"Salem is finally beginning to be a really great place to shop. If people don't spend their money here, it's going to go away." Janet and Sara Whitney, Le Shoe Boutique



"It's very important that people shop locally. I try to support all the local businesses too. If people don't buy local first, then we can't support others like the schools and whatever else I can do." - Elly Tronolone, Sebastian's Healthy Pet Food & Supply



"It's absolutely critical. It's absolutely essential, especially in today's economy. Each community has the responsibility to support their own businesses first." - Linda Bruce and Phyllis Arthur, Words, Lovely Words Gift Shoppe

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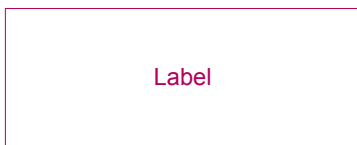


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In Brief . . .

Salem's 59th annual First Citizen Award nominations are open

Besides being Salem's best kept secret, Salem's First Citizen is a community leader. Salem's First Citizen demonstrates outstanding service to the community. And Salem's First Citizen's actions have a positive impact on the community. Who will be the 59th First Citizen of Salem? That's up to you. The recipient of the community's most celebrated award may be your friend, your neighbor, your co-worker or your spouse. Nominating is simple. Last year's First Citizen was **Mike DeRochier, AmeriTitle**. A complete list of past recipients is listed on the nomination form. Nomination forms are online in English and in Spanish at www.salemchamber.org, at the Chamber office at 1110 Commercial St. NE, or by calling 503-581-1466. Call **Sharon Seideman** at ext. 307 with nominating questions. Nominations must be received no later than Friday, January 16, 2009. Be sure to mark your calendar to save the date — the First Citizen Awards Banquet takes place on Saturday, February 13, 2009 at the Salem Conference Center.

McKay High seeks donations for Safe & Sober graduation party

The McKay High School Project Grad committee is seeking donations of items and funds for its graduation party in June. The event features all night entertainment and activities to keep grads safe, sober and off the streets. Contact Joy Metcalf, 503-580-0609 or weddbells@hotmail.com.

Marion County gets funding to support tourism marketing

The Salem Convention and Visitors Association (SCVA) has been awarded \$42,000 from Marion County Economic Development funds for fiscal year 2008-09. This funding supports regional public relations and marketing efforts, and leverages the City of Salem's annual funding commitment to SCVA. The funds are collected through Oregon lottery dollars. SCVA has also been awarded a matching grant from the Oregon Tourism Commission. The grant will be used to develop a media kit designed to market Salem and Marion and Polk counties to the media. www.travelsalem.com.

ODOT announces bridge subcontracting opportunities

Subcontracting opportunities are potentially available on an upcoming OTIA III State Bridge Delivery Program construction project in ODOT's Region 1. Read the 180-day notice for more information, including the types of opportunities and project contacts at www.oregon.gov/ODOT.

Marion County raises minimum charge at transfer stations

The minimum charge for solid waste disposal at the North Marion and Salem-Keizer Recycling and Transfer Stations has been raised from \$9 to \$13, with another raise from \$13 to \$15 occurring on Oct. 1, 2009. "It's important to note that only the minimum charge is rising, with the price per pound for disposal staying the same," said Jeff Bickford county senior environmental engineer. The Oregon DEQ released its 16th annual survey of garbage haulers and private recycling and composting companies. The report shows that once again Marion County leads the state in recycling efforts with a rate of 56.5%. The average statewide is 46.7%. www.co.marion.or.us.

Dean Craig interview on blog at www.salemchamber.ning.com

Dean Craig, Branch Manager for Personnel Source's Salem office, was interviewed recently after attending the Live Resume recruiting exchange, hosted by the Salem Chapter of the Oregon Business Leadership Network. The event was held to connect high quality job seekers with disabilities with employment resources and potential employers. OBLN plans to hold similar events quarterly with the next scheduled for Nov. 13 at Mission Mill Museum. Details: obl.events@obl.org; 503-281-1424. Read Dean's interview and others' perspectives on **Kyle Sexton's** blog at www.salemchamber.ning.com.

Business incentives helped lead SANYO to build in Salem

Ray Burstedt, President of the Strategic Economic Development Corporation (SEDCOR), was one of sixteen representatives from Oregon to attend the recent 23rd European Photovoltaic Solar Energy Conference and Exhibition in Valencia, Spain. The show generated

30 potential leads on companies interested in locating in Oregon and many specifically in Salem and Marion County. The exhibition was the stage for discussion about the latest progress of photovoltaic; an area of technology and research committed to the production of solar cells for energy by transforming sunlight into electricity. With 4,212 delegates from 87 countries attending, Oregon was the only state represented from the U.S. One reason is Oregon's incentives such as offering tax credits to companies who are looking to develop alternative energy manufacturer resources within Oregon. One such company that negotiated incentives is SANYO Electric Company, who recently broke ground on a new plant for the manufacture of solar ingots and wafers in Salem's Renewable Energy and Technology Park. www.sedcor.com.

295 Church Street Project wins award

Outstanding leaders, programs, innovative approaches and effective partnerships were recognized during the recent Oregon Economic Development Association's (OEDA) Conference at the Oregon Garden Resort. The Award of Excellence for Collaborative Partnerships was awarded to Salem's 295 Church Street Project. Project partners included: the City of Salem, Cascadia Development Inc., Marion County, Mid Willamette Valley Cable Regulatory Commission, Willamette University, LCG Pence Construction LLC, and Capitol Community Television. The 295 Church Street project is scheduled to open Dec. 18, 2008 at 4 p.m., one year after groundbreaking. The opening celebration will offer an opportunity for the community to tour the new condominiums and office spaces. www.cityofsalem.net.

Call for ATHENA Award nominations

The ATHENA Award is an international awards program that recognizes business and community leaders who have opened leadership doors for women. The candidates must be exceptional at their job, provide valuable service to their community, and inspire women to reach their full potential. The nomination deadline is Nov. 26. A luncheon announcing award is Jan. 20, 2009 at the Salem Conference Center. Nomination forms are at the Salem Chamber office and at the Statesman office. They are also online at www.statesmanjournal.com.

Nominations sought for Ethics in Business Awards

The Portland Rotary Club, the MBA Program at Willamette University and the Portland Business Journal jointly sponsor the Oregon Ethics in Business Awards. The awards are an annual celebration of businesses, non-profits and individuals whose business conduct exemplifies the highest aspirations for ethical behavior. The nomination deadline is Nov. 16th. www.oregonethicsinbusiness.org.

Better Business Bureau seeks nominations for Torch Awards

Nominations for the Better Business Bureau 2008 Business of the Year Torch Awards are now being accepted for Oregon, Western Washington and Alaska. The nomination deadline is Dec. 1. Awards will be given in each state for one large and one small Business of the Year, as well as awards in the categories of Customer Service, Innovative Business Practices and Community Involvement. Details: www.bbb.org; 206-676-4149.

SBA seeks nominations for 2009 Small Business Week Awards

Each year during National Small Business Week, the U.S. Small Business Administration recognizes outstanding small business owners for their contributions to America's economic well-being. SBA is currently seeking nominations for several award categories including the 2009 Oregon Small Business Person of the Year. The nomination deadline is Nov. 14. Details: www.sba.gov; 503-326-5122.

Forming a business support network

A key to starting a business and keeping it healthy is to build a support network around yourself. Your support team should include idea people, friends who give objective assessments and folks you can count on for emotional support, in addition to experienced folks who can help with accounting, legal, financial and insurance questions that will come up. MERIT entrepreneurs have a resource that will give them an edge in developing a support network. That edge is the Business Success Team. The team meets the second Monday of the month in the Center for Business & Industry at 365 Ferry Street SE from 6-7:30pm. No cost. Contact: **Forrest Peck** at 503-399-5088.

The Chamber: Taking Political Action / Representing the Interests of Business

Business advocacy continues after election



Jason Brandt
Public Affairs Director
Salem Area
Chamber of Commerce

Many of you will read this after election results have been posted which means you know much more than I do as I write this. Some will read this eagerly awaiting the results on November 4th and others can't wait for it all to be over.

Despite how you feel about the onslaught of political impressions your brain has either enjoyed or suffered through, the Salem Chamber will continue to work as aggressively as ever on behalf of business. Always remember that the people working in the offices at the corner of Commercial and Market streets just north of downtown do it for one reason — we're all passionate about making sure you can pursue your dream of owning, operating, managing, or working in a business that you put your heart and soul into.

There is always a new bar to reach or another rung to climb on the ladder. We know how precious your time is and its our job to make sure that as the business climate continues to change day in and day out, that we are there offering our support and connecting you with the consumers and clients that will help make you successful.

No matter what the results of this election, the Salem Chamber exists so that businesses can prosper locally and families have a place they are proud to call home and where they can enjoy a great quality of life.

We have a lot to be proud of in Salem and — at the same time — a lot to strive for. We have some amazing opportunities on the horizon that can be captured because of our unique ability as a community to band leaders together for a common cause.

Examples of that unified approach can be seen through the collaborative approach taken to build the Conference Center, build the Kroc Center, and attract commercial air service (we will get it back). That type of unity instills confidence to invest in our community as seen in the projects that are starting to sprout up throughout the Salem area.

So know that even with the "doom and gloom" we are hearing, Salem has a lot to look forward to. We are literally a community on the move with the right types of people on many fronts leading the charge and who are committed and loyal to putting their energy into this city.

What's next for the Salem Chamber? The 2009 Legislative Session for the State of Oregon is right around the corner. Chambers of Commerce throughout the state need to get very serious about advocacy on behalf of business with their Representatives and Senators.

Soon you will hear from us on an issue that literally needs your voice (the increase in minimum wage and its impact on employment). It is not just minimum wage, however. The Salem Chamber needs your voice in the halls of the Capitol on a number of issues, as well, and if you have interest in telling your business story, we want to know about it.

One of my favorite speeches is from President **Ronald Reagan**. He gave this speech in 1977 at Hillsdale College entitled "Whatever Happened to Free Enterprise." For a link to the entire speech, email me at Jason@salemchamber.org.

Member Orientation

These new members and staff new to existing member businesses attended the October 2008 Member Orientation lunch. The lunch acquaints members with Chamber staff and services. Contact **Cori Pratt** at 503-581-1466 x301 or e-mail cori@salemchamber.org to attend the next lunch on Dec. 4th at noon in the Chamber building.

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Kendra Johnson
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Brandon Biehn, Senior
 Sprague High School

Karen Kleinman, Senior
 Sprague High School

CHAMBER STAFF

503-581-1466 plus extension
 Email addresses are
 firstname@salemchamber.org

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 Chief Executive Officer

Chandra Andersen, #300
 Information Services

Sue Bloom, #308
 Workforce Development, Ready to Learn-Ready to Work

Jason Brandt, #304
 Public Affairs Director

Jessica Chambers, #310
 Assistant Manager Marketing / Communications

Tracey Etzel, #306
 Business News Editor Communications

Sylvia Forster, #303
 Administration / Bookkeeping

Kathy Moore, #316
 Leadership Youth Workforce Development, Ready to Learn-Ready to Work

Myron Musick
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Cori Pratt, #301
 Information Services

Carole Reynolds, #300
 Information Services

Sharron Seideman, #307
 Special Events Manager

Kyle Sexton, #305
 Director of Member Services & Sales

Tonya Valentine
 Member Services

Mary VanNatta
 Leadership Salem

The Chamber: Taking Political Action / Representing the Interests of Business

What we think can be the difference between our success ... or our failure



Mike McLaran
 Chief Executive Officer
 Salem Area Chamber of Commerce

In this time that has created much uncertainty, we still can wake up thankful for each new day as a day we live in freedom and with the opportunity to make a difference. Our future depends on what we choose to do with that privilege and what we choose to "plant" in our hearts and minds. This following excerpt from "The Strangest Secret" by Earl Nightingale (1964) has a relevant message for today. I believe the

people who make up the Salem Area Chamber of Commerce, many whom you read about in this publication, will continue to be people who make things happen and shape a positive future for our community.

George Bernard Shaw said, "People are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people who get up and look for the circumstances they want, and if they can't find them, they make them."

Well, it's pretty apparent, isn't it? And every person who discovered this believed (for a while) that he was the first one to work it out. We become what we think about.

Conversely, the person who has no goal, who doesn't know where he's going, and whose thoughts must therefore be thoughts of confusion, anxiety and worry — his life becomes one of frustration, fear, anxiety and worry. And if he thinks about nothing... he becomes nothing.

How does it work? Why do we become what we think about? Well, I'll tell you how it works, as far as we know. To do this, I want to tell you about a situation that parallels the human mind.

Suppose a farmer has some land, and it's good, fertile land. The land gives the farmer a choice; he may plant in that land whatever he chooses. The land doesn't care. It's up to the farmer to make the decision.

We're comparing the human mind with the land because the mind, like the land, doesn't care what you plant in it. It will return what you plant, but it doesn't care what you plant.

Now, let's say that the farmer has two seeds in his hand — one is a seed of corn, the other is nightshade, a deadly poison. He digs two little holes in the earth and he plants both seeds — one corn, the other nightshade. He covers up the holes, waters and takes care of the land...and what will happen? Invariably, the land will return what was planted.

(Now we find out this advice is over 2000 years old.) As it's written in the Bible, "As ye sow, so shall ye reap."

Remember the land doesn't care. It will return poison in just as wonderful abundance as it will corn. So up come the two plants — one corn, one poison.

The human mind is far more fertile, far more incredible and mysterious than the land, but it works the same way. It doesn't care what we plant...success...or failure. A concrete, worthwhile goal...or confusion, misunderstanding, fear, anxiety and so on. But what we plant it must return to us.

You see, the human mind is the last great unexplored continent on earth. It contains riches beyond our wildest dreams. It will return anything we want to plant. — Earl Nightingale (1964).

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A united business community supports one another first



Terri Frohnmayer
 First Commercial Real Estate Services, LLC
 President
 Salem Area Chamber of Commerce

Positive headlines have been scarce in the media lately. It's hard to find encouraging economic news, and I've seen first-hand how the business climate in Salem has changed over the last year. Jobs have been impacted, we've seen several businesses close recently, other businesses are feeling the pinch nationally and locally, and our financial system is struggling to find stability.

One thing that's missing from all of this news are the people behind the businesses. So, on the cover of this issue of *Business News*, we've focused on people: The faces of business in Salem. Through all the redundant "doom and gloom" media coverage, we thought it would be most helpful for you to hear from other local business owners like you.

We asked owners and managers how important it is to the future of their business that residents buy locally. "Vital" was the consistent theme, along with the sentiment that if every single person would focus more of their resources on supporting local businesses instead of sending dollars out of town, the community would benefit. Local businesses purchase local goods and services, employ your friends and neighbors, and provide vital support (both financial and time) for local non-profit and charitable organizations.

So what should our focus be, in order to stay positive through this period of economic uncertainty?

Driving through Salem, we still see encouraging signs of progress and revitalization. I don't remember ever seeing this many construction cranes operating in Salem. These commercial construction projects are still funneling dollars into our local economy, which keeps money moving throughout the community.

We still enjoy a better job market than many other regions. We have stable banks and credit unions. Our nonprofit social service organizations continue to deliver positive results to people in need. Our local real estate market continues to fare better than most other markets across the country.

Your Chamber is engaged in critical work on your behalf like never before. We're facilitating a positive environment for your community investments. We're supporting the needs of the smallest of businesses with big connections and promotions. We're developing your workforce and advocating for lower business costs.

Salem is blessed with some of the most committed leadership you will find anywhere. We have hard working and innovative people who take pride in their community and will continue to work tirelessly to improve it.

So help us provide leadership through these challenging times. Lead with your dollars, lead with your energy, and lead with your passion for Salem. A united business community supports one another first. The Salem Chamber's 1,352 members deserve your support because like you, they enhance our quality of life throughout the Willamette Valley.

Do your part and stay connected to the Chamber. The Salem Chamber staff has its mission to connect you to resources, save you money, and keep you on track for growth and prosperity. The Salem Chamber is committed to you. We're working hard to create our own positive headlines in Salem. And the story starts with you.

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Jim Rasmussen, Modem Building Systems, Inc.
Cory Redding, C. D. Redding Construction Inc.
Cheryl Roberts, Chemeketa Community College
Scott Sadler, The Arbor Café & Catering
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PGE Festival of Lights Holiday Parade
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Brandon Biehn
Sprague High School, Senior
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Christa Whitman
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Salem Leadership Foundation
Thomas Clapper
West Salem High School, Senior
Salem's Riverfront Carousel
McKenna Simpson
West Salem High School, Junior
United Way of the Mid-Willamette Valley
Sabrina Morrison
Early College High School, Junior
Youth Impact Board
Nicole Chandler
Sprague High School, Senior
Carilee Provancha
Sprague High School, Junior

Crystal Apple nominees named



Sixty-one local educators have been nominated for a Crystal Apple Award, an annual honor celebrating education excellence in Salem-Keizer.

The 2008 list of nominees includes counselors, custodians, teachers, instructional assistants, office managers and administrators, all the professionals who help make a school tick. Of the 61 nominees, 58 are employees of the Salem-Keizer School District and three are from area private schools.

The Crystal Apple Awards recognize excellence in education by honoring those making a significant impact in the lives of children. The 12th annual event is set for November 13 at Salem's historic Elsinore Theater. The celebration will feature a red carpet walk for nominees, broadcast live inside the theater. **Tom Hewitt**, Judson Middle School drama teacher and local actor and comedian, will emcee. The red carpet walk begins at 6:30pm and the awards ceremony begins at 7pm.

Tickets can be purchased at the Elsinore Box Office, by phone with a credit card at 503-375-3574, online at www.ticketwest.com, and at all Tickets West locations. All seating is reserved.

The Crystal Apple Awards are presented by the Salem-Keizer Education Foundation in collaboration with the Salem-Keizer School District and the Salem Area and Keizer Chambers of Commerce. Title sponsors are Washington Mutual and Mountain West Group, presenting sponsors are Salem-Keizer Education Association and Salem-Keizer Association of Classified Employees. Since its inception in 1996, the Crystal Apple Awards program has been replicated in communities throughout the U.S. www.skeducationfoundation.org.

2008 Crystal Apple Award Nominees

PRIVATE SCHOOLS
Abiqua School
Teri Daniels, Teacher

Blanchet Catholic School
Kasey Roberts, Teacher

Queen of Peace School
Michael Ross, Teacher

SALEM-KEIZER PUBLIC SCHOOLS
Bush Elementary School
Sandy Whittington, Office Manager

Chapman Hills Elementary School
Paula Hassensta, Teacher

Claggett Creek Middle School
Terry Shrout, Teacher

Clear Lake Elementary School
Amy Tipelin, Teacher

Four Corners Elementary School
Lorelei Gilmore, Principal
Connie Hentz, Instructional Assistant
Betty Ostrom, Teacher
Anisa Rodriguez-Foroughi, Teacher

Hoover Elementary School
Shauna Coleman, Custodian
Randall Toews, Counselor

Judson Middle School
Eileen Taylor, Pass Room Supervisor
Pam Whitehead, Registrar

Keizer Elementary School
Jill Lemhouse, Teacher

Lee Elementary School
Eloina Cortes, Instructional Assistant
Gayle Korfhage, Teacher

Leslie Middle School
Jim Harms, Teacher
Lee Kirkegaard, Teacher

Liberty Elementary School
Donna Lipscomb, Teacher

McKay High School
Jack Martino, Teacher
Cynthia Richardson, Principal

McNary High School
Judy Peterson, Career Specialist
Dawn Reichie-Bailon, Teacher
Josh Scott, Teacher
Andy Sheldon, Teacher

North Salem High School
Chris Allen, Teacher
Daryl Stickles, Teacher

Parrish Middle School
Frankie Osborne, Teacher
Cathy Jo Taylor, Counselor

Richmond Elementary School
Cielo Tahmaseb, Teacher

Roberts High School
Melinda Armstrong, Registrar
Michelle Harryman, Office Manager

Salem Heights Elementary School
Christine Haskell, Teacher

Sprague High School
Chris Carnahan, Teacher
Lester Charles, Teacher
Carolyn Hensley-Johnson, Assistant Principal
Jean Lorenz, Teacher
Kathleen McElliott, Teacher
Phil Tipelin, Teacher
Angela Taylor, Technology Specialist
Suzanne Witter, Administrative Assistant

South Salem High School
JoyAnna Forsythe, Teacher
Sonya Lyons, Teacher
Kelly Meier, Instructional Assistant
Dan Mills, Teacher
Mike Stortz, Behavior Specialist

Swegle Elementary School
Laura Daniel, Teacher
Karina Rodriguez, Teacher

Walker Middle School
Robin Richards, Teacher
Phil Rundquist, Teacher

Washington Elementary School
Leah Hedge, Library Media Assistant

Whiteaker Middle School
Matt Faatz, Teacher
Bonnie Gallagher, Teacher
Carolyn Ream, Teacher

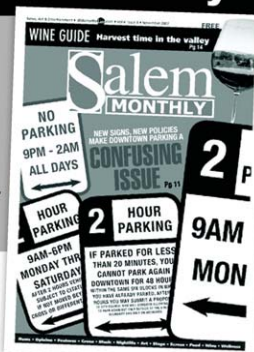
Wright Elementary School
Aaron Level, Teacher

Classified / Support Staff
Mary Ann Chor, Microcomputer Support, Technology Services
Kathleen Hill, Utilities Conservation Specialist, Facilities Services
Kathy Patterson, Nurse, Student Services
Rhonda Steuve, Administrative Assistant, Security Department

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The Chamber: Representing the Interests of Business through Leadership Development

Leadership Salem: History & Culture Day
Understanding the foundation of who we are



Ragan Eudy
West Coast Bank

A surprisingly difficult quiz on the history of Salem began our "History and Culture" day. For a group primarily comprised of Salem natives, we sure didn't know a lot about Salem's extensive history and culture. This was apparent by our highest score of 7 out of 15, most of us hoping the quiz would be graded on the curve. We headed out wondering what historic tidbits could be

conjured up from memories of fieldtrips in grade school.

We had the pleasure of sauntering the well-preserved grounds of the Bush House Museum and Historic Deepwood Estate lining the picturesque setting of Bush's Pasture Park.

After soaking up interesting facts about each of these magnificent estates, we realized the city we live in teems with a plethora of culture of which we lack knowledge. This was even more transparent as we journeyed through Mission Mill Museum and finally Boon's Treasury (which actually used to be "the treasury").

Our message was finally clear. Understanding the foundation of where we've been, what we've accomplished, and most importantly the lessons we've learned, shapes the people we are today. Do we repeat the same mistakes or do we use opportunities to grow and improve our impact on the community?

(Leadership Salem is a two-year program designed to expose highly motivated and interested people to the community and its issues for the purpose of preparing them to serve in volunteer leadership positions. Program details are online at www.salemchamber.org under Programs & Services. Contact **Mary VanNatta** for Leadership Salem program information: marylouise@salemchamber.org or 503-581-1466).

November Forum to feature Chalkboard Project

The Monday, November 10th Forum Speaker Series will feature **Doug Riggs**, Chalkboard Project. The luncheon is from 11:45am to 1:15pm at the Salem Conference Center, 200 Commercial St. SE. The cost is \$17 for Salem Chamber members and \$20 for the general public. The Forum is sponsored by **Huggins Insurance, U.S. Bank** and



Doug Riggs
Oregon Chalkboard Project

Portland General Electric.

The Chalkboard Project's primary goals is to help elevate Oregon's K-12 public school system to among the top ten school systems in the country. The Project spent two years conducting "best practices research, polling the public, and leading workgroups, all with the intention of finding out what Oregonians want for their schools and what proven methods of reform are proven to work. www.chalkboardproject.org.



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HOURS
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 Saturday 9am to 4pm Closed Sundays



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 Fax 503.365.3292

Jane@BenefitsConsultingNW.com
www.BenefitsConsultingNW.com

Public Relations: What's In, What's Out for '09

"The future has a way of arriving unannounced." - George Will, Washington Post 2009 will be upon us soon enough and it will bring a sea of change: new president, new economic policies and much more. What's the future of public relations? Join **Mara Woloshin** of Woloshin Communications, **Sally Ridenour**, ODOT, and **Vicky Hastings** of Maxwell Public Relations, as they share their opinions of the future.

Wednesday, October 1: Buffet Lunch 11:30am, \$12 / PRSA Members \$15 / Nonmembers & Guests. Now accepting PayPal! Transactions can be made from our Website: <http://www.oregoncapitalprsa.org>



RSVP to Shannon Priem
spriem@osba.org
oregoncapitalprsa.org

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- Meet 1-on-1 or in small groups with youth 17-21
- Only 3-4 hours total each month



Contact: Megan Churchill
 P: 503.584.4827
 E: mchurchill@co.marion.or.us

BUSINESS NEWS

Business News is the official monthly publication of the Salem Area Chamber of Commerce, a privately funded business and professional membership organization. 5,000 are printed and distributed throughout the Salem area through direct mail to members and at members' locations. The deadline to submit news and events is the 15th of the month for the coming month's issue.

PUBLISHER

Salem Area Chamber of Commerce
 1110 Commercial Street NE
 Salem, OR 97301
 503.581.1466
 FAX: 503.581.0972

EDITOR

Tracey L. Etzel
 Business News is printed by
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- Meet 1-on-1 for 1 hour a week
- Only 4 hours total each month



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Calling all CBW members... PURCHASE TABLE SPACE NOW for the CBW Business Fair

Table space is first-come, first-serve by purchasing online at www.salemchamber.org. Your paid registration reserves your table space.

1/2 Table: \$15
 Full Table: \$30

The CBW Business Fair is a showcase of CBW members' products and services:

- Jewelry
- Home Decor
- Health & Fitness
- Cosmetics
- Clothes
- Travel
- Finance
- Food & Beverage
- Fashion Accessories
- and much more!

CBW Business Fair
Friday, November 21, 2008
10:00 a.m. to 1:00 p.m.
 After Greeters at the Salem Scottish Rite Center

SALEM AREA CHAMBER OF COMMERCE Presented by The Salem Area Chamber of Commerce Chamber Business Women

The CBW Business Fair happens after Greeters on Friday, November 21 from 10am to 1pm at the Salem Scottish Rite Center, 4090 Commercial Street SE. Purchase table space online at www.salemchamber.org. Questions: Chandra@salemchamber.org or 503-581-1466
FREE PARKING FREE ADMISSION

The Chamber: Promoting the Community

What's Happening?

AUDITIONS

Auditions for Pentacle Theatre's "Seussical™"

Nov. 21 by appointment only. Show runs March 6-28. Location: Pentacle Rehearsal Space. Appointments / details: seussaudition@yahoo.com; pentacletheatre.org.

Auditions "Death of a Salesman"

Nov. 22; 1pm, Pentacle Theatre Lobby, 324 52nd Ave. NW. Show runs Jan. 23-Feb. 14. pentacletheatre.org.

ARTS & CULTURE

Hallie Ford to present demonstrations & films

The Hallie Ford Museum of Art at Willamette University will present regalia-making demonstrations and a series of films in November and December in conjunction with its current exhibition The Art of Ceremony: Regalia of Native Oregon. Days & times: 503-370-6855; willamette.edu/museum_of_art.

Country Cathedrals at Mission Mill

Through Dec. 23: 19th Century Churches in the Northwest at Mission Mill Museum, 1313 Mill St. SE. missionmill.org.

Claudia Cave featured at Mary Lou Zeek Gallery

Nov. 4-29. Artist reception 1st Wednesday, Nov. 5th, 5-7pm. The Mary Lou Zeek Gallery will feature paintings by Corvallis artist Claudia Cave. 335 State Street; 503-581-3229; zeekgallery.com.

November at Deepwood Estate

Nov. 6; 2-4pm: Holiday Card Class - make cards, try a die cut machine and other tools, \$16 prepaid registration. Nov. 11; 11:30am: Harvest Tea - savory fruits and vegetables incorporated into 3-course tea plus tour, \$25 prepaid registration. Nov. 14 & 15; 10am-3pm: Annual Holiday Gift Sale - crafts, gifts, ornaments, holiday decorations, forced bulbs and more. Nov. 19; 7pm: History Forum - visit with Salem historian Virginia Green, no cost, reservations required. historicdeepwoodestate.org.

SAA's annual Holiday Showcase

Nov. 8-Dec. 31. Bush Barn Art Center is transformed into a magical holiday shopping venue with unique, hand-crafted items. The showcase also features seasonal items created by some of the most talented artists in the Northwest. Members' preview Nov. 7, 7-9pm. salemart.org.

"The 11th Wind" at Alessandro's

Nov. 10-14. Alessandro's Ristorante & Galleria will host "The 11th Wind" art exhibition from Seoul Korea. Forty modern contemporary acrylic paintings on silk and canvas. 120 Commercial St. NE; 503-370-9951; alessandros.net.

BENEFITS & FUNDRAISERS

Habitat for Humanity Breakfast

Nov. 4; 8-9am at Salem Conference Center. Sabrina Cambone at scambone@salemhabitat.org or 503-364-6642.

Dream Builders Lunch

Nov. 6. Family Building Blocks' 8th Annual Dream Builders Luncheon at the Salem Conference Center. Reservations required: Sara Collins 503-566-2132 ext. 230 or scollins@familybuildingblocks.org.

Shopping Extravaganza benefits local nonprofits

Nov. 8. Family Building Blocks and Easter Seals will participate in the Woodburn Company Stores' 8th Annual Shopping Extravaganza. Purchase tickets from participating charities for \$25 (half of each ticket sold goes to that charity). Information: Brooke Gries 503-566-2132 ext. 272; bgries@familybuildingblocks.org; woodburncompanystores.com.

Soroptimist hold rummage sale

Nov. 15; 10am-4pm at Salem Heights Community Hall, 3505 Liberty Rd. S (corner of Madrona Ave. and Liberty Rd.). The Soroptimist International of Salem Fall Rummage Sale is a fundraiser for the organization's educational grant fund. Lori Gillespie, 503-351-9613.

Civil War Auction

Nov. 20; 6pm, Salem Conference Center. Boys & Girls Club of Salem, Marion and Polk Counties. Fans of the Ducks and the Beavers defend their teams at the annual Civil War Auction and Dinner. Tickets: \$75 per person, 503-581-7383.

SOS "Bringing Families Home" lunch slated for Dec. 11

Dec. 11; Noon-1pm at Mission Mill Museum and sponsored by Withnell Dodge-Hyundai. Celebrate 20 years of SOS and hear from a formerly homeless family that has had their life changed because of SOS. To attend or sponsor: 503-581-9922 ext 314 or wlaudette@ywcasaalem.org.

COMMUNITY EVENTS

Library events in November

Nov. 7; 7pm: Raks Awalim, Egyptian, Lebanese and Turkish style belly dance. Nov. 21; 7pm: Curtis Carlyle - Comedy Juggernaut. Details on these and more events at salemlibrary.org; 503-588-6052.

PGE Festival of Lights Parade on Dec. 13

Nov. 13; 5:30-8:30pm: Float building workshop, 503-363-1940. Dec. 13; 6:30pm: parade in downtown Salem. Dec. 14; 4-8pm: Afterglow at the Oregon State Fairgrounds Pavilion. folholidayparade.com.

Life Directions celebrates five year anniversary

Nov. 19; 7pm dinner and program at Illahe Hills Country Club. Courtney Banister, cbanister@wecareoregon.org; 503-706-7142; 503-581-0832; lifedirections.org.

Local NAACP to hold elections

Nov. 20: 11am-1pm & 6-8pm at Colonia Liberated, 2921 Saddle Club Rd. Salem Keizer Nat'l. Assoc. for the Advancement of Colored People elections for new officers. Details: 503-930-9323.

8th Annual Community Nativity Festival

Dec. 4, 6-9pm; Dec. 5, 1-9pm; Dec. 6, 1-9pm; Dec. 7, 1-7pm. LDS Stake Center, 4550 Lone Oak St., SE. Free. Nativity displays from around the world and carolers. Last year's festival featured over 400 nativity displays. To display a unique nativity or crèche pre-register by Nov. 10 with Maureen Thomas Carnahan, 503-391-7595, cell 503-507-6573, maureen.carnahan@comcast.net.

YWCA SnoBall tickets on sale now

Dec. 6; 8-midnight at the Oregon State Fair Pavillion. Business sponsorships available. Details: Terra Naught, 503-581-9922; tnaught@ywcasaalem.org.

MAKING A DIFFERENCE

Museum hosts Veteran's Day blood drive

Nov. 11; 10am-3pm at the Evergreen Aviation & Space Museum. To make an appointment, contact Kasey Richter at 503-434-4034 or e-mail kasey.richter@sprucegoose.org.

Cherriots Toy Drive

Lamar Transit Advertising, Cycle Country Honda Suzuki and Cherriots will be collecting toys for children in need for the 2nd Annual Stuff the Bus event. Bring new, unwrapped toys to Cycle Country at 1230 Broadway St. NE or call 503-378-0532 for other sites.

Volunteers sought for PGE FOL Parade

Dec. 13: volunteers needed for the PGE Festival of Lights Parade. folholidayparade.com.

OPEN HOUSES & TOURS

Roth's hosts Holiday Open House

Nov. 7; 3-7pm. Upstairs at the West Salem Roth's Fresh Market, 1130 Wallace Rd. NW. 20% off all Christmas merchandise, door prizes, refreshments and free sample. roths.com.

Taste of the Holidays at Roth's

Nov. 15; 11am-5pm. Roth's Fresh Market, 1130 Wallace Rd. NW. Free samples of bakery items, deli salad and cheeses, seafood spreads, beer and wine, and more. Special discounts on some items. roths.com.

PERSONAL DEVELOPMENT & HEALTH

Free Acupuncture Clinics at Jade Earth

1st & 3rd Fridays, 9am-noon. Jade Earth Acupuncture, LLC is offering free treatments focusing on pain. Details and criteria: 1745 Commercial St. SE; 503-581-5990; echo.hobbs@jadeearth.com.

Mental Health Challenges for Returning Soldiers and Veterans

Dec. 10; noon-2pm at 2701 NW Vaughn Ave., Portland. Treatment, Assistance, and Compassion. Details: 503-244-5211; orpartnership.org.

THAT'S ENTERTAINMENT

"Honoring Our Veterans"

Nov. 8; 7pm & Nov. 9; 3pm. The Willamette Master Chorus at Hudson Concert Hall, Mary Stuart Rogers Music Center Willamette University. Tickets: Weathers Music, 2825 Commercial St. SE or WillametteMasterChorus.org.

"Violins through the Centuries"

Nov. 8; 7:30pm. Salem Pops Orchestra at the Historic Elsinore Theatre. Tickets: 503-375-3574.

Corban students present "Twelfth Night"

Nov. 13, 10am; Nov. 14, 15, 20, 21 & 22, 7:30pm. Presented by Corban College & Graduate School. Details: 503-375-7035; corban.edu.

Paula Poundstone at Elsinore

Nov. 14; 7:30pm at the Historic Elsinore Theatre. Tickets: 503-375-3574; elsinoretheatre.com.

Oregon Symphony performs Brahms' Violin Concerto

Nov. 25; 8pm at WU Smith Auditorium. The Oregon Symphony performs Brahms' Violin Concerto featuring violinist Jennifer Koh. Tickets: Safeway or TicketsWest.com; orsymphony-salem.org.

Pentacle Theatre announces 2009 season

Jan. 23-Feb. 14: Death of a Salesman by Arthur Miller. March 6-28: SEUSSICAL™, based on the works of Dr. Seuss. April 17-May 9: Enchanted April, 2003 Tony winner. May 29-June 20: The Retreat from Moscow by William Nicholson, 2005 Tony for best play. July 10-Aug. 1: Comic Potential by Alan Ayckbourn. Aug. 21-Sept. 12: My Fair Lady. Oct. 2-Oct.24: Stop Kiss by Diana Son. Nov. 13-Dec. 5: Reckless by Craig Lucas. Ticket details: pentacletheatre.org.

TRAVEL

Alaska Extravaganza

Nov. 2; 6pm at Events at Copper Hill, 3170 Commercial St. SE. Journeys By Ambassador will host "On Stage Alaska." - presented in partnership with Holland America Cruise lines and featuring a fun and indepth view of Alaska. Door prizes and travel benefits. Limited seating: RSVP to Jean, 503-588-0834; jbatravel.com.

WHAT'S COOKING?

Willamette Noodle Company's Fall specials

Willamette Noodle Company is bringing back a fall favorite for Nov.: Pork & Butternut Squash Ragout over Rigatoni. Dessert will feature another seasonal

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**FESTIVAL OF LIGHTS
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Save The Date
Saturday, December 13, 2008
6:30PM • Downtown Salem

Join us at the PGE Festival of Lights Holiday Parade
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and experience this whimsical holiday parade!

www.folholidayparade.org

The Chamber: Promoting the Community

treat: Apple Crisp topped with a spiced whipped cream. Other specials available through Nov. willamettenoodle.com; 503-399-9992; 1405 Broadway Ave. NE.

Quiznos offers local delivery

Sandwiches and more delivered to your home or office. Local locations listed on quiznos.com.

WORKSHOPS, SEMINARS & CONFERENCES

2008 Oregon Brownfields Workshop

Nov. 5; 10am-2pm at Salem Conference Center. Workshop and awards luncheon.

Registration: Karen Homolac, 503-986-0191; karen.homolac@state.or.us; econ.oregon.gov.

Seminars at Cascade Employers Assoc.

Nov. 11; 8:30-11am: HR Networking Forum: Gossip, Rumor and Negativity. Nov. 14; 10-11am: Webinar: Maximizing Your Membership Investment. Nov. 19; 8:30-10:30am: Employer Briefing: Legal Compliance Update. Dec. 2; 10-11am: Webinar: Optimizing Employee Performance. Dec. 9; 8:30am-noon: Sustainability Using the Natural Step Framework. Dec. 11; 1:30-3:30pm: Employer Briefing: 2009 Payroll Update. cascadcemployers.com.

Shangri-La hosts Workforce Development Conference

Nov. 12 & 13; 8am-4pm, dinner dance at 6pm. Red Lion Hotel. Shangri-La's 2nd annual Learn, Teach & Act Conference for their 300 of their employees. Salem Chamber members can reach new markets by providing samples, coupons, and promotional items or becoming a sponsor. Contact Joan Towers, 503-581-1732; shangrilaoregon.org.

Salem: Moving from Good to Great

Nov. 13; 8am-4pm. A one-day city conference for those who provide social services to residents of Salem. Based on the principles of author Jim Collins, "Good to Great." Details: salemgoodtogreat.org.

Bank of the Cascades trainings for area nonprofit leaders

Bank of the Cascades and TACS 7th annual training series focused on nonprofit management, governance, planning and resource development. Trainings are designed for nonprofit leaders, executives, staff and board members. Nov. 18 - Hot Topics Roundtable: Learning from Nonprofit Mistakes. Location: Mission Mill Museum, 8-10am. Visit tacs.org to register and for series' 2009 schedule. botc.com.

Supervisory skill building training

Nov. 20; 8am-noon. Community Action Agency's Drug Prevention Network will hold a skill building supervisory training Chamber office. Details / registration: Denise Russell, 503-585-6232; russelld@mvwcaa.org.



October Showcase Award The Lulay Group

Don and Lisa Lulay accepted the October Showcase Award from Renee Campbell, K/P Corporation, at the October Forum Speaker Series lunch.

Teresa has been in the insurance business since 1982 with State Farm, and has had her own agency for twelve years. Don started building homes with his dad when he was five, started selling cars during the late 70s when homes

weren't selling, and now also manages several properties. Together they are The Lulay Group with four businesses between them: Don Lulay Homes, Lulay's Car Connection, Lulay's Properties and Teresa M. Lulay Insurance Agency Inc. They employ 13 people.

Don is active in the Oregon Independent Auto Dealers Association. He has worked on multiple pieces of legislation and has a passion for "changing the image of the used car salesman." He was named Independent Dealer of the Year in 2003.

Teresa's industry involvement has been with the Oregon Underwriters Association where she has served as Vice President and President. She is a Charter Life Underwriter and Long-term Care Professional.

You will find them serving both separately and together in many areas they are passionate about: The American Cancer Society, Young Life, and Trinity Covenant Church. Don has helped with Habitat for Humanity projects and serves on the board of The Boys & Girls Club. Teresa has been active in United Way, helping with the State Farm Campaigns. They are both key leaders in Salem Rotary Club. lulayscarconnection.com; teresa.lulay.g8yn@statefarm.com.

October Business Students

Kalen Smith, senior, McKay High School and Jose Arechiga, senior, West Salem High School attended the October Forum Speaker Series lunch. MaPs Credit Union and The Gladys Blum Group Real Estate Services sponsor students and their teachers so they can attend the lunch. The October Forum speaker was Steve Silberman, Statesman Journal, President and Publisher. The Forum was sponsored by Terri Frohnmayer and Jeff Corner, First Commercial Real Estate Services, LLC.



STANDING OVATION

Green Acres Landscape held its annual co-worker appreciation picnic in August. Over ninety employees, family members and friends attended and activities included an inflatable obstacle course, carousel rides, horseshoes, and a magician. There was no shortage of great food and beverage to keep everyone happy and energized. Each year the Presidential Award is presented to the employee that both management and co-workers believe has exhibited superior outstanding job performance for the current year. Donovan Landa was the recipient of this year's award, presented to him by Rich Kansky, founder and president of Green Acres Landscape. Donovan is an outstanding co-worker, committed to achieving excellence in all that he does and dedicated to the continued success of Green Acres, its co-workers, and its clients. Great job Donovan, and thank you.

Thank you to everyone that attended this year's picnic and for making it such a fantastic success! Green Acres also thanks every co-worker and their family, every client, and the community for another wonderful year of support and success, and wishes each one the very best for the future. Photo: Dan Chandler, Maintenance Manager for Green Acres, presenting Outstanding Maintenance Employee of the Year award to Roman Cobarrubias. - Daniel Jones, Green Acres Landscape.



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November Calendar

CURRENT AS OF 10/24/08
See www.SalemChamber.org for updates. Meetings are at the Chamber office unless noted otherwise.
503.581.1466

Week of November 1 - 7

SATURDAY 1

Evening d' Elegance
Salem Conference Center, 6pm

MONDAY 3

Chamber Business
Women Networking
Room A, 11:45am

TUESDAY 4

Chamber Business
Women Networking
Alessandro's Ristorante & Galleria
120 Commercial St. NE, 11:45am

WEDNESDAY 5

Chamber Business
Women Networking
Blue Pepper Gallery & Internet Café
241 Commercial St. NE, 6:45am

THURSDAY 6

Public Policy Session
Topic: The Changing Demographics in the State of Oregon
Speaker: Richard Bjelland, Independent Consultant
Rooms A & B, 7am

FRIDAY 7

Greeters Networking
Hosted by Willamette Technical at Mission Mill Museum
1313 Mill St. SE, 8:30am

Week of November 10 - 14

MONDAY 10

Chamber Forum Speaker Series Lunch
Featuring: Doug Riggs, Chalkboard Project
Sponsored by: Huggins Insurance, U.S. Bank and PGE
Salem Conference Center
200 Commercial St. SE, 11:45am

TUESDAY 11

Veteran's Day

Build Your Business Seminar
Topic: Emergency Preparedness for Businesses & Individuals
Rooms A & B
Continental Breakfast, 7:30am
Program 8-10am
Chamber members: \$10
General public: \$75
Reserve: www.salemchamber.org

WEDNESDAY 12

Ribbon Cutting
OSU Federal, Your Community Credit Union
510 Wallace Road NW, 3pm

THURSDAY 13

Executive Team Meeting
Room C, 7am

FRIDAY 14

December Business News deadline
tracey@salemchamber.org

First Citizen Awards
Banquet Team Meeting
Room B, Noon

Greeters Networking
Hosted by PGE Festival of Lights Holiday Parade at Cascade Hall, Oregon State Fairgrounds, 8:30am

November 17 - 21

MONDAY 17

Past Presidents Lunch
Room B, 11:30am

CHAMBER BUSINESS

Women Networking
Room A, 11:45am

TUESDAY 18

Leadership Salem
Theme: Legal Day
Sponsor: West Coast Bank
Rooms A & B, 7am

CHAMBER BUSINESS

Women Networking
Alessandro's Ristorante & Galleria
120 Commercial St. NE, 11:45am

Leadership Salem Day Chair Meeting
Room C, Noon

Leadership Salem Day Chair Meeting
Room B, 4pm

WEDNESDAY 19

Board of Directors Meeting
Rooms A & B, 6:45am

LEADERSHIP YOUTH

Theme: It's Your Business
Meet in Chamber lobby, 7:30am

CHAMBER BUSINESS

Women Networking
Blue Pepper Gallery & Internet Café
241 Commercial St. NE, 6:45am

Young Pros & The Economy
Lunch at Chamber office, Noon
Pre-registration required
www.salemyoungpros.com

THURSDAY 20

Ag Team Meeting
Room B, 7:30am

Build Your Business Seminar Team
Room B, Noon

FRIDAY 21

Greeters Networking
Hosted by Chamber Business
Women at Salem Scottish Rite Center
4090 Commercial St. SE, 8:30am

CHAMBER BUSINESS

Women Business Fair
Salem Scottish Rite Center
4090 Commercial St. SE, 10am-1pm

Greeters Advisory Team Meeting
Room B, 11am

November 24 - 28

THURSDAY 27
Thanksgiving Day
Office closed

FRIDAY 28
No Greeters Networking
Office closed

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The Chamber: Creating a Strong Local Economy

Member Newsroom

MEMBER ANNIVERSARY

40 Years or More	Tim's Carpets & Interiors1996
Arbuckle Costic Architects, Inc.1958	TTJ Netcom1995
Capital Manor	Union Gospel Mission1997
Retirement Community1961	
Country Insurance &	Working on 10 Years
Financial Services1955	AAA Professional
Day Heating Company1966	Window Cleaning1999
	AMF Firebird Lanes2002
30 Years or More	Broadway Café.....2004
Et Cetera Antiques1976	C & R Builders2002
Olson Florist1971	Chuck Anglin
Pemberton's, Inc.1975	Transmissions, Inc.2006
Westridge Press, Ltd.1977	Coldwell Banker Commercial
Willamette Humane Society1977	Mountain West Real
Willamette University1969	Estate, LLC1998
Your Town Press, Inc.1974	Color Tile1998
	Courthouse Athletic Club -
20 Years or More	South River2001
BDI Staffing1987	Department of Consumer
Chamberlain Financial Services....1987	and Business Services1999
Corban College &	Dewey Whitton, Coldwell Banker
Graduate School1984	Mountain West Real Estate2000
Covanta Marion Inc.1984	Father Taaffe Foundation, Inc.2004
Creekside Corporate Center	Festival of Lights
/The Epping Group1986	Holiday Parade.....1998
Deffenbaugh & Associates P.C.1986	First Commercial Real
Douglas E. Knights, CPA, PC1983	Estate Services, LLC1999
Liberty Northwest	Glen's Professional
Insurance Corp.1983	Window Cleaning LLC2003
Macy's1983	Honeywood Winery2006
Northwest Physicians	Kilgore-Blackman
Mutual Insurance Company1987	Building Materials.....2006
Oak Hills Veterinary	K-tec1999
Clinic & Bird Hospital, LLC.....1983	Life Directions2006
Rose Paper Products, Inc.1978	Marriott Residence Inn.....2001
Sizzler Restaurant1987	Meadowlawn Apartments2001
Subway #25011987	Oak Park Family
Western Oregon University1981	Dental Care, LLC2001
	Oregon Northwest
10 Years or More	Black Pioneers2005
Bio-Med Testing Service, Inc.1991	Outback Steakhouse Salem.....2004
Blanchet Catholic School1995	Pacific Medical Supply, Inc.2006
City View Funeral Home,	Pacific Sanitation Inc.2002
Cemetery & Crematorium1988	Professional Credit Service2006
Commercial Business Furniture1995	Professional Mortgage
Easter Seals Children's	Company, Ronald J. Welter1998
Therapy Center1992	Prudential Real Estate Professionals,
Evergreen Home Loans1996	Wendy K. Pyper2002
Gallagher Fitness Resources.....1996	Roth's Fresh Market1999
Grove, Mueller & Swank, P.C.1995	Salem Door & Supply Co.2006
KWBY 940 - La Pantera.....1996	Salem Fire Alarm, Inc.2003
Marion County1988	Salem Public Library2000
Oregon Ag Fest1991	Silver Falls Bank2006
Overhead Door Company	Spirit Halloween2002
of Salem1994	TNT Management
Park 5 Business Center1996	Resources, Inc.1998
Play It Again Sports1993	Willamette Lutheran
Salem Senate-Aires	Retirement Community2006
Men's Chorus1994	
Star 21 Inc.; HealthCare	
Products, Inc.1997	

Meyer Memorial Trusts awards Village grant

A.C. Gilbert's Discovery Village has received a \$50,000 grant from Meyer Memorial Trust for a two-year renovation project for multiple exhibits. The grant brings the total money raised this year for exhibit renovation to \$127,000. The museum aims to reach at total \$150,000 in grants by the end of 2008.

The grant funds two exhibits that opened in June 2008: the relocation and remodel of the Cave of Frozen Shadows, now known as the Undersea Cave of Frozen Shadows, and the installation of Recollections, an exhibit that allows children to explore movement and light through vivid time-delayed, full-size images of themselves.

Additional projects funded in part by this grant include Go Figure! (a math and literacy exhibit) and the Brazilian Rainforest Theater, which opened in October 2008. The grant also will fund the creation of an Oregon geology and geography exhibit, a remodel of the A.C. Gilbert history room and the addition of a hallway treatment on Time and Calendars, all scheduled to open in 2009. acgilbert.org.

Bank of the Cascades promotes Michele Gray

Bank of the Cascades has promoted Michele R. Gray to professional banking officer in the bank's Salem office. The announcement was made by Larry Goodreau, senior vice-president and Salem area manager.

Gray is responsible for developing, growing and retaining new deposit customers. Previously, she served as assistant branch manager in the Bank of the Cascades Salem Main Branch. Gray joined Bank of the Cascades in April 2006 and has 15 years of experience in financial services.

The McMinnville native is active in the Salem community currently serving as board presi-



Michele R. Gray

dent for YWCA of Salem and board member of the West Salem Business Association. She is a member of Salem Downtown Rotary and a member of Salem City Club. She is a past board member of the Mid-Valley Women's Crisis Service.

Gray is also a volunteer instructor in Chemeketa Community College's Small Business Development Center. She has a degree from Chemeketa Community College and is a graduate of Oregon State University. botc.com.

Ken Japhet joins CanStaff

Ken Japhet has joined CanStaff Employment Services in Keizer as Account Executive. His responsibilities will center on developing new business in the Willamette Valley and corporate marketing. CanStaff specializes in screening potential employees and careful placement into a variety of occupations.

Ken has 13 years' experience selling resource recovery equipment to a variety of markets including solid waste, recycling, composting, and most recently the land-clearing industry. His expertise is business development and management of customer accounts. A native of Florida, Ken has made the Pacific Northwest his home for almost three decades. 5309 River Rd. NE, Keizer; 503-856-9596; canstaff.net.

Catholic Community Services breaks ground on Rainbow Lodge Respite Home

Ground was recently broken for the new Rainbow Lodge Respite Home, which is being built on the site of the old Rainbow Lodge on Baker Creek Road near McMinnville. Rainbow Family Services (RFS) is a program of Catholic Community Services and has been a strong presence in Yamhill County for nearly 40 years, serving at-risk youth and their families.

Rainbow Lodge Respite Home will serve biological and foster parents who are raising children with serious emotional and behavioral problems. Skilled treatment foster parents will live on-site and will provide both planned and crisis respite care to help stabilize children and provide a break for exhausted parents and foster parents.



Pictured are Jon Johnson, Steve Miller, Diane Brandsma, Alex Marsh, Mike Hansen, Jeb Bladine, Victor Merced, Jim Seymour, Fr. Don Guzman, and Beryl Rupp.

"Often, children with serious behavioral issues are taken into the foster care system because their biological parents do not have the support and resources to deal with their outbursts or other behaviors. They become exhausted or just give up," said Jim Seymour, Executive Director of Catholic Community Services (CCS). "The same thing then happens to foster parents who try to raise the child, resulting in these children being bounced from one foster home to another.

"We believe that, with the right support, biological and foster parents would be able to care for these children long term and help them become responsible adults able to contribute their gifts to society."

The Rainbow Lodge Respite Home has been funded by the Salem Foundation Richard and Joanna Kreitzberg Fund. 503-485-5964; ccsvv.org; rfswwv.org.

Mary Dail joins Central Willamette Financial Services

Mary Dail of Financial Network Investment Corporation has joined Central Willamette Financial Services as an Investment Adviser Representative. Dail holds Series



Mary Dail

7 and 66 securities registrations. She is licensed in the state of Oregon for life, health and variable insurance products. Her past professional affiliations include the National Council on Planned Giving/The NW Planned Giving Roundtable. Central Willamette Credit Union; centralwcu.org.

Whitton Group relocates



David and Dewey Whitton of The Whitton Group at Coldwell Banker Mountain West Real Estate will relocate from its South Salem office to the new office located at 200 Ferry St. SE., Suite 200 as of November 1, 2008. 503-949-3623; cboregon.com.

Warren Franklin earns leadership award

Radio personality and entrepreneur Warren Franklin, Complete Internet Protection, has received the Inspirational Leadership Award from INVISUS Direct. As an independent contractor, Warren manages a team of several hundred sales and marketing professionals in several states and Canada.

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DeSantis Landscapes' professional earns certification

Brenda Knobloch, DeSantis Landscapes, has earned the Horticultural Therapy Certification from the American Horticultural Therapy Association (AHTA). Knobloch completed her certification under the guidance of nationally renowned horticultural therapist at Legacy Emanuel Hospital, **Teresia Hazen**.

"Brenda has a true passion for horticultural therapy," said **Dean DeSantis**, president of DeSantis Landscapes. "She understands the therapeutic benefits of peaceful garden environments and has become a master at putting her passion into practice."

Currently, Knobloch and DeSantis crews are overseeing the installation of the new Behavioral Health Garden at Legacy Emanuel Hospital in Portland. In addition to her horticultural therapy duties, she also is lead estimator for DeSantis Landscapes.

Typically, horticultural therapists are responsible for creating garden spaces that accommodate people with a wide range of abilities, from mental to physical. Institutions that often benefit most from a horticultural therapist are senior care facilities and rehabilitation centers. Many individual home-owners are learning to incorporate horticultural therapy practices into their own personal gardening as a way of accommodating aging family members.

AHTA was formed in 1973 with the mission of advancing the practice of horticultural therapy as a unique and dynamic human service program. desantis-landscapes.com.

Daniel Rice joins Heltzel Williams Law Firm

Daniel J. Rice has joined the Heltzel Williams Law Firm. Mr. Rice's practice will emphasize real property, business law, creditors' rights, and litigation. Mr. Rice graduated tied for fourth in his class from Willamette University College of Law in 2008.

Founded in 1907, Heltzel Williams Yandell Roth Smith & Petersen, P.C. has been delivering legal services to individuals and businesses for over 100 years. heltzel.com.

Create custom wine labels and gift packs at Honeywood

Think your family, dog or business should be on a bottle of wine? Honeywood Winery can make that happen this holiday season. Customers can now place custom images and messages on wine labels at Honeywood.

"Giving the ability to customers to place whatever message they want on a label is a perfect pairing to our famous Oregon gift packs that are so popular during the holiday season," said Sales

and Marketing Director **Stanley Tobiasson**. "The winery has become a destination for sending gifts of Oregon to other states, but now we offer more flexibility to provide truly custom business gifts with greater personalization."

During the holiday season Honeywood Winery has over 30 pre-made gift packs to choose from in addition to the custom packs. Honeywood can also pack and ship all the gift packs and wine. 1350 Hines St. SE; 503-362-4111; honeywoodwinery.com.

Lancaster Mall earns EarthWISE Certification

Lancaster Mall recently achieved EarthWISE Certification through Marion County Public Works-Environmental Services. Lancaster Mall has committed to recycling, reducing waste, saving energy, conserving water and practice environmentally preferable purchasing in their operations.

The shopping center's landscape service uses environmentally preferred products. Lancaster Mall's green cleaning products and recycled paper products all meet the EPA's design for environmentally certified products. The management office has initiated the use of recycled paper and implemented energy saving practices including preferable purchasing, mandatory computer shut downs and temperature control.

Mall management announced that Cartridge World has opened at the mall. Customers can bring their empty ink and toner cartridges into Cartridge World and have them refilled, swap out an original cartridge, or purchase one already refilled. 831 Lancaster Dr. NE; lancastermall.com.

PGE rolls out largest solar project in Pacific Northwest

Portland General Electric (PGE) (NYSE: POR) and its partners rolled out the largest solar project in the Pacific Northwest, which is expected to begin producing up to 1.1 megawatts of electricity for PGE customers by December.

The project, using "thin-film" solar panels, is being installed on the rooftops of three ProLogis distribution warehouses in northeast Portland. The solar panels will cover more than 328,000 square feet.

"To meet Oregon's future energy needs, we're going to need

every tool in our tool box," said **Peggy Fowler**, CEO and president of PGE. "With this project, we will be putting solar power directly onto the grid, adding to the renewable energy PGE already is delivering to our customers."

U.S. Bank and PGE have formed SunWay 2, LLC, to own and operate the system and to secure state and federal solar tax credits to help finance the project. In August, PGE and U.S. Bank formed a similar joint venture to finance the nation's first solar highway project for the Oregon Department of Transportation. portlandgeneral.com; usbank.com.

Prudential Real Estate welcomes affiliates



Karen Ferrell

Karen Ferrell has joined the Salem Branch of Prudential Real Estate Professionals. She has been a broker since 2001.



Mike Cobarrius

Mike Cobarrius has joined the company as the Senior Loan Officer at the Eugene branch of Reliance Mortgage. Mike has over 18 years' of mortgage experience. prudentialhomefinder.com.

Queen of Peace earns 3rd term of accreditation

The Western Catholic Education Association (WCEA) has granted Queen of Peace School a full six-year term of accreditation. This is the third consecutive full term of accreditation that the school has received. The WCEA requires that schools complete a detailed self-study and undergo a rigorous peer review as part of the accreditation process.

Principal **Debilyn Janota** has shepherded the school through all three accreditation cycles.

Queen of Peace has 133 students in grades K-6 and is located in South Salem. It is also accredited by the Northwest Association of Accredited Schools. 4227 Lone Oak Rd. SE; 503-362-3443; queenofpeacesalem.org/school.

RE/MAX earns Energy Star designation

The Environmental Protection Agency has presented their

"Energy Star" designation to RE/MAX Equity Group. The RE/MAX International Inc. headquarters building, located in Denver's Tech Center, has been named among the top 4% in the nation in energy efficiency.

The award recognizes the effort to create "earth friendly living" by RE/MAX and the company earned recognition by educating its employees, conserving resources and supporting "green" building practices. Energy Star is a joint program of the US Environmental Protection Agency and US Department of Energy.

Salem's RE/MAX Equity Group announced their newest affiliate is **Christie Beitel**, Broker. Her background is a home staging expert. Associates **Matt Killen** and **Craig Snitker** have been awarded the Seniors Real Estate Specialist designation by the Seniors Real Estate Specialist Council of the National Association of Realtors®. 1860 Hawthorne Ave. NE; 503-587-1600; equitygroup.com; remax.com; sres.org.

Little Dog Media joins Rockwest Family

Little Dog Media (tagbagdog.com), a company out of Santa Barbara, CA has joined with Rockwest Training Company, Inc. in providing opportunities for client employees of Rockwest.

Little Dog Media offers fashionable Tag Bags for the upwardly mobile dog in your life. Each Tag Bag has a secure velcro closure that allows you to hide and silence unsightly tags and they are great for storing an extra waste bag - just in case. Little Dog Media is owned and operated by **Mo Gettings**.

Rockwest's Webmaster **Will Quakenbush** has been awarded the American Association of Webmasters Gold Web Award for excellence in web design. This is Rockwest's second award for web design, content and creativity

having previously won this award in 2005 and 2006. 503-390-7355; rockwesttraining.com.

Ryan Orr joins Saalfeld Griggs PC



Ryan Orr

Ryan Orr has joined Saalfeld Griggs PC's Litigation, Employment and Creditors' Rights Practice Groups. Ryan earned his

B.A. in History and his J.D. from the University of Oregon. sglaw.com.

Volcanoes release new baseball cards

The Salem-Keizer Volcanoes have released an "update set" to their 2008 Volcanoes Team Baseball Card Set. The set includes six players who joined the Volcanoes late during the 2008 campaign. Included are **Buster Posey**, the Giants #1 selection in the 2008 Draft and the fifth player taken overall in the nation. Posey led Florida State to the College World Series and was named National Player of the Year by Collegiate Baseball as he hit .460 with 26 home runs and 92 RBI's. This is Posey's first professional baseball card. Also included is **Conor Gillaspie**, another first-round pick taken as a supplemental selection by the Giants. Gillaspie was promoted to the San Francisco Giants on September 6th, and is currently on the Giants roster.

Other featured players are **Aaron King**, **Kyle Nicholson**, **Daniel Cook** and **Ryan Mantle** (third cousin of Yankees' Hall of Famer **Mickey Mantle**). The set is on sale in the Volcanoes Stadium Pro Shop for \$5 per set. 503-390-2225; volcanoesbaseball.com.

Member Newsroom continued on Page 10

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Member Newroom
continued from Page 9

Curt Arthur honored with national award

Curt Arthur, SIOR, Sperry Van Ness Commercial Advisors, LLC, has been awarded the Realtors® Commercial Alliance National



Curt Arthur

Award by the Salem Association of Realtors® (SAR). Award recipients must be members of the National

Association of Realtors® (NAR) and nominated by their local board or commercial group for recognition of their professional achievements at the national level.

Marlene Scully, Executive Vice President of SAR, believes this national recognition is testament to Curt's dedication to commercial real estate and giving back to the community.

"Curt is one of the founders of our commercial realtor's group and has been a major fundraiser for the association's Children's Christmas Party since its inception 19 years ago," she said.

Arthur was also recognized in the October 2008 issue of the National Real Estate Investor magazine and among the 80,000 commercial members of NAR through their RCA Report which is the primary publication of the Realtors® Commercial Alliance. A complete list of award recipients can be found on the RCA web site at www.REALTOR.org/rcanation-awards. 2720 Commercial St.

SE Ste. 250; 503-588-0400; svn.com.

United Way program celebrates 1st anniversary

The Volunteer & Mentor Center recently celebrated its one-year anniversary. The center was launched in October 2007 with a Call to Action inviting community members to contribute their time and talents to help those in need. Over the past year, the Volunteer & Mentor Center has grown to have more than 100 partner agencies throughout Marion, Polk and Yamhill counties and currently hosts more than 300 unique volunteer opportunities on its www.givebacktoday.org website.

The Center also works with businesses to develop employee volunteer programs and consult on volunteerism in the workplace. During its first year, the Volunteer & Mentor Center provided Mentoring 101 trainings in partnership with the Oregon National Guard; worked with Chemeketa Community College and Oregon Department of Human Services in developing employee volunteer programs, and hosted United Way's annual Days of Caring, tripling the number of volunteers participating from last year and completing 70 partner projects throughout the three counties. 503-363-1651; unitedwaymwv.org.

Willamette Financial Group member earns designation

Floried Walker of Willamette Financial Group recently achieved the Chartered Financial

Consultant designation (ChFC), meaning that she has met a number of requirements and completed a series of exams to qualify her as highly skilled in meeting her clients' insurance needs, in addition to her qualifications in other areas of finance.

Walker has been in financial services since 1987 and continues to assist her clients in identifying and reaching their financial goals. Willamette Financial Group, LLC is a financial services firm headquartered in Salem. 503-445-9390; 503-566-7266; wfgadvisors.com.

BetterBricks honors Willamette green building efforts

The 2008 BetterBricks Awards, which celebrate champions in the Northwest for green building, honored two Willamette University administrators as finalists in the facility manager/building operations category.

Gary Grimm, manager of maintenance and operations, and Jan Gardner, project manager, were recognized for their work reducing Willamette's energy consumption and reusing materials in renovation and new building projects at Waller Hall, Kaneko Commons, Kresge Theatre, the Carnegie Building and the Ford Hall academic building.

Under Grimm and Gardner's leadership, Willamette's average electrical energy consumption for buildings larger than 5,000 square feet is 10.75 kWh per sq. ft. a year, significantly below the national average of 19.6 kWh per sq. ft. a year. This was accomplished through lighting retrofits, installation of variable frequency drives on HVAC systems, electric motor upgrades and increased attention to HVAC and lighting schedules.

Grimm used credits and refunds from Energy Trust of Oregon and Business Energy Tax Credits to pay for the high efficiency lighting retrofits, producing additional savings. The two men also helped the university

reuse more than 95 percent of materials resulting from demolition of existing buildings and salvage about 75 percent for facilities remodeling projects. willamette.edu; betterbricks.com.

Laura Sloan joins Willamette Valley Hospice

Laura Sloan has accepted a position with Willamette Valley Hospice as a Hospital Referral Liaison. Laura will be representing WVH at Silverton and Santiam hospitals and will promote community awareness in those areas as well as in Salem.



Laura Sloan

Laura will also work with the Salem Hospital Referral Liaison to help to cover appointments with patients and families there.

Laura has worked for a hospice agency in Tennessee as a Bereavement Counselor. Laura is team leader for the Salem Chamber's Monday Chamber Business Women networking group. willamettevalleyhospice.org.

Willamette Valley Vineyards announces acquisitions

Willamette Valley Vineyards founder Jim Bernau isn't letting the bad economic news slow him down. The winery announced the acquisition of three new vineyard sites in the Willamette Valley.

The 2008 harvest marks the 25th anniversary for Willamette Valley Vineyards (NASDAQ: WVVJ), and the recent uncertainty in the financial markets has done little to dampen the spirits of Bernau.

"When I planted my Estate vineyard 25 years ago, there were only a handful of winemakers in Oregon," Bernau recalled, "today, our wine industry is one of the most successful in Oregon agriculture, contributing more than \$1 billion in economic activity each year." WillametteValleyVineyards.com.

SOS Outreach Shelter celebrates one year

Over 120 people stopped by the new YWCA Salem Outreach



Pictured are Anita Padilla, Shelter Director; Wendy Laudette, Development Assistant; Congresswoman Darlene Hooley; Rachel Navarro, Shelter House Manager; and Kathy Meier Shelter Family Advocate.

Shelter in October at 2933 Center Street to help celebrate the one year anniversary of the expanded facility. SOS provides transitional housing to 15 families at one time—an increase of 50% from its previous location.

Refreshments, tours and information about the shelter were presented by volunteers and resident. Congresswoman Darlene Hooley joined a tour and congratulated the YWCA on the expanded shelter facility and the organization's almost 20 years of providing shelter and supportive services for homeless families in Marion and Polk counties.

The Community Action Head Start Program housed inside the facility was a popular stop during the open house. 40 homeless children attend this Head Start Program, ywcasalem.org.

Phoenix Grand and Bentley's earn EarthWISE certification

The Phoenix Grand Hotel and Bentley's Grill recently became the first hotel and restaurant in Salem and Marion County to be EarthWISE certified. The certification through Marion County's EarthWISE program recognizes Phoenix Grand and Bentley's Grill for their commitment to environmentally friendly practices.

"Our entire staff has bought off on the opportunity and excitement that comes with this type of program," said Scott Snyder, General Manager at the Phoenix Grand Hotel. "As a business, we are thrilled at the chance to engage our staff and guests in this effort, as we will see an incredible potential bottom-line impact for energy savings, a reduction in garbage pickups and improved moral."

In addition to a recycling program already in place, the Phoenix Grand Hotel and Bentley's Grill has implemented:

- Use of 100% recycled paper for all printed material
- Utilize Earth friendly cleaning solutions and drainage system
- Supports local economy by purchasing products and food from local suppliers and includes S.L.A.B organic local handmade soap as an amenity in all guest rooms.
- Operates on Energy Star appliances
- Sleeping room towel and linen program that allows guest to re-use their bedding and towels.
- Replacement of all lighting with white compact fluorescent lighting.

Phoenix Grand has also made a pledge through Portland General Electric's "Save More, Matter More" campaign; a movement to reduce the carbon footprint of businesses and in powering Oregon's future by saving energy.

"Since March 2005 the Phoenix Grand Hotel has strived to exceed our guest's expectations," said Kristi Reed, Director of Sales at the Phoenix Grand Hotel. "When our guests requested a greener hotel, we knew it would be good for the hotel, the environment, and for our guests who practice sustainability." phoenixgrandhotel.com.

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The Chamber: Creating a Strong Local Economy Welcome New Members & Ribbon Cuttings

The Salem business community is on the move. Please join us in congratulating these new and growing businesses that recently joined the Chamber or held ribbon cuttings and grand openings. The Salem Area Chamber of Commerce encourages you to support local business and "Buy in Salem!"

Benchmark Roofing LLC - Betty Boettger; 503-399-9729; 2424 McGilchrist St. SE. Home improvement and remodeling including commercial, industrial and agricultural refurbishing, roofs, and sprayed in foam insulation.

Blue Elephant Car Wash - Terry Robertson; 503-689-1511; blueelephantcarwash.com; 570 Bassett St. NW. Car wash and polish on Wallace Road in West Salem.

Court Street Consulting, LLC - Genoa Ingram; 503-378-0595; 1284 Court St. NE; courtstreetconsulting.org. Located a block and a half from the State Capitol and specializing in representation and advocacy before the Oregon State Legislature as well as association management, including budget tracking and projection, website design and maintenance, event planning, and membership services.

DePaul Staffing Services - Angelo Seminary; 503-856-9563; 4660 Portland Rd. NE Ste 108; depaulindustries.com. Employment contractors and temporary help.

Dolliaz Cafe & Deli - Andrea DeLapp; 503-363-6077; 1555 12th St. SE Ste 130; dolliazcafe.com. Family owned and operated deli and coffee shop that features a warm, comfortable environment

with helpful staff, great food and catering.

Layton Manufacturing - John Gall; 503-399-1926; 110 Division St. NE. Manufacturing.

Quiet Place Ministries - Ewart F. Brown; 503-982-8003; PO Box 511; Woodburn; quietplaceministries.com. Seminars dealing with conflict resolution and building positive relationships with the main objective being to motivate people to experience multi generational understanding and harmonious interactions.

S & M Truck Line Inc. - Terri Zollner; 503-463-6818; 4937 Indian School Rd. NE. Trucking and motor freight.

Salem Moving - Ruth Lelack; 503-463-6833; 4937 Indian School Rd. NE Household storage.

Stevens Equipment - John Gall; 503- 581-2511; 110 Division St. NE; 97301. Manufacturing.

The Joys of Living Assistance Dogs - Joe Peinkofer; 503-551-4572; 2095 Heather Stone Ct NE; Keizer; joydogs.org. Dedicated to the breeding, selecting, training, and placing of assistance dogs with individuals with limited mobility and children with autism.



Rob Lowe cuts the ribbon at Tigor Title's celebration of the completion of a remodel project for their offices at 222 High St. SE. 503-585-1881; ticortitle.com.



On September 26th, Eden Rose Brown and Ryan Collier celebrated their Grand Opening by cutting the ribbon in front of their newly remodeled offices. A large crowd gathered outside and enjoyed the celebration with music, wine and delicious hors'doeuvres. 1011 Liberty St. SE; 503-581-1800; www.edenrosebrown.com

The Chamber: Providing Networking Opportunities

Get Connected!

Dates, times and locations for these networking events are in the Chamber calendar and are updated regularly at www.salemchamber.org.



Amy LeFore
Saalfeld Griggs PC
Salem Area
Young Professionals



Kimberly Zahr
Key Bank National
Association
Greeters



Laura Sloan
Willamette
Valley Hospice
Monday CBW



Terri Axell
Mary Kay Cosmetics
Tuesday CBW



Karen McMahon
Carlson Veit
Architects, PC
Wednesday CBW

Salem Area Young Professionals

October found the Salem YoungPros enjoying a great event at Copper Hill Event Center. The event focused around recognizing the past year's leadership team and all of their hard work. I personally want to thank **Leslie Thompson, Tigor Title**, for her enthusiastic leadership in this past year. During her year, the group found itself enjoying wonderful educational opportunities which included tremendous panel discussions. We visited the **Oregon Garden**, the **Willamette Queen Sternwheeler**, the **Capitol Building** and **Willamette University**. It is truly exciting to look forward to a new year with the Salem YoungPros. I also want to thank our presenting sponsors, **Tigor Title, Willamette University MBA** and **Bank of the Cascades**, their support is critical to the success of Salem YoungPros. We will continue this year's line-up with our November event featuring a panel discussion on the current economic forecast. The event is Nov. 19, 11:30am-1pm, at the Chamber, cost is \$15 and space is limited to 60. Registration: www.salemyoungpros.com.



Greeters Networking

November is my favorite time of the year as we usher in the holiday season, and it all starts with being thankful! Everyone who attends Greeters is most thankful for the support they receive from Chamber businesses.

Linda Bruce, Words Lovely Words Gift Shoppe, 4625 Commercial St. SE, states it this way, "with all the bad economic news these days it is even more important for Chamber members to support our local Chamber businesses and to BUY IN SALEM! I would encourage everyone who is member of the Chamber to use the Chamber membership directory. I really appreciate Chamber members supporting each other including our store."

As **W. J. Cameron** (automaker Henry Ford's publicist) put it, "Thanksgiving, after all, is a word of action." So when you take out that holiday shopping list and think about where to find those special gifts, look to Chamber business as your first stop and show your thankfulness for the communities vitality.

Chamber Business Women - Monday Lunch

Surprise! November is here already and there is a lot going on. Make sure you sign up for the Chamber Business Women Fair soon since the deadline is Nov. 14th. This event will be very well attended after Greeters on the 21st and is a very affordable venue for promoting your business. Our meetings are on the 1st and 3rd Mondays of this month. Nov. 3, **E.Z. Orchards** will be presenting and Nov 17, **Harold's Quality Auto Repair** is coming to teach us how to "not get taken" at the auto shop. Our spotlight speakers are **Tina Hernandez** and **Patti Woods** respectively. If you are a female and you represent a chamber business, please come check us out. It won't cost you a thing! Remember ladies, "Educated Women are Powerful!"

Chamber Business Women - Tuesday Lunch

Our presenter for November 2nd is **Suzi Bicknell** with **Go Downtown! Salem**. Come and hear what's in store for the downtown businesses through the holiday season and beyond. Our own **Teresa Rodden** with **Take Shape for Life** will speak on November 18th. Join us for a buffet lunch at Alessandro's 1st and 3rd Tuesdays of each month, 11:45am to 1pm.

Chamber Business Women - Wednesday Breakfast

Salem's Most Vulnerable Populations: The Merriam-Webster Online Dictionary defines "vulnerable" as 1: capable of being physically or emotionally wounded 2: open to attack or damage. In November the "CBW Early Birds" will look at our most vulnerable populations.

Child abuse is a community issue. With more than 10,000 child abuse victims in Oregon each year, intervention and prevention are key to a healthier future for our children and community. On Wed., Nov. 5th, **Brenda Kidder**, Development Director at **Liberty House** will talk about programs and services in our area to assist one of our most vulnerable and valuable populations.

Susan Carey, Executive Director of the **Willamette Humane Society**, will spotlight an often overlooked vulnerable population in our community... Animals... big, small, young and old.

Monica Pacheco from the firm of **Douglas, Conroyd & Gibb** will speak Wed., Nov. 19 on elder abuse. Ms. Pacheco speaks regularly on the issues of Medicaid planning and elder issues to forums in the community. She is a graduate from the Willamette University College of Law.

Our current book selection is *Nice Girls Don't get the Corner Office*: 101 unconscious mistakes women make that sabotage their careers by **Lois Frakel**.

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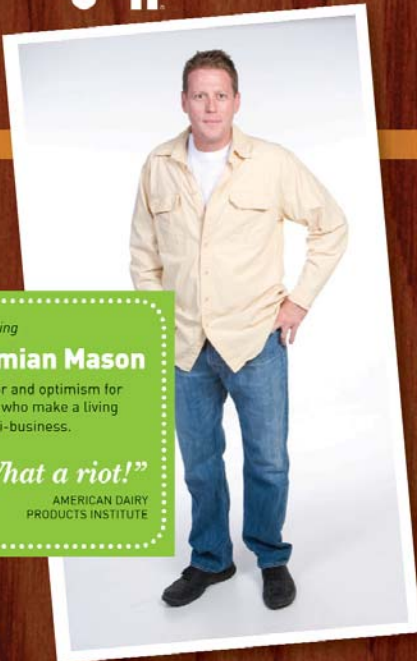
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