

## In This Issue...

A Note from Steve	Pg 1	New Members	Pg 4	Expo - Save the Date!	Pg 7
Sports, Spirits & Success	Pg 1	Member Anniversaries	Pg 4	Ambassadors	Pg 9
Holiday Open House	Pg 2	A Wine Country Christmas	Pg 5	MEDP	Pg 10
Calendar	Pg 3	Member News	Pg 6	Leadership MAC	Pg 11

# macc

# IN

# Business

December, 2011  
Volume 22, Number 12

## 12 Simple Questions to help make 2012 your BEST Year EVER!

an article by Donald Cooper, MBA...

Now's the time to be planning, deciding and implementing to make 2012 your best year ever. To help get you started, sit down with a few of the best minds and hearts in your business, or department, and invest an hour or so to answer these 12 simple questions. If you're a 1-person business, you're "it", so just sit with yourself and go to it.

Note: These questions are simple...but some of the answers will not be. Where necessary, allocate homework and research assignments to members of your team to gather more info and new innovative thoughts. Here are your 12 questions:

12 Questions, cont. on Page 12

## A Note from Steve...



Our recent Annual Dinner gave me the honor and the opportunity to make a few comments to our Chamber membership and to share my thoughts on the upcoming year. To those of you who have supported the Chamber's efforts with your membership, thank you! As you may know the Annual Dinner had a sports theme and it provided a fun atmosphere to

honor those who, through their work and generosity of time and resources, honor our community, the Chamber and all Chamber member businesses.

While our focus that evening was to honor our "superstars," I

Steve, cont. on Page 14

## Sports, Spirits and Success - Oh Boy!

Never has a theme fit the occasion better! Planning for the Chamber's Annual Awards Dinner began with a rousing new idea designed to bring out the competitive spirit in all of us, while at the same time reminding us of the importance of teamwork, without losing sight (of course) of the underlying purpose - to recognize outstanding businesses and individuals in a lively, fun, and enjoyable setting. The McMinnville Grand Ballroom offered a new, more intimate venue for the event and Haagenson's Catering & BBQ designed an appropriate

dinner feast. Sporting Mac High's bright team colors, the Rally Squad was on hand to greet guests (sporting equally bright attire) at the door. Once inside, members of the High School's Grizzly Catering culinary team provided a variety of tasty hors d'oeuvres. When seated, the room of 270 guests offered a sea of color, visually expressing allegiance to their favorite high school, college, professional and workplace teams.

The evening's awards presentations went smoothly, giving presenters an opportunity to recognize not only the winner in

Sports, cont. on Page 14



### save the date...

Chamer Holiday Open House  
Thursday, Dec. 8th  
4:00 - 7:00 PM  
Chamber Center  
417 NW Adams St.

A Wine Country Christmas Concert  
Tuesday, Dec. 20th  
7:00 - 8:00 PM  
First Presbyterian Church, 390 NE 2nd St.

We hope you have a wonderful Holiday Season!

[www.mcminnville.org](http://www.mcminnville.org)



We hope to see you at our.

## Holiday Open House

Thursday December 8th

4 – 7 PM

All are welcome!

Stop by for a great time!

Festive Soup Bar  
Yummy Hors d' Oeuvres

Special Holiday Cocktail  
Beer & Wine



# Calendar of Events - December

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1 Ambassador Committee 8:30 AM Chamber Center	2 GREETERS 8:15-9:00 AM McMinnville Public Market 845 NE 5th St.	3
4	5	6 Program & Events Committee 8:30 AM Chamber Center Government Affairs Council 12:00 PM Civic Center	7	8 Holiday Open House 4:00 - 7:00 PM Chamber Center	9 GREETERS 8:15-9:00 AM Mary Kay with McMinnville Grand Ballroom, 325 NE 3rd St.	10
11	12 Exec. Committee 12:00 PM Chamber Center	13 Candidates Forum - Congressional District #1 11:45 AM - 1:00 PM McMinnville Grand Ballroom 325 NE 3rd St.	14 Leadership MAC "Government Day" 8:00 AM - 5:00 PM Meet at Chemeketa's Yamhill Valley Campus (Bldg #2)	15	16 GREETERS 8:15-9:00 AM "A Christmas Carol" with the Ambassadors at Freelin-Wade, 1730 NE Miller St.	17
18	19	20 Board of Directors 7:30 - 9:00 AM Golden Valley A Wine Country Christmas Concert 7:00 - 8:00 PM First Presbyterian Church, 390 NE 2nd St.	21 Business- Education Committee 12:30 PM Chamber Center	22 Leadership MAC Advisory 8:15 - 9:15 AM Chamber Center	23 NO GREETERS! Enjoy your Holiday Weekend!	24
25 Merry Christmas!	26 Chamber Office Closed!	27	28 Marketing Committee 8:00 AM Chamber Center	29	30 NO GREETERS! Enjoy your Holiday Weekend!	31 Happy News Years Eve!

## Top Floor Members:



Riverbend Landfill

a Recology company WASTE ZERO

## Fourth Floor Members:

Cascade Steel  
C and D Landscape Co.  
Chuck Colvin Auto Center  
Freelin-Wade  
Les Schwab Tires  
Meggitt Polymers and Composites  
OnlineNW  
Ticor Title  
West Coast Bank

# MACC Welcomes New Members! *Let's Do Business!*



## Sandwich Express

Matt Primbs, Owner  
711 NE Hwy 99W, McMinnville  
503.472.3500

Sandwich Express has been locally owned and operated for the past 17 years by Matt & Mary Primbs. Matt has a background in teaching and Mary was a Judicial Assistant until she became a stay-at-home mom with three boys. She helps manage the stores and takes care of bookkeeping for their three locations. Sandwich Express started in McMinnville and then expanded to Newberg and most recently Salem. Not only do they offer a wide variety of soups and salads but several sandwich options with their well-known homemade breads. Their McMinnville location is open Monday through Saturday 9 AM - 9 PM and Sunday 10 AM - 8 PM with FREE delivery to local businesses Monday through Friday.

## You're Invited Party Rentals

Carol Carns, Owner  
828 SE 1st St., McMinnville  
503.857.2706



You're Invited Party Rentals & Supplies offers a variety of party decorations and ideas for all occasions. They rent banquet items including tables, chairs, linens and anything that goes on a table! With a background in sales and customer service, this is Carol's first adventure owning a small business and she is loving the opportunity to offer the community the convenience of being able to "shop local" for all their party needs. You're Invited is open from 10 AM - 5 PM Monday through Saturday. From a simple birthday party to an elegant wedding and reception, You're Invited can accommodate all your party needs! Stop in and take a look at the inventory and meet their hostess and door greeter Abby, their 4 year old Golden Retriever. Event animals love a party!

## Coastal Mountain Springs

Anthony Vander Meide, President/Owner  
McMinnville, OR  
503.435.0189



Coastal Mountain Springs is a new company to the Yamhill County area providing spring-fed bottled water right to your doorstep. Their water is pure, local, mountain spring water from the foothills of the Coast Mountain range. Brothers Anthony and James grew up in McMinnville and dreamed of taking the wonderful spring water on their family farm and putting it into bottles to provide for the community to enjoy as well. And now they have! The water is bottled on site and delivered to your home or office. They know there are many choices when it comes

to bottled water but they simply want to provide an option for you to buy from a locally owned and operated source. Call and schedule your new delivery today!

*If you are a NEW Member and would like to send us a brief biography about you and your business, email us at [chamberinfo@mcminnville.org](mailto:chamberinfo@mcminnville.org) and we will make sure to put you into the upcoming monthly MACC In Business!*

## YOUR BUSINESS CARD COULD GO HERE!

Find out more Today!  
Contact the Chamber!

## Happy November Anniversaries!!!

### 1 Year!

Carlton Gardner House  
Angela Gardner  
422 N 4th St.  
Carlton, OR  
503.717.3311

Life Improvement Coach  
Heather Moll  
619 NE 3rd St.  
McMinnville, OR  
503.435.8865

Mr. Rooter  
2800 E 9th St.  
Newberg, OR  
503.583.2900

### 5 Years!

Haagenson's Catering & BBQ  
Craig Haagenson  
575 NE 2nd St.  
McMinnville, OR  
503.472.1309

# *A Wine Country Christmas Concert*

*Featuring...*

**Humlie School of Music**

**Tuesday, December 20th, 2011**

**7:00 - 8:00 PM**



First Presbyterian Church  
390 NE 2nd Street  
McMinnville, OR 97128

\$10 Adult Admission & includes a **FREE** Wine Country Christmas CD  
\$5 Child Admission - 12 and under  
Children 4 and under are **FREE**

*Tickets available at...*

**McMinnville Area Chamber of Commerce**  
417 NW Adams St., McMinnville

&

**Express Employment Professionals**  
733 NE Baker St., McMinnville

**Seating is limited, so purchase YOUR tickets TODAY!**

*For more information...*

McMinnville Area Chamber of Commerce - 503.472.6196

# MACC Member Events & Community News

Chamber members are welcome to submit items for this column. Please email your news items to Leslie (lbanke@mcminnville.org) by the 20th of the month prior to publication.

## December 1st - 12th - Reading for All Holiday Book Drive: 12,000 Books in 12



Days

*Reading for All*, a literacy initiative of the Yamhill County Commission on Children & Families, is launching

its second annual county wide Holiday Book Drive December 1st - 12th. The goal is 12,000 books in 12 days. New or gently used children's books can be dropped off at most McMinnville elementary schools, Henderson House, Willamette ESD, Yamhill County Courthouse and Yamhill County Public Health. For more information visit [www.Reading4All.com](http://www.Reading4All.com).

## December 2nd & 3rd - A Quilter's Christmas

Wine Country Quilters presents A Quilter's Christmas featuring quality handcrafted holiday decorations, quilts, gifts, table linens and more! This great holiday treat will take place at Juliette's House, 1075 SW Cedarwood Ave. and 10% will be donated to Juliette's House. Warm cider, cookies, quilting, embroidery, ornaments, friendly faces and much, much more!



## December 2nd & 3rd - Christmas Bazaar at Vineyard Heights

Vineyard Heights is hosting a Christmas Bazaar from 9 AM - 4 PM, Friday & Saturday, December 2nd & 3rd. Special events on Saturday include Santa Claus and an opportunity to have your picture taken from 2 - 4 PM plus live entertainment. Enter to win a Gift Basket with proceeds benefiting the Toy & Joy program hosted by the McMinnville Fire Department.

## December 3rd & 4th - 2nd Annual Handmade Holiday Bazaar



The Yamhill Valley Heritage Center will host their 2nd Annual Handmade Holiday Bazaar Saturday, December 3rd, from 10 AM - 7 PM and Sunday, December

4th, from 10 AM - 5 PM. Admission is FREE with canned food donation. The bazaar will offer locally made pottery, soaps, textiles, jewelry, wood items, fudge, jams and jellies! With a Silent Auction and Santa Walk, there's something for everyone.



Don't forget to...

# Shop Local!

## December 3rd - Holiday Cheer at Poseyland

Stop in for a warm cup of coffee or a glass of wine and shop for the Holiday's. Not only will they be featuring several holiday sale items but also having how-to's on wreath decorating, bow making and present wrapping! Open from 11 AM - 5 PM. You won't want to miss the chance to win FREE flowers for a full year! They hope to see you there as they continue to spread holiday cheer!



## December 6th - 18th - Gingerbread House Display

The McMinnville Public Library will have the decorated houses on display from December 6th through the 18th. Stop in and vote for your favorite house! Proceeds from the sale of the gingerbread house kids benefit Habitat for Humanity and Friends of McMinnville Library.

## December 8th - Holiday Open House & Festival of Trees at Life Care Center of McMinnville



Hors d'oeuvres, live entertainment, and a tour of the trees as they celebrate the season with past residents, friends, family and the local community. Join them from

4 - 6 PM on Thursday, December 8th. For additional details call 503.472.4678.

## December 9th & 10th - Stuff-the-Bus!

Willamette Valley Medical Center presents Stuff-the-Bus, a benefit for YCAP. Bring non-perishable food items or a new toy for a child to help those in our community who are in need during the holiday season. The bus will be located at Grocery Outlet on December 9th from 12 - 6:30 PM, Bi-Mart parking lot on December 10th from 8 AM - 1 PM and then at Downtown US Bank from 1 - 5 PM.



## December 10th - Breakfast with Santa!



Why stand in a long line at the mall or department store waiting to talk to Santa when you can relax at a table with your family, enjoy a hot breakfast, fresh coffee and more? McMenamins Annual Breakfast with Santa will take place on Saturday, December 10th from 9 - 11 AM. Tickets are \$15 Adults and \$10 kids 10 and under. Call 503.472.8427 to purchase your tickets!

More News, contd on Page 8

Yamhill County

**CAREER & COLLEGE**

**EXPO**  
2012

Tuesday, March 13, 2012

9:00 AM - 12:00 PM Students

1:00 PM - 3:00 PM Public Job Fair

Event Center at Church on the Hill

700 N Hill Rd, McMinnville, OR 97128

*Our 3rd Annual Yamhill County Career & College Expo is just a few short months away and we would love to provide you the opportunity to participate and experience this fun county-wide event. We will bring high school juniors from all over Yamhill County together for a morning filled with a keynote speaker, career breakout sessions, mock interviews, and a business and college trade show.*

*The afternoon will feature a Career Fair open to the public with educational workshops for job-seekers.*

*It's a one-day, county-wide event and we would love for YOU to be a part of it!*

## **CAREER FAIR BOOTH REGISTRATION**

**Career Fair open from 9 AM - 3 PM, booth registration and set-up is from 8 - 8:45 AM**

**Registration Information - Limited to the first 65 Vendors**

Registration Deadline: **February 15, 2012**

**Booth Vendor--\$75 per table** (non-refundable, to be invoiced)

\_\_\_ All Day \_\_\_ Morning Only \_\_\_ Afternoon Only

Includes 6' table (linens/skirting will not be provided), 2 chairs, 2 lunches and promotion of event.

\_\_\_ Electrical access requested

Employer  College

Business Name: \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ ZIP: \_\_\_\_\_ Email: \_\_\_\_\_

Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Website: \_\_\_\_\_

Please list any known job openings so we can advertise to potential job seekers:

**Hospitality suite available for all representatives and lunch available at 12 PM and is included for two (2) representatives, additional lunches can be purchased for \$10 below**

Additional lunches: \_\_\_\_\_ X \$10 = \_\_\_\_\_

Please indicate any food restrictions: \_\_\_\_\_

**SIGN-UP BY FEBRUARY 15TH!**

Please return your completed form to:

**McMinnville Area Chamber of Commerce**

mail: 417 NW Adams, McMinnville OR 97128 - email: lbanke@mcminnville.org - fax: 503.472.6198

# MACC Member Events & Community News Continued...

More News, contd from Page 6

## December 10th - Holiday Open House - Historic Downtown McMinnville

Enjoy the magic of the season in downtown McMinnville with sparkling holiday lights, strolling musicians and horse-drawn carriage rides. Downtown stores will be bustling with holiday specials and festivities.



## December 11th - 23rd Annual Holiday Tour of Homes & Holiday Party

The McMinnville Soroptimist presents the 23rd Annual Holiday Tour of Homes. Have the opportunity to tour the decked-out holiday homes from 12 - 5 PM. There are five homes in McMinnville and Carlton. Join the party at the Bayou Mansion that will be open from 12 - 6 PM with refreshments, live music and a silent auction. For additional information call 503.539.9459 or email simcminnville@soroptimist.net. Tickets are available at Oregon Stationers and Kathleen's Hallmark.



## December 11th & 18th - Santa visits the McMinnville Public Market

Stop by the McMinnville Public Market Sunday, December 11th or 18th from 10 AM - 7 PM to visit Santa and have your picture taken! The Market's holiday hours are 10 AM - 7 PM, every Saturday through December 17th.



## December 13th - Fundraiser at Serendipity!



Join Serendipity on Tuesday, December 13th as a portion of the proceeds will benefit Henderson House.

## December 13th - Holiday Open House at Western Title & Escrow

Western Title & Escrow Company would like to invite you and your staff to attend an open house at their McMinnville office. To celebrate the season, they will have an assortment of hors d' oeuvres and refreshments for you to enjoy on Tuesday, December 13th from 5 - 7 PM.



More News, contd on Page 13

# SPORTS, SPIRITS & SUCCESS



Congratulations to ALL of the 2011 Award Winners!

For more picture from the fun evening check out our Facebook page!

# Ambassadors

Showcasing our Member Businesses!

## Greeters at Kathleen's Hallmark



## Greeters at NW Food & Gifts



## The Chamber Ambassadors *presents...*

### A Christmas Carol

Hosted by Freelin-Wade

December 16th, 2011

8:15 - 9:00 AM



Freelin-Wade needs YOUR help at this special Greeters event! Bring with you canned food or an extra \$1 to VOTE for your favorite barrel team! Freelin-Wade's Annual YCAP Food

Drive Barrel Decorating Contest is happening now and we get to help choose the winning team! The winning team will be determined by the amount of canned food collected in their barrel. Let's join them by picking YOUR favorite barrel! Don't forget your canned food!

Find the full Greeters schedule on our Calendar of Events on Page 3! We hope to have you join us!



By Amy Jauron, MEDP Americorps VISTA

## Red Fox Bakery Announces Purchase in Oak Park

Red Fox Bakery, a locally owned retail business, has announced the purchase of an existing building in the Oak Addition area on Alpine Street in McMinnville, near the Granary District. The building was previously used to manufacture pet beds. The Red Fox Bakery owners Laurie and Jason Furch will soon start to make improvements to the new site, and plan to complete various phases over the next few months. Leased space will be available starting in December.

"We are thrilled to help develop the neighborhood," stated Laurie Furch. As well as leasing areas of the facility, the building is also slated to eventually help expand the Red Fox line. Red Fox Bakery will continue to run the retail business at 328 NE Evans Street.

"We are working to bring in tenants to our new facilities that are complementary to our long-range strategic plan," said Jason Furch.

A portion of the space has already been leased to a local graphic designer Krista McCallum and her husband Brad Speer, a ceramic artist who designs mugs, dishes, and art for the home. Speer will have a showroom in the space and possibly a kiln.

"It's exciting to see this expansion for two local business owners," stated Jody Christensen, Executive Director for McMinnville Economic Development Partnership. "The development is being called 'The Oak Park Project'. The name is a result of the exciting work being done on the Northeast Gateway Project."

To find out about the Oak Park Project space, contact Laurie Furch at 503.434.5098.

To learn more about the resources offered by the McMinnville Economic Development Partnership, contact Jody Christensen at 503.474.0544 or info@McMinnvilleEDP.com. All inquires are confidential.

## McMinnville Economic Development Partnership's 2011 Award Winners Announced

The McMinnville Economic Development Partnership (MEDP) announced its 2011 Awards at the McMinnville Area of Chamber of Commerce Annual Dinner on November 18, 2011.



2011 MANUFACTURER OF THE YEAR is Northwest UAV Propulsion Systems. NW UAV is recognized for the recent announcement of a major expansion this fall with the purchase of a 28,000 square foot facility on 10 acres in McMinnville, Oregon.

2011 MANUFACTURING LEADER OF THE YEAR is Dave Miles from D-Stake Mills/Universal Forest Products. The board recognized Dave for his leadership and support of his team's work with the High Performance companies in McMinnville, his commitment to workforce training, and his humble, but driven approach to continuous improvement.



2011 Board of Directors Award for Outstanding Partner of the Year is the Fiber Expansion Project Partnership led by Online NW/Pacific Wave Communications, and joined by McMinnville Water & Light, the City of McMinnville and

McMinnville Industrial Promotions. Local public and private partners came together to fund a full service fiber optic communication system expansion into the McMinnville Industrial Park located between Riverside Drive and Lafayette Avenue.



Merry Christmas & Happy Holidays from your McMinnville Area Chamber Staff!

*Phil*

*Doug*

*Leslie*



## Leadership MAC Takes a "Backstage Tour!"

Under the program heading, "Planning for Tomorrow's Basic Needs," Leadership Mac participants spent their 3rd class session learning about some of the key, behind-the-scenes services which we often take for granted.

Appropriately, the day began at the City's Wastewater Reclamation Facility on Clearwater Drive (definitely off the beaten path) with a presentation about the science and policy of water reclamation. Following a walking tour of the plant the class was entertained and educated by Wes Thomas, Community Relations Manager for McMinnville Water & Light, who led the class through Water & Light's long and colorful history. Upon leaving the wastewater facility, the leadership class traveled a short distance to Western Oregon Waste's Recovery Zone headquarters where Darol Funk, WOW's Recycling Education Coordinator led a tour of the recycling facility and the adjacent NW Greenlands processing center.

Following lunch at WOW, McMinnville Parks and Recreation Director Jay Pearson, offered an overview of his Department. Pearson discussed some of McMinnville's diverse year-round recreational opportunities for all ages. Then it was off to Riverbend Landfill, where General Manager George Duvendack discussed the landfill's past, present, and future. A subsequent tour of the landfill included a look at the 1-year old power plant which generates electricity for the community from landfill gasses.

As always, the day ended with an opportunity for the class to provide feedback on the day's activities. All agreed that the day's presentations and tours offered an eye-opening look at some of McMinnville's valuable basic service providers!



## 12 Questions, cont. from Page 1

1. What bottom line profit do we commit to generate in 2012 that will keep us financially healthy and reward us adequately for our time, effort and investment in the business?
2. What are the 3 most important things we need to do to improve or grow our business next year so that we achieve our profit commitment?
3. What are 3 things that we do that tick off our customers... and what will we do to eliminate them?
4. What additional products or services would make us more helpful and more valuable to our customers? How can we profitably develop or implement those and add them to our offering?
5. What are 3 important things that any of our competitors do better than we do - and what will we do to fix that so that we're clearly better than them?
6. What 3 extraordinary things could we do to make doing business with us not all about price? What functional or emotional value could we create or what extraordinary service could we add that would 'grab' our target customers and fundamentally change the game? What has never been done before in our industry that would blow our customers away?
7. We are what we communicate. So, what 3 gutsy things will we do in 2012 to more effectively promote our business and communicate our total value offering?

8. What are the 3 biggest expense items on which we can save money in 2012...and, specifically, how will we achieve those savings?
  9. What are 3 things we can do to become "greener" in 2012...and beyond?
  10. What are the 3 things we can do to improve internal communication and improve clarity about our commitments to customers, to each other and to the bottom line?
  11. What's the most important new technology that we need to bring into our business in 2012?
  12. We can't grow our business without growing our people. What training, development or mentoring does each person on our team need to help us grow the business, serve customers more wonderfully and operate more effectively?
- So, there you have it...12 questions to get you thinking about next year and how to make it your best ever. For each idea you come up with and commit to, be clear about who will do what, by when and measured how, to make it happen. Failure to implement effectively is one of the biggest challenges in most businesses today. Remember, businesses do not die from a single shot to the head. They die, slowly but surely, from a thousand uncompleted tasks.



McMinnville Lions Club



### **Christmas Tree Sale**

**Chuck Colvin Auto Center  
1925 North Highway 99W, McMinnville**

Starting:

**SATURDAY, NOVEMBER 26<sup>th</sup>**

*Bring this advertisement and receive  
\$2.00 off any Christmas tree*

**All profits benefit Lions Club Charities  
Valid through Christmas Day 2011 or while trees last**



# MACC Member Events & Community News Continued...

More News, contd from Page 8

## December 14th - Winter Bazaar & Music Festival!

Delphian School invites you to  **THE DELPHIAN SCHOOL** attend their Winter Bazaar & Music Festival on Wednesday, December 14th. The Bazaar opens at 6pm and features fine art, ceramics and crafts for sale and on display. There will be a musical performance at 7 PM, including performances from Delphian's award-winning Jazz and Varsity choirs, followed by a reception with holiday treats and a special guest appearance by Santa Claus! This is a perfect opportunity for interested families to find out about Delphian School's excellent day school program. Tours are available throughout the evening. Bring the whole family and join Delphian in celebrating this Holiday Season. For more information, or to confirm or schedule a tour, contact the school at 503-843-3521 or email SueM@delphian.org.

## December 15th - Holiday Breakfast at Ticor Title!



Let the warmth of friendship take the chill from the air and the spirit of the season make winter easier to bear. Join Ticor Title at their Holiday Breakfast on Thursday, December 15th from 8:30 - 11 AM. Donations for the YCAP food drive will be happily accepted.

## NOW through December 17th - Narnia at Gallery Theater



Narnia, a musical presentation of The Chronicles of Narnia, continues on the main stage through December 17th. Friday & Saturday curtain is at 7 PM, Sunday curtain

is at 3 PM. For information or reservations call 503.472.2227 or visit [www.gallerytheater.org](http://www.gallerytheater.org).

## NOW through December 19th - Giving Trees are UP!

The "See Ya Later" Foundation has launched the Giving Tree campaign to help many families in need during the Holidays! Simply purchase a Gift Card of any amount and drop it off at any Giving Tree Location. The Gift Cards will be divided to benefit three Charities: Give a Little Foundation, Juliette's House and the "See Ya Later" Foundation. These charities will in turn help families in need or in crisis. Pick up a Giving Tree Tag and return them to any of the following McMinnville locations: Albertson's, Cindy's Gym, Copy Cats, Curves, Pendragon Ink, First American Title, Great Harvest Bread Co., Grocery Outlet, Hillside Retirement Community, Key Bank, McMinnville Area Chamber of Commerce, McMinnville Dental Group, McMinnville Water



and Light, Michelbook Country Club, R. Stuart & Co., Sunrise Church, Urbanbliss Luxury Salon, West Coast Bank, Western Oregon Waste, Western States Benefit Planning, Western Title & Escrow.

## NOW through December 24th - McMinnville Kiwanis Cheese Wagon Open Downtown!

The Kiwanis wagon will offer a variety of Tillamook cheese and meat products and gift packages as well as Kettle Corn, old-fashioned Tillamook Fudge, and roasted hazelnuts. The wagon is set up at the US Bank plaza and will be open Tuesday through Saturday, 11 AM - 5 PM through December 24th. You can also order online at [www.mcminnvillekiwanis.org](http://www.mcminnvillekiwanis.org).

## Order your Holiday Platter Early!



Make sure to get your order in early with Haagenson's Catering for your holiday party. The choices are many with smoked, sliced turkey breast, ordered on a per person basis or order the whole turkey with sides that can feed up to 25 people. Had your fill of turkey? Why not try Haagenson's Signature Center Cut Pork Loin, whole smoked chicken

or smoked juicy roast sirloin of beef? Please give them a week's notice on all Platter orders with a 10 person minimum order. Call today - 503.472.1309.

## Annual Collectible McMinnville Christmas Ornaments are out!

Delicately carved, gold-plated, featuring the historic Schilling Building, 238 NE Third St - La Rambla. Available at several McMinnville businesses. Past year's ornaments are available at NW Food & Gifts for \$5 each.

## The News-Register's Holiday Greetings Publication coming soon!

Would you like to do a special holiday thank you to your customers for their business or wish them Happy Holidays? Then you won't want to miss this special publication that will come out December 21st and December 24th. Deadline to for the 21st piece is December 16th and for the 24th piece is December 20th. Contact your sale representative to secure your space.



## Toy & Joy Needs YOU!

The McMinnville Fire Department's Annual Toy & Joy program is currently collecting toys for children of all ages, infant through 12 years. They partner with the Salvation Army to provide toys for over 200 children in the community. Toys can be dropped off at Hopscotch Toys, Applied Physics Technologies, McMinnville Immediate Health Care and McMinnville Fire Department.



Do you have news you'd like to share?  
Make sure to add [chamberinfo@mcminnville.org](mailto:chamberinfo@mcminnville.org) to your Newsletters, Emails and Press Release distribution! We LOVE spreading the word about what YOU have going on!

## Sports, contd. from Page 1

each category, but the many worthy nominees as well. And in keeping with the spirit of the evening, a mid-award seventh inning stretch featured entertainment from the Linfield College Pep Band. The list of this year's award winners includes:

- Business Leader of the Year - Paul Elias (McMinnville Water & Light)
- Business of the Year - Freelin-Wade Co.
- Community Beautification - McMinnville Granary District
- Volunteer of the Year - Beth Acevedo (Hagan Hamilton Insurance)
- Ambassador of the Year - Kelly McDonald (McMinnville Granary District/KMI Insurance)
- Business-Education Business Partner of the Year - Chemeketa Community College
- Business-Education Individual Partner of the Year - Wes Thomas (McMinnville Water & Light)
- Chair of the Chamber Board's Award - Express Employment Professionals
- Chamber Director of the Year - Lori Payne (BASi Northwest Laboratory)

Past Chamber Chair, Matt Lazzeri, was recognized for his year of service by 2011-12 Chair Steve Patterson. Retiring Chamber Directors, Wayne Bailey (Youngberg Hill Vineyards & Inn), Todd Caster (Citizens Bank) and Leslie VanBlaricom were honored for their years of service. And in keeping with tradition, Jody Christensen, Executive Director of the McMinnville Economic Development Partnership, presented the Partnership's awards for excellence in 2011 (see article on page 10). Congratulations to all!

A Pep Talk from Chair Patterson brought the evening to an appropriate close.

Huge thanks to Presenting Sponsor - Express Employment Professionals, Concession Sponsor - Western Oregon Waste, Half Time Sponsor, - West Coast Bank, and to a host of table sponsors. Kudos to all of the evening's entertainers, including Gretchen Phelps (Habitat for Humanity) who sang our National Anthem. Thanks to the planning committee for their hard work and creativity. And of course, thank you to all who attended this special evening!



**MILLER**  
**TECHNOLOGIES**

- Technical Repair
- Networking/Wireless
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## Steve, contd. from Page 1

want you to know that we appreciate all member businesses that are part of the Chamber Team. The Chamber will strive to be the kind of teammate that your business needs. You already know many of the benefits of being on the team. New business contacts, publicity and exposure, a representative voice on business and community issues that affect business, referrals, an opportunity to help improve your community, and access to resources and assistance are the ones that come to my mind immediately.

To be sure, as with any organization, the Chamber can improve, and we will. We will continue to be involved in and speak out on issues affecting business. Your voice, amplified by that of others, has been and will continue to be impactful in helping to educate and shape public policy and those who make it. Where should we take a stand? Let us know and when we ask for your opinion, give it. Where you see a need, identify it, and if you can, get involved and help solve it.

The Chamber is an organization that relies on membership and the volunteer talents of businesses and individuals. If you have been expecting results from your Chamber membership that you are not experiencing, I want to invite you to get off the sideline and get into the game. Our most involved members report the most satisfaction because they take advantage of the opportunities the Chamber provides to interact with other businesses and decision makers. These aren't just colleagues; they are customers with businesses and families right here in our communities.

What's the value of being a member of the Chamber? What value do you place on it? I have had some recent experiences that have informed my thoughts and will guide my behavior.

It started when I purchased a new vehicle recently. Friends told me about great deals they got through major club wholesalers, but I bought locally because I know the owner and his company through their membership in the Chamber of Commerce. I intended to do it even if it cost a little more; however, I got a great deal and excellent personal service, the kind you get from people interested in your business and grateful for it.

Some former members have reported to me in conversation that they "weren't getting business from their Chamber membership." I replied, "You got my company's business because of it!" As you enter local stores, see how many places you go into that have a Chamber Plaque on the wall with a membership sticker that is several years old. Even these former members still suspect there is a value in being a member by displaying the plaque. As current members, let's remind them of that value. When we make decisions on where to eat and shop, who to buy goods and services from, let's use each other whenever we can.

Please call the Chamber or visit the website to find out which Chamber member provides the goods or services you need. Or better yet, learn and meet all these great member businesses through your involvement in Chamber events like Greeters and Business After Hours. Let's resolve in this coming year to support each other. We are all in this together!

## Top 10 Reasons to Shop Local

- 1. Keeping Dollars in the Local Economy:** When shopping locally, you are simultaneously creating jobs, funding more city services through property taxes, investing in neighborhood improvements and promoting community development.
- 2. Entrepreneurship:** Entrepreneurship fuels America's economic innovation and prosperity, and serves as a key means for families to move up the economic ladder while providing you with the products and services you desire close to home.
- 3. Competition:** A marketplace of hundreds of businesses is the best way to ensure innovation and low prices over the long term.
- 4. Product Diversity:** A multitude of businesses, each selecting products based on local customer demand and interests guarantees a much broader range of product and service choices.
- 5. Jobs and Wages:** Local businesses create a multitude of jobs that you, your neighbors and friends depend on to sustain their quality of life.
- 6. Protect Local Character and Prosperity:** McMinnville is unlike any other city in the world. By choosing to shop locally you help maintain McMinnville's unique personality and distinctive flavor.
- 7. Reduce Impacts to the Environment:** Shopping locally helps to reduce carbon emissions, gasoline costs, etc.
- 8. Support Those Who Support McMinnville:** Local businesses are the largest contributors to local non-profit organizations, schools, hospitals, etc. Most of the programs and activities we have for our children, seniors, disadvantaged, etc. would not be possible without the generous support of time and millions of dollars donated each year by local businesses and their employees.
- 9. Local Businesses Support Other Local Businesses:** When your business purchases are made locally you are helping fellow business owners keep their doors open and provide employee jobs, making sure they are here the next time you need their products and services.
- 10. McMinnville is more important than a cheaper pair of underwear!** Invest your shopping dollars at home in McMinnville - you'll be glad you did!



**McMINNVILLE AREA**  
CHAMBER of COMMERCE

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Doug Anderson..... Office Mgr/Bookkeeper  
Leslie Banke ..... Communications/Events

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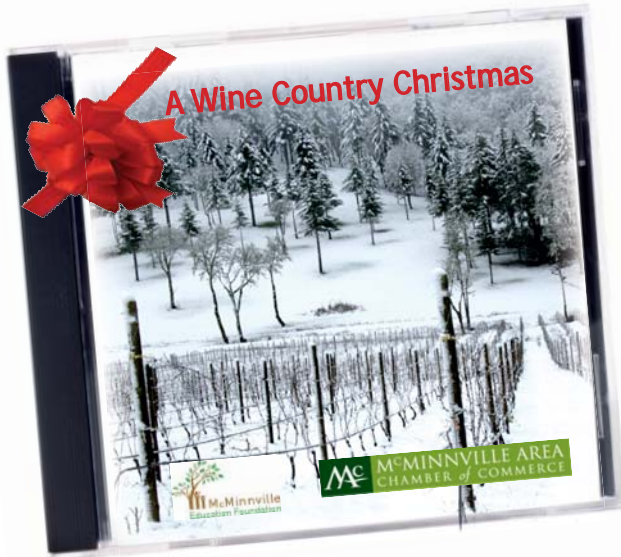
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[chamberinfo@mcminnville.org](mailto:chamberinfo@mcminnville.org)

# Only 24 Days Until Christmas!! "A Wine Christmas" CD is the perfect gift!



Last year the Chamber produced a fabulous Christmas CD just in time for the Holidays. Each of the talented local artists has professionally recorded their favorite Christmas song and you, your friends, family and employees are going to absolutely LOVE this CD!

It retails for \$10 with \$2 of every CD sold going to the McMinnville Education Foundation. Contributions to the Foundation will be directed to the Arts & Music Enrichment Fund.



Members can contact the Chamber for purchases over 10 for special discounted pricing and for resale opportunities in their businesses or for their organizations.

**On Sale Now! Just \$10**

CD's are sold not only at the Chamber Center but NW Food & Gifts!  
Contact the Chamber for more questions or to place your order today!

## McMinnville Area Chamber of Commerce

417 NW Adams Street  
McMinnville, OR 97128



**Many blessings and joy to you this Holiday Season!**