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macc

IN Business

October 2011

Volume 22, Number 10

Planning for Continuous Chamber Improvement!

Members of the Chamber's 2011-12 Board of Directors spent the afternoon on September 20th looking at the future! Recognizing that meeting the ever-changing needs of 400 diverse member businesses and organizations is a challenge worthy of the Chamber's efforts, the group discussed the chamber's strengths, successes, and potential growth as they relate to Chamber's mission and it's core competencies (promoting the community, supporting a strong local economy, representing business interests, providing networking opportunities, and political advocacy). Several valuable new ideas were set into motion which you'll undoubtedly be

Improvement, cont. on Page 7

Competition, Teamwork & Heartbreak

A word from Matt...



If you like baseball, particularly if you like the Boston Red Sox or the Atlanta Braves, you really get the heartbreak part. 161 games and it all comes down to the very last, excruciating and exciting game. There are no ties and no tomorrows. Baseball at its best.

Maybe baseball's not your thing; you're a Beaver or a Duck football fan. You relish knocking each other out of the Pac -10 championship or the Rose Bowl trip in that crucible of former futility known as the Civil War.

Competition, cont. on Page 15

First Impressions Critical to Customer Satisfaction

In our June issue of "macc IN Business" we discussed our ongoing partnership with the News-Register to encourage shopping locally. That "Shop Local" page appears in each Wednesdays Newspaper as a reminder of the importance of keeping valuable consumer dollars close to home.

For those who still harbor the false impression that the best deals are always out of town, our opportunities to change their mind may come all too seldom. When we get that important chance to make a positive lasting impression we'd

better make the best of it! And that's why it's especially disappointing when word gets back to us of a poor customer experience as it did recently in a note from the State's official arm, Travel Oregon.

Carole Astley from Travel Oregon forwarded us a Blog posting from James George, the Managing Editor of "Pacific Business News." His posting (see the entire article on our website) reported of a recent visitor to McMinnville who complained that during a 10 minute visit to one of our local retail

Impressions, cont. on Page 15



save the date...

Business After Hours
Thursday, October 13th
5:15 - 7:00 PM
Parkland Village
3121 NE Cumulus Ave.

Women in Business
Tuesday, October 18th
6:00- 7:30 PM
Twelve & Honest
Chocolates
575 NE 3rd St.

Looking Ahead...
Annual Dinner
Thursday, Nov. 17th
at the McMinnville
Community Center

www.mcminnville.org

What's New?

... a look at what our Chamber Committee's are up to...

Ambassadors

One of the Chamber's most active and visible Committees, the Ambassadors are the "face of the Chamber" during activities and events ranging from weekly Greeters to periodic grand openings and ribbon cuttings. Distinctive wine-colored vests allow members of the Ambassador Committee to stand out during these outings. In addition to making 3, 6, and 12 month anniversary calls to the Chamber's newest members, the group has also taken it upon themselves to share the benefits of Chamber membership with non-member businesses as often as possible.

Business-Education Partnership

Meeting monthly throughout the school year the Bus/Ed Partnership Committee tasks itself with "providing a forum for open communication between the business and education communities to identify, assess, prioritize and fulfill each partner's unique needs and concerns as they relate to the partnership." Committee members represent a broad spectrum of public and private education providers, workforce agencies, and businesses from McMinnville and surrounding communities. Typical discussion topics may range from scholarship resources to identifying specific curriculum needs which better match graduates and job seekers to current workforce opportunities.

Government Affairs Council

The membership of the Government Affairs Council is structured to represent the Chamber's diversity, from retail to manufacturing, from financial services to education, and sectors in-between. At full strength, the Council has 17 voting members, plus non-voting ex-officio members as appropriate. The mission of this group is to monitor, review, and recommend action on such issues that directly impact the McMinnville business community. The GAC is authorized by the Board of Directors to take positions on behalf of the Chamber, or it may seek the Board's endorsement (pro or con) for those issues ultimately requiring a vote of the public. Issues routinely discussed range from gang/crime prevention and awareness to health care.

Marketing Committee

The Marketing Committee has been diligently working to ensure the Chamber's mission of being the premier resource for business programs, services, advocacy and network. During the past few months the Committee revisited Chamber goals to improve member and non-member perceived value of the Chamber as related to individual businesses and organizations; as well as to retain and build membership at a consistent rate for a three-year period commencing 2012. In addition, the committee is working to reposition the Chamber as the community networking expert, actively recruit new members and retain at least 90% of its membership in 2012, and increase tourism business.

Program & Events Committee

The Programs and Events committee is co-chaired by Rene Bittle and Chelsey Nichol. Up until recently the committee was tasked with coming up with and approving special events like Hot Topic Lunches, Leadercast, Greeters, Business After Hours and other value added events for Chamber members. The group has also taken the lead in starting the Women in Business networking group and arranging fun and engaging events each month for women in the community. The group is looking for new members to help us expand our role in the Chamber to more of a core event planning committee with sub committees for the individual events/programs. If you are interested or know someone in your business that would be a good fit for this committee please let us know.

Each of the Chamber Committees outlined above are actively seeking new members. If you have interest in committee membership or simply want to learn more about the types of issues, programs, and activities currently being discussed in the various committees give the Chamber a call.

Calendar of Events - October

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
						1
2	3	4 Government Affairs Council 12:00 PM Civic Center	5	6 Ambassador Committee 8:30 AM Chamber Center	7 GREETERS Ribbon Cutting! 8:15-9:00 AM Real Deals on Home Decor 900 NE 8th St.	8
9	10 Exec. Committee 12:00 PM Chamber Center	11	12 Leadership MAC "Human Services Day" 8:00 AM - 5:00 PM TBA	13 Program & Events Committee 9:30 AM Chamber Center Business After Hours 5:15 - 7:00 PM Parkland Senior Communities 3121 NE Cumulus Ave.	14 GREETERS 8:15-9:00 AM Visiting Angels at McMinnville Senior Center 2250 NE McDaniel Lane	15
16	17	18 Board of Directors 7:30 - 9:00 AM Golden Valley Women in Business 6:00 - 7:30 PM Twelve & Honest Chocolates 575 NE 3rd St.	19 Business-Education Committee 12:30 PM Chamber Center	20 Leadership MAC Advisory 8:15 - 9:15 AM Chamber Center	21 GREETERS 8:15-9:00 AM Humlie School of Music TBA	22
23	24	25 Marketing Committee 8:00 AM Chamber Center	26	27	28 GREETERS 8:15-9:00 AM Habitat ReStore 1040 SE 1st St.	29
30	31 Happy Halloween!		Phil & Leslie will be out of the office Oct. 26 - 28 for the Oregon State Chamber Conference!			

Top Floor Members:



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!*



KMI Insurance, LLC
Kelly McDonald, Owner
750 NE Alpine Ave.
McMinnville, OR 97128
503.472.2722

After working as a commercial property and casualty insurance agent for another company for more than six year Kelly decided to start his own independent insurance agency. As a business owner of another local business, the Granary District Properties, for more then two decades the decision to start his own agency was not a difficult one. Kelly understands what challenges businesses face and it allows him to provide value to their insurance and risk management programs. No business is too large or too small and he welcomes the opportunity to work with new clients. In addition to insurance for business KMI Insurance, LLC offers all personal lines coverages as well. They are an independent agency and can source a multitude of different carriers for a customized insurance program. Contact Kelly today to set up a consultation to evaluate your current insurance needs.

NewsYamhillCounty.com

Dave Morgan, Owner
McMinnville, OR
503.974.6649

The news media around the world is taking itself to the next step and that is the World Wide Web! It combines text, photos and video with an unprecedented power to deliver events and information as never seen before. NewsYamhillCounty.com is a new start-up LOCAL news website for Yamhill County and will publish local news as it happens, 7 days a week, updated hourly in most cases. It closely mirrors another LOCAL website they created in Lincoln County in early 2010, NewsLincolnCounty.com. They will cover news in every corner of the county with emphasis on government decisions, crime, the economy, the environment, lifestyle and community celebration information. Dave Morgan, owner, has been a die-hard local news reporter since 1975 and has worked in many communities along the west coast. He comments that Oregon "...is the best place I ever practiced the profession of news writing, and decided I wanted to return to the best place in the country to resume it. So here I am."

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 and we will make sure to put you into the upcoming monthly MACC In Business!

Seven Keys to Long-term Profitability

by Donald Cooper, MBA

While short-term profits in any business can be affected by many factors such as economic slowdown, political strife in oil-producing countries, government legislation at home or abroad, or even the weather...your longterm profitability will typically be a measure of your ability to master seven key factors...

1. Understanding four realities; your customers' realities, your company's realities, your industry's realities and your personal realities. "The beginning of wisdom is the recognition of reality."
2. The ability to visualize an extraordinary future for all stakeholders (your Vision)...and specifically what it will take to get you there (your Mission).
3. Creating, delivering and communicating a compelling, sustainable and profitable value proposition for your target customers.
4. The discipline and courage to plan, implement and react decisively.
5. Communicating a set of values and standards that state clearly what you stand for and how you'll behave as a business.
6. Developing a business culture that attracts, focuses and enables the best available talent at every level of your organization. A culture that nurtures passion, urgency and creativity while holding people accountable for their commitments.
7. Achieving world-class operational efficiency in every part of your business that allows you to be price-competitive and profitable.

How does your business rate in the mastery of each of these seven keys to long-term profitability?



- Technical Repair
- Networking/Wireless
- Business Phone Systems
- Telco Install/Repair
- IT Consulting
- Web Design
- Web Hosting
- Flash Animation
- Computer Systems
- Software Development
- Database Development
- Mechanical Design & Drafting

503.474.4724 • www.millertech.biz
p.o. box 1308 • 105 NE 8th Street
McMinnville, OR 9712



Spotlight Shines on Kyle Faulk with Citizens Bank



Kyle is a recent addition to the Citizens Bank team and is excited about the opportunity. He has been in banking for almost five years now and graduated from Portland State University with a Bachelor's in Mathematics and a Master's of Business Administration. Citizens Bank is a locally owned community bank with thirteen branches serving the Willamette Valley. Since 1957 their mission has been to provide superior financial services to their customer and to promote economic growth and stability in the communities they serve. Kyle shares, "We have a great team and work to create an experience that makes Citizens the bank of choice." He lives in McMinnville and loves being part of a community with lots to do. If you are looking for banking needs in the near future, Kyle and the team at Citizens would love to help!

Happy September Anniversaries!!! 1 Year!

Mya's
Myriah Martin
2274 SW 2nd St., Suite B
McMinnville, OR
503.883.4444

Sokol Blosser Winery
Susan Sokol Blosser
5000 Sokol Blosser Lane
Dundee, OR
503.883.9654

Twelve
Linda Lenyo
581 NE 3rd St.
McMinnville, OR
503.435.1212

The Rogue Gourmet Catering Company
Janet Bleck
1505 Portland Rd.
Newberg, OR
503.915.8810

5 Years!

A Family Healing Center
Dr. Jason & Jessica Black
2270 NE McDaniel Lane
McMinnville, OR
503.883.0333



Volunteer for the Chamber Team!!

Do you know someone with excellent people skills . . . who feels at home in an office environment . . . and doesn't need to work . . . but wants to stay active and involved?

If you think they'd be interested in volunteering for a few hours a week at the Chamber Center, then we'd like to talk to them. Duties would include greeting Chamber members and visitors to the Center, answering phones, and miscellaneous other office related activities. Fun, rewarding, and every day is different! Give us a call today at 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.


October 1st & 8th - Effective Relationship Seminars

Heather Moll is offering several seminars in the coming months about increasing your relationships effectiveness. Saturday, October 1st - Is your Relationship in Trouble? Save it before it's too late! & Saturday, October 8th - How to talk to anyone about anything, without feeling awkward or nervous! Seminars will be held at Michelbook Country Club and are \$27. To register call Heather at 503.435.8865.

October 2nd - Celebrate Public Art

"A Moment in Time" - Sunday, October 2, 3 PM in Edward Gormley Plaza and Civic Hall. Free public performances featuring: Gallery Ballet, Linfield Music Dept., Gallery Theater, Chehelam Cultural Center, Shannon Ray, McMinnville High School Symphonic Choir, Humlie School of Music, David Holmes and James LaRocca. Culinary Extravaganza, at the McMinnville Grand Ballroom, 5 PM, \$20 admission. Each culinary artist will choose a piece of public art as inspiration and create appetizers around the theme. Participating restaurants and wineries include: Harvest Fresh, Café Uncorked, Olive You, Thistle/Community Plate, J. Wright Winery, R. Stuart & Co., Panther Creek, WineWorks Oregon and Anthony Dell Cellars. Eric Valentine will perform on the piano. A benefit to support public art in McMinnville. For information or to RSVP contact Lynda Phillippi at lyndaart@frontier.com.

October 3rd - "Lights, Camera, Auction"

 Presented by Women Who Like to Have Fun for Charity, Soroptimist International of McMinnville is rolling out the red carpet for a fabulous Hollywood evening. Dress as your favorite star or for a premier if you wish. Don't miss your chance to be part of the show! 5:30 PM – Social, Food and Silent Auction, 7 PM – Live Auction. Monday, October 3 at the Elks Lodge, 333 N Evans. \$30 admission includes light dinner and 2 beverages.

October 7-9th & 14-16th - Art Harvest Studio Tour of Yamhill County

This is a self-guided journey of exploration and enjoyment of the arts in Yamhill County's scenic wine country. Working in a variety of media, artists share their inspiration, give demonstrations and answer your questions. All work is available for purchase and most artists are happy to discuss commissions. The tour will be open from 10 AM - 5 PM all days. Admission \$7 - Adults, Free for children under 18. Visit www.artharveststudiotour.org for more information.

October 8th - 2012 Season Preview Night

Gallery Theater invites you to come



preview their 2012 season, meet the directors, get audition information, and learn more about membership and how to get involved. Bring a friend and enjoy the evening beginning at 7:30 PM! A complimentary reception will follow the show. No reservation required. No admission fee charged.

October 8th - Baubles, Bangles and Bling



Give a Little Foundation is seeking donations of costume, vintage, or fine jewelry for a fundraiser along with men's ties. The foundation is a local last-resort non-profit, offering one-time help to Yamhill County residents in a crucial time of need. Fine jewelry should be dropped off at Timmreck & McNicol Jewelers. Ties and other types of jewelry may be dropped off at Incahoots or Jack of All Beads in McMinnville or at Yamhill Gallery & Gifts or Janis Jewelry & Gifts in Newberg. Donation pick up may be arranged by calling 503-857-2964. Then join them October 8th at the McMinnville Grand Ballroom from 9 AM - 2 PM for bubbles and bling shopping!

October 8th - Sip & Shop!

What a great ending to Real Deals on Home Decor Spooktacular fall reveal then a Sip and Shop! They are having one of the fastest up and coming wineries from right here in Yamhill county grace them with there best wines to truly enlighten your taste buds while you experience the best retail therapy around. Join the fun from 5 - 9 PM at their new store at 900 NE 8th St. in the beautiful Granary District.



More News, contd on Page 13

find us...

On your favorite social media websites:



and....

www.mcminnville.org

Improvement, cont. from Page 1

reading about in future months.

We direct your attention to page 15 of this newsletter where you'll find the complete roster of Chamber Officers, Directors and staff, all of whom are serving to guide the Chamber toward continuous improvement, and each of whom welcome your comments, ideas, and suggestions. We're here to support YOU . . . so tell us what we can do to help!



GRAND OPENINGS . . . ANNIVERSARIES . . . SPECIAL EVENTS? WE'RE READY TO HELP!

We invite all of our Chamber members to let us help you celebrate your special occasions with a ribbon cutting ceremony. Not only are our Chamber Ambassadors anxious to join you as official Chamber representatives, we've even got attractive new ribbon cutting scissors to include in



the package. This is just one of the many benefits included in your Chamber membership. Give us a call to schedule your event today!

Job Opportunity - Membership Development Specialist

Following several months of discussion about the future staffing of the Chamber Center, a decision has been made to hire a half-time (20 hour/week) individual to serve as the Chamber's Membership Development Specialist. Tasked with marketing the benefits, services, and programs of the Chamber to member and non-member firms, this new staff member will work closely with the current staff, the Marketing Committee, Chamber Ambassadors, the Programs & Events Committee and of course, the Board of Directors. The full compensation package has yet to be finalized, but will likely be a combination of salary and commission, including health and retirement benefits. So if you know a personable, high energy individual with face-to-face marketing skills a desire to excel, please ask them to call Phil at the Chamber Center.



" Let us always meet each other with smile, for the smile is the beginning of love."
~ Mother Teresa

Tuesday, October 18th - 6:00 - 7:30 PM

Twelve & Honest Chocolates, 575 NE 3rd St., McMinnville, OR 97128

RSVP to the Chamber - \$10 Price includes wine & light hors d' oeuvres

It's FALL and we want to kick it off in style enjoying what ladies LOVE - Wine & Chocolate! Is there a better combination? I'm not sure... So join us for a warm evening at Twelve & Honest Chocolates in Historic Downtown McMinnville. Bring a friend and learn about the perfect pairings of Twelve's wine and Honest Chocolates delicacies.

This Women In Business Group is a supportive, fun, social organization structured to help you achieve your goals.



What's YOUR favorite team?



Join us for all of the fun at this year's Annual Chamber Awards Dinner! Show up representing your favorite team or secure your Club Level Sponsorship to decorate your table!

November 17, 2011 - 6-9 PM

McMinnville Community Center

\$35 per person

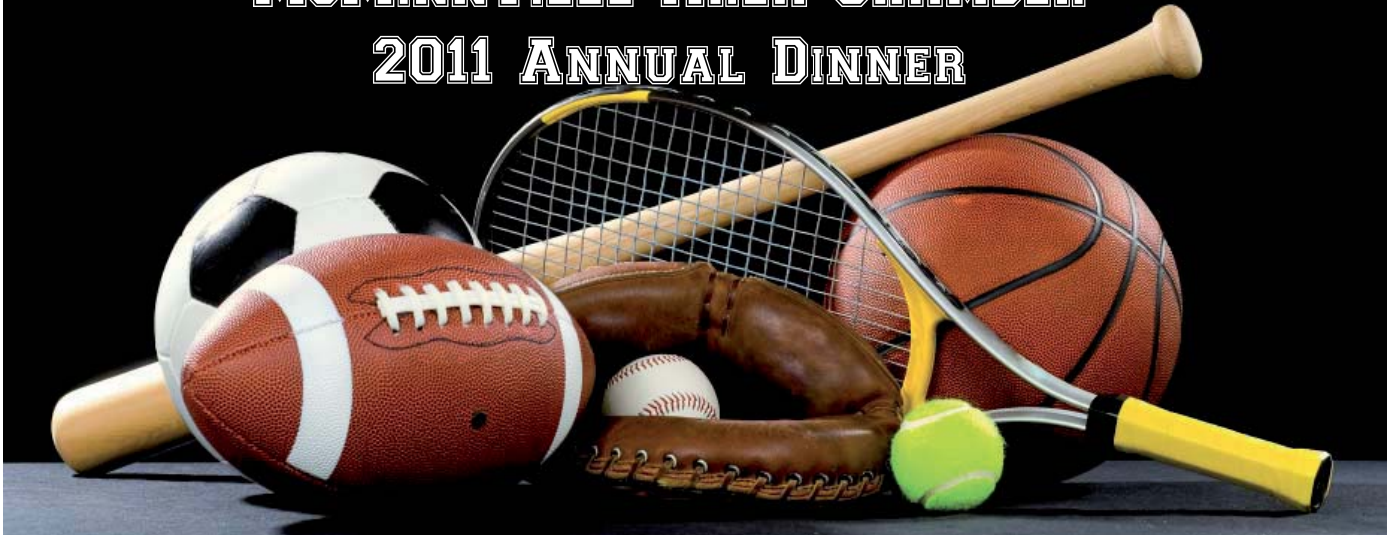
RSVP to the Chamber Center TODAY!



SPORTS, SPIRITS & SUCCESS!

McMINNVILLE AREA CHAMBER

2011 ANNUAL DINNER



Sponsorship Opportunities

Arena Sponsor - \$1000

- Company Logo included on all publicity
 - Table Sponsorship
 - Premier dinner seating
-

Concessions Sponsor - \$500

(Dinner Sponsor)

- Company Name listed on all publicity
 - Table Sponsorship
-

Half-Time Entertainment Sponsor - \$250

- Company Name listed on all publicity
-

Club Level Sponsor - \$100

(Table Sponsor) *Limit 25

- Club Level Sponsors will not only receive recognition in the event program but you will have the once in a lifetime opportunity to decorate your special "Club" section in your favorite Sports Team memorabilia.
-

To secure your sponsorship or for more information contact...

Leslie Banke, Director of Communication & Events, 503.472.6196 or lbanke@mcminnville.org

TAKING IT OVER THE TOP

YAMHILL COUNTY ACTION PARTNERSHIP FOOD BANK CAPITAL CAMPAIGN

More than 50 local women have come together to create a picture perfect project to take the YCAP Capital Campaign over the top.

INTRODUCING

THE CALENDAR GIRLS FOR CHARITY PROJECT 2012 CALENDAR: WOMEN WHO NURTURE



HOW CAN YOU HELP?

Buy your calendar for only \$25. Perfect for birthdays, employee gifts, client favors, even stocking stuffers.

SORRY, CASH OR CHECK ONLY. MAKE YOUR CHECK PAYABLE TO YCAP. ALL ORDERS WILL BE READY BY NOV. 1.

Email: calendargirlsforcharity@gmail.com

Facebook: Calendar Girls for Charity

Order taken by: _____

Paid: _____

YCAP Tax Id # 93-0758732

A special thank you to The Hinmon Agency & Creative Photography by Dale.

Name: _____

Address: _____

Email: _____ Phone: _____

Number of calendars: _____ Paid: check _____ cash _____

Receipt requested: yes _____ no _____

Comments:

Order taken by: _____

Please mail your payment and completed order form to:
Calendar Girls for Charity
Attn: Sherl Hill
c/o 1730 NE Miller St.
McMinnville, OR 97128

TAKING IT OVER THE TOP
YAMHILL COUNTY ACTION PARTNERSHIP
FOOD BANK CAPITAL CAMPAIGN



Leadership MAC Begins 24TH Year with a Class Of 33

Off and running in its 24th year, the Chamber's award winning community leadership development program, "Leadership Mac,"



welcomes 33 participants to the class of 2011-2012! One day a month from September through May, these individuals will actively learn more about themselves, their classmates and

the community, all the while gaining insight and new perspectives on leadership and management skills. On graduation, they will join an alumnus of



nearly 500 past, current, and future business and community leaders dating back to the program's inception in 1988.



Justice Center); Tammy DiSalvo (West Coast Bank); Kyra Donovan (McMinnville School District); Sam Eastman (McMinnville Water & Light); Lara Fritz (Habitat for Humanity); Roberto Gonzales (Cascade Steel); Amy Jauron (McMinnville Economic Development Partnership); Aaron Johnson (City of McMinnville Parks & Rec); Sanya Kite (Oregon Youth Authority); Krystal Larson (BASi); Kathleen Law (First Federal); Rick McEvoy (Columbia State Bank); CB Mason (Headwater Investment Consulting); Trena McManus (McMinnville Water & Light); Nikki Mead (Hillside Retirement Community); Dale Mount (McMinnville Fire Dept); Michael Nelson (BASi); Jonia Pierce (Housing Authority of Yamhill County); Jason Reed (NW Greenlands); Steve Rex (McMinnville Fire



September's "TNT" kick-off class focused on "Trust, Networking, & Teamwork," and included an introduction to the Leadership Mac program by program graduates, an interactive "3 V's of Leadership" presentation by Linfield



Professor Dave Hansen, and an energy-packed trip to the Tilikum Retreat Center outside of Newberg. The photos accompanying this article illustrate some of the day's adrenalin-pumping activities.

2011-2012 Leadership Mac participants include: Susan Baker (Freelin-Wade Co.);

Jessica Beach (Yamhill County Corrections); Ossie Bladine (News-Register); Randy Clow (City of McMinnville Public Works); Mike Derrickson (Spirit Mountain Casino); Janmarie Dielschneider (The



Department); Sandy Schultz (First Federal); Chris Secrist (City of McMinnville Accounting); Shalyn Tan (Kellie S. Menke, CPA, LLC); Alicia Terra (Western Oregon Waste); Shannon VanGrunsven (WorkSource Oregon Yamhill Center); Sharon Wagner (Linfield College); Pattie Warner (Western States Insurance); and George Wiley (Willamette Valley Medical Center).



Participants are looking forward to their October 12th "Human Services" session. In coming months we'll



follow the Leadership Mac class through their graduation and along the way we'll take an opportunity to introduce you the participants listed above in more detail . . . so stay tuned!

Ambassadors

Showcasing our Member
Businesses!



Ribbon Cutting - Friday, October 7th at Real Deals on Home Decor,
right after Greeters! See you there!

MACC Member Events & Community News Continued...

More News, contd from Page 6

October 8th - A Tail Wagging Event!

Freelin-Wade FORCE Saturday, October 8th from 10 AM - 6 PM, Freelin-Wade FORCE has teamed up with Shaggy Showers Dog Wash to pamper your pooch for a great cause! Your donation will entitle your best friend to a warm shower. Warm towels, shampoo and location have all been generously donated by Shaggy Showers Dog Wash for the day. To finish off your doggie spa day, Lots of Love dog grooming will be there to clip nails and trim up your pup's paws. If you feel your pup has not quite had the royal treatment, then top off their day with a tasty dog treat from Good Doggie Bakery.

October 9th - Pancake Feed

The McMinnville Volunteer Fire Department is having their annual Pancake Feed from 7 AM - 1 PM at the McMinnville Fire Department. This great event is fun for all ages. Enjoy a yummy pancake breakfast for \$6 (adults), \$3 (Children 6-12) and Children under 5 eat free!

October 11th - "Political Reporting and how it's changed over the years"

Join City Club of McMinnville with their October Program presented by Steve Bagwell, Managing Editor of the News-Register to learn about Political Reporting. Luncheon begins at 11:45 AM at the McMinnville Grand Ballroom. To reserve your spot contact Cassie Sollars at 503.687.1233. Lunch is \$12 for members and \$18 for non-members.

October 12th - Get your business started on the right track!

If you know of anyone who has a business idea and wants to explore it further, MERIT is a perfect fit! At the information session, attendees will learn more about MERIT and figure out if they are a good fit for them. Attendance at an information session is mandatory in order to enroll in Explore and Define Your Business, a training that provides an environment for individuals to seriously consider their personal readiness for entrepreneurship and their business concept. Their next information session is scheduled for Wednesday, October 12, 2011 from 6-7:30 PM at the Chemeketa Community College Yamhill Campus on 306



NE Norton Lane in Building 2, Room 125 in McMinnville.

October 12th - Koncert for Kids

Professional musicians Michael Allen Harrison, Mike Strickland, and Julianne Johnson will perform at the Doug Anderson Auditorium at McMinnville High School on Wed., October 12 starting at 7 PM, as well as Vintage Voices jazz choir directed by Dana Libonati, and selected high school musicians. Tickets are \$20 for adults, \$10 for students, and can be purchased at the Community Center, from Kathleen Bernards 503-472-2179 klbcpa@knkcpaoffices.com, or at the door. Proceeds benefit Kids in Koncert music lesson program through the City of McMinnville Park & Recreation.

October 15th - Harvest Dinner



If you're looking for a great dinner toasting the 2011 Youngberg Hill Vineyard vintage this is the dinner for you. The 2011 Harvest Dinner menu includes - Salad: Raspberry Micro Greens, Pasta: Four Cheeses Macaroni, Entrée: Pork Chops with Cider Whiskey Glazed Apples & Onions, Root Vegetable Gratin & Red Fox Breads, Dessert: Oregon Mixed Apples Pie with Cinnamon Ice-cream. Reservations are \$50 per person and includes wine, gratuity, and some great harvest stories. RSVP to Youngberg Hill, 503.472.2727.

October 15th & 16th - Port, Espontaneo and Artisan Chocolates

Visit Coelho Winery on Saturday or Sunday, October 15th and 16th from 11 AM - 5 PM to indulge spontaneously in decadent hand-crafted chocolates paired magically with 2008 and 2009 Espontaneo Marechal Foch and 2007 Aventura Port-style wines. Coelho is located at 111 5th Street in Amity.



October 21st - Hillside's Annual Health & Wellness Fair

Hillside Retirement Community will be hosting their annual Health & Wellness Fair on Friday, October 21st from 9 AM - 3 PM. Visit the over 40 vendors that will be in attendance with door prizes and free samples! They will also feature three seminars - 10 AM - Strength Training with David Faxon of Excell Fitness, 11 AM - Shoulder Pain with Ability Physical Therapy and 1 PM - Investments in Today's Economy with Jacob Randall of Country Financial. Flu shots will also be available.

October 22nd - "Celebrate The Children"

Join Juliette's House Child Abuse Intervention Center to "Celebrate The Children" at its 17th Annual Auction, Dinner & Dance to raise funds to help abused and neglected children and their families. Saturday evening, October 22, 2011 at the McMinnville Grand Ballroom. Enjoy an elegant buffet dinner by Haagenson's Catering, jazz during dinner by Jonathan

**YOUR BUSINESS
CARD COULD
GO HERE!**

Find out more Today!
Contact the Chamber!

More News, contd on Page 14

More News, contd. from Page 4

Swanson of Instepmusic, and dancing after dinner with The Menace Band. Or you can sign on as a sponsor, make a cash donation, or donate items for auction. Tickets are \$75 per person. Table Reservations are available. Discount for reserved table – 8 tickets for \$500. For more information or to be part of "Celebrate the Children," contact Francine at 503-687-1313 or francine@julietteshouse.com.

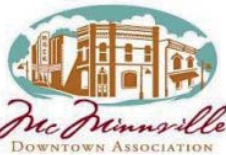
October 31st - Halloween "Safe House" Party



Join Vineyard Heights Assisted Living at their "Safe House" Party from 6 - 9 PM. Come in costume and have a great time!

October 31st - Safe & Sane Trick or Treat

Lot's of fun activities will take place in the Historic Downtown McMinnville to celebrate Safe & Sane trick or treating. Hay Rides, Games, Halloween photos, cartoons and of course trick or treating on 3rd! Donations of non-perishable food will be accepted and donated to YCAP. For complete details of the fun visit www.downtownmcminnville.com or call 503.472.3605.



Encore Home Furnishings Celebrates their 6th Anniversary



Happy Anniversary Encore! In celebration of this huge accomplishment they are offering 15% off storewide through the end of October to say Thank You to all of their valued customers. This also includes special order items & online orders as well. Stop in and see all three showrooms!

Have you got your flu shot?

Mac Prescription Shop is now offering flu shots on a walk-in basis, Monday, Tuesday, Thursday & Friday's with little or no wait. The cost is \$28 for cash patients or for those whose insurance does not cover the vaccine. For more information call 503.472.2146.

Solid Form Fabrication has MOVED!



Solid Form Fabrication has moved to 2706 NE Rivergate St, McMinnville. They are looking forward to giving everyone the full tour as soon as the dust settles at their upcoming Open House/Harvest Party, watch for more information soon!

Buck Wild Shooter Supply has MOVED!

Buck Wild has a new home - 2195 NE 27th St., Suite A, next to Oregon First Community Bank! Stop in and visit them at their new location!



By Jody Christensen, MEDP Executive Director

NW UAV Announces Major Expansion

Northwest Unmanned Aerial Vehicles Propulsion Systems (NW UAV)



has announced a major expansion to a 28,000-plus square foot facility on 10 acres. The McMinnville based manufacturer will be moving from its current leased spaces located in Bunn's Village to the new facility, a former RV retail site located at 11160 SW Durham Lane. NW UAV, which has been in business since 2005, currently employs nearly 60 people in development, engineering, marketing, production, and sales.

"This new facility will give us room to spread our wings and take advantage of strategic growth opportunities," said Chris Harris who is the President and owner of the company.

Northwest UAV Propulsion Systems is one of the largest UAV Propulsion System manufacturers in the U.S. They design and build cutting edge UAV engines, control systems and support products for Unmanned Aerial Vehicles. Two other divisions may be housed at the new location: RP Advanced Mobile Systems which has developed the Strike Razor Tactical LT ATV and NW Rapid Manufacturing which specializes in rapid production of parts using the Selective Laser Sintering. To learn more, visit www.nwuav.com.

"Last year, MEDP recognized Mr. Harris as the Manufacturing Leader of Year. NW UAV has a spectacular history of innovation and we are thrilled to see what the future holds for this power-house company," stated McMinnville Economic Development Partnership Director Jody Christensen.

The NWUAV team will soon start to make improvements to the new site, and plans to be completely moved in by late fall.



Don't forget to...



Shop Local!

Impressions, contd. from Page 1

businesses, they were totally ignored while the owner of the business complained to a friend on her cellphone about the local economy and her lack of business. Now we're not naive enough not to recognize that there are always two sides to every story, but the fact is, this is the side which got reported by the editor of PBN. Carole concluded her email to us with a reminder of Travel Oregon's free ongoing "Oregon Q Care" customer service training program for business owners and employees who may want to brush up on their skills.

The valuable takeaway here is not only a general reminder of the importance of customer service but a more specific reminder that we may only get one chance to make a positive impression on a potential customer, so we'd better be ready...!



Competition, contd. from Page 1

Maybe you're neutral in that rivalry - like a Linfield Wildcat. How many winning football seasons and counting? You stand alone, the best program in college football.

Most of us can relate to being a fan, of choosing an allegiance and sticking to it, sticking up for it, win and lose, against all detractors. There's a lot of good-natured fun in fandom, it allows us to step outside ourselves a little bit and adopt an alter ego and forget about our day to day challenges and pressures.

The Chamber's annual dinner will celebrate some of that friendly competition by inviting attendees to fly the colors of your favorite team. I have to admit, we've got some skeptics on this one, but sometimes you just need to try something different. Throw out the old playbook and draw it up in the huddle. Seriously though, sport provides plenty of analogies for the challenges organizations face, so why not have some fun with it?

We're in an economy that seems like it's caught in a rundown between second and third base. The playing field feels tilted and we're playing both halves against the wind. Some teams are out of the race, some just hanging in and others are doing just as well as ever. Too many players are on the sidelines and not in the game! Some teams are looking for players and can't find the talent. The coaches keep sending in plays that backfire, or worse, they can't decide what to call at all, sowing considerable on-field confusion. Ownership is getting fed up, they want results. I'm not talking just sports here. The pressure is on and something has to change.

The best teams find a way to win despite the playing conditions. The best coaches understand the value of creating the conditions that allow success and achievement. The best players understand that success comes from making your teammates better. Those are the teams that we ultimately find a way to relate to and to value and to support.

We have some great teams in this town. We're proud to call many of them our members. We hope to see you at the annual dinner on November 17th, Reserve a section, bring your team, wear your colors and no matter who your alter ego roots for, let's root for the home team!



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CHAMBER of COMMERCE

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Doug Anderson..... Office Mgr/Bookkeeper
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www.mcminnville.org
chamberinfo@mcminnville.org

Business *After Hours*

Grand Re-opening of the beautiful Parkland Village a Revera property. They have been under renovations and look forward to sharing it with everyone. Not only will they be offering great wine, beer and appetizers but TONS of door prizes. You won't want to miss learning about their \$500 incentive You could earn for a move-in referral!



ADDRESS: 3121 NE Cumulus Ave.
WHEN: Thursday, October 13th
TIME: 5:15 to 7:00 PM
COST: \$5 for Members, \$10 Non-Members

RSVP at chamberinfo@mcminnville.org or call 503.472.6196

McMinnville Area Chamber of Commerce

417 NW Adams Street
McMinnville, OR 97128



Have a fun and safe Halloween!