

# erspectives A **April 2019**

...to strengthen, enhance and protect our members through political advocacy, economic development, community promotion and member programs and services.

## Snowmageddon 2019

"Snowmageddon 2019" will be the hot topic at the Roseburg Area Chamber of Commerce membership meeting on Monday, April 8. Our panel of presenters will cover pre-storm preparations to ongoing recovery efforts and everything in between.

Panel members include Douglas County Commissioner Tim Freeman, Douglas County Sheriff John Hanlin, Public Works Director Scott Adams, Emergency Manager Wayne Stinson, Douglas Electric Co-op's general manager Keith Brooks and Pacific Power's regional business manager Sam Carter.

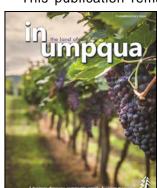
Panelists will detail how the record-breaking snowfall affected Douglas County, including a behind-the-scenes during the storm, ongoing recovery efforts, what we learned and how citizens and business can be better prepared in the future.

The chamber's April membership meeting is sponsored by Jordan Cove LNG & Pacific Connector. It will be from 11:30 am to 1:00 p.m. in the community conference hall at the Douglas County Fairgrounds. The cost for members is \$20 per person and \$150 for a member table of eight. For non-member businesses and the general public, the cost is \$30 per person. Tickets may be purchased online here or by returning the flyer on page 4 with payment. Please note reservations are required and tickets will not be sold at the door. Reservation deadline is Friday, April 5 at noon.

## **Best Advertising for Members**

Advertising for the chamber's 2019-20 publication of InUmpqua—a business directory, community profile and visitor magazine, is now being accepted. Thousands of copies of the *InUmpqua* are distributed to residents, businesses and visitors each year throughout Douglas County and the state of Oregon.

This publication remains one of the best advertising mediums



available to market your goods and services to other businesses, residents and visitors. It also presents an opportunity to support the chamber, as a portion of ad revenues underwrites the chamber's annual operating expenses. The InUmpqua magazine is posted on the chamber's website, increasing visibility and readership.

Our online issue provides our advertisers with a link to their website for added promotional Continue InUmpqua Advertising, page 5

## Relax and Soak Up the Heat

At Business After Hours

The chamber's April Business After Hours will be hosted at WaterScapes Spas & Pools' new store location. Join us on Tuesday, April 9 from 5:00 p.m. - 7:00 p.m., check out their new digs and connect with local business professionals. Enjoy wine from Cooper Ridge Winery and beer from Two Shy Brewery and awesome appetizers.

The grand prize is a \$300 WaterScapes gift card along with other fun prizes, so don't



forget to bring the drawings

and win! Admission is only \$3 at the door, we look forward to seeing you at 1800 Mulholland Drive in Roseburg. For more information, see the flyer on page 6.

### **UPCOMING EVENTS**

#### Monday, April 8

Membership Meeting "Snowmageddon 2019" 11:30 a.m. – 1:00 p.m. Conference Hall, Fairgrounds

Sponsored by:



Purchase tickets online here. See the flyer on page 4

#### Tuesday, April 9

**Business After Hours** WaterScapes Spas & Pools 5:00 p.m. - 7:00 p.m. 1800 Mulholland Drive Roseburg, OR

See the flyer on page 6



#### **2019 BOARD OF DIRECTORS**

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## **Legislative Attacks on Business**

Message from the President/CEO

So far this legislative session, the Roseburg Area Chamber of Commerce has opposed a number of proposed bills it believes is harmful to business, including the following:



SB 608—Rent Control bill featuring limiting rent increases to 7% plus CPI in all buildings over 15 years old and disallowing no-cause evictions after one year. Sadly, this bill passed and the Governor signed it into law on February 28, 2019, effective immediately.

HB 2020—Cap and Trade bill. Much public discussion and debate has gone on about cap and trade, in general and specifically about this proposed legislation. Even the rewrite of this bill last week, if passed, will have devastating effects on all our businesses—large and small—and all our citizens. This bill will sacrifice manufacturing jobs. This proposed law will increase the cost of living and working in Oregon. Every resident will bear the cost of fuel increases and increased natural gas rates, while having a negligible positive affect on greenhouse gas emissions. The chamber has submitted written opposition to this bill and will continue to actively oppose it.

SB 728—Would Allow Two Lawsuits Per Claim. Would allow nearly unrestricted ability to file third-party bad faith lawsuits against insurance companies. Lawyers would have the ability to file two lawsuits on a single insurance claim—one against the defendant for damages and one against the defendant's insurance company for claims handling procedures. In the few other states where similar laws have passed, the result was an increase in insurance claims for bodily injury 53% in California (the law was repealed) to 68% in Florida and of course, skyrocketing insurance costs for businesses and individuals. *Died in committee*.

SB 595—Diversion of Tourism Tax for Housing bill. As proposed, this bill would gut law passed in 2003 which ensured hotel/motel tax dollars were appropriately used to promote tourism for the growth of the hospitality industry and local economies. If passed, it would take 30% of the industry's 70% of any new or increased lodging tax implemented since July 2, 2003, allowing local governments to redirect those funds for "affordable housing projects." The remaining 40% of new or increased lodging taxes would continue to be protected for tourism promotion and tourism-related facilities, as defined by law. While a hearing was held on this matter we expect no further movement on SB 595. The chamber will continue to monitor and oppose this bill.

HB 3031—Cadillac-style Family Leave Mandate—Mandates 32 weeks of paid and protected family and medical leave each year. Would apply to all employers with 1+ employees. Expands the definition of "family." Creates a state-run family insurance program and establishes a new payroll tax (paid by both employer and employee) of up to 1% for the family leave insurance. Does not allow employers to provide substantial plans/currently existing plans. This bill requires a 3/5 majority vote. The chamber will continue to oppose this bill.

HB 3140/SB 947—Family Leave Mandate—Expands Oregon's FLA eligibility to employers with 1+ employees. Mandates 24 weeks of paid and protected family leave AND an additional 23 weeks of protected family and medical leave for some types of leave; total leave could be 48 weeks. Requires employer to pay 100% of employee wages while employee is on paid leave. The chamber opposes this and will continue to do so.

HB 2014—Lawsuit Damages. This bill would repeal Oregon's legal limit of \$500,000 on non-economic damages in personal injury and negligence lawsuit claims. This bill is expected to pass in the House with the real battle to take place in the Senate.

HB 2656—State Ban on Clear Cutting. Proposed bill would cripple logging in timber industry across the state, particularly in Douglas County. Bill would also affect road building. *Died in committee*.

Continue on next page

#### **Attacks on Business**

Other bills the chamber is continuing to watch and oppose:

HB 2269, HB 3262—Employer Health Care Taxes, Part 2. This would be a tax on employers with more than 50 employees who are on Medicaid (or who have family members on Medicaid). This bill is not limited to the private sector and it appears to raise the projected \$120 million in new taxes needed to meet the state's health care budget.



HB 2498—Overhauls Independent Contractor Law. If passed would completely turn upside down current law. It would impact all independent contractors—truckers, hair stylists, doctors, dentists, insurance agents, lawyers, realtors and home builders, among others—by changing the current test to determine who is considered an employee versus an independent contractor. Most independent contractors would be forced to be reclassified as an employee under this proposal, increasing costs, decreasing flexibility and likely to spur litigation for Oregon businesses.

SB 379—Workplace Marijuana Accommodation. Would mandate that conditioning employment on refraining from using any substance that is lawful to use in this state is unlawful employment practice. The chamber opposes this.

Raiding SAIF—Keeping a watchful eye on discussions in Salem/Governor's office regarding proposals to raid SAIF capital reserve funds to pay down the PERS unfunded liability, which currently stands at \$26.6 billion. The chamber would likely oppose it.

Corporate Gross Sales Tax—It's back...or it never really left. There will, again, be proposals to pass some type of gross receipts tax this legislative session to generate, at least, \$2 billion in new money for the K-12 budget. As we know this money will not go to our classrooms, but to help cover the PERS shortfall. As of this writing, it is still unclear what the proposal(s) will be...a GRT (gross receipts tax), a BAT (Business Activity Tax) or CAT (Commercial Activities Tax) or some form of VAT (Value Added Tax). Whatever the final proposed tax is, it would be in addition to Oregon's corporate income tax. The chamber will oppose it.

Every week, there seems to be new legislation to oppose that is adverse to business. The chamber is constantly looking for something business positive to support. To that end, the Roseburg Area Chamber will, at least, be supporting two pieces of legislation this session: (1) funding for the SW Oregon Workforce Development Center (previous med ed) and funding for Roseburg's future Veteran's Home. To hear firsthand what's happening in Salem, join us on the second and fourth Tuesdays and chat with our legislators directly.

## **Information is Key to Success**

Ensure Your Chamber Company Listing is Current

When promoting or referring member businesses, the chamber is only as effective as the information we have. Annually, we reach out to our members to make sure the chamber has the most up-to-date information on the chamber's website and in our annual *InUmpqua* publication.

The chamber will be sending each of its members an email of the current business listing we have in our membership system. Please keep an eye out for this email to ensure we print the most current information for our business members. If you have not received an email by Friday, April 12 please be sure to contact Laura at (541) 672-2648 ext. 23 or send an email to sales@roseburgareachamber.org.

Advertising sales for the chamber's 2019-2020 publication of the *InUmpqua* are still being accepted. See the advertising rate sheet on page 8.

#### **Join the Discussion**

Twice a month during Oregon's legislative session, the chamber hosts legislative conference calls. This is a prime member-only opportunity to speak to all five members of Douglas County's legislative delegation: Senator Dallas Heard, Senator Floyd Prozanski, Representative David Brock-Smith, Representative Gary Leif and Representative Cedric Ross Hayden.

If you would like to stay current on anti-business and pro-business legislation issues, please take advantage of this member benefit and participate in these discussions. For 2019, these calls will take place on the second and fourth Tuesday of each month at 7:00 a.m. in the chamber's conference room. The April legislative conference call dates are:

Tuesday, April 9, 7:00 a.m. Tuesday, April 23, 7:00 a.m.

We hope to see you there!



## ROSEBURG AREA Chamber of Commerce

## "Snowmageddon 2019"

What Was "Behind the Scenes" / What We Learned
Ongoing Recovery / Outside Support & Resources
How Can Business & Citizens Prepare for "Just in Case"
Some Awesome Pictures....And More

Panel Presentation

Douglas Co. Commissioner Tim Freeman
Douglas Co. Sheriff John Hanlin
Douglas Co. Public Works Director Scott Adams
Douglas Co. Emergency Manager Wayne Stinson
Keith Brooks, Douglas Electric Co-op
Sam Carter, Pacific Power

April 8, 2019
Sponsored by:
11:30 a.m. to 1:00 p.m.
Douglas County Fairgrounds

Sponsored by:

County Fairgrounds



Lunch RSVP required by Friday, April 5, 2019 by noon

PAYMENT MUST ACCOMPANY RESERVATION			
Purchaser:	Company Name:		
Mailing Address:	City, State, Zip:		
Member Lunch	x  \$20 = Check Enclosed		
Member Table (8)	x \$150 = Bill My Credit Card		
Non-Member Lunch	x \$30 = Visa / MasterCard #		
	Expiration Date Minimum Purchase \$25		
	Verification Code (3-digits from back of card)		
	Tickets may also be purchased online here.		

Email completed form to <a href="mailto:roseburg@roseburgareachamber.org">roseburg@roseburgareachamber.org</a>
or mail form to: Roseburg Area Chamber of Commerce
PO Box 1026, Roseburg, OR 97470

### **Green Elementary School to Get Playground Make-Over**

Chamber Leadership Program Selects Community Benefit-Project

This year's Project Leadership class community-benefit project is to improve the playground at Green Elementary School by upgrading safety measures, increasing physical activity, implementing academic integration and promoting school and community pride.

The class has raised more than half of what it will cost to complete the project and has already started playground improvements. The Chamber Foundation is still accepting tax-deductible donations for the project. Please make it payable to the Roseburg Chamber of Commerce Foundation, PO Box 1026, Roseburg OR 97470. Please note on your donation that it is for the "Project Leadership Class Project."

The class will remove the existing pea gravel and replace it with wood chips, paint current activity areas on the playground and add more painted activities such as a roshambo game and a 1/10th mile track.

Project Leadership Roseburg is a business leadership development program of the Roseburg Area Chamber of Commerce. The annual program

challenges participants to increase their knowledge about Roseburg and Douglas County and become more actively involved in our community. The chamber's Project Leadership program is in its 30th year. The chamber greatly appreciates the incredible support we continue to receive from our members and the Douglas County business community each year. For more information, see the flyer on page 10.



## April Calendar

- 4/8 Membership Meeting
  "Snowmageddon 2019"
  Community Hall, Fairgrounds
  11:30 a.m. 1:00 p.m.
- 4/9 Legislative Conference Call\* Chamber Conference Room 7:00 a.m. – 8:00 a.m.
- 4/9 Greeters Committee Mtg\* Super 8 Conference Room 8:00 a.m – 9:00 a.m.
- 4/9 Business After Hours
  WaterScapes Spas & Pools
  5:00 p.m. 7:00 p.m.
- 4/11 Project Leadership
  Communication & Leisure
  Workshop, 8:00 a.m.
- 4/23 Legislative Conference Call\* Chamber Conference Room 7:00 a.m. – 8:00 a.m.

\*Chamber member only event/activity. Official chamber meetings are held in the chamber conference room unless otherwise noted.

## **Interested in Hosting Business After Hours?**

The chamber still has an opening for qualified members to host a Business After Hours on June 11. The chamber's 2019 Business After Hours will be booked on a first come, approved and signed contract basis. This event is the perfect means to network and to showcase your company to the business community.

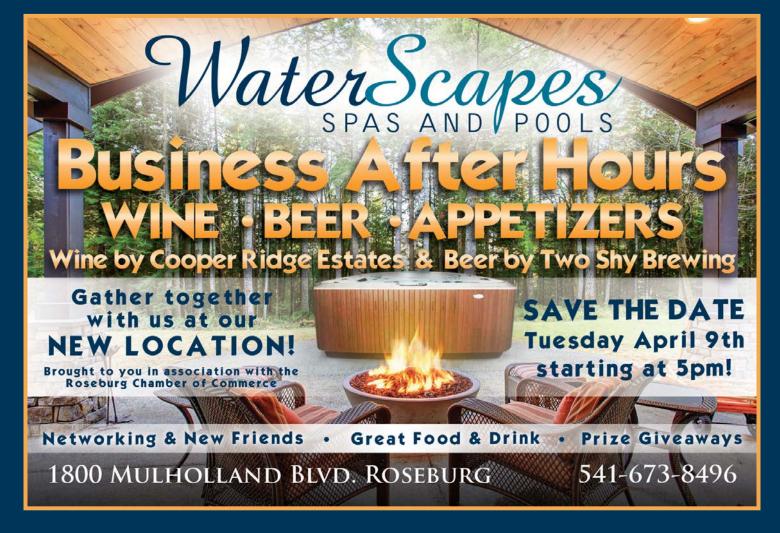
For more information about Business After Hours criteria or to request an application form, please send an email to <a href="mailto:sales@roseburgareachamber.org">sales@roseburgareachamber.org</a> or call (541) 672-2648 ext. 23.

## **InUmpqua Advertising**

value. The chamber provides the online version and web link at no extra cost. Advertising rates for 2019-2020 publication remain the same as last year. The *InUmpqua* is a great tool for employers and the community. It is displayed and distributed in the chamber and distributed to chambers and visitor centers around the state. This publication is also used for new physician recruitment, relocation information provided to prospective new businesses and residents, various economic development endeavors and distributed by tourist destinations throughout the region.

A copy of the advertising rate sheet/contract is on page 8. If you already know the level of your participation this year, please fill out the enclosed contract and return it to Roseburg Area Chamber of Commerce, PO Box 1026, Roseburg, OR 97470 or fax to (541) 673-7868. We look forward to working with you. If you have any questions, don't hesitate to contact the chamber at <a href="mailto:roseburg@roseburgareachamber.org">roseburg@roseburgareachamber.org</a> or call (541) 672-2648 ext. 23.





JOIN THE ROSEBURG AREA CHAMBER OF COMMERCE AND WATERSCAPES SPAS & POOLS AT BUSINESS AFTER HOURS!

APRIL 9 AT 1800 MULHOLLAND BLVD 5 PM - 7 PM

NETWORK WITH A CHANCE TO WIN A \$300 GIFT CARD ADMISSION IS \$3 PER PERSON



### **Welcome New Members**

#### Terraluna Inn

James & Gail Ragsdale 1367 SE Main St. Roseburg, OR 97470 (503) 367-6366 terralunainn.com

#### Bed & Breakfast

Terraluna Inn is a full service upscale boutique B & B, originally built in 1925 and restored. The original golden oak and Douglas fir flooring adorns this period decorated two-story home, offering a second floor king bedroom with private bath and balcony. Enjoy a fully prepared breakfast, dinner, snacks and evening port before bed.

#### **Waldron's Outdoor Sports**

Sasha Kress 330 NE Garden Valley Blvd. Roseburg, OR 97470 (541) 672-8992 sasha@waldronsoutdoor.com

#### Sporting Goods

Waldron's Outdoor Sports is a retail sporting goods store that has been providing its customers with quality goods since 1977. They also provide repairs on bicycles and rental equipment for snow recreation. From archery to fishing, camping and hunting, Waldron's has everything in between to suit your hobby and recreation needs.

#### **Got Business News?**



**Phoenix School of Roseburg** is the first high school in Oregon to be **Blue Zones Project Umpqua** approved. Congratulations to Phoenix School for implementing programs and workshops to further their organization's success.

#### **Send Us Your Got News?**

Has your business moved, changed contact information or expanded? Are you celebrating a company anniversary or receiving an award? Added new staff? Do you have employees who have received a promotion, recognition awards or completed a specialized training?

These are potentially newsworthy items that you can submit to the chamber's "Got News?" section. Submit your business news <u>online here</u> or send an email to <u>sales@roseburgareachamber.org</u>.

# Thank You REINVESTING MEMBERS!

A Limo 4 You AmeriTitle, Inc. Alexis Atchinson, DDS **Bassett-Hyland Energy Co Bigfoot Beverages/Pepsi-Cola Bottling of Roseburg** Fisher's Hearth & Home **Gerretsen Building Supply Hope Clinic for Women** Marco Pharma International, LLC McGovern Metals Company, Inc. NAPA/Roseburg Auto & Truck Supply **Republican Party of Douglas County Rogue Credit Union Root Family Insurance, LLC** Sims Electric, Inc. **Umpqua Insurance Agency US Army Recruiting Station** Victory Builders, Inc.

#### Business Perspectives Publication Deadline

Business Perspectives is an official publication of the Roseburg Area Chamber of Commerce published monthly. Chamber members are encouraged to submit items for publication.

Copy deadline is the 10th of each month preceding the publication date. Information received after that date will be published subject to urgency and space availability.

Roseburg Area Chamber of Commerce P.O. Box 1026 • 410 SE Spruce, Street Roseburg, OR 97470 Ph: 541-672-2648 • Fax: 541-673-7868 For advertising opportunities contact 541-672-2648, ext. 23 or email sales@roseburgareachamber.org www.RoseburgAreaChamber.org

Business Perspectives Vol. 36 No. 4

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# 2019 Roseburg Area Chamber of Commerce InUmpqua

We are men	mbers of the Roseburg Area Chamber of Commerce in good standing and agree to purchase
a	page ad in the Roseburg Area Chamber of Commerce's InUmpqua—business directory,
community	profile and visitor magazine.

#### **ADVERTISING SPACE**

Back Cover (7 1/2"w x 10"h)\$	2,600.00
Inside Cover (7 1/2"w x 10"h)\$	2,225.00
<b>Full Page</b> (7 1/2"w x 9 7/8"h)\$	1,950.00
<b>2/3 Page</b> (4 7/8" w x 9 7/8"h)\$	1,600.00
*1/2 Page (7 1/2"w x 4 7/8"h)\$	
<b>1/3 Page</b> (4 7/8" w x 4 7/8"h) or (2 3/8" w x 9 7/8"h)\$	-
*1/6 Page (4 7/8"w x 2 5/16"h)\$	825.00
<b>1/12 Page</b> (2 5/16"w x 2 5/16"h)\$	500.00
Bold Directory Listing\$	

<sup>\*</sup>Ad can be vertical or horizontal for price shown.

Advertisements in the *InUmpqua* are also included in the digital copy now available online at <a href="https://www.roseburgareachamber.org/live/profile.php">www.roseburgareachamber.org/live/profile.php</a> with link to advertiser's website.

**SPECIFICATIONS:** Advertisement must be presented as a high-resolution pdf file. Members should contact directly any external firm/agency used in the past for ad creation. Members are responsible for all cost associated with ad creation.

**TERMS OF CONTRACT:** Invoice will be sent within 30 days of receipt of contract. A 2% per month charge will be added to balances over 30 days late from original invoice.

**CONDITIONS:** Advertisements are accepted on the representation that advertiser and its agents have the right to publish the contents thereof. In consideration of such publication, advertiser and its agents agree to indemnify and hold publisher harmless against any expense by reason of any claims arising out of the publication. Publisher reserves the right to cancel any advertisement, insertion order, space reservation or position commitment at any time. Roseburg Area Chamber of Commerce (RACC) will accommodate placement but it cannot be guaranteed. All materials are the property of the publisher.

**CANCELLATIONS:** 25% of ad rate will be invoiced if RACC is not notified within five working days of the signing of this contract.

**STATEMENT:** I have read and understand the terms of this contract and agree that RACC may exchange information about my obligations with credit references, other businesses or credit reporting agencies. If it becomes necessary to employ legal or other services to obtain payment of this account when past due, I agree to pay reasonable charges for the same, plus court costs, in addition to the amount owed.

EMAIL: <u>roseburg@roseburgareachamber.org</u> or mail to PO Box 1026, Roseburg OR 97470

You will be invoiced within 30 days of receipt of contract.

Print Company Name	Phone
Address	Date
Print Name	Signature

#### **Last Chance to Launch with the Chamber Website**

The chamber is eager to launch its new website. The new website will offer members access to many fresh and helpful online features. Due to the attention the website launch will receive, this is an excellent opportunity to secure a placement for your corporate banner to increase business exposure.

There will only be six corporate banner spaces on the home page and three spaces on interior pages available to purchase. Your online banner will prominently feature your company's logo and link to your company's website. Join the chamber in its widely anticipated launch and claim a banner for your business today! For further details, please call (541) 672-2648 ext. 23 or send an email to <a href="mailto:sales@roseburgareachamber.org">sales@roseburgareachamber.org</a>.





### Stay Current, Subscribe

Always know what chamber events and programs are happening by looking out for your "Chamber News" emails and reading the monthly release of *Business Perspectives*.

If you would like to receive the e-newsletter every month, click here to <u>subscribe</u> to our mailing list. To view the chamber's 2019 calendar of events <u>click here</u>. Want to purchase tickets to an upcoming event? Go to <u>roseburgareachamber.org</u> and purchase tickets online.

## **Customer Service Training**

The number of visitors to the Land of Umpqua continues to increase each year bringing new and repeat visitors to Douglas County. Visitors to the area get their first impressions from front-line employees offering services visitors seek out. Those

impressions can "make or break" a visit and determine whether or not visitors return to the Roseburg area.

Make the best first impression with great customer service. The Roseburg Area Chamber of Commerce will offer a free customer service training seminar Thursday, May 8. Whether you employ front-line service staff at a restaurant, gas station, hotel, winery, retail establishment or another business that greets visitors to our community, we hope you'll consider sending them to the chamber's customer service seminar. This seminar will discuss best practices on how to effectively share information about our community with visitors. Attendees will learn about the activities, events, resources and places of interest to visitors. In addition to strengthening our positive impact on visitors, this customer service seminar will also enhance local businesses by providing employees the required tools to improve



customers'—and visitors'—experience. The seminar will be held May 8 from 2 to 4:30 p.m. The class is FREE to the first 50 people that register. Preference is given to front-line employees and those serving visitors to Roseburg. Seating is limited, so please call the chamber now at 541-672-9731 ext. 15 to reserve your spot or email <a href="mailto:info@visitroseburg.com">info@visitroseburg.com</a>.



## Project Leadership

The Roseburg Area Chamber of Commerce Project Leadership program is a business leadership development program that challenges local citizens to increase their knowledge of Roseburg and Douglas County and to become more actively involved in the community.

Each year class participants select, organize, and raise funds to implement a project beneficial to the Douglas County community. This year's Project Leadership class selected a project that will improve the playground at Green Elementary School by upgrading safety measures, increasing physical activity, implementing academic integration and promoting school and community pride.

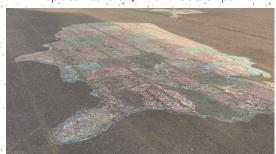
Current



Target Area to be Improved



Replace Pea Gravel with Wood Chips



Re-Paint State Map

#### Class of 2018-19

- Add outdoor games to encourage exercise
- Beautification to grow school and community pride
- Measures to create
  an even safer play
  environment
- Replace gravel in play area with wood chips
- Implement additional fun out door features



**Future** 

Paint and Add Games



Build Tire Pyramid





Include Activities

would like to contribute:	□\$50 □\$100 □\$250 □\$500 □ Other
Name	<u>- 발생 경기 가장 하는 일을 하는 것이 되었다. 그는 말이 되었다. 하는 말이 되었다. 그는 말이 되었다면 되었다. 그는 말이 되었다면 되었다. 그는 말이 되었다면 되었다면 되었다면 되었다. 그는 말이 되었다면 되었다면 되었다면 되었다면 되었다면 되었다면 되었다면 되었다면</u>
Address	
City, State, Zip	그들과 유민이 되었다. 그 보호를 즐겁는 것이 그 모두를 된다. 그래요?
Phone	<u> - 1일 발생하는 10명 40명 기업 중에 발생하는 10명 40명 기업 등 1명</u> 하는 10명 4명 기업 등 1명 4명 1명 1명 4명 1명 1명 18 1명

All contributions are tax-deductible, payable to: **Roseburg Chamber of Commerce Foundation** (tax ID # 91-1852358)

Please mail to:

Roseburg Chamber of Commerce Foundation PO Box 1026, Roseburg, OR 97470