



Business *perspectives*

November/December 2019

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

Economic Forecast 2020

LAST CHANCE FOR TICKETS!!!

The Roseburg Area Chamber of Commerce provides its annual Economic Forecast program and a noteworthy panel of experts in a variety of fields and industries to help recap what we experienced in the previous year and how businesses were impacted. We also explore significant economic issues affecting Douglas County business and share crucial information about what our members can expect in 2020 as they plan their own strategies for the coming year.

We are pleased to announce our noteworthy panel of experts will include John Tapogna, President and Senior Policy Analyst with ECONorthwest; Knute Buehler, Former State Representative, Orthopedic Surgeon and RHS Graduate; Heath Heikkila, Director of Government Affairs, American Forest Resource Council; Nick Beleiciks, Economist, Oregon Employment Department; Jeremy Rogers, Political Advocacy Director, Oregon Association of Realtors.

continues Economic Forecast 2020 page 5

Nominations Still Open

For more than 65 years the chamber has kicked off the new year with a celebration of business at its January Awards Dinner.

To nominate a business or an individual in the business community see pages 8-10.

2019 Business of the year

2019 Business Innovator Award

2019 RACC Volunteer of the year

2019 First Citizens

Please submit nominations by 5:00pm on Friday, November 22nd, 2019

UPCOMING EVENTS

Membership Meeting

Monday, November 25
"Preview of 2020
Legislative Session"
11:30 a.m. to 1:00 p.m.
Fairgrounds

Sponsored by:



Buy tickets [online here.](#)

See flyer on page 6

January Membership Meeting

"State of the County"

Save the Date:
Monday, January 13, 2020



Annual Awards Dinner

"Avengers for Business"

Save the Date:
Thursday, January 23, 2020

November Membership Luncheon 2020 Oregon Legislative Preview

The Roseburg Area Chamber of Commerce November membership meeting will preview what business can expect to face during the 2020 Oregon Legislative Session.

Join us on Monday, November 25 from 11:30 a.m. to 1:00 p.m. at the Douglas County Fairgrounds. Cost for members is \$20 per person and \$150 for a 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 5. Reservation deadline is noon on Thursday, November 21. Please note reservations are required and tickets will not be sold at the door.

The chamber's November membership meeting is generously sponsored by Pacific Power.

Grow Business with Chamber Members

It's great to be a Roseburg Area Chamber member! Why? Because we work, live and do business in the same community with one common goal. "to see businesses succeed." We can accomplish that together.

One of the many ways we do this is by offering member-to-member discounts. Build rapport in the business community and support other member businesses by shopping locally! To offer member-to-member discounts in 2020 see flyer on page 11 or call (541) 672-2648 Ext. 23

2019 BOARD OF DIRECTORS

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410 SE Spruce St.
PO Box 1026
Roseburg, OR 97470
P (541) 672-2648
F (541) 673-7868

www.RoseburgChamber.com

Just A Bit Of Follow Up

Allen Pike, 2020 RACC Board Chair



In the past month or so, there has been “information” floated regarding the Roseburg Area Chamber of Commerce and its previous visitor services contract with the city. During conversation with a variety of people in our community, I’ve come to feel like there is a fair amount of misunderstanding about the end of the contract, why it ended and how the chamber has already moved forward. I find myself in a unique situation, as both general manager of the Hampton Inn & Suites and chairman of the chamber board of directors, providing me a distinctive and informed perspective.

Wearing my “hotel manager” hat, I am very concerned about how the transient lodging tax (TLT) money we collect from guests is used. Oregon law dictates how tourism-dedicated TLT money must be used. Specific to our area, the dedicated dollars under a Visitor Services contract used for tourism promotion and services, and those funds retained and managed by the city and its economic development commission, are mandated under state law.

During the chamber’s tenure managing these funds under contract, the bulk of the money was used for promotion of our area as a visitor destination. A significant portion went to marketing and advertising in variety of platforms under its integrated marketing plan. Much of the plan focused on creating leads that the chamber would then follow-up on with the goal of getting those leads to turn into visits to Roseburg. While the chamber held the contract, it is a fact that revenues from guests visiting Roseburg increased. They increased significantly.

Someone may argue, without data to support, that the growth was not a result of those promotional efforts. But, as someone whose livelihood depends on visitors coming to the area, I--and many of my constituents--was very happy with the results of the chamber’s promotion of Roseburg and Douglas County as a destination. If you look hard enough at something...anything...you can find an area to improve, change or expand. But, I believe, as a hotelier, there’s no question the chamber was a good steward of the money and the results speak volumes.

At one point, city council authorized a study be conducted to evaluate the data regarding return on investment of the promotional activities. That study was never done, and the city council instead chose to end the contract, not for cause, but to change the contract specifics and parameters. Which they did. I testified before city council, requesting the previously-authorized study be conducted and also suggested that they have a new contract/vendor in place before ending the contract with the chamber. As you know, council chose to bypass the study, end the contract without a vendor in place and issue an RFP for services, which was their right. I am, however, still disappointed the study was not done. Being familiar with the statistics and data on the chamber’s promotional work, am confident the results would only be proof positive of the success of that work.

While the city worked through its RFP selection process for a visitor services/tourism promotion vendor, the chamber continued operating the Visitor Center as it had always done. When the contract end in late May chamber staff continued to fulfill information requests, answer visitor inquiries and assist those stopping in at the Roseburg Area Chamber of Commerce & Visitor Center. The chamber continued to do so understanding that the city’s new vendor may choose to share space and run their operation in the shared location. Although, as stated in the city’s RFP, colocation was never inevitable. The chamber’s (in total 40-year) lease with the city is for the entire building, with a caveat that in the event the chamber does not provide visitor services, it will provide space for the city’s vendor. The city’s vendor would then become a subtenant of the chamber. The chamber bears all liability related to the building in addition to other requirements and responsibilities. Of course, with any sublet, the chamber would have the responsibility and right to require a variety of safety and security requirements, as well as ensure the chamber staff and operations are not disrupted.

A few have made mention that chamber only pays \$1 per year under the terms of the lease, which is true. What is often not taken into account or is failed to be mentioned is the considerable amount of money raised and the time and resources expended by chamber staff and leadership to construction of the building in the first place. Additionally, unlike most landlord-tenant arrangements, the chamber has sole responsibility for maintenance and repairs and holds the city harmless of any and all liability.

continue Message from Chair page 3

Message from the Chairman continued.....

Allen Pike, 2020 RACC Board Chair

It's also been made out as though there is some major rift between the chamber and the city during the transition process. I don't see it that way at all and I have sat in on every meeting between the city and the chamber since even before the contract ended and I can tell you that both sides have been professional and polite. While there have been some disagreement on a detail or two, I've witnessed no personal animosity. Ultimately, the city felt that the chamber's operations and what its new vendor, Anvil NW, had in mind operationally, were not compatible operations. And, they were right. I think it's reasonable for the chamber to expect its operations not change dramatically or be adversely impacted in the building they have a long-term lease within which to operate, simply because there is a new visitor services vendor. I don't know of any business that would be okay with that scenario.

Let's put another myth to rest. The chamber building itself is in better-than-fine shape for a 20-year building. The city does a good job of taking care of the surrounding park grounds, and the chamber ensures the building is kept in good condition. Like any 20-year-old building, there are items that require routine and special maintenance. But, the suggestion of a few, that the Roseburg Area Chamber of Commerce & Visitor Center is some derelict building in need of the fixer upper crew, is simply not the case.

Had money from the visitor services contract gone primarily to constantly update the Visitor Center and visitor amenities, then yes, you might expect a much different "looking" building. You'd also not have the growth in tourism we've seen. Diverting those dedicated promotion dollars would have resulted in bringing substantially fewer people to Roseburg. There isn't much value in a "state-of-the-art" building if no one's visiting it because of lack of or ineffective promotion.

So, where are we today? Honestly, in a much better place for our members. You know, you. The businesses who pay for the services, advocacy and activities we provide on behalf of Douglas County businesses. The chamber will continue to advocate for its business members and like any chamber, we will continue to provide visitor information and services. The primary difference, is the chamber will be exclusively referring business to chamber members and only chamber members to those making inquiries. The information floor has transitioned to providing Roseburg Area Chamber member information. Under the old visitor services contract, there were a number of restrictions on the chamber regarding referral activities. Those are gone. Beyond that, the business office and the information floor at the Roseburg Area Chamber of Commerce & Visitor Center will operate much as it always has, Monday through Friday, 9:00 a.m. to Noon and 1:00-5:00 p.m. As both the board chair and a hotel manager in this community, this pleases me.

With my hotel manager's hat on again, a final note on the TLT and the importance of effectively spending dollars to promote our area as a destination. I often tell people that I'm pretty confident that if a guest is looking to stay in Roseburg, we have a good shot at getting them to look at our hotel. However, we need people to be looking at staying in Roseburg. No individual hotel has the marketing or advertising budget to make that happen on their own. That's why the lodging industry has been supportive of taxing itself, aka the transient lodging tax; the dollars that fund the city's visitor services contract.

It is necessary to pool those resources from all the hotels and have a concerted effort to bring people to our area. A visitor or information center, as a physical place for travelers to get information is absolutely a part of that, although a larger part is the service potential visitors get in advance of getting to our community. The responsiveness to information inquiries by phone, mail and email. Information requests that typically are borne out of promotional efforts.

An imperative role that a successful provider of visitor services, is in generating and managing leads to ensure that as many people as possible who have an interest in visiting our area, actually decide to and make that trip. That means being responsive to requests and ensuring that we are making connections between those travelers and local businesses. While the lion's share of the money is/should be spent on promotion, the lion's share of the work is spent in the hours of relationship building within the industry, with hotels, amenities and destinations, promotional partners and the visitor needs.

As an industry and a community, we have benefited from the chamber's tireless work in this regard. We hope to have ongoing and future success and continue to see the upward trend we've enjoyed over the past several years. It benefits all of us, from the lodging industry to restaurants and retail when we have a robust tourism economy.



Calendar

- | | |
|-------|---|
| 11/12 | Greeter's Committee* 8 a.m.,
Super 8 Motel Conference Room |
| 11/14 | Economic Forecast 2020
8:30 a.m. to 12:00 p.m.,
Douglas County Fairgrounds
(see flyer on page 4) |
| 11/14 | Project Leadership |
| 11/22 | Business Award Nominations
due by 5:00 p.m. (see pages 8, 9,
and 10 for nomination forms) |
| 11/25 | Membership Meeting Luncheon
11:30 a.m to 1 p.m., Douglas
County Fairgrounds,
(see flyer on page 6) |
| 11/28 | Happy Thanksgiving!
Roseburg Area Chamber
of Commerce & Visitor
Center Closed |
| 11/29 | Black Friday... Shop Local!
Roseburg Area Chamber
of Commerce & Visitor
Center Closed |
| 11/30 | Shop Small Saturday |

* Chamber Member Only Event/Activity. Official chamber meetings are held in the chamber conference room unless otherwise noted.



ROSEBURG AREA CHAMBER OF COMMERCE

ECONOMIC FORECAST 2020

THURSDAY, NOVEMBER 14, 2019

8:30 AM - 12:00 PM

RESERVATION DEADLINE
NOVEMBER 12, 2019 AT NOON

DOUGLAS COUNTY FAIRGROUNDS, CONFERENCE HALL

ECONOMIST
JOHN TAPOGNA
PRESIDENT,
ECONORTHWEST

LEGISLATIVE IMPACTS
KNUTE BUEHLER
FORMER STATE REPRESENTATIVE,
ORTHOPEDIC SURGEON & RHS GRAD

EMPLOYMENT/LABOR
NICK BELEICKS
ECONOMIST,
OREGON EMPLOYMENT DEPT.

TIMBER
HEATH HEIKKILA
DIRECTOR OF GOV. AFFAIRS,
AMERICAN FOREST RESOURCE COUNCIL

REAL ESTATE/HOUSING
JEREMY ROGERS
POLITICAL ADVOCACY DIRECTOR,
OREGON ASSOCIATION OF REALTORS

\$35 PER MEMBER | \$100 PER GROUP OF 3 MEMBERS | \$45 NON-MEMBER

Purchaser: _____ Company Name: _____
Mailing Address: _____ City, State, Zip: _____
Individual Member Attendee(s) _____ X \$35 = _____ Bill Me ☐ Check Enclosed ☐ Bill My Credit Card ☐
Group of Three Member Attendees _____ X \$100 = _____ Visa / Mastercard # _____
Non-Member Attendee(s) _____ X \$45 = _____ Expiration Date _____
Verification Code (3-digits from back of card) _____

Purchase tickets online by [click here](#) or mail your reservation to Roseburg Area Chamber of Commerce,
with payment to PO Box 1026, Roseburg, OR 97470 or fax to (541) 673-7868

Economic Forecast 2020

Economic Forecast 2020 will be held on Thursday, November 14 at the Douglas County Fairgrounds from 8:30 a.m. to Noon. Cost for Roseburg Area Chamber of Commerce members is \$35 per attendee or a discounted rate of \$100 for three attendees from the same member company. Ticket price for non-Roseburg Chamber businesses and member of the public is \$45 per person. Tickets are available for purchase online [CLICK HERE](#). The reservation deadline is Tuesday, November 12 at noon. Sponsors for Economic Forecast 2020 include:

Addcox Heating Center
Bowers Industrial Inc.
Cardinal Services, Inc.
Con-Vey
Gordon Wood Insurance
Jordan Cove LNG
Lone Rock Resources
Marco Pharma International LLC
Roseburg Forest Products
Seven Feathers Casino & Resort
Silke Communications Solutions Inc.
Southern Oregon Credit Service
Tyree Oil
Umpqua Bank
Umpqua Training & Employment

Thank You Reinvesting Members

Boys & Girls Club of
the Umpqua Valley
Comfort Inn Roseburg
Cooper's Pest Control
Douglas County
Exposure
Family Development Center
Flury Supply Co., Inc
Girardet
HPS Electrical Apparatus
Long's Flowers
Makena Beach Tan and Boutique
Novus Glass
Rose Haven Nursing Center
Roseburg Public Schools
Roseburg U-Haul
Moving & Storage
Roseburg Urban
Sanitary Authority
Ten Down Bowling &
Entertainment
Umpqua Bank

Welcome New Members

Advanced Skin Center

Jana Garcia
1813 W Harvard Ave. Suite #310
Roseburg, OR 97471
(541) 672-7546
manager@ascdermatology.com
www.ascdermatology.com

Advanced Skin Center has been providing outstanding medical care and dermatologic services in Roseburg since 2003. Services include medical dermatology, skin cancer treatment and cosmetic procedures.

Oregon Mountain Guides

Dustin Ashliegh
115 Elk Ridge Lane
Idleyld Park, OR 97447
(541) 498-2500
info@oregonmountainguides.com
www.golastresort.com

Oregon Mountain Guides offers hiking and biking guided and self guided tours of the Umpqua National Forest as well as a variety of drop-off and pick-up shuttle services. Don't miss Umpqua's Last Resort which has RV & tent sites, cabins and vacation rentals.

Valley Tel Service, Inc.

Derrick Sisson
2210 NE Stephens St.
Roseburg, OR 97470
(541) 673-6030
travis@valley-tel.com
www.valley-tel.com

VTs Services the Oregon & SW Washington business community and has earned an outstanding reputation for design, installation, maintenance and repairs on a wide variety of technology systems. From telecommunications to CCTV, infrastructure wiring and everything in between.





ROSEBURG AREA
Chamber of Commerce

Membership Meeting

Preview of 2020 Oregon Legislative Session

November 25 2019
11:30 a.m. to 1:00 p.m.
Douglas County Fairgrounds

Sponsored by:



PACIFIC POWER

RSVP required by 12:00 p.m. Thursday, November 21, 2019

Purchase your tickets online now
www.RoseburgChamber.com

PAYMENT MUST ACCOMPANY RESERVATION

Please mail flyer with payment to:
Roseburg Area Chamber of Commerce
PO Box 1026, Roseburg, OR 97470

Member Lunch \$20

Member Table (8) \$150

Non-Member Lunch \$30

Purchaser: _____

Company Name: _____

Mailing Address: _____

City, State, Zip: _____

Got News?

Bay Cities Ambulance Congratulations paramedic Thomas Krokoski and EMT Chuck McAllister for receiving the Medal of Valor at the Oregon EMS Awards Banquet for their outstanding care of a pediatric patient.

Roseburg Glass is under new management, Welcome Terry Bagley!

Sisters Shredding now has free recycling to the public for paper products such as newspaper, magazines and cardboard.

Wildlife Safari has a new event venue.

Send Us Your Got News?

Has your business changed location or added new staff? Celebrating an anniversary or received an award? These are potentially newsworthy items for the chamber's Business Perspective "Got News?" an opportunity to share your news with fellow chamber members. Submit your "Got News?" online at www.RoseburgAreaChamber.org or email your information to sales@roseburgareachamber.org.

**The Roseburg Area Chamber of Commerce reserves the right to edit, verify, determine timeliness and publish on a space available basis.*

Join the Chamber's Greeters!

It's never been so fun to be a Roseburg Area Chamber of Commerce greeter! Do you enjoy meeting new people and learning about new and existing members? Do you have a knack for making individuals feel welcome? Greeters make it fun to interact with our local business community!

The chamber is seeking interested parties to help serve on our greeters committee. Meetings are held on the second Tuesday of the month at 8:00 a.m. in the Super 8, conference room. Business visitations are on the fourth Tuesday of the month at 4:30 p.m. If you are interested and for more details, please call (541) 672-2648 Ext. 23



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. 11



NOV 30
IS THE DAY TO
#SHOPSMALLSUPERIOR



2019 Business of the Year Nomination Form

RECOGNIZING BUSINESS EXCELLENCE IN OUR COMMUNITY

Winners will be honored at RACC's annual awards dinner on January 23, 2020

☐ **Small Business**

Chamber member business with
25 FTE employees or less

☐ **Medium Business**

Chamber member business with
26 to 99 FTE employees

☐ **Large Business**

Chamber member business with
100 or more FTE employees

Nominees will demonstrate strategic goals and how they accomplished them. In addition, they will show success in company growth including sales, profitability, growth prospects, employment creation and acceptance in the market. They will illustrate their commitment to research and the development of technological advances in the company's industry sector.

Business Name _____

Business Address _____

Owner/Principal _____

E-Mail _____ Website _____ Phone Number _____

Date joined RACC _____ Number of Years in Business _____ Number of Employees _____

.

Nominated By (if not self nominated) _____ Company Name _____

E-Mail _____ Phone Number _____

Provide a brief statement below (or on separate sheet) why you nominated this business or are applying for this award:

Criteria: Businesses that have made a substantial contribution to the community for the last five years or longer, have employees who individually and collectively participate in the community, and the physical presence of the business adds to the economic vitality and livability of our community. Recipient must be a RACC member for at least two years.

(1) Briefly describe the type of product or service this business offers the community. (2) Please describe the success this business has experienced since locating in Roseburg. (3) How is this business involved with the Roseburg Area Chamber of Commerce? (4) How is this business involved in the community? (5) How does this business motivate and retain their employees? **Please attach answers on separate paper. Only fully completed applications will be accepted.**

Recognition: Winner will be presented with a plaque from the Roseburg Area Chamber of Commerce at the chamber's annual awards dinner in January. The chamber will also announce the selections in a news release and in its *Business Perspectives* newsletter.

Submit nomination form & a high resolution color logo by 5pm, November 22, 2019 to:

Roseburg Area Chamber of Commerce
Attn: Debbie Fromdahl, President & CEO
P.O. Box 1026, Roseburg, OR 97470
debbie@roseburgareachamber.org

FAX 541-673-7868 (for more forms, please contact the chamber office 541-672-2648)



2019 Business Innovator Award OR 2019 RACC Volunteer of the Year Nomination Form

RECOGNIZING BUSINESS EXCELLENCE IN OUR COMMUNITY

Winners will be honored at RACC's annual awards dinner on January 23, 2020

☐ Business Innovator Award

Criteria: Roseburg Area Chamber of Commerce member and business person who exceeds the standard for resourcefulness and creativity in the workplace and has significantly improved the operating environment through the development and implementation of an innovative product, process, technology or service within the past five years. Nominee must be a RACC member for at least 2 years (or an employee of the member).

(1) Briefly describe the type of product or service the innovator offers the business community. (2) How has the nominee demonstrated that the use or innovation has been commercialized and is in the marketplace today? (3) How has the innovation contributed to the economic vitality of their business and/or of our business community? **Please attach answers on separate paper. Only fully completed applications will be accepted.**

☐ Volunteer of the Year

Criteria: Roseburg Area Chamber of Commerce member who believes in the role of the chamber both personally and professionally and has volunteered his or her time, talent and energy to the betterment of the Roseburg Area Chamber of Commerce. Has served on a chamber committee, subcommittee, task force and/or board of directors and is recognized as a leader in our business community because of this service. A member who has improved the chamber or business community as a result of his or her volunteer work. Nominee must own or be employed by a chamber member and must be active in the chamber for at least 3 years.

(1) Briefly describe how the nominee has: (1) volunteered with the Roseburg Area Chamber of Commerce (2) through his or her volunteer efforts advanced chamber mission and goals and helped perpetuate growth (3) demonstrated the spirit of service by helping protect and promote Douglas County business through chamber volunteer work. **Please attach answers on separate paper. Only fully completed applications will be accepted.**

Name _____

Business Name _____

Address _____

E-Mail _____ Phone Number _____

.

Nominated By (if not self nominated) _____ Company Name _____

E-Mail _____ Phone Number _____

Recognition: Winner will be presented with a plaque from the Roseburg Area Chamber of Commerce at the chamber's annual awards dinner in January. The chamber will also announce the selections in a news release and in its *Business Perspectives* newsletter.

Submit nomination form & a high resolution color logo by 5pm, November 22, 2019 to:

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debbie@roseburgareachamber.org

FAX 541-673-7868 (for more forms, please contact the chamber office 541-672-2648)



2019 First Citizens - Male or Female Nomination Form

RECOGNIZING VOLUNTEERISM IN OUR COMMUNITY

Winners will be honored at RACC's annual awards dinner on January 23, 2020

Criteria: Outstanding volunteer activity and service over a period of years, continuing to recent years, and in more than one area of community activities. Service or contributions performed outside of the nominee's business, profession or vocation. Possession of a high degree of cooperation in community and civic enterprises. Demonstration of recognizable leadership by inspiration and example in community affairs.

Nominee _____

Address _____

Occupation _____

Number of Years in Current Field _____ Other Employment _____

High School Attended _____

College/University _____

Year Graduated and Degrees Earned _____

Place of Birth _____ Resident of Roseburg Since _____

Name & Phone Number of Spouse or Closest Living Relative _____

.

Individual Submitting Nomination _____

Address _____

Phone _____

Submission Guidelines: You may also attach letters of nomination support from others, newspaper or magazine clippings, or other information you believe our selection committee would find useful. Nomination forms and support material will not be returned unless prior arrangement has been made. Nominations should be typed and stapled together, then submitted in a sealed envelope.

Briefly describe the nominee's: (1) years and type of service to the community (2) civic involvement and offices held in service clubs, government commissions or committees, clubs, professional associations, churches, or other community groups (3) examples of leadership qualities and/or cooperative efforts to promote community and civic enterprises (4) other outstanding qualities (5) professional accomplishments. **Please attach answers on separate paper. Only fully completed nominations will be accepted.**

Recognition: Winner will be presented with a plaque from the Roseburg Area Chamber of Commerce at the chamber's annual awards dinner in January. The chamber will also announce the selections in a news release and in its *Business Perspectives* newsletter.

Submit nomination form by 5pm, November 22, 2019 to:
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FAX 541-673-7868 (for more forms, please contact the chamber office 541-672-2648)



2020 Shop Chamber and Save e-Coupon Annual Agreement

Our *e-Coupon* and *Shop Chamber and Save* Discount Card Program gives our members an effective, low-cost way to expose their business to new clients and customers.

Promotional value:

- Membership Discount Cards are available to qualifying chamber members and their employees.
- Increases local walk-in traffic.
- Participating members are listed on the “e-Coupon” link at www.roseburgareachamber.org

Program management:

- Program offered on calendar year, with changes made in December. Dropped members will be removed from program immediately. New members may be added quarterly.
- Businesses offering discounts to customers should ask to see a Chamber Membership Discount Card at the time of purchase.

1. Program participant commitment:

- ☐ I am a Roseburg Area Chamber of Commerce member-in-good-standing.
☐ I will honor discounts for one year.

2. 2020 offer (If you wish to offer the same as last year, indicate "same"): _____

Examples: *Restaurants* - Buy one entrée; get one free, any day, any time. *Retail Stores & Products* 15% off all purchases on Mondays & Fridays. *Professional Services* 20% professional fee discount to Chamber members. *Larger Product Companies* \$50 off your purchase of \$300 or more.

3. Business contact information:

Business Name

Mailing Address, City, State, Zip

Contact Person/Title

Telephone #

Email Address

Fax #

4. I hereby authorize the above discount be offered to Roseburg Area Chamber of Commerce members and their employees.

Authorized Signature

Date

Return to: FAX: 541-673-7868 • MAIL: PO Box 1026, Roseburg OR 97470 •
EMAIL: sales@roseburgareachamber.org