



WALLOWA COUNTY  
CHAMBER OF COMMERCE  
115 Tejaka Lane  
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## 10 Year Celebration! Wallowa County Business Facilitation

We are gearing up for a real party! On November 3, 2010 Wallowa County Business Facilitation (WCBF) will celebrate ten years of building entrepreneurship in Wallowa County. Yes, it's hard to believe it has been 10 years. The celebration will include cake, champagne, a silent auction, testimony from successful entrepreneurs, and a dynamic report on the success of the WCBF Program. All are welcome at our celebration!

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One of the big attractions of this event will be a Wallowa County basket and a silent auction of local products and services from past clients of the WCBF program. These items will showcase the entrepreneurial spirit, which is alive and well, in Wallowa County. There is no better way to heighten awareness of success than to show it in terms of "products" and "services". At the end of the evening, these items will be auctioned or raffled and all proceeds will go to assist future small businesses of Wallowa County.

### **How has the WCBF program served Wallowa County?**

Myron Kirkpatrick, our business facilitator, has served 719 entrepreneurs and small businesses since the inception of the program in 2000! From this number we now have 144 new startups, including businesses that have reopened and expansions of existing businesses. There is another 99 business owners that have come to WCBF for "business tune-ups". Myron describes tune-ups as a service where business owners experiencing stress can get coaching. Tune-ups also include reassessing business plans, monitoring progress and identifying what's next for a business. He explains, "This is a lot like a tune-up for your car...the business runs better."

There are many more services provided through WCBF to residents of Wallowa County interested in starting their own business. The program has a success rate of 65% for clients that have established a business or retained an existing business. In comparison, the national success rate (over a period of five years) is found to be only 25%. Clearly, this achievement is something for all of us to celebrate.

### **CHAMBER STAFF**

Vicki Searles, Executive Director  
Admin. Assistant. Bridget Brown

## September 2010

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The Wallowa County Business Facilitation program is a "poster child" of the Sirolli Institute. The Board of our local nonprofit receives multiple requests by the Institute to present to other regions on the Sirolli Model and how it works for our entrepreneurs and small business owners. It is humbling to see the success Wallowa County has experienced through the WCBF program on a national and international stage.

WCBF is the County's greatest success in business development. Marya Nowakowski, Board Chair, states, "In Wallowa County economic development means growing small business from within, our success rate attests to this fact." Please mark your calendar and come to the celebration. Become a friend of the WCBF program.



## NATIONAL ASSOCIATION OF DEVELOPMENT ORGANIZATIONS

400 North Capitol Street, NW, Suite 390, Washington, DC 20001  
Tel: (202) 624-5256 • Email: [info@nado.org](mailto:info@nado.org) • Website: [www.NADO.org](http://www.NADO.org)

### Northeast Oregon Economic Development District Receives National Association of Development Organizations 2010 Innovation Award



**WASHINGTON, DC – The Northeast Oregon Economic Development District, based in Enterprise, OR has received a 2010 Innovation Award from the National Association of Development Organizations (NADO) Research Foundation for its *Bicycle Tourism* project.**

Thanks to the hard work and support of community volunteers and donors, local businesses, and state and federal partners, efforts to encourage bicycling in NE Oregon are gaining ground. Several years ago, a small USDA Rural Business Enterprise Grant project, with matching funds from the Northeast Oregon Economic Development District (NEOEDD), allowed NEOEDD to convene community members to talk about their interest in bike development.

Some of the group's achievements are now being recognized by the National Association of Development Organizations award. These include:

- ◆ Raising funds and installing a bike rack on the public transit van.
- ◆ Securing a pilot of the Travel Oregon - Rural Tourism Studio workshops in Wallowa County with a focus on bicycle tourism development.
- ◆ Identification of cycling routes for promotion, with fundraising, collaboration and community support to create two cycling maps for Wallowa County, with both print and internet distribution, one map features mountain bike routes and the other features road routes.
- ◆ Encouraging participation in the Ford Leadership Institute Program and the leadership class project to install 70 bike racks throughout Wallowa County.
- ◆ Trail development, with the installation of way finding and informational signage.
- ◆ Support for the Wallowa Union Railroad Authority to explore a possible Rail with Trail along the Minam River corridor on right-of-way owned by the railroad.
- ◆ Support for efforts to designate a Scenic Bikeway along the signature Wallowa Mountain Loop cycling route, a favorite route of Cycle Oregon.

The bicycle tourism project has received support from NEOEDD, community volunteers, local businesses, Travel Oregon, Cycle Oregon, City of Joseph, City of Enterprise, Wallowa County Chamber of Commerce, Eastern Oregon Visitors Association, US Forest Service, Wallowa Resources, Community Connection, PacifiCorp, and The Ford Family Foundation. For more information about the award-winning project, contact the Northeast Oregon Economic Development District at 541-426-3598.

**Founded in 1967, the National Association of Development Organizations (NADO) provides advocacy, education, networking and research for the national network of 540 regional development organizations. NADO members provide professional, programmatic and technical assistance to over 2,300 counties and 15,000 municipalities.**

# WOLVES

IN WALLOWA COUNTY

# KNOW THE FACTS

PUBLIC INVITED

- Recent research on wolf behavior and cattle interaction.
- Wallowa County and wolves.

**John Williams, Associate Professor**  
Oregon State University Extension Service

John Williams is an Associate Professor in the Department of Rangeland Resources at Oregon State University working as a natural resources Extension agent in Wallowa County. He holds a B.S. degree in animal science and a Master of Agriculture in Animal Science, Rangeland Resources and Agricultural Resource Economics. He ranched for 15 years and has been an Extension agent for 24 years. During the 17 years living in Wallowa County, John has helped the county with several public policy issues such as the ESA listing of the Snake River Chinook Salmon and the wolf. He also serves on the Wallowa County Natural Resource Advisory Committee which leads the effort in the county to make the best decisions possible about natural resource issues.

**Rod Childers, Wallowa County Rancher,**  
Wallowa County Wolf Coordinator

Rod Childers grew up helping care for cattle on his family's farm/ranch. He ran a cow/calf and yearling operation with a background feedlot for twenty years. He currently operates a black angus cross commercial cow/calf operation. Rod served as the local Stockgrower's president and served as second vice president for the state cattlemen association, in addition to serving on the SWCD board and stock chairman for the county fair. He has received the Riley Freeman award from the State Cattlemen and ODFW and the county cattlemen award. Most recently Rod is serving as the state cattlemen's Wolf Committee Chairperson. He helped write the landowner preference tag bill for the state of Oregon. He believes in the ranching industry and that you have to be involved in all issues that affect the stability and future ranching.

**Thursday, September 23rd**

**6:30-8:30 P.M.**

**Tomas Business Center - Enterprise**

***Space is limited - Please come early!***



**Contact:** John Williams, OSU Extension (541) 426-3143  
Vicki Searles, Wallowa County Chamber of Commerce (541) 426-4622

# The summer season is winding down! What a great summer it has been!



## Joseph Chamber Business Association Co-partners of Shake the Lake 2010

The members of the Joseph Chamber Business Association (JCBA) are happy to report that our "Shake the Lake 2010" project was a complete success! We served Mt. Joseph Family Foods signature Bratwurst at the foot of Wallowa Lake on July 4th. We also sold American flags and other patriotic items. The public was very supportive of us and we really appreciated their business. The JCBA makes a \$1,000.00 donation to the annual Fireworks Fund and this fund raiser has made it possible for us to achieve that goal! We would also like to report that our commemorative t-shirts sold out before the event even began. Be sure to get your "Shake the Lake" shirts early next year.

This fundraiser would not have been possible without the generosity of Ben & Sandy Tippett. They were real troopers and let us "camp out" in their yard so that we could sell our wares. Gary Bethscheider took Uncle Sam (Troy Berglund) around on his power boat to collect money from some of the home owners and their guests around the lake. Uncle Sam is hoping that this is an annual tradition as he enjoyed the ride very much. Every year Joseph/Enterprise Softball girls help Uncle Sam for a couple of hours and this year three girls from the team were able to raise \$225.50. They were a great help this year! A big thank you goes to our dedicated volunteers, some of them were working from 8:00am until well after dark. Troy Berglund (Uncle Sam), Terry De Spain (retail sales), Debbie Hayes, Shellea Van Winkle (Fireworks Coordinator), Adrian Harguess (BBQ Cook), Lynn Wolf (retail sales), and Gary (BBQ Cook) and Diane Anger.

Due to overwhelming success and requests by patrons, next year we are planning to expand our menu and add a few more retail items. We will see you all again next year at the foot of the lake for "Shake the Lake 2011"! Thank you to everyone who helped out during the event and for all who attended.

*Sincerely, Joseph Chamber Business Committee*

## Dear Chamber Members,

Today's Buckskin Bucks is the icon for Wallowa County's buy local campaign. The Chamber is asking for everyone (employers, employees, business owners, residents, etc.) to pull together for the upcoming holidays and think BIG – Buy Local with Buckskin Bucks! It may seem early to be discussing the holidays, but as a chamber, we must stay in front of the outside marketing forces for our local dollars.

In the fall of 2009, the Chamber launched a buy local campaign and re-instated the historic Buckskin Bucks to Wallowa County. What a perfect fit – Buckskin Bucks and a Wallowa County Buy Local Campaign! Our mission is to promote the theme “buy local” and to challenge, not guilt anyone, as to how we all could make better choices in spending our valuable dollars.

Here's a little background. In the early 1930s of the Great Depression, Buckskin scrip (bucks and half bucks) were issued by the Enterprise Chamber of Commerce to offset a “busted” economy. The script was printed on deer hides. This script was as good as money and backed by county warrants endorsed by the chamber. You might say Buckskin Bucks was the county's first buy local program. A more detailed review of this story is found in the book From the Wallowas by Grace Bartlett.

Moving the clock forward, in our first year (2009-2010) the chamber sold \$11,435 bucks. These bucks, which were created in the amounts of \$10 and \$25 bucks, were spent in local businesses registered in the buy local campaign. We currently have 45 wonderful businesses registered in the campaign. Buckskin Bucks are redeemed by the business owner through the Wallowa County Chamber of Commerce.

Now, we must be honest, it really made a difference when the Wallowa Memorial Hospital stepped forward and purchased bucks for their employee holiday bonuses. Wow! This was the sale everyone was talking about! Buckskin Bucks were spent in grocery stores, local gift stores, restaurants, flower shops, nurseries, hardware stores; in-fact, everywhere!

**Hey, let's do it again! The money spent in this program stays in Wallowa County. These bucks can not be spent on online, in a catalogue, or even at Costco!**

Are you curious as to how businesses register in the campaign? Very simple, the business is a member of the Wallowa County Chamber and they have filled out a one-page form indicating they will accept Buckskin Bucks as if it were a gift certificate brought to their business. No additional fees.

I have attached a list of businesses registered in the campaign. The Chamber is asking employers to consider Buckskin Bucks as part of an employee rewards or bonus program. If you do not have a current program for rewards, for example an employee's performance evaluation reward or maybe a safety award, we encourage you to consider this idea for the holidays. There are so many deserving employees and giving rewards really speaks to appreciation.

The chamber would be happy to share successful ideas of other businesses with you. If you have questions about the Buy Local Campaign and Buckskin Bucks give us a call at the Chamber office, (541) 426-4622 or email [Vicki@wallowacounty.org](mailto:Vicki@wallowacounty.org). *Remember think first Wallowa*



### Who should buy Buckskin Bucks?

Everyone can buy Buckskin Bucks! Residents, businesses, organizations, nonprofits, “everyone” can purchase Buckskin Bucks to give to employees or volunteers as incentives or end of the year bonuses. These Bucks are great for birthdays, secretary or boss day, employee appraisals, goal achievements, safety awards, door prizes, holiday gifts, weddings, and anniversaries.



PO Box 427  
Enterprise, OR 97828

[www.wallowacountychamber.com](http://www.wallowacountychamber.com)

**Wolves in Wallowa County—  
KNOW THE FACTS**  
Thursday, September 23rd  
6:30 —8:30 pm  
Toma's Business Center  
Conference Room  
Enterprise, OR



A PROGRAM OF NIBON

**Covering Kids  
& Families**

*Northwest Oregon*

**Fiesta!**

• **When:** Friday, September 17th • 10am-2pm  
• **Where:** Enterprise City Park

**Enjoy**  
• Games  
• Music  
• Food

**FREE for the  
whole family!**

**Come Celebrate National Hispanic Heritage Month!**

**Area Directors**

**Enterprise**

Shannon Novakovich,  
Wallowa Mountain Prop.

**Joseph**

Adrian Harguess,  
Community Bank

**Wallowa/Lostine**

Linda Bauck,  
L&L Backroads

**Education**

John Williams,  
WC Extension Office

**Health Care**

(At Large)

David Harman,  
WC Health Care Dist.

**Rural/Outlying**

Cynthia Warnock,  
WC Soil & Water CD

**Farm/Ranch**

Rod & Linda Childers,  
RL Cattle

**Timber**

Roy Garten,  
Forest Capital Partners

**Economic Dev.**

(At-Large)

Chris Geyer,

**Small Business**

(At-Large)

Marc Stauffer,  
Stauffer's Refinishing

**Tourism**

Nancy Rudger,  
Wallowa Mountain  
Visitor Center