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APRIL 2013

VOL. 9, NO.4



Ten year old legislation
saves tax payers millions.
Sen. Bruce Starr page 7



State of the Art Auto Park
Alex Casebeer



**Willamette
Heritage
Center
And The
Venerable
Gerry Frank**
by Janet Taylor



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Great Starter in Silverton! 3 Bd/2.5 Ba home w/some updates – vinyl windows & recent exterior paint. Bonus room adds extra living space. Nice covered deck & two detached storage sheds. HUD Owned; Sold As-Is. \$82,000 (661969) Chris Aldrich 503-877-2897



Three bedroom home in Woodburn, built in 1972. Fenced yard. Close to shopping & schools. Bring your ideas and passion to rehab! HUD Owned; Sold As-Is. \$92,700 (658667) Chris Aldrich 503-877-2897



Four bedrooms, 2 baths & great floor plan. Vaulted liv rm and good size kitchen, some tiled floors & countertops. RV parking. Some repairs needed; good option for 203K rehab loan. HUD Owned; Sold As – Is. \$114,300 (657113) Chris Aldrich 503-877-2897



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Wonderful Keizer home with some updates completed. 3 bdrm, updated bathroom, some vinyl windows; other cosmetic updates needed. Large yard with small detached shop. HUD Owned; Sold As-Is. \$110,000 (661808) Chris Aldrich 503-877-2897



Rehab Project? This Salem home is ready for a complete overhaul. Built in 1975, 3 bdrm – good starter home or rental. HUD Owned; Sold As-Is. \$100,000 (661279) Chris Aldrich 503-877-2897



Candalaria Rehab in great location! This 3 bdrm/1 ba house has potential to be an adorable home. Wonderful schools and close to shopping. Nice size bckyd & attached garage. HUD Owned; Sold As-Is. \$82,000 (662065) Chris Aldrich 503-877-2897



Desirable West Salem – Newer, 4 bdrm home with Great Room floor plan. French doors to office & HUGE bonus/family/media room upstairs. Vaulted Master. Nice fenced yard with large patio. HUD Owned & Sold As-Is. \$210,000 (662113) Chris Aldrich 503-877-2897



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Enjoy the open flr plan in this 3 bd/2 ba home. Your living rm opens to the efficient kitchen w/custom eat-in bar. Family room opens up to the deck & yard that's perfect for summer evening parties. Yard is fenced & private. \$180,000 (661206)
Amy McLeod 503-371-5209



Charming & Updated – located on quiet dead-end road! 2468 SF, 4/2, hrdwd floors, gas FP in LR, basement fully finished. Composite deck & patio in fenced backyd w/fruit trees. Move-in ready! \$230,000 (660744)
Amy McLeod 503-371-5209



Quiet, Tucked Away Neighborhood in Keizer! Large living in 2582 SF, 5 bd, 3 ba, lrg kitchen w/corrian counters & Pergo laminate floors. Master suite with private bath. Easy to care for yard too! \$240,000 (659898)
Amy McLeod 503-371-5209



Triplex - Nice investment property with excellent rental history! Replaced driveway, entrance & sidewalk; newer roof, exterior paint, gutters & leaf guards. Tenants pay garbage. \$245,000 (658241)
Trevor Elliott 503-602-1039



Peaceful green space behind this lovely Hayden home in quiet Albany neighborhood. Open floor plan w/ 1783 SF, 3 bd, 2 ba, FP in the vaulted great room, kitchen has SS applincs & eating bar. \$215,000 (660670)
Roger Elliott 503-569-5003



Peaceful Paradise on Willamette Riverfront Property – a Rare Commodity! Watch seaplanes land & enjoy boating. Beautiful landscaping surrounds this 3/2, comfortable home. Covered boat storage, too! \$325,000 (660827)
Roger Elliott 503-569-5003



Gardener's Delight! Raised beds, berries, herbs & more! Open & spacious, 3/2 home features master on main floor, open kitchen. Upstairs loft w/built-in desk, 2 large bdrms & bath upstairs. Covered patio & dog run. \$170,000 (659875)
Trevor Elliott 503-602-1039



Clean & well cared for – Move In Ready! 3 bd/ 2 ba, tile floors in bathrooms. Large, deep RV pad with shed in big bckyd, paverstone driveway & patio, workshop off garage. \$144,900 (660297)
Brian Bemis 503-559-9410



Want to build your dream home in great Creekside Golf Course neighborhood? Large, flat lot at the end of private driveway – just what you are looking for! \$52,500 (641049)
Brian Bemis 503-559-9410



DESIRABLE KOOSKOOSKEE! 2 Bd, 2 Ba, 1403 SF Zero lot line home. Vaulted living room w/gas insert in FP. Lrg deck & brick patio off kitchen. Loft style 2nd bdrm has double closets & it's own bath. \$169,900 (657933)
Rick & Ande Hofmann 503-390-8000 Code #2125



GOOD VALUE IN STAYTON! Enjoy early 1900's flavor w/3 Bdrm, 2 Ba, 3055 sq.ft. Family room in bsmt would be ideal media room. Lrg .29 acre lot. Potential for commercial or living use. PRICE REDUCED to \$225,000 (630755)
Rick & Ande Hofmann 503-390-8000 Code #1265



HOME ON ACREAGE W/SHOP! 3 Bd, 2 Ba, 2437 SF home on 1.31 acres. Lg kitchen w/tile ctrs & SS applcs. 2 fireplaces, vinyl windows, many updates. Shop w/220. Barn w/concrete flr & loft. Garden area, fruit trees & grapes. \$395,000 (661677)
Rick & Ande Hofmann 503-390-8000 Code #2235



WATERFRONT, furnished cabin on the North Fork of Santiam River! Huge, multi-level deck with stairs to the river, plenty of parking. Cozy cabin with vaulted ceilings, knotty pine, propane stove & hot tub. Come relax! \$174,900 (657785)
Don Meyer 503-999-2381



Easy access to I-5, in quiet & low traffic area. 3 bd/2 ba home w/vaulted ceilings, skylights, central A/C, fenced & private bckyd, covered 10x21 patio. UGS & security system, plus new roof! \$164,900 (658188)
Don Meyer 503-999-2381



Timeless styling inside & out! Lovely, 2393 SF Sublimity home. Exquisite Brazilian Koa hrdwd flooring warms main level. High vaulted Great Rm, gourmet kitch w/cherry cabs, solid granite counters, Butler's pantry, Mstr on main. \$292,500 (661891) Donna Miller 503-931-7454



Single level home with 3 bdrm, 1.5 bath in Southeast Salem. Easy access to I-5, schools & shopping. \$130,000 (661654)
Marilyn Shotts 503-510-2473



Don't miss out on this "Glorious Gem"! Conveniently located on dead-end street, 3 bd, 2 ba home w/original hrdwd flrs, new Milgard windows, warm int paint & upgraded bathrms. Plus a finished basement! \$190,000 (661946)
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\$169,000 3 bed, 2 bath, 1861 sf.
REDUCED! Great view of the Cascade
Mountain Range. Covered decks, Sunken
living room, formal dining, Separate office
/ crafts room. SF does not include two
finished rooms in garage.



\$179,000 COMMERCIAL - REDUCED! Very
nice show room facing the street. Plenty of
office space & huge shop area in the back
of the building. Easy access for walk in
customer.



Similar too
\$183,900 3 bed, 2 bath, 1500 sf. New
construction! Come & compare the
difference in quality & price! Standard
features include: slab granite countertops
in kitchen, custom cabinetry, modern floors,
fully cased interior Milgard vinyl windows,
SS appliances, 90% gas efficient furnace,
Gas FP, 50 yr lap siding.



Similar too
\$189,900 3 bed, 2 bath, 1616 sf. New
construction! Come & compare the
difference in quality & price! Standard
features include: slab granite countertops
in kitchen, custom cabinetry, modern floors,
fully cased interior Milgard vinyl windows,
SS appliances, 90% gas efficient furnace,
Gas FP, 50 yr lap siding.



\$259,900 3 bed, 2 bath 1801 sf Huge dream
kitchen, Master Suite & massive closet w/ all the
premium bells & whistles! Very private & peaceful
setting w/ RV pad & view! Exceptional floor plan
w/ ample storage & amenities including all slab
granite countertops, 9 ft ceilings, SS appliances, gas
fp, A/C, security system, covered porch, covered
patio, front back landscaping with irrigation.



\$299,000 Forest Meadow w/secluded home site on
40 acres. The driveway is located across the road
from the Roaring River Fish Hatchery. And the Roaring
River County Park is just down the road. Shared
property line with BLM land next door. Beautiful
stand of merchantable timber on the property (details
available). Mobile Home is a "Hardship Dwelling".
Buyer to perform own due diligence with Linn County.



\$197,900 4 bedrooms, 2.5 baths, 2424 sf, built in
2007. Den w/double doors. Large corner fenced yard. All
bedrooms upstairs.



\$105,000 Small acreage. Great Rural location and on
corner lot. Small creek through property. Great place to
build a new or rehab the current home. Formal dining
room. Family room with entrance to the deck. Breakfast
area in kitchen. Master bedroom on main level. Circular
driveway and lots of room for a garden.



COMING SOON! 3 bed, 2 baths, .53 acre. Built in 1998,
1442 sf. City water with Septic. Room for a shop!

All information deemed reliable but is not guaranteed.

Willamette Heritage Center And The Venerable Gerry Frank

by Janet Taylor

The history of the Willamette Valley is fascinating, from the stories of the pioneers, to current area residents that are fourth or fifth generation Oregonians. How do we capture these stories in a manner that allows us to preserve, interpret, and exhibit our history?

One of the most interesting individuals is Salem's Gerry Frank. A fourth generation Oregonian who has lived in Salem since 1955, arriving from his family's Portland Meier and Frank store to open and manage the new Meier and Frank store located in downtown Salem (now owned by Macys). It was an instant success due to Gerry's marketing skills and understanding of good customer service. Salem's population was around 40,000 at the time, and 75,000 people arrived for the grand opening. Over the years, many Salem residents worked for Gerry at the store and all have great stories to share.

Gerry Frank became a national and international figure by serving as Chief of Staff to Senator Mark Hatfield in Washington, D.C. Traveling to meet with leaders in business and elected office around the world, Gerry brought back information and contacts that he maintains to this day. He is often referred to as Oregon's Third Senator, and has amazing stories of being in the middle of history, often times making the history himself.

During his 58 years living in Salem, Gerry Frank was very involved in civic activities. You name an organization or an award, and he has earned and received it, from Salem First Citizen, to United Way, the first recipient to receive the Glenn Jackson Leadership award, and only person to

Konditorei

On the southern Oregon coast, Langlois Market in tiny Langlois, Oregon, is famous for the best hot dogs in the state. Acknowledging a longtime fan and advocate of his hot dogs, Oregon Grassfed owner Joe Pestana recently renamed the product Gerry Franks franks. They are now featured at—appropriately—Gerry Frank's Konditorei where the tender, all beef hot dogs are served on a pub-style bun, topped with optional onions and sauerkraut and sided with a generous serving of Kettle chips. Other lunch and dinner options include daily quiche and soup specials, salads and sandwiches plus beer and wine. The Konditorei is most recognized as Oregon's decadent dessert destination with over 50 varieties of layer cakes, cheesecakes, cookies, bars, tortes, ice cream and other gourmet baked goods. The restaurant is open daily for breakfast, lunch and dinner; 310 Kearney Street SE, Salem; 503/585-7070; gerryfrankskonditorei.com.

receive the Oregon Premier Citizen award.

The most recent example of his abilities is the leadership he provided to bring the Kroc Corps Community Center to Salem. He led the Executive Committee that raised \$11 million of required community contributions to obtain the \$40 million from the Ray and Joan Kroc estate to build the swimming complex, gymnasium, and library along with a \$40 million endowment for operations.

He is the consummate business person, recognizing that the private business sector is important to our overall success. But he and his family have deeply rooted dedication to public service. Gerry's Uncle, Julius Meier, was Governor of Oregon, and Gerry stays involved in State of Oregon issues through strong relationships with Legislators, and the Governor. His dedication and interest in Oregon has never wavered. Last year he authored a very successful book on our state – appropriately named "Gerry Frank's Oregon". It is a wonderful book that you will surely enjoy and use frequently.

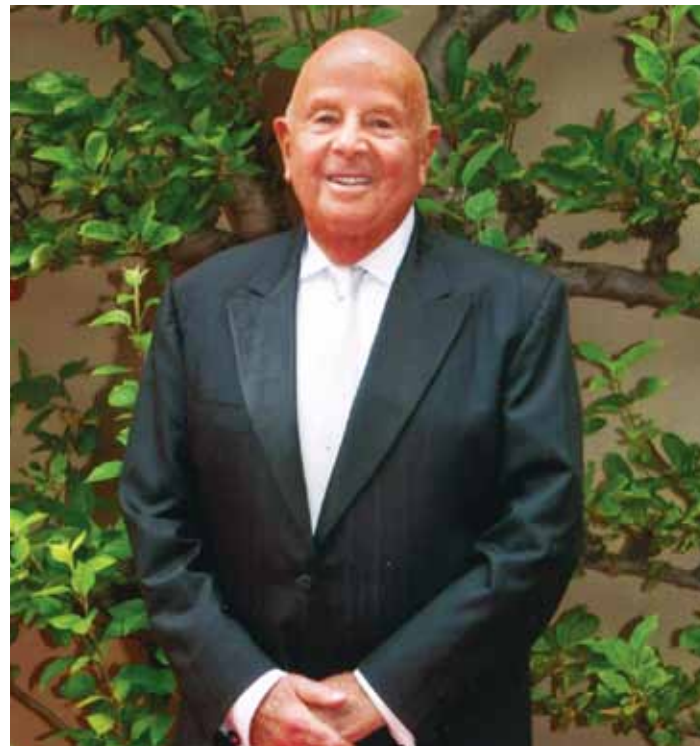
In retirement – if he really can ever be called "retired", he and a friend started the Konditorei, a restaurant specializing in delicious and decadent cakes that expanded to serve meals. It has been a huge success for 30 years, and is a go-to-place for Salem

residents and visitors.

Our friend, Gerry, will be 90 years young this Fall, and the Willamette Heritage Center at the Mill in Salem, on 12th and Mill Street, has been working over the last two years to identify the best method to capture his lifetime of influence on Salem and the state. We have just begun the fundraising to build a new addition onto the Center to provide space to preserve and exhibit the memorabilia of Gerry Frank and other Willamette Valley families. It is great fun to have Gerry's support of this project as he has done with so many other accomplishments by the Salem community.

It will be our way to thank him for his contributions to the quality of life we

enjoy, and to be certain that Salem and the Willamette Valley does not lose our important place in the history of Oregon.



One of the most interesting individuals in Salem, Gerry Frank

Salem Business Journal
SERVING THE MID-WILLAMETTE VALLEY

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Why Doesn't NFIB Take A Stand On This Issue?

Knowing of what we speak on issues that matter most to our members has made us the voice of small business that policymakers respect.

On occasion, the public, media, and even members will ask what NFIB's stand is on a particular issue. Quite often, the answer is the same: We don't have one and will not take one.

The reason is because we take stands only on issues that directly affect our members' right to own, operate, and grow their businesses. If anyone wants to know what they are, NFIB publishes and updates every four years its Small Business Problems and Priorities listing all 75 of them.

Some NFIB Oregon 2013 legislative session priorities:

NFIB Report JAN MEEKCOMS

Oregon Limited Liability Companies (LLC's) take heed. In the case – Antonio Cortez v. Nacco Materials Handling Group, Inc. – the Appeals Court ruled that the exclusive remedy provision of Oregon's workers' compensation law does not protect the members of an Oregon LLC. HB 2923 is a proposed legislative solution that would reinstate the exclusive remedy for LLC's.

Paid Sick Leave is mandated in SB 808 and HB 3390 and would require Oregon small businesses to offer and administer paid sick leave benefits to their employees.

HB 211 more closely matches the federal definition of "disabled" rather than an

expanded definition that would create additional exposure to employers.

Another definition issue is HB 3142 that would create a broad definition of "employer" resulting in expansive exposure for wage claims.

Direct paycheck deposits will be at the discretion of the employer if HB 2683 passes.

There are several other bills addressing the "Independent Contractor" classification that we are monitoring and will be weighing in on.

By knowing of what we speak, and by not speaking on everything, state and federal policymakers consider us the true voice

of small business. For that reason, we take no stands on almost all

social, educational, law enforcement and foreign policy issues—unless a rare one happens to directly impact small business.

Our issues are solely those dealing with the establishment, operation, expansion and job-hiring needs of Main Street, mom-and-pop enterprises. And who are the "we" referred to above. We are our members, who through yearly state and federal balloting tell us what is foremost on their minds and give us our lobbying direction. This is the way it has been for 70 years, and always will be.



Doing Business Downtown



By Scott Mills, founder and owner of Opt(e)Web LLC..

My name is Scott Mills, and I'm the owner and founder of Opt(e)Web LLC. I was born just outside London, England and my father owned a very successful flooring wholesale business. When I

was young, I had dreams of being an entrepreneur, just like my father. In 2008 that dream finally came true, and my dad also became my mentor. Although the excitement was overwhelming, the glamor was not as I dreamt. Starting a business in the depth of a recession was not an easy task, but my determination to be successful was empowering. Starting a Business can make you feel like you are on a train going full speed ahead, but you don't know where it is taking you.

I worked from my home, and in 2009 was able to make that first step and rent office space in south Salem. I became a minimalist and every penny mattered, but I hoped and wished that someday we would move to downtown, and display the image of the firm I wanted Opt(e)Web to be.

In 2012 Opt(e)web went through a very positive development. After my Business partner left in December 2011, I was able to transform our firm and worked on goals to build the company that inspired me. I was awarded a scholarship through the

Chemeketa Small Business Management program and that opportunity has given me the tools and techniques to use in operating Opt(e)Web.

In February 2013, a dream came true. I

I am very proud to be a business owner that is part of something this great.

had the opportunity to move to downtown Salem. We found a space in the historic Franklin Building on the corner of State and High Street. I was so excited and it created such a positive vibe. We decorated and furnished it to represent the company we are and the company we are becoming.

Moving downtown wasn't just about the status; it was about becoming part of the community. If we were to step back in time about a hundred years, business

revolved around downtown. When the modern world hit us, people started to move to the suburbs and business went with them. Today we are starting to realize the culture that we lost and how

important it is to our community.

Salem has a great downtown business community. The city and private organizations

have put a lot of energy and money into creating an attractive downtown district. With new businesses moving in, the development of condominiums, and linking our three riverfront parks, downtown Salem will be a thriving business district as well as a destination for visitors. I am very proud to be a business owner that is part of something this great.

"WE DREAM, WE THRIVE AND WE FLOURISH!!"

SALEM MARATHON!

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Ten Year Old Legislation Saves Tax Payers Millions

In 2003 the Oregon Legislature approved a bill presented by Washington County Senator Bruce Starr called the Oregon innovative partnership program. Its purpose was to expedite project delivery and encourage public private partnerships. The Department of Transportation created an administrative group called the innovative partnership group within the agency to facilitate the legislation. It has taken a decade for the private sector to step forward and propose a project using the innovating partnership program. The project is at the intersection Of Kuebler Boulevard and I-5 just south of downtown Salem.

Alan Roodhouse of RPS Development Company, Inc., Walt Bartel of David Evans and Associates, and Tim Kerr of Kerr Contractors, Inc. have formed a consortium and developed an alternative design to widen the southbound exit from I-5 to Kuebler and the Kuebler exit to I-5 headed southbound. Their project will handle the same amount of traffic as the design initially advanced by the Department of Transportation planners, but it will cost at least \$6 million (about 30%) less largely because it did not extend

into the privately owned property located at the north west corner of the interchange.

Other benefits of the partnership plan that differ from the original design by ODOT are (1) it avoids the moving of a creek that would be required by the ODOT design and (2) it will keep six to seven additional acres in private ownership and therefore available to create permanent jobs in the shopping center that is planned for the northwest corner after completion of the highway improvements.

David Evans and Associates is one of Oregon's top highway engineering firms and is headquartered in Portland. Their design and cost figures were presented to the Oregon Transportation Commission on February 20. The proposal received the support of all five members of the commission. The RPS consortium was encouraged to complete the engineering and include a \$10,000 fee for the Department of Transportation to review the final engineering data. When those tasks are completed it is expected the commission will give final approval and construction could start at the site as soon as final plans have been prepared.



“I am excited after 10 years to see the first Oregon Innovative Partnership Program project get underway. I believe this is a great step forward for Oregon’s infrastructure funding.” Sen. Bruce Starr, District 15

Kroc Center Hosts Military Ball

March 15th the North Salem High School Army JROTC Viking Battalion celebrated the may achievements of Cadets with a Military Ball as grand as you see in the movies.

The Kroc Center catering and marketing staff did a wonderful job with all the planning, staging and food preparation. 200 Cadets dined on authentic Jambalaya,

fresh Shrimp, Sausage with Asiago Grits, Black Eyed Peas Casserole, Creole Stuffed Tomatoes, Chicken Etouffee, The food display looked like something from a Four Season Hotel. Maybe that's because the Kroc Center Events are overseen by former Four Season Hotel of Hawaii

marketing executive Julie Matovich, now managing Public Relations, Marketing at



North Salem High School, ARMY JROTC Viking Battalion, at the Military Ball inside the Kock Center. From left to right: Joe Drew, Gillian Bissell, Grace Ridgeway, Steven Barnett

the Kroc Center. Julie's very creative and experienced in planning events of all size and themes. Everything was perfect for the Cadet Ball right down to the delicious King Cake baked fresh in the Kroc's state of the art kitchen. Designed for classes and instruction as well as function, the Kroc's catering kitchen is one of the best in the state.

Many of the attendees of the Cadet Ball were very surprised to discover just how beautiful the events center at the Kroc is. The cadet's danced till midnight but not before toasts were given by Cadet LTC Phelps, Cadet MAJ Delzer, Cadet CSM Ashton, Cadet CPT Rios, Cadet CPTMontes, Cadet CPT Neal, Cadet CPT Jones, and Cadet SGM Otiz..

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SHOWBIZ

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MAY 9, 2013

April 2013 Events	
4/1/2013	Chamber Business Women
4/2/2013	Chamber Business Women
4/2/2013	CONNECTforLUNCH
4/4/2013	Public Policy
4/5/2013	Greeters Networking
4/8/2013	Forum Series Luncheon
4/10/2013	Leadership Youth
4/10/2013	State of the Schools Address
4/11/2013	Ribbon Cutting - Capstone Wealth
4/11/2013	CONNECTforLUNCH
4/12/2013	Greeters Networking
4/15/2013	Chamber Business Women
4/16/2013	Chamber Business Women
4/16/2013	Leadership Salem
4/16/2013	CONNECTforLUNCH
4/19/2013	Greeters Networking
4/25/2013	CONNECTforLUNCH
4/26/2013	Greeters Networking
4/30/2013	CONNECTforLUNCH



Audits Division Is Vitally Important To Oregon's Economy

Most people think of the Secretary of State as being Oregon's chief elections officer. But that's only one of the responsibilities of the office. The Secretary of State is also the Lt. Governor and the state auditor. The last job is the least known of the three responsibilities even though the Audits Division is vitally important to Oregon's economy.

The Audits Division ensures that state government and local agencies that receive state tax dollars spend them wisely. In 2008, every \$1 spent on performance auditing resulted in \$8 in cost-savings and efficiencies. Sometimes the Audits Division finds much more, such as the year when an audit of the Department of Revenue boosted the yield to \$64 in savings and efficiencies for every \$1 spent on auditing.

The connection between finding cost-savings and improving the economy is this: Savings mean more money to educate our work force and build the infrastructure needed to get goods made and grown in Oregon to market.

Re-investing in needed state services is just one way the Audits Division helps Oregon's economy. Performance audits go beyond making recommended changes to save money. Performance auditing takes a fundamental look at critical programs to determine if they are delivering the service that people need.

Take education. Oregon's economy increasingly relies on having an educated work force. If Oregonians don't meet the educational needs of our businesses, companies will look elsewhere for employees and Oregonians will be stuck with low-wage jobs. I've made auditing our education system a priority.

Earlier this year, we released an audit of the state's GED program. We found that 340,000 adult Oregonians lack a high school diploma or equivalent. That's 11% of the population. Those folks are three times as likely to be unemployed as someone with a bachelor's degree. So you can see how important the GED

program is for the economy. Our audit made several common-sense recommendations. The most obvious is that when someone drops out of high school, the high school should contact the local community college so it can reach out to the student and tell them about GED preparation classes. It's pretty simple.

We also audited workforce development programs at community colleges. A big issue is teaching enough students to meet the job needs of the future. We found that community colleges were not adequately looking at the needs within certain fields in certain regions of the state and

adapting their training programs accordingly.

We've also audited our higher education system. Tuition increases are making a degree from an Oregon college or university unaffordable for many Oregonians. An audit of the Oregon University System found that there is no tracking of faculty workload related to educating a student. Faculty members also spend time conducting research and participating in other activities that don't always benefit students. Faculty salaries and benefits are a large part of tuition costs, but we didn't see that the universities were tracking faculty workload to get the most value for students. The first step towards controlling the costs of a college education is to know what they are.

As much emphasis as I have put into audits, I doubt the Secretary of State will soon be widely known as the state's chief auditor. But we get agencies to improve, and that is our most important goal for Oregonians, even if it's low-profile work.



Oregon Secretary of State *KATE BROWN*

As much emphasis as I have put into audits, I doubt the Secretary of State will soon be widely known as the state's chief auditor.

Trade Show Gives Local Business An Edge

Word of mouth is a powerful thing. In a day and age where bloggers can influence national advertising campaigns, it's even truer when it comes to doing business locally. It also proves that it's not just who you know, but what you know as well.

Networking is one of the most powerful ways to create word of mouth marketing, building not only your customer base, but also recognizability. The Salem Chamber's upcoming trade show, ShowBiz, is one of the best ways to do just that.

ShowBiz gives the opportunity to connect with businesses on a more personal level. Those personal relationships are the critical foundation for growing your business. The one-day event draws thousands to residents and business professionals who are looking to reconnect with the local business community.

Lisa Martinsson, owner and operator of GlanceOptics and Eyeware, has participated in ShowBiz for several years and says the connections she makes are her favorite part of the event. Those connections then drive traffic to her store.

“When I get to teach someone something about optics and then they have that moment and a light goes on, I love it,” she

says.

Along with the exposure she gets from participating in ShowBiz, Martinsson says she likes being associated with the Salem Chamber.

"This is one of [the Chamber's] shining events," she says.

Besides the networking, the event is also a great way for vendors and non-vendors alike to find out what is new in the Salem area. This serves as a reminder of what products and services are available in the community, and encourages them to do business locally instead of going out of town.

Booths are still available if you are interested in participating in this event. For details, go to showbiz.salemchamber.org or call 503-581-1466. Presented by Columbia Bank and the Oregon State Fair and Expo Center.

ShowBiz is only one of the many ways to build connections and gain exposure for your business through the Chamber. For more information, go to SalemChamber.org

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Putting Your Mortgage In Reverse



Let's Talk *W. RAY SAGNER CFP(R)*

It used to be that you knew a television or movie star was in the twilight of their career when they appeared on a game show. Now it appears that reality TV and infomercials are the sign. Ok, so that may be rude and I am sure Robert Wagner, Pat Boone, and Barbara Eden could get an acting gig if they wanted to. But now even former Senator Fred Thompson is getting into the act! There is rarely a connection to the spokesperson and the product, and these companies know that folks don't buy from experts they buy from someone with a perceived solid character with a comforting and sincere voice. To listen to these actors tell it, a Reverse Mortgage (RM) is the ticket you need to "live the lifestyle you deserve in your declining years". It should however be a caution to make a major financial decision from the advice from a person getting paid to say a few words.

Lately this advisor has been receiving Reverse Mortgage information in the mail and it seems like these products run in cycles as do the benefits of annuities during anxious times. In this article we will explore what Reverse Mortgages are, how they work, and who they are meant for. Originally Reverse Mortgages were designed for seniors (with few assets and/or cash flow) who wished to remain in their homes until death. Since the first RM was taken out in 1961 the original intent, as well as the average number of loans have changed considerably. A good thing about the growth in loans is that fees and the interest rate charges should begin to come down, as historically they have been very high compared to other mortgage alternatives.

The RM is aptly named in that the lender makes payments to you, the borrower, the borrower does not make payments or pay the lump sum back until a triggering event. Those triggering events for the borrower can be: death, sale of the house, failure to live in the house for over 12 months, and/or failure to keep up with property tax and insurance payments. So, while the home owner does not have to make payments over the term of the loan, the balance or debt increases and the equity decreases.

There are three basic RM products available: the Home Equity Conversion Mortgage (HECM) which is the most common product from the Federal Housing Administration; the Fannie Mae Home Keeper; and products offered by private institutions that will loan on higher valued properties. The way in which the borrower may receive the money will vary on their

needs. One can take the proceeds in a lump-sum, a monthly payment, in a line of credit, or in a combination of the previously listed methods.

While the strategy can be a good one it is not for everyone and there are a couple

borrow can depend on how old the borrower is, interest rates, and the appraised value of the home, for which there is a maximum determined by the average home price in your area. Considering the maximum loan amount, a home owner may end up with

To qualify for a RM the home owner(s) must be 62 years or older, and own the property and it must be their primary residence.

of drawbacks. The fees and interest rate are high relative to conventional mortgage financing. The set-up cost for an HECM can be 5% of the loan balance and the interest rate (which is tied to the one year treasury) may be significantly higher than that of a regular mortgage. Not only may the interest rate be higher but it is compounded over the period of the loan which could be a big drawback over a long period of time. Another drawback for many can be the loan amount. The amount a home owner can

considerably less than the actual value. Even with a private lender; the amount may end up being only 35% or less of the value. While the average may be higher than the 35% mentioned the home owner needs to have substantial equity in the home.

To qualify for a RM the home owner(s) must be 62 years or older, and own the property and it must be their primary residence. And considering the complexity of these types of loans, borrowers are required to meet with an approved

HECM counselor to make sure they understand the loan. Regarding the age of the borrowers, if one spouse is considerably younger than the other, it is a good idea to review ownership options. Since the amount of the loan is in part based on the age of the borrowers there are strategies to change title and protect the younger spouse while maximizing the loan amount.

While a Reverse Mortgage can be a good tool for the correct situation and for the right person, they should not be considered to be a vehicle to "the life style you should be living". Along with any financial planning strategy, the RM should be considered with care, discussed with your advisors, and compared with the alternatives.

The purpose of this article is to inform our readers about financial planning/life issues. It is not intended, nor should it be used, as a substitute for specific legal, accounting, or financial advice. As advice in these disciplines may only be given in response to inquiries regarding particular situations from a trained professional. Ray Sagner is a Certified Financial Planner™ with The Legacy Group, Ltd, a fee only Registered Investment Advisory Firm, in Salem. Ray can be contacted at 503-581-6020, or by email at Ray@TheLegacyGroup.com You may view the Company's web site at TheLegacyGroup.com



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Willamette Chamber Players Spring Concert



Daniel Rouslin



Anita King



Jason Duckles

Willamette University's faculty trio, the Willamette Chamber Players (Anita King, piano, Jason Duckles, cello and Daniel Rouslin, violin), will present a program of Beethoven, Bloch, and Ravel at 7:30 PM on Tuesday, April 2, 2013 in Hudson Hall.

The program will open with the spritely Trio in E-flat Major, Opus 1, No. 1, one of Beethoven's earliest published works, composed in 1794, shortly after the composer's arrival in Vienna from his native Bonn, Germany. Haydn's influence is apparent here, but already with Beethoven's idiosyncratic stamp on it.

Second on the program are Three Nocturnes for Trio composed in 1924 by

the Swiss-American composer, Ernest Bloch. These were composed while Bloch was director of the Cleveland Institute of Music, 17 years before he settled in Agate Beach on the Oregon coast.

The concert will conclude with the haunting and passionate Trio in A Minor by Maurice Ravel, composed in 1914.

No advance ticket necessary. Suggested donation at the door will be \$8 Adults; \$5 Students. Free to Willamette faculty, staff and students with I.D. For further information contact the Willamette University Music department at 503-370-6255 or email dtrevett@willamette.edu.

Debra Herring Studio To Hold A Charity Accessory Drive In April

The Boutique will partner with Mid-Valley Women's Crisis Service to collect items

Debra Herring Studio, a unique clothing boutique, will partner with the Mid-Valley Women's Crisis Service (MVWCS) in April to collect women's accessories. The items will be donated to the women who are served by MVWCS who are starting over or job hunting. Items will be collected by the boutique, located at 4093 Commercial Street SE, throughout the month of April, during the hours of M-F: 10-6, Sat: 10-5. Suggested items include: scarves, hosiery, bras (all sizes), socks, new underwear (all sizes), shoes, purses/luggage, umbrellas, jewelry, alarm clocks, hygiene items, watches, bus tickets, gift cards for gas, etc. Everyone who donates an item will get a raffle ticket for a drawing at the boutique.

MVWCS Board Member, Vickie Simpson, will be at the boutique on Saturday, April 20 from 11 a.m.-3p.m. to talk about the program as well as their fundraising project for the Center for Hope and Safety, a larger advocacy office which will provide additional resources for clients.

Debra Herring, owner of Debra Herring Studio said, "Our clients are so generous. It is a joy for us to be able to facilitate this accessory drive and to help women who have to start over and to promote the important work of our Women's Crisis Center."

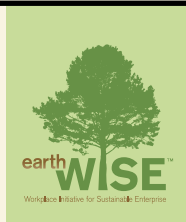
The Mid-Valley Women's Crisis Service



Debra Herring

offers a safe refuge and support to victims and survivors of domestic and sexual violence. For more information on the Center for Hope and Safety project visit www.HopeandSafety.org or contact Sara Brennan. 503-378-1572, sara@hopeandsafety.org.

Debra Herring Studio has been honored as 2012 Best of the Mid-Valley's Best Woman's Clothing Store and Best Place to Buy a Unique Gift. The boutique is located at 4093 Commercial Street in South Salem and is an authorized dealer for Brighton and supplies a range of fashion that includes Tommy Bahama, Joseph Ribkoff, Tribal, Jag, NYDJ and Tyler Candles, among others. For more information visit DebraHerringStudio.com or call 503-375-3750.



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New Beginnings: *The Pringle Marketplace*

Salem-based sustainable development firm, Wildwood, Inc., is currently in the process of transforming a historic schoolhouse property located at 4985 Battle Creek Rd, SE, the former Pringle Elementary School, into a vibrant mixed-use development called the Pringle Marketplace.

John Miller, President of Wildwood, Inc., acquired the property in the late 1980's when the School District designated it as surplus. John saw the potential of the structure and was interested in preserving the property, rather than seeing it demolished for future development.

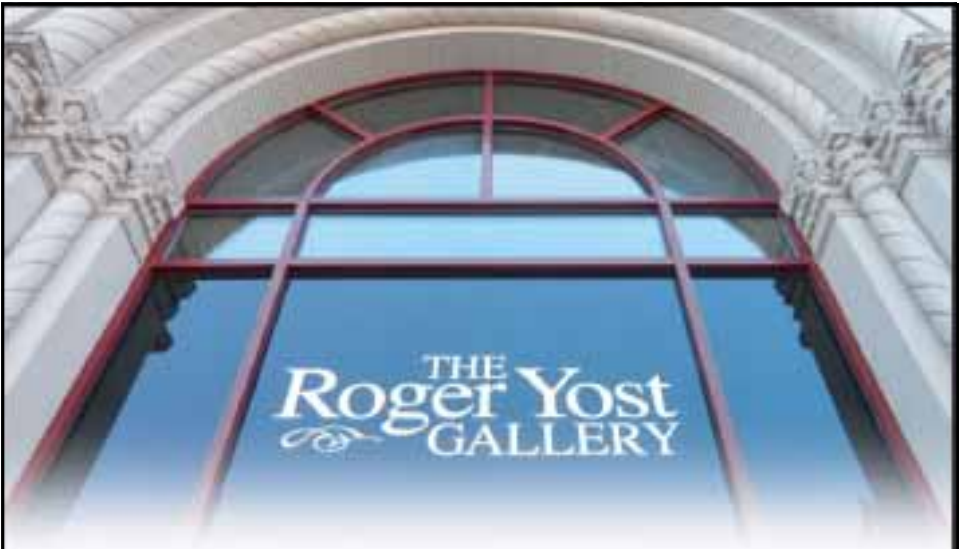
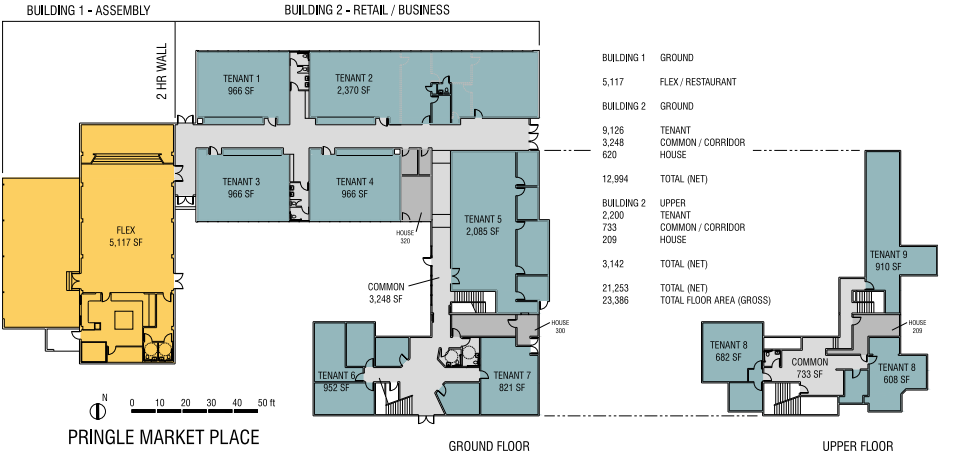
In the early 1990's, Wildwood performed an AIA Award winning remodel of the building, creating office spaces for local small businesses. The remodel also included sustainable features such as converting a portion of the parking lot into a beautifully landscaped courtyard and installing a large, 32 kW solar array that offsets over 50% of the buildings electrical usage.

The proposed redevelopment will focus on the existing classroom spaces and former gymnasium and will feature a wide variety of uses including classrooms-turned-retail shops, commercial office space, market

spaces and a family friendly restaurant. Wildwood Vice President Travis Henry describes the vision for the schoolhouse as "...a destination property that celebrates the historical charm and architecture of the school and surrounding site." The property also enjoys close proximity to downtown Salem and to several growing neighborhoods that are within walking/ biking distance.

The timing for proposed redevelopment could also not be better as the SE Salem area is experiencing a major influx in development activity, including 40,000 SF of medical clinic and associated office space for Salem Clinic – located directly across the Battle Creek Rd. from the Pringle Marketplace. Construction on the new clinic space began this week and should be complete by this winter.

Wildwood, Inc. was founded by John D. Miller who has been developing sustainable residential, commercial, agricultural and industrial projects in Salem for 40 years. John and was recently honored by the Friends of Straub Environmental Learning Center with a special Lifetime Achievement during this year's Green Awards Ceremony.



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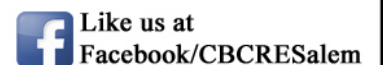
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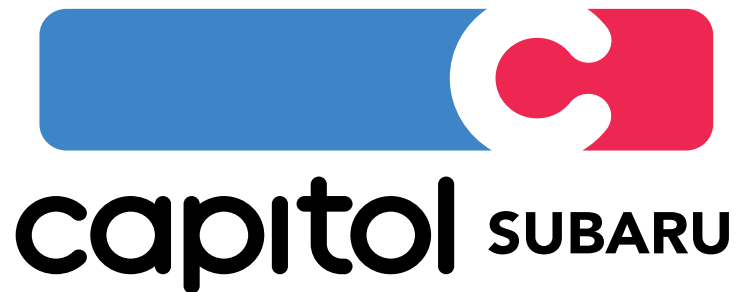
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Stuck In Your Ways....Change In Business



Telling Your Story *MARY LOUISE VANNATTA, CAE*

I took a call the other day from someone who wanted a website changed so he could access it from Windows 95. He wasn't happy when I told him the price of accommodating this older technology wasn't cost effective for our client. In the professional world, this businessman definitely needed to change to keep up with the 2000's, much less 2013. As I get older, changing with the times is getting more and more difficult, so how do we keep up so we can compete and avoid professional obsolescence altogether?

Human knowledge is growing at an exponential pace, doubling as fast as every two to three years. You can either keep taping things on the VCR or you can propel yourself into what the world has around you. Now, this is not a requirement for every profession or every personality, but if you plan to compete in business, you must adapt and change at a more rapid pace than ever before. Here are a few ideas to help you.

Let's get technical. Don't expect others to wait for (or accommodate) you. I'm not a fan of running out and purchasing the first generation of every product, but by the time it's on its third upgrade, it should at

least be on your radar. If you choose not to use email, don't want to text or venture into social media that's OK, but don't expect your friends, clients and clubs, who have advanced into these realms, to make special accommodations for you. There

Nightmares" features dozens of examples of restaurateurs who refuse to update their decor and menu to meet the expectations of the modern diner. Their core problem seems to be that even though their food is clearly terrible (visual appearance and

in this competitive industry.

VCR repair? Bowling pinsetter? Choose to adapt or you may find yourself jobless. The writing on the wall may be clear to others, but not to you. Keep abreast of future opportunities and changes in your profession by reading trade and corporate publications. Follow industry leaders on Twitter. While industry circumstances may be beyond your control, being ahead of the curve will keep you competitive. To protect yourself from obsolescence take classes, do job rotations and get career counseling. You don't necessarily have to leave the career you love, but you might benefit from diversifying.

Can you make the switch? The world will keep rapidly changing and part of the fun is learning something new and growing with it. You might not be ready for Windows 8, but XP isn't so bad.

Mary Louise VanNatta is CEO of VanNatta Public Relations, a PR, event planning and association management firm founded in Salem in 1967. www.PRSalem.com or twitter.com/PRsalem.

THAT'S THE WAY MY 'FATHER/ GRANDFATHER' ALWAYS DID IT AND IT SEEMED TO WORK FOR THEM

are many classes, products and friends out there that can assist your transition into the modern age. You will be left out the farther you get behind, so don't be mad if you miss an E-vite to your sister's wedding.

Reality Check-your customers are changing even if you won't. We've always done it this way and we're not going to change it. The Fox TV show, "Kitchen

taste), they continue serving the same dishes because "that's the way my 'father/ grandfather' always did it and it seemed to work for them." Gordon Ramsey, famous celebrity chef and show's host, gives them a reality check by pointing out flaws and giving them tools for success. Those who can't handle that heat are basically forced out of the kitchen and doomed to failure

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Cracks In The Sidewalk

Good news for many of us. Those cracks in the sidewalk will not break anyone's back. (For those of you who know and can recite the old phrase re: sidewalk cracks, please explain it to those who do not know the old phrase. It's a generational thing.) Now, the reality check. There are things in this world that can break our backs... and our courage... our plans....our set goals. These dreaded back-breakers don't always show up as clearly as cracks in the path. They are mostly covert; lurking on the sidelines. Ready to pounce. Some people call them "missed opportunities" brought about by not being aware of the abundant resources available to us. Others blame it on the weather when the spine feels weak and the hill is too steep to attempt. Then there are those who experience back pain from carrying around all the foils and glitches ever known to them, mostly from the past, but often still in the making, mixed with pain induced from heavy loads, low energy, high anxiety, waves of regret and floods of wishful thinking.

April can become a proven time for a turn-around. The mere tone of the word "April" can bring a shift in unbalance; a shift that begins to make right the ill-sorted parts in our routines. Try saying the word three times...April, April, April. Does it not conjure up feelings of renewal, green grass, the name of an old friend, a calendar page that begins the 2nd quarter of the

Rushing Reflections *BO RUSHING*

year? Now, let's not confuse a "new goose" attitude with this revival and renewal period, brought to us courtesy of the month of April. There is a huge difference between the two. Let's explore.

I'm inclined to believe there is a basic thread that wove together yesterday; the same basic thread that weaves and connects yesterday to today and to tomorrow. That basic thread is our attitude.

A new goose attitude suggests we simply wake up each day, crossing out the things from the day before and agreeing with ourselves to just start all over again. In some respects, there are things that need to go. Things which are no longer allowed, no longer acceptable as part of our routine. These are things like stinkin' thinkin', self-loathing, jealous vibes, unworthiness, a scarcity mentality... the list goes on and on. Caution: When trimming the list of keepers from yesterday, take care not to be too quick in dismissing the things that challenge us, prove us wrong or cause us delay. Pay attention to those things. They are keepers. They cause us to be sharp and snapped in place for the journey. A bright and shiny slate to wake up to each morning might be an extravagant over-kill when grooming the keep/don't keep items, not to mention

how boring a constant bright and shiny slate can be. We all need the challenges that come from imperfection. Dumping the cache of wisdom collected each day may cause us to lose the priceless lessons found

in the mix. A stronger plan of action for improving each day really begins to happen when we take time to review the inventory of yesterday; setting aside the things that didn't work out, preserving and repeating the things that did work. By blending into today the lessons learned from yesterday, we become refurbished, able to begin again. All moments of our history are important for changing our future. I'm inclined to believe there is a basic thread that wove together yesterday; the same basic thread that weaves and connects yesterday to today and to tomorrow. That basic thread is our attitude.

Definition: at-ti-tude, noun. Manner, disposition, feeling, position, etc., with regard to a person or thing; tendency or orientation, especially of the mind. Key word here...the mind. In other words, "I am

convinced that life is 10% what happens to me and 90% of how I react to it. And

so it is with you... we are in charge of our Attitudes", so says Charles W. Swindoll. I'd like to add a few words to Mr. Swindoll's thoughts. When we change our attitudes from negative to positive, our energy levels increase. When energy levels increase, we see improvements surrounding the dynamics of a relationship or a situation. Again, the basic thread, Attitude, keeps us up and going in the right direction, day by day.

We at the Rushing Group fear not the cracks in the sidewalk or the glitches from the day before. We pay attention and learn from those things as we contribute wholly within our Team, our families and our communities with an Attitude of Plentiful. We welcome this renewal of springtime and we are excited to fully partake in its rewards. We wish the same for each of you.

Bo Rushing, in collaboration with Linda Harris

Bo Rushing, CCIM, owner and principal broker of Rushing Real Estate, Inc. (503) 588-8500, bo@rushinggroup.com, www.rushinggroup.com

Linda Harris, freelance writer and managing partner in the Employee and Process Development firm of Harris & Associates, (503) 951-0886, lharris@monitorcoop.com



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Jerry Moore, The “Everyman” Chief



“Best of” – At Large BILL ISABELL

His 91 year old Dad, Larry, **How**ned a commercial business supply store in the early 60s at what is now the Spaghetti Warehouse. That’s where he really did his growing up working weekends and delivering supplies for his dad. That business location was a responsible precursor to what would become his life’s work.

The Smoke Shop tavern was nearby and, as is frequently the case around places where a lot of people drink alcohol, he witnessed a lot of police activity. It was extremely fascinating and captivating and it intrigued him along the lines of law enforcement. Somehow, he thought, he wanted to be involved in the good side of that.

Salem’s police chief, Jerry Moore, was born in 1954 in Eugene but from the age of 3 was raised in Salem. He went to McNary High School where he participated in a number of sports. He graduated from McNary in 1972.

Following high school, Moore tried Oregon State University for a short time then transferred to Chemeketa’s law enforcement program. He also played point guard for the basketball team, the Storm, and set records for assists both for a season and in a single game.

Young Jerry then transferred to OCE, now Western Oregon, where he studied law enforcement and social sciences graduating from there in 1977. Less than a month later he was hired by the Dallas Police Department, at least partially because he had been riding with them as a volunteer for 20 hours a week while a student at OCE.

Moore stayed with the Dallas PD for 2 ½ years, first on patrol and later as a detective. He was hired as a patrol officer by the Salem Police Department on December 26, 1979. Jerry was thrilled to just be in law enforcement back in his hometown and had no thought or intention of ever moving into management.

But intentions are one thing and reality is another. Obviously, I’m sure, because of his stellar performance at each level, Moore was quickly promoted up the ladder to corporal, sergeant, lieutenant and eventually, captain and deputy chief.

Moore had a ton of experience in all aspects of police work. He was a patrolman and a detective. He was on and eventually led the drug teams and headed up Salem’s first street crimes unit. In short, he did it all on his way to where he is now. And he hasn’t forgotten what he was there for, where he came from and who helped him on the way up. And that leads us into his next chapter.

Around 2000, he and then chief, Walt



Salem’s Police Chief, Jerry Moore

Myers, decided it was time to reach out to the growing ethnic minority population and their leaders, and develop some community partnerships that could mitigate some of the perceptions at the time of police profiling. And that’s where I came in and would eventually meet Lieutenant Jerry Moore.

Walt Myers knew of my work as the

authorized chair establishing a Salem/Keizer NAACP in 1994 and that I was its first elected president. He felt that with my communities of color connections, I could help him and the Salem Police Department (SPD) with those community partnerships he and Lieutenant Moore wanted to develop. Myers placed me on his Community Policing Advisory Committee

and I was elected chair. Five years of monthly meetings later we initiated the Salem Citizen’s Review Board (SCRB).

The SCRB has been in place now for 12 years and, because of it and because of the fine leadership of the Salem Police Department and its officers, had only 4 complaints during that entire period! It has accomplished well beyond what Walt Myers and Lieutenant Jerry Moore had initially envisioned and helped build the positive relationships with the SPD and, not only the minority community but with the community as a whole.

Chief Jerry Moore’s calendar is absolutely crazy. He showed some of it to me on his computer and it made me feel like a lazy piker. Moore said that’s just the way he likes it. He has always hated slow, even when on patrol years ago. His best work happens, he says, when his “hair’s on fire”. And it’s on fire now because he continues to do what he believes is one of the most important aspects of a police department, building positive community relationships. And that’s usually done eyeball to eyeball starting with his eyeball.

Marion County District Judge Courtland Geyer characterizes Moore’s participation in community and other meetings as “a voice of reason”. And after all of those meetings I had over the 5 years on the Salem Community Policing Advisory Committee with Jerry Moore frequently present, I couldn’t agree more. He was the 4 Cs: Calm, Cool, Collected and Considerate.

Chief Moore beams with pride when he talks about the 300 employees who work under him. He would rather refer to them as “team members”. He says one of the most important keys to any success they’ve achieved is hiring great people and providing great training including training in the philosophical “best practices” when interacting with your community at all levels. “We have to understand that everyone is human but with unique histories that mold them the way they are and that treating them all with dignity and respect and always leaving them with the sense that they were heard. That’s essential”, says Moore.

From my visit with Chief Moore, I couldn’t help but sense the great amount of empathy he appeared to have for others, at all levels of society. I thought he was someone who, knowingly or not, exhibited the “7 habits of highly effective people” as described by Steven Covey in his best-selling (and one of my favorites)

continued to page 22 “Jerry Moore”

continued from page 21 "Jerry Moore"

book of the same name.

Moore says, "that the community wants to love us, have us take care of them and feel safe and respected. Police live in a world of conflict, continued Moore and their good days involve people who need help, and they (the police officers) get to help them".

He believes that the SPD's in-house training is outstanding with attention paid to what's going on in the rest of the world. "It's a holistic approach to address the needs of human beings at all levels", says the chief.

Jerry Moore was appointed SPD chief in November 2005 after Walt Myers retired. Again, he never really wanted it but was highly recommended for it because of his accomplishments as a police officer and especially because he was a "community guy", a person who grew up here.

And former Chief Walt Myers may have started the tremendous community relations improvement in the SPD in the late 90s with one of his lieutenants but that lieutenant later became chief and has taken the Salem PD to new high levels of success. That's why you rarely read (I can't even remember one) negative stories about it. When I first arrived in Salem in 1987, there was plenty of negative publicity about the SPD. Gone!

According to statistics published in the Salem Statesman Journal recently which have a huge bearing on the business environment and successes in this town, Salem ranks 146th on the 2013 City Crime Rate Rankings which include measurements for murder, rape, robbery, aggravated assault, burglary and motor vehicle theft. That means local residents are about 20 percent less likely to become crime victims than the average U.S. resident for cities of 75,000 and higher and safer than both Eugene and Portland in Oregon.

Moore says that the vast majority of crime here in Salem is property crime. And a large reason for that has been the

tough economic times which started in 2008 with the downward trend of the economy. But back to the unassuming, everyman chief of police for Salem.

Moore says his biggest professional challenge is simply trying to do his best to lead an organization the size of the SPD. They're all diverse human beings and he wants them to feel the SPD is a place where they are proud to work and a place where they all feel comfortable.

Personally, he feels his greatest accomplishment is the good feeling he has about all of the positive relationships in his department and the sense of "team" that he believes it has, a team that he continually promotes. Here's a man who loves his people.

When he first became chief, he could barely sleep because of his sense of immense responsibility and his desire for perfection. Ultimately, he says, he had an epiphany and one day immediately understood and accepted that there would be ups and downs in his job. Now it's all second nature.

But Moore's not all work. He proudly speaks of his two boys, both graduates of South Salem High School. Eric, 22, attends and plays basketball for Pacific University. He wants to be a teacher and a coach.

Kyle, 19, attends OSU and hasn't yet decided what he wants to do. Neither of them desire to follow in dad's footsteps as police officers, not yet anyway, and Jerry's OK with that.

Chief Moore's hobbies include running, working out (I see him all the time at the gym), and Beaver athletics. He loves to spend time with his girlfriend Samantha (Sam) Short. He says he's a kind of a stay-at-home type so she challenges him by getting him out of the house and adding some fun and interesting times to their lives. They met about 8 years ago at an OSU tailgate party. He states emphatically that Sam's a lot of fun and beautiful on top of that!

He also enjoys cooking dinner for his dad every week understanding that he will not always have that opportunity so he needs to take advantage of it while he can. His dad's wisdom is also of great value to him and he enjoys their talks especially when it includes his late mother, Rosemary, who passed many years ago.

And then there's the invaluable quality time spent with his boys. As every parent knows, when your kids leave home for college, the service or just to try something new, it leaves a bit of a void in your life and you relish time spent with them when they're back at home. Moore works hard to schedule time with each of them when they're in town.

Finally, I have to say this from my personal standpoint of nearly 15 years knowing and working with this man. Salem is very lucky to have him. Jerry Moore is a great chief of police! But he's also one of the nicest people I've had the good fortune to know in life. He is, indeed, an "everyman" chief. If you ever saw him away from work in his workout clothes or casual attire and his almost always present old cap, the last thing you'd think of him as, if you didn't know who he was already, is a police chief. He seems without ego and employs a wonderful quality of empathy and respect for others regardless of their station in life. I'm really proud to call him my friend!

Who knew back in the late 60s and early 70s that a kid working for his dad's business near a tavern in Salem would become a man who would become hugely responsible for public safety and the capitol city's Chief of Police in 2005? Life is so interesting isn't it?

Bill Isabell is chief meteorologist for KBZY Radio, 1490am and a property and casualty specialist for Vandelay Allstate Insurance Agency at 735 Browning Ave SE, Suite 120, in Salem, Oregon

Visit The Mediterranean

By Justin Kimble

Allow your taste buds a tour of Greek cuisine at the Mediterranean. Until recently, I was unaware of a hidden "oasis" that exists in a downtown Salem market shop.

Alsham Mediterranean restaurant, Located inside and above the Downtown Grocery and Deli on Liberty St. - near the Reed Opera House.

There was a very exclusive feeling to the room due to it being tucked away. It seemed privately intimate, a great place to have a nice conversation with someone special, or a great place to conduct a power lunch meeting. Dining alone, the dining room was a nice place to sit and think.

I have never had a Greek Burger... will have to try that next time, as for now I am more captivated by the Shawarma... My order was in. While awaiting the arrival of my meal, I noticed that there is a wide selection of lunch sandwiches.

"Oh look at that beautiful plate of food coming towards me" ..and a smile on Tony's face... Then I was enjoying wonderful chicken with a perfect hint of garlic and spices. I cannot even begin to tell you how delicious my meal was... and I will try not to tell you how wonderful dessert was.. Yes I went with Baklava and a hot chocolate, I suppose a plus to the rainy Oregon weather is that Hot Chocolate never goes out of style. Now I am full and happy! I am glad I found a new place to allow my taste buds to travel away from my usual "American" pallet.

Be sure to check out the foreign foods section, containing an array of specialty world foods. You can even grab a candy bar or two. I will return with a lunch date soon—taking them somewhere exclusive might even impress them.

The Alsham Mediterranean restaurant can be found inside of the Downtown Market and Deli located at 145 Liberty St. NE they can be reached by telephone at 503-561-0334



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April is Child Abuse Prevention Month. There is a full slate of activities throughout April to bring awareness about this national tragedy. There are opportunities to learn about and visit organizations that work to prevent child abuse. Community meetings and training sessions to increase knowledge and understanding will be held. Activities and events throughout the month are geared to children of all ages as well as adults and even include a 5K run.

For more details go to <http://www.co.marion.or.us/CS/CFC/ChildAbusePrevention/2013Calendar>.

Year after year there are more than 11,000 victims of child abuse in the state of Oregon. In Marion County there were 1,087 victims in 2011. Take time to reflect on these tragic victims by strolling across Salem’s Pedestrian Bridge that will be illuminated with blue lights in recognition of victims, and pause for a few minutes at the Marion County Courthouse where the large tree at the corner of Court and High Streets will once again be full of blue ribbons, one for each young victim of abuse.

A growing concern affecting the health and safety of our children is the dramatic increase in prescription drug abuse which in turn contributes to the rise heroin abuse

Marion County Commissioner *PATTI MILNE*



and death from heroin use.

The Marion County Children and Families Commission’s primary objective for 2012-13 is to address issues relating to addiction and mental illness. Knowing the issues surrounding prescription drug abuse are complex, last fall the Children and Families Commission Executive Committee decided to spearhead a collaborative process with several public and private community partners including local hospitals, the Marion County Health Department, District Attorney’s Office, the Sheriff’s Office, police agencies, and the Public Safety Coordinating Council which I chair.

What has come out of this process is “DrxugSafe,” a project to raise community awareness about prescription drug and heroin abuse in Marion County. Three key messages the project wants to convey are: to keep children and youth safe from drugs, store and dispose of prescription drugs safely, and use prescription drugs safely. We want to be clear that we value and respect our medical professionals. We understand they always work in the best interest of patients, and that medications are essential to maintain pain control and

help patients recovery from surgeries, treatments and conditions that require certain drugs.

At the same time, opiate-based prescription drugs such as Vicodin, OxyContin, Oxycodone and Percocet can fuel addiction that causes the user to desperately seek more. When prescriptions run out, users often turn to Heroin, another opiate, which can be stronger, cheaper and more addictive. This destructive addiction leads to startling statistics. Nearly one-quarter of the Marion County jail inmates reported using heroin in a 2011 survey. Forty-five percent of those same inmates said they used prescription opiate drugs prior to moving to heroin. Moving from prescription drugs to heroin was because it was cheaper and easier to get.

The Marion County medical examiner has investigated ten heroin related deaths and overdoses in the first eight months of 2012. In 2011, there were five heroin related deaths investigated.

Please attend one of the upcoming DrxugSafe community meetings to learn more about this horrible addiction and how to help keep our children safe.

Tuesday, April 23, 2013 at the Keizer Civic Center, 930 Chemawa Road NE in Keizer and Thursday, April 25, 2013 at Woodburn Health, 1475 Mt. Hood Avenue, in Woodburn. Both will be from 6:00 p.m. to 8:00 p.m. Watch for information on DrxugSafe Community meetings in Stayton and in Silverton coming soon.

On April 27, 2013, National Prescription Drug Take-Back Day, drop sites will be open from 10:00 a.m. to 2:00 p.m. around the county to dispose of unused prescription drugs and over-the-counter medicines that are expired or no longer needed. Sites will be in Hubbard, Keizer, Salem, Stayton and Turner. Please go to the website noted above for more information.

April is also Drug and Alcohol Prevention month. Let’s be mindful that the health and safety of our children is up to the adults in our community. Our actions do affect our young people and make lasting impressions on them. Get involved in one of these events or activities throughout April and learn how to help our children make healthy life choices.

Joshua Bell, Oregon Symphony Association, at Smith Auditorium

Beloved artists will return for the Oregon Symphony Association in Salem’s (OSAS) 2013-14 season schedule, including cellist and Oregon Symphony Artist in Residence Alban Gerhardt, pianist Emanuel Ax and world-renowned violinist Joshua Bell.

Performers new to Salem will include English conductor Mark Wigglesworth and pianist Inon Barnatan.

The Grammy-nominated Oregon Symphony will shine in performances of Haydn’s Symphony No. 64, “Tempora Mutantur”; Verdi’s Macbeth; Beethoven’s Symphony No. 7; Stravinski’s The Firebird; and many more.

Additionally, the often-requested holiday special, Comfort & Joy: A Classical Christmas, will provide Salem with a timely winter delight.

“This is what live music is meant for,” says Executive Director Stacy West. “These performances will both stretch us and remind us of works we already know. We’re so excited to share this year’s lineup with Salem.”

The OSAS has brought the Oregon Symphony to Salem for 58 years, and it continues a decades-old partnership with Willamette University.

All performances will take place at Smith

Auditorium at Willamette University and begin at 8 p.m. The full schedule is as follows:

Tuesday, Oct. 1
Kahane Plays Beethoven
Carlos Kalmar, conductor
Jeffrey Kahane, piano*
Bartók: Dance Suite
Beethoven: Piano Concerto No. 3*
Haydn: Symphony No. 64, “Tempora mutantur” Johann Strauss, Jr.: Tales from the Vienna Woods

Friday, Nov. 15
Romeo & Juliet
Justin Brown, conductor
Inon Barnatan, piano*
Verdi: Macbeth ballet music
Ravel: Piano Concerto in G major*
Berlioz: Romeo and Juliet, orchestral excerpts

Friday, Dec. 20
Comfort & Joy: A Classical Christmas
The Oregon Symphony will sparkle with Christmas and holiday favorites — with special family pricing so that even the youngest can dress up and celebrate the season!

Friday, January 10, 2014
Emanuel Ax plays Bach & Strauss
Carlos Kalmar, conductor
Emanuel Ax, piano*
Beethoven/Weingartner: Grosse fuge
Bach: Concerto in D minor*
Strauss: Burleske*
Beethoven: Symphony No. 8

Saturday, Feb. 8, 2014
Beethoven’s Symphony No. 7
Mark Wigglesworth, conductor
Johannes Moser, cello*
Lutoslawski: symphony No. 4
Schumann: Cello Concerto*
Beethoven: Symphony No. 7

Tuesday, April 8, 2014
Dvořák’s Symphony No. 5
Carlos Kalmar, conductor
Alban Gerhardt, cello*
Pärt: Cantus in Memory of Benjamin Britten
Shostakovich: Cello Concerto No. 2*
Dvořák: Symphony No. 5

Friday, May 16, 2014
Joshua Bell plays Sibelius
Carlos Kalmar, conductor
Joshua Bell, violin
Sibelius: Violin Concerto in D minor
Stravinsky: The Firebird (complete)



Joshua Bell

Ticket prices have not increased this year. All of the classical concerts range from \$35 to \$50. The Joshua Bell concert will be \$50 to \$70, and the Comfort & Joy concert tickets will range from \$20 to \$40.

Subscribers save 10% and secure the best seats for the entire season.

Founded in 1955, the Oregon Symphony Association in Salem presents Oregon Symphony and other high-caliber concerts each season at Willamette University’s Smith Auditorium. For 58 years, the organization has brought the Oregon Symphony to mid-Willamette Valley residents and has supported numerous music education activities for children and adults right at home.

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3 April Experiences Of Note For Salem Chamber Members

As we wrap up Spring Break week, there are three experiences coming up in April that we would like to draw your attention to. Thank you for your ongoing commitment to this organization and for helping make Salem a great place for business.

Unveiling of the Riverfront Park Apartments, Monday, April 1 at 5pm; Riverfront Park Carousel

You are invited to take part in a special open house to visualize the future of the former Boise Cascade property on the south end of downtown Salem. Click the following link for your invitation: <http://bit.ly/11XGQKN>

Embracing Arts and Culture in Salem Monday, April 8; 11:45am - 1pm; Salem Convention Center
Sponsored by US Bank; No RSVP necessary


The April Forum Lunch will feature three speakers on the growing arts and culture scene in Salem. Guest presenters will include Roger Yost presenting on the Roger Yost Gallery and his other entrepreneurial efforts to bring the arts to downtown Salem

and beyond. Also featured will be Graham Morris, Executive Director of the Salem Multicultural Institute who will present on the growing popularity of the World Beat Festival. In its sixteenth year this June, the World Beat Festival now reaches 30,000 people in their 2 day event. Meaghan McGraw of the Salem Art Association will present on the continued success of the Salem Art Fair. In the past 3 years, the Salem Art Fair was been ranked as one of the Top 20 Art Fairs in the United States by the Art Fair Sourcebook.

Inaugural State of the School District Address, Wednesday, April 10; Salem Convention Center, Buffet Opens at 11:30am, Program Noon-1pm, No RSVP necessary Co-Presented by GHR and Maps Credit Union


The Salem Chamber is proud to coordinate the inaugural State of the School District Address in partnership with Salem Rotary and the Salem City Club. The program will feature Superintendent of Salem-Keizer Public Schools, Dr. Sandy Husk. Please join us for this annual event showcasing the importance of our public education system.

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4 BEDROOM SPACIOUS HOME

Cascade Mtns & City views from the kitchen, LR & Mstr bdrm! 2370 SF w/open living in the LR, DR & kitchen. Italian porcelain tile floor in entry, hall, kitch & dining area. Lots of storage, additional room/shop area off garage. Private bckyd for entertaining! \$278,500 (659327) Rick & Ande Hofmann 503-390-8000 Code #1995 RE/MAX Equity Group



Remarkable property. Well-maintained home & acreage property! Don't let the home size or bdrms fool you! Office on the main that could be converted to a bdrm aslo as an 1100 SqFt bsmnt that could be easily converted to living space if desired. A 40 Ft covered RV parkin. Lrg deck. Peaceful living, minutes from Downtown. \$375,000 John L. Scott Salem 503-585-0100



Executive Retreat! Parklike setting across the road from the little North Fork River on 4.17 acres. Seasonal creek and pond, sm. barn, fenced pasture, sm. orchard, and shed. This home is very well kept with A/C, open kitchen to dining area, LR w/ wood stove and lg windows throughout letting in plenty of light. Lower level can be huge master suite w/ beautifully updated bath, living area, library, walk in closet, exercise area and private office. \$324,000 (658971) Brian & Nina White 503-385-1518 Paramount Real Estate Services



ONE OF A KIND ESTATE

Spectacular, 4661 SF Manor with unsurpassed views of valley & river on nearly seven acres. Italian marble foyer, chef's kitchen inclds dual DW & subzero frig, master w/dual W-I closets, in home professional office, huge utility/craft room. Double heating & cooling systems & unimaginable storage areas. \$1,175,000 (658801) Marilyn Shotts 503-510-2473 RE/MAX Equity Group



BATTLECREEK RUNS THRU REMARKABLE PROPERTY

102 acre farm & home just 15 minutes from downtown Salem. 3903 SF home w/4 bd & 3.5 bath, 3 outbuildings, fenced pastures! Income from hay fields & Christmas trees, plus 2nd home. \$990,000 (652882) George Grabenhorst 503-559-9397 Owner is licensed Oregon RE Broker - RE/MAX Equity Group



Beautiful Macleay area home. The fenced property has a 36X48, 6 stall barn. Wide hallways, no steps and a large tiled wheel in accessible shower in ONE of the 2 master bedrooms. Updated kitchen includes granite counter tops, hardwood floors and oak cabinets. Newer hot water heater, and new heat pump. Vaulted ceilings welcome you into this beautiful home on the top of the hill. \$445,000 John L. Scott Salem 503-585-0100



PEACE, PRIVACY & WATER

45+ acres with so much to offer! Crabtree creek frontage, 2 acre pond, outstanding park-like setting, outbuildings set up for livestock/horses. 2700 SF home with 5 bdrm, 3 ba, master on main, daylight basement. \$895,000 (661928) George Grabenhorst 503-559-9397 RE/MAX Equity Group



UNIQUE CRAFTSMAN STYLE HOME

3 Bdrm, 2.5 bath, 1720 SF home located in the desirable Fairmount neighborhood! 9' ceilings, fireplace, built-ins. Master has hardwood flrs, walk-in closet & French doors to deck. \$298,000 (660244) Rick & Ande Hofmann Hotline 503-390-8000 #1855 RE/MAX Equity Group



CROISAN MOUNTAIN

Stunning & beautiful secluded lot (over 1/2 acre). Located in a small, private, upscale neighborhood atop Croisan Mountain. This spacious lot is a perfect setting for new home construction with an estate gate. \$119,900 (660749) Rick & Ande Hofmann Hotline 503-390-8000 #2215 RE/MAX Equity Group



Follow the long private drive up to a home w/total privacy. Features beautiful hardwood floors, lrg open kitchen w/ great storage, house is freshly painted & move in ready. Also has 30x60 shop bldg w/full power & water. Setting is superior; 15.80 acres, lots of trees & meadows, a nice creek flows at bottom of property, wildlife is everywhere, has future marketable timber & there is a hunting cabin off in the woods of no real value but fun to camp in! If you want to get away & have your privacy, yet only min to town this is it. \$374,900 John L. Scott Salem 503-585-0100



National Public Health Week, April 1-7, 2013, Features Photo Project Showcasing Local Community Members

With National Public Health Week just around the corner, the Marion County Health Department (MCHD) will be showcasing what public health looks like in our area and celebrating community members participating in public health with a photojournalism project and trivia contest.

Health Educators from MCHD Prevention Services, equipped with cameras, have been roaming the county to find examples of everyday people engaged in everyday activities reflecting public health in action all around us. During the week of April 1-7, these photos will be posted on the official MCHD Facebook and Twitter pages at various times each day based on a daily theme.

To view these photos, LIKE us on Facebook (www.facebook.com/MarionCountyHealth) or FOLLOW us on Twitter (@MarionCo_Health) and get a glimpse into the lives of people all around the county. There will also be a trivia contest with a chance to win great prizes during the week.

Daily themes include:

- Ensuring a Safe Healthy Home for Your Family
- Providing a Safe Environment for Children at School
- Creating A Healthy Workplace
- Protecting You While You're on the Move
- Empowering a Healthy Community

National Public Health Week (NPHW) is observed in communities across the United States during the first full week of April every year. The theme for this year's event, National Public Health Week is ROI: Save Lives, Save Money, raises awareness of the value of public health and prevention in our community. To get involved in local activities surrounding National Public Health Week, please contact Marion County Health Department Prevention Services at (503) 981-5851.

Commitment

We Support Our Community

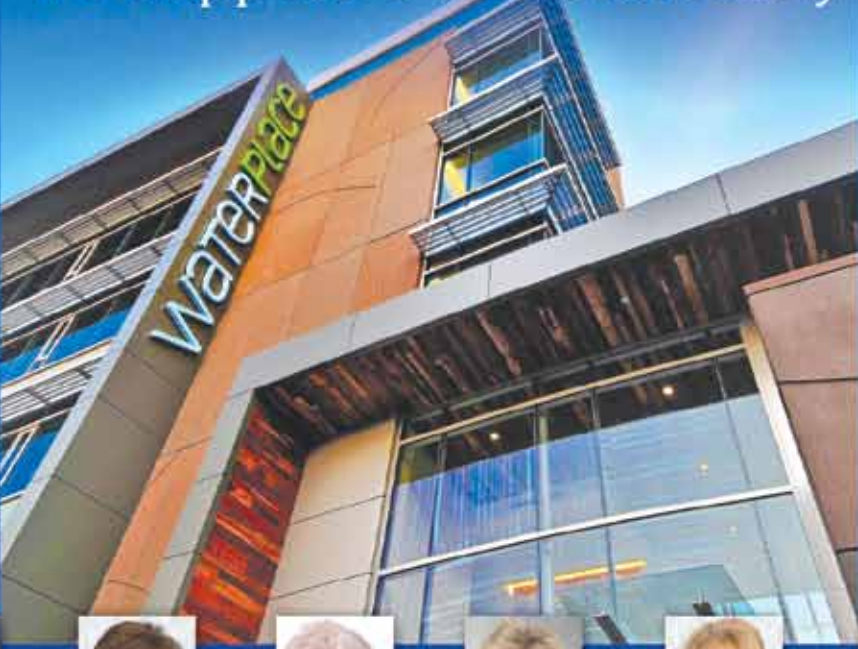














PHOTO BY RON COOPER

					
Theodore K. Urton	Pam Riddle	Robbie Sue Erion	Deone Wilson	Shirley K. Gilbert	AJ Nash
					
Cinda Brundidge	Kelli Terjeson	Melissa Kroes	KimberLee Chasteen	Teresa Doerfler	Joan E. Cuff

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