Roger Yost’s Reed Opera House SPECIAL ISSUE

Gerry Frank’s Memoirs page 24
2013 Toyota Camry
Lasting reliability! You can rest assured with your purchase of a Camry knowing that 90% of all Camrys sold in the last 10 years are still on the road!

2014 Subaru Forester
With all wheel drive and some of the best safety features in the industry, the Forester can take you anywhere you want to go!

2014 Chevrolet Impala
A stunning reinterpretation. With a bold stance and sculpted lines combined with a 305 horsepower engine, the newly re-designed Impala is engineered for excellence!
Secluded Vista Estate on nearly an acre! Visionary, 3865 SF home w/dramatic staircase, 5 brmdms, 4.5 ba, 2 FP, rich oak hrdwd floors, granite counters in kitchen, separate entrance to dual living. In-ground heated pool – all on lush, heavenly grounds. $439,900 (666140)

Timeless styling inside & out! Lovely, 2393 SF Sublimity home. Exquisite Brazilian Koa hrdwd flooring warms main level. High vaulted Great Rm, gourmet kitchen w/cherry cabs, solid granite counters, Butler’s pantry, Mstr on main. $284,700 (661891)

Desirable Fairmount Neighborhood! Close to downtown, Willamette University and the hospital. 3 brmdms plus den, 2.5 bath, 1720 sq.ft. craftsman style home. 9' ceilings, fireplace, built-ins. Reduced to $275,000. (660244) Rick & Ande Hofmann 503-390-8000 Code #1855

What a beautiful package! Nicely updated with attention to details. 4 brdm, 2 bath home on large .42 ac lot in South Salem. New deck, solar panels, 30 x 30 shop plus extra garden shed. Wonderful landscaping, paved walkways & water feature pond. $249,000 (664255)

Mountain view! Grand entry leads to great room w/gas FP. Ideal kitch features SS, granite, island w/eating bar, maple cabs & Wi pantry, 3 brmdms, 2.5 ba, large theatre room above garage includes equipment. Professionally landscaped & so much more! $250,000 (666281) Roger Elliott 503-569-5003

Desirable Fairmount Neighborhood! Quaint look in a quiet neighborhood. Recently remodeled, 3 bd, 2 ba home. Mstr with walk-in closet. Kitchen w/gas range, slate backsplash & maple cabs, game room upstairs, fenced yard & 10 x12 shed. $159,900 (666533) Melvin Culp 971-239-3025

Great location for country living in town on .8 acre! Large fr trees, sunny yard with raspberries & grapes, plus big shop/ RV shed (25x35). 3 bd, 1.5 ba home w/ partial basement, needs some updating but has good bones. $214,900 (665753) Don Meyer 503-999-2381

Great investment property - nice corner lot duplex with newer roof, vinyl windows & slider! Owner occupied on one side which has extra parking, deck, covered area for hot tub, nice private yard & tool shed. $165,000 (666522) Trevor Elliott 503-602-1039

Charming, well-built home w/10' ceilings & cove moldings on main. 1995 SF w/ features you will love – French doors, Plantation shutters in the dining rm & kitchen, Mstr w/tray ceilings & spacious mstr bath w/jetted tub. Dakin heating & cooling system & fenced yard. $279,900 (666730) Brian Bersis 503-559-9410

Complete Package with privacy, gorgeous grounds, view of N.Santiam River, pasture & timber all on 9.35 acres. Inviting, 2342 SF ranch style home w/ full basement, oversized garage, 16x34 RV garage, 24x36 barn w/loafing shed. SO MUCH to enjoy! $438,000 (662539) Donna Miller 503-931-7454

Convenient Country Living! 5 brdm, 2.5 ba, 2062 sq.ft. home. Updated apacs, 2 frplcs, 2 hot water heaters, built-ins. Poss. dual living, In-ground pool! Potential shop. Dwarf fruit trees, grapes, raised garden beds. $347,500 (666571) Rick & Ande Hofmann 503-390-8000 Code #2405

What a beautiful package! Nicely updated with attention to details. 4 bd, 2 bath home on large .42 ac lot in South Salem. New deck, solar panels, 30 x 30 shop plus extra garden shed. Wonderful landscaping, paved walkways & water feature pond. $249,000 (664255) Pattie Schad 503-580-6088

5 acres in a beautiful country setting with panoramic view of the South Western coast range. Private and serene location with custom 1296 Square Foot manufactured home. All new wood flooring throughout pole barn. $190,000 (666345) Marilyn Shotts 503-510-2473

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Tucked back away from it all - This will surprise you! Newer, 2110 SF, 4 brdm, 3 ba, home in downtown area built ADA accessible. LR w/ gas FP. Master on main; Bonus room could be 5th bdrm or use your imagination. Two car garage $215,000 (666486) Trevor Elliott 503-602-1039

Must See! Beautiful, Private Park-like Setting on .78 acre w/ Energy saving home & property! 1720 SF home, open flr plan w/vaulted ceilings, siphone insulation in ext walls, berries & garden area & rain water storage. Sep shop, guest quarters & inside RV storage. $259,900 (666135) Don Meyer 503-999-2381

Inviting, 2342 SF ranch style home w/butler’s pantry. 400 SF bonus room & cove moldings on main. 1595 SF w/rv garage, 24x36 barn w/loafing shed. Dual living. In-ground pool! Potential shop. $190,000 (666345) Trevor Elliott 503-602-1039

Beautiful 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! $305,000 (666827) Roger Elliott 503-569-5003

Peaceful Paradise on Willamette River! Gaze thru expansive windows of this 3 bedroom, 2.5 bath home on nearly an acre of land. 2 fireplcs, office, bar & indoor hot tub & A/C added to the amenities. Don’t wait to stroll in the yard and sit in this beautiful gazebo to enjoy a peaceful and refreshing life. $435,000 (665837) Marilyn Shotts 503-510-2473

Quiet location in a quiet neighborhood. Recently remodeled, 3 bd, 2 ba home. Mstr with walk-in closet. Kitchen w/gas range, slate backsplash & maple cabs, game room upstairs, fenced yard & 10 x12 shed. $159,900 (666533) Melvin Culp 971-239-3025

Huge 40x60 Shop w/office , 3 bd, 2 ba home on .69 acre! Ideal set-up for onsite mechanic shop. Home features beautiful hrdwd floors, dual FP & sep family room. HUD Owned; Sold As-Is. $52,200 (666598) Chris Aldrich 503-877-2897

Land Value Only – 1188 SF home is in poor condition. Could be a great build site or possible rental property. Does not qualify for financing. HUD Owned; Sold As-Is. $215,000 (666486) Chris Aldrich 503-877-2897

Good starter home with 3 Bd, 2 Ba & vaulted great room design. Master bdrm on opposite side of home from other bedrooms. End of flag lot. FHA approved. HUD Owned; Sold As-Is. $123,000 (666622) Chris Aldrich 503-877-2897

Luxurious Mediterranean style estate. Spacious 2 acres & 2105 SF home, plus 16x20 garden house. Features incl impressive columns, high vaults, bamboo & tile flooring & gourmet kit w/buter’s pantry. 400 SF bonus room & shop in third bay of garage. Dual living option. $625,000 (666376) Donna Miller 503-931-7454

Properly Remodeled ranch home w/butler’s pantry, Mstr w/tray ceilings & spacious Mstr bath, 1720 sq.ft. craftsman style home. Desirable Fairmount Neighborhood! $259,900 (666135)

Desirable Fairmount Neighborhood! Quaint look in a quiet neighborhood. Recently remodeled, 3 bd, 2 ba home. Mstr with walk-in closet. Kitchen w/gas range, slate backsplash & maple cabs, game room upstairs, fenced yard & 10 x12 shed. $159,900 (666533) Melvin Culp 971-239-3025
Salem’s Resilient Reed Opera House

RESILIENT REED

The Reed Opera House is shaping up to be one of Downtown Salem’s most resilient properties. Within weeks of decisions by Napoleon’s to close its four first floor businesses, and the Capitol City Theater to move its improv presentations to a street level venue a few blocks away, the historic Reed is alive and booming with new tenants.

The new main-floor shops:

Amanda Ashley’s Le Motive Salon featuring five hairdressers and facials by Miss Dany; Lucas and Dania Hess’s HattaWear hat shop; Timothy Goods’ Little Cannoli Bakery, which has been a thriving fixture in the Reed Underground for six years; And Deborah Edwards’ Busy Scissors Hair Salon.

Second Floor Productions, an arm of the Connection Life Church, immediately leased the second floor space vacated by Capitol City Theater and rechristened it the Cyrus Reed Theater, in honor of the building’s 19th century founder.

Carmelle’s Tea Shop snapped up the Reed Underground space vacated by Little Cannoli, and still another hairdresser, Laurie Kacalek—doing business as Salon Blu—has moved into the former home of Belgique Sugar Waffles.

Two other new Underground tenants are Finishing Touches, a shop selling clothing, jewelry and accessories, and the Prisms Gallery, a retail store operated by the Partners in Community Living.

Rebecca Maitland, vice president-creative director of the Reed, attributes the dramatic influx to the welcoming environment created by building owner Roger Yost, who has restored the opera house to the original grandeur that made it the center of Salem’s early social and cultural life.

Yost attributes much of the success to Ms. Maitland, who dresses up vacant spaces with art, historical presentations, and whose commitment to making a building born in the “Wild West” an exciting new frontier for art, music, theater, personal services and creative businesses.

“In other words,” said Yost, “it has become pretty much what General Reed envisioned-- a monument to the imagination that could thrive in the best of times and endure the worst of times.”

Which may explain why the 2013 edition of 101 Things to Do in Western Oregon, ranked the Reed Opera House No. 6 over-all, and No. 1 attraction in the Mid-Valley.

SLAB SOAP:

Jaime Peters, patron of SLAB soap says, “Time it just right, and you will find yourself fortunate enough to watch the glow of a sunset illuminate the brilliant, red stained-glass within the pediment. In that moment, one can’t help but appreciate the beauty of this edifice.”

The Reed Opera House has long been one of my favorite buildings in Salem. The attractive architecture, unique shops, and constant stream of shoppers feeding in and out of the doors catch my gaze each time I pass. Beyond the exterior beauty, this building also has a rich and fascinating history. How many Salem residents know that Susan B. Anthony and Mark Twain were among the many notable people who have stepped foot inside this historic gem; and that at first opening, gas lights were used since electric light bulbs had not yet been invented?

As if I didn’t love this building enough already, working at SLAB Soap has given me a whole new appreciation for The Reed Opera House. I’m proud to be working in a place where neighboring shop owners are quick to say hello and customers feel like old friends. Shops have changed, great places have come and gone; yet the consistent variety of wonderful businesses within The Reed continues to draw an eclectic array of Salem residents and travelers. The Reed is more than a mall, it is a living history. It lives through the shop owners, the employees, the customers; and The Reed Opera House will forever have a place in the heart of Salem.

Meghan Donahue Jewelry Design

says “I have been in the Reed Opera House for over a year now creating and producing my one-of-a-kind and custom handmade jewelry. Woring in a historic building is thrilling in itself, but the atmosphere that the Reed Opera House provides is even more exciting. I have created a shop that people really love to visit. The Reed Opera House is full of character and beauty that I’ve been able to incorporate into my business.”

Miss Dany

Tucked around the back corner of Le Motive’ Hairdressing on the main floor of the Reed Opera House, Miss Dany is performing her magic. As a Licensed Esthetician, better known as a skin care, waxing and make up specialist, she provides her clients with a unique experience. “It’s the art of giving more than one would expect to receive.”

Miss Dany and Le Motive’ Hairdressing were previously located on State St, but

recognized the opportunity to become a resident of the Reed Opera House. After taking one look at their new location, it was an easy choice.

The atmosphere at the Reed Opera House has an inviting feel. It’s grand presence and history gives it such a unique personality. Miss Dany strives to set a higher standard in her profession by having the freedom to be creative, as well as original in her delivery of services. From her cushioned, heated facial table to the chocolate treats & wine she serves, your time with Miss Dany will be quite unique and unlike any other.

An educator at heart, Miss Dany continues her education in all areas of skin care and treatment. It can be very confusing to know what your skin needs. Commercials and magazines give you a false sense of security through advertising gimmicks and quick fixes. Both of which, never seem to provide the results promised by the models shown. Miss Dany is passionate about teaching her clients how to properly care for and maintain their skin’s overall health. Doing so reduces signs of pre-mature aging and prevents more serious skin concerns in the future. Whether you need a full body wax

or mud wrap, an anti aging facial or make up done for a special occasion, Miss Dany is the lady to see. Her studio is stylish yet relaxing, but it’s her services that will keep you talking!

Licensed Esthetician & Beautification Specialist, 503.569.2449, MissDany.com

The Ink Underground Tattoo Parlor

was started two years ago with custom tattoos and a comfortable environment for clients and artists in mind. Our shop is located in the basement of the Reed Opera House in downtown Salem, Oregon. Working at our tattoo parlor are two very talented artists, Lolly Cane and Delan Cancilini. Both have years of experience

with every type of style, from black and grey to full color realism. Delan, also the owner of The Ink Underground, started the shop to give a different type of tattoo experience than what many shops provide. Instead of pre-made flash that is used over and over, the walls at the Ink Underground are covered with the artists’ work, photos of completed tattoos, and designs that they have created. Clients are greeted upon entering and the shop has a calm feel where even first time tattoo receivers are relaxed and at ease. Our artists also have cleanliness and health safety as a foremost concern and use only disposable equipment to further protect our clients. If you are interested in getting a tattoo or just want to come by and visit, our shop has a wall of windows and we’d love to have you peek in and see what we are all about or come in and meet the artists. Check out our website www. theinkundeground.com and friend us on Facebook. Also call (503)-364-6334.

The Tiffany Ballroom,

Voted Best Wedding Venue

REED OPERA, cont. on page 6
Finishing Touches -
Currently featuring the designs of Max Nugus who’s style of utilizing beautiful fabrics and embroidery grabbed the attention of many prominent people including Glenn Close and Kim Basinger. His clothes tend to run more toward the business woman and formal wear. I will be pulling out gowns for Homecoming, Snow Ball and Prom as those seasons approach. I will also be carrying other, more general public related, retail clothes to fill out the store. Over time, my designs will begin to feature in the store. My designs run toward the eclectic side. I want a store that caters to many tastes. I will be designing items for both men and women that speak to the unique and individual part in all of us, from redneck to steampunk and all the in-between. I am very interested in keeping prices reasonable and my motto is “High Fashion at Affordable Prices”.

In addition to carrying designer clothes and making new creations myself, I also take on custom sewing orders. If you can dream it up, I can help bring it to life. I recently made a very unique gentlemen’s jacket for a wedding based on the groom’s illustration. It is very fulfilling to complete a project like that and see a smile on my client’s face when they leave my store. The process of creating items like that starts with sitting down with the client and getting a clear picture of what is needed. This can include pictures, drawings, fabric swatches, patterns...whatever brings the idea to life. I then take measurements and we discuss materials needed. I often have clients come in for a few fittings along the way to make sure that everything is on track.

Once the item is finished I always take pictures and make sure to post them on my Facebook page - https://www.facebook.com/pages/Finishing-Touches. Finishing Touches is owned by Analisa Maiano. She can be reached at The Reed Opera House, Suite B-12, and also call 503-499-8877.

Busy Scissors Salon opened its doors July 1, 2013. Located at the Court Street entrance of the Reed Opera House, it is a small space that consists of a single station salon and hairstylist. Deb has been a hairstylist for the last 16 years, nine of which have been here in Salem. She specializes in haircuts, color services, and facial waxing. Deb has a well established and very loyal clientele, however she is currently accepting new clients.

Appointments are recommended and walk-ins are welcome upon availability. Deb is very happy to be a part of the Reed Opera House as well as the downtown area and the lively upbeat atmosphere they offer.

“The tenants and staff of the Reed are among the most friendly and welcoming people I’ve met!” states Deb. “I am looking very forward to becoming a part of the Reeds rich history! ” Busy Scissors is on the first floor of the Reed.

REED OPERA, continued on page 6
REED OPERA, cont. from page 4

3Sixty° Salon

We are a husband and wife team. I grew up in the beauty industry and have been doing nails for 15 years. My husband Jesse was a framer when we started dating 14 years ago. He has now been a hair stylist for 10 years.

We are a different kind of salon. When you walk in it feels comfortable. There is no strong odors. We do not do perms or acrylic nails. And while we watch, and stay up current on trends, we always remember what's most important. The client. Your visit is about achieving the look that makes you feel lovely, and making sure you remain the true you. We do not force people out of their boxes, but if you're ready We are here to hold your hand.

I use a gel nail product that is durable and beautiful. The different possibilities are endless. I also do a waterless pedicure which achieves better results and eliminates the possibility of cross contamination from the foot bath. I currently sit on The State Board of Cosmetology. I also placed 2nd and 3rd in The Willamette Valley Nail Event's nail art competition both in 2012 and 2013. I find new inspiration everyday. We have a true passion for what we do.

Jesse specializes in color, cuts and formal styles. He did bridal up dos for the models at The Salem Bridal Show for 7 years. He uses a color line that is ammonia free and oil based. Making it much safer and more effective. He has had continued education, including a three day hands on class on Rodeo Dr. and many other one day color and cut classes since. On a side note, he gives a fantastic scalp massage and he will even give the gentlemen a hot towel treatment!

If you want to come visit and say hello you will find us on the second floor of The Reed Opera House. Across the hall from The world Beat Office. We moved downtown three years ago to a loft apartment and the sense of community is wonderful. A year later we opened 3Sixty° Salon in The Reed Opera House Mall. It's our home away from home. (Even though it's right next door to home.) It's so incredible to watch all the small businesses move in and find their niche. You're growing with your friends here. □

While Good Things Antiques & Furniture celebrates its 15 year anniversary in September it was their move to the Reed Opera House in March of 2012 that took their business to the next level both figuratively and literally as the store occupies two of the larger spaces in the Reed, one on the main level and one in the basement.

“While the move was driven by a need for floor space, the attraction of being in the heart of downtown along with having an antique store in Salem’s oldest building was huge factors in us moving to the Reed” claims Founder and Co-owner Dan Costello.

“The added foot traffic downtown has introduced us to a greater number of customers than our previous location and the retention of those customers is made easier by our posting our entire furniture inventory online in real time.”

They aren’t kidding, as they currently boast over 1,100 active watchers of their daily inventory updates on their Facebook page (Good Things Antiques & Furniture Salem Oregon). This is an inventory driven business and Good Things Inventory is always changing, usually consisting of over 120 furniture pieces and accented with a variety of collectibles and home décor pieces. Being in the Reed has made buying efforts much easier as exposure is just as likely to bring a seller into our store as a potential buyer.” Good Things Antiques & Furniture is open 7 Days a week, offers Free Local Delivery and has a 30 Day Layaway available. For more information they can be reached at 503-569-4768 or via email at goodthingsantiques@gmail.com. □

Staff at La Perla Tapatia Restaurante

La Perla Tapatia, Mexican Restaurant, located on the Mezzanine level with all your favorite Mexican dishes. Famous in the Mid-Willamette Valley for authentic dollar tacos and handmade mexican food at its best. Open Sundays also. Come Eat!

David, Master Tailor at the Reed

David, the Reed’s oldest tenant, know 81 years old. He has been a tailor for 65 years, 21 of those years at the Reed Opera House underground. “I like being in a historic building. It’s cool in the summer, and warm in the winter. It’s always busy, with lots of people.” A visit to David’s tailor shop is always accompanied by words of wisdom. His talent is for life and living well. Fine alterations come easy, are natural fitting and always bring out the very best in you.

Le Motive Hair Salon
Recognize Me For What I Didn’t Do

In the PR business, I often get asked to assess a difficult situation and determine whether any action is needed. An organization may have an internal issue that might “breach the core” and go public; causing a loss of customer confidence. Often a business wants to “rebrand” with a fresh look because they are tired of their old logo and colors, or engage in a major ad campaign that challenges its competition.

While you can always find someone anxious to jump into the ring and mix things up, many times I find that no action can be a better strategy than action. While a “slowdown and wait and see” approach may not be fun, it might save you a lot of time and money in the end.

Please understand there are times that action is critical. Anything to do with the health and safety of customers (recalls, etc.) must come right away. To determine whether any action is needed. An assessment will help you when time is of the essence. When the walls are crashing around you, a plan will help you make your move. Mega Ad Campaigns. There is always an ego boost when we see our names and logos on signs, billboards or advertising. You can easily spend thousands on an ad that “doesn’t get me any business.” Take the time to plan, test and strategize your ad campaign. There is a method to advertising madness and unless it’s your specialty, spend your money on good consulting first.

After you’ve done your planning and the time is right you can make your move. Remember, though, sometimes choosing to wait or not make a decision right away is still a choice.

“If you choose not to decide, you still have made a choice,” Freewill by Rush.

Mary Louise VanNatta, CAE is the CEO of VanNatta Public Relations, a PR, non-profit association management company and event planning firm located in Salem. www.PRSalem.com or Twitter.com/ prsalem.

Hallie Ford Museum of Art In New Light

Investment in new lighting technology saves energy and improves visitor experience.

SALEM, Ore. — July 16, 2013 —At the Hallie Ford Museum of Art, located on the Willamette University campus in Salem, Ore., an ambitious plan to upgrade lighting in its five exhibition galleries is paying off in energy savings and an enhanced visitor experience.

Under the direction of Exhibition Designer David Andersen, the museum replaced 483 older halogen lamps with 483 LED lamps, the lighting industry’s emerging technology for energy efficiency. The museum, a customer of PGE, earned $5,760 in cash incentives from Energy Trust of Oregon for their energy-saving investment, and expects to reduce the lighting portion of its energy use by 75 percent.

"With our lights on for up to 10 hours a day, our energy draw from lighting alone is enormous," said Andersen. "Unlike other businesses, we can’t simply turn our lights on and off during the day to save energy. We needed to find a way to reduce our energy use without affecting how visitors view art in the galleries."

Two years ago, Andersen and a colleague procured a small grant from Willamette University — which embraces sustainability as one of its core values — to explore the potential of LED lighting in the museum. The results of a side-by-side experiment between existing halogen lamps and LEDs sold them on the technology.

"The real seal of approval came when the U.S. Department of Energy completed several studies of LED retrofits in museum settings including the Smithsonian American Art Museum in Washington, D.C., the J. Paul Getty Museum in California and the Jordan Schnitzer Museum of Art in Oregon," said Andersen. "The studies measured the impact of LEDs on a museum environment and showed that LEDs are really good, and if anything, may be better for artwork than the lamps we were using at the time."

The museum’s previous halogen lamps generated heat, which can be harmful to delicate artwork. Andersen was certain that the new LED technology could decrease the facility’s energy use and lower the heat buildup in the galleries, generating additional energy savings through reduced demand on the HVAC system.

Andersen’s challenge was to find the right manufacturer with the right LED product to showcase the museum’s collections. After considerable research, and the testing of more than 30 lamps from nearly 15 manufacturers, he found the perfect solution.

“People comment that the artwork looks better but they don’t know why,” he continued. “The LEDs have better color rendition and provide an even blanket of light across an entire canvas, which enhances the experience of viewing an art piece.”

The Willamette University facilities department will monitor the museum’s energy usage closely for the next 12 months to track overall performance including kilowatt hour savings and changes in heating and cooling. The project is expected to save more than 55,000 kilowatt hours of electricity annually, which equals a projected $4,400 in yearly energy cost savings. An anonymous donor with a commitment to sustainability funded Willamette University’s portion of the project cost.

“I think this project will set a precedent for the rest of the university,” said Andersen. “The museum is proof that a simple change in lighting can save energy, reduce maintenance and repair costs and improve our interior environment all at the same time.” Energy Trust of Oregon is an independent nonprofit dedicated to helping utility customers benefit from saving energy and tapping renewable resources. Services including cash incentives and energy solutions have helped participating customers of Portland General Electric, Pacific Power, NW Natural and Cascade Natural Gas save more than $1.3 billion. Our work helps keep energy costs as low as possible, creates jobs and builds a sustainable energy future. Visit Energytrust.org or call 1-866-368-7878.

Oregon Dairies For Sale

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Dave Wood, CCIM (503) 983-1585 • John Lee, ALC (503) 245-9090
Small Biz Retirement Plans Made Easy!

It seems that the definition of a small business depends on who’s doing the research and for what purpose. Our federal government usually considers a business that employs 500 or less workers to be a small. While those small businesses, employee just over 50% of workers in the US only about 35% have a retirement plan in place. For the purposes of this article we will talk about easy to manage retirement plan options for a business with less than 100 employees.

Most people are familiar with the 401(k) retirement plan, or at least that it is an option for private employers, but they can be complicated and expensive to administer for small businesses. There are two retirement plans for small businesses that may be better alternatives, particularly if you are self-employed or have relatively few employees. They are the Simplified Employee Pension (SEP) and the Savings Incentive Match Plan for Employees (SIMPLE). As the names imply, they offer relatively simple solutions. Here’s a side-by-side comparison:

SEPs at a Glance

To set up a SEP, a plan administrator (probably you) must fill out a one-page IRS form and give copies to participants. A SEP doesn’t require you to provide the IRS with annual reports. Following are the highlights of the two plans. Eligibility: Contributions must be made for all employees age 21 and over who have worked for your company during three out of the previous five years. (You might have different obligations if your employees work under a union contract.) Employees who meet those criteria but work only part-time, or for just part of the year, must be covered under the plan if they earn a minimum amount ($550 for 2013).

Contributions: The maximum annual contribution you can make on behalf of an employee—and can deduct from the company’s income—is the same as it is for other defined-contribution plans. The limit for 2013 is the lesser of 25% of compensation or $125,000. The maximum amount of compensation that may be taken into account for this purpose is $255,000. These contributions go into a SEP IRA that each participant opens. They are responsible for managing the account and selecting investments, reducing your obligations and risks. While you can make larger contributions to the SEP IRA than the SIMPLE IRA the lack of employee contributions is a drawback for many employers. On the other hand it is a very good plan for an individual or a company that is owned by few individuals.

The amount you contribute is discretionary. For instance, you can boost contributions in profitable years or reduce or eliminate them in down years. However, you must contribute the same percentage of compensation to every plan participant.

Vesting: Contributions to a SEP are vested immediately. Even if employees quit right after you make a contribution, they get to keep that money.

Distributions: As with other qualified retirement plans, distributions must begin by April 1 of the year following the year in which an employee reaches age 70½ (or the year a non-owner employee retires, if that’s later). Withdrawals made prior to age 59½ will normally be subject to a 10% penalty tax as well as regular income tax.

Deadline: A SEP can be set up and funded after the close of the tax year as long as you complete the paperwork by the company’s tax return due date (plus extensions, which could be as late as October 15 of the following year).

SIMPLEs at a Glance

Like SEPs, SIMPLEs are generally exempt from most reporting rules that burden other qualified retirement plans. There are actually two varieties: the SIMPLE-IRA and the SIMPLE-401(k). For ease of administration, most small employers favor the SIMPLE-IRA. Here are the key aspects:

Eligibility: A SIMPLE is available only to employers with 100 or fewer employees. Any worker who made at least $5,000 during any two previous years at the company (and who expects to receive at least that amount in the current year) is eligible to participate.

Contributions: For 2013, eligible employees may elect to contribute up to $12,000 to the plan ($14,500 if age 50 or over). As a general rule, the employer must provide matching elective contributions of up to 3% of compensation (but no less than 1% in more than two out of five years) or non-elective contributions of 2% of each eligible employee’s compensation (based on maximum compensation of $255,000 in 2013). Matching contributions are deductible by the employer.

Vesting: As with SEPs, contributions to SIMPLEs are vested immediately. Therefore, employees are free to withdraw funds at any time, subject to an early withdrawal penalty.

Distributions: The rules for mandatory distributions from qualified plans after an employee turns age 70½ also apply to SIMPLEs. In addition, withdrawals made prior to age 59½ normally are subject to a tax penalty. But note that the penalty is increased from the usual 10% to 25% for early withdrawals within the first two years of participation. After two years, the normal 10% penalty applies.

Deadline: A SIMPLE must be set up before October 1 of the current tax year.

While the majority of business owners seem to believe that the business is their retirement plan it is usually not enough. An inexpensive and easy to manage retirement plan is a smart addition to any business plan, it adds a tax deduction to the bottom line and defers taxes from Uncle Sam. As always our motto is plan, plan, and plan.

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 www.TheLegacyGroup.com.

Jennifer Winegar Joins Wells Fargo

Wells Fargo Business Banking hires Jennifer Winegar as senior relationship manager in Salem

SALEM, Ore. - Wells Fargo’s Business Banking Group has hired Jennifer Winegar of Salem as a vice president and senior business relationship manager.

Based in Salem, Winegar serves clients in the mid-Willamette Valley, including Salem, Keizer, and the surrounding areas. She can be reached at (503) 945-2775.

The Business Banking Group provides a variety of financial products and services to firms with annual revenues between $2 million and $20 million to help them succeed.

Winegar previously worked for seven years at U.S. Bank as a credit analyst, assistant relationship manager and commercial banking relationship manager.

Winegar earned a bachelor’s degree in business management from Linfield College. She served the last two years as vice chair for Liberty House and as secretary and member of Salem Downtown Networkers.

ABOUT WELLS FARGO

Serving Oregonians since 1852, Wells Fargo & Company (NYSE: WFC) is a nationwide, diversified, community-based financial services company with $1.4 trillion in assets. Wells Fargo provides banking, insurance, investments, mortgage, and consumer and commercial finance through more than 9,000 stores; 12,000 ATMs; and the Internet (wellsfargo.com). Wells Fargo is the leading small business lender in Oregon and the nation.
**Duncan Restores Historical Bldg**

**DUNCAN DEMONSTRATES ABILITIES: HISTORIC RESTORATION IN DOWNTOWN SALEM**

Located at 241-247 Commercial Street NE in Salem’s Downtown Historic District, the former home to Clockworks Café received much-needed restoration work permission to replace the sheet metal on the building’s parapet due to its poor condition and lack of protection against water damage. In addition, the existing brick and mortar had deteriorated to the point of allowing water to intrude into the interior of the building. Permission was needed to clean the exterior wall of biological growth, to replace bricks as needed, and to re-point the wall with new mortar.

Keeping to strict guidelines and standards as lined out by the approved administrative decision of the historic review, the project will take approximately eight weeks total and is set for completion at the end of June. The materials used and the replacement design duplicated the original appearance and structural qualities for the building; bricks from the building’s era were used during the process. Every effort was made to replicate the historical era of the original building throughout each step and stage of the restoration process. The Rich Duncan Construction crew agreed to document any important historical findings, markings, or signs that may be uncovered as the wall is restored.

The two-story building was originally constructed in 1887 with changes made to the building in 1923 and a single story rear addition built in 1960. Per the National Register of Historic Places its historic name is Benjamin Forstner Store building/South First National Bank Block. The building was designed by Holly A. Cornell (1859-1941) and is the only building of his designs remaining in Salem.

The project was partially funded through a “Toolbox Grant from the City of Salem Urban Renewal Agency, which provides Toolbox loans and grants for properties for restoration and improvement of buildings, including those in Salem’s Historic Downtown” says Nicole Miller, Public Information Manager for the City of Salem Urban Development Department.

To learn more about Salem’s Historic Downtown District, visit Salem’s Walking Tour website. Photos of our progress and updates to this project can be found on our website at Richduncanconstruction.com.

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**Lighten Up, It’s Summer**

**SBJ FOOD COLUMNIST LULU TRUIT**

**“The real Tagliata uses only coarse salt”**

Summer is full bloom, the majority of people are in a good mood, and the minority is complaining about the weather because it is too hot!

It is summer; you can’t do anything about it—unless you don’t get out of the air conditioned comfort zone – so go with it. You might want to think about your food not as comfort food as we do in the winter, but as a lighter fare.

For example I have served flank steak many times in the summer time because it is easy to prepare and it is very good. One thing was bothering me. In Italy we don’t call it Flank steak, but I couldn’t recall the actual name. Thank goodness for sisters! I called mine in Naples and we managed to come up with the appropriate name: it is called “tagliata” as in “sliced.”

As you know, there are many ways to marinate a piece of steak, but the real Tagliata uses only coarse salt as a condiment (see note at the end of the article). If you really want to stretch it, you can use also fresh ground peppercorn. I prefer the 4 color peppercorn. Salt your meat on both sided, add peppercorns if you are using them, and drizzle some olive oil. Place all in a zip lock plastic bag for about 30 minutes.

Put a large skillet in the upper shelf in the oven at 450 degrees (Either cast iron or a good heavy quality like Swiss Diamond). Let it heat for a while, then put in the seasoned meat and close the door. Let it cook for about 5 minutes—depending of the size—until the bottom is browned. For rare steak, I would flip it at this point and take it out when juices emerge on the top.

It is important to let the steak rest for about 10 minutes on a carving board. Some people make a tent over the board so the meat doesn’t cool down, but in that case the meat keeps on cooking. So I do not use a tent over my steak. After about 10 minutes or so, slice the meat across the grain.

And this is when summer comes in: arrange the steak on platter surrounded by arugula and lemon wedges. Drizzle some good extra virgin olive oil on top.

Shave some Pecorino Romano on the greens or some Parmigiano.

Some other choice cuts are the London broil or thick rib steak.

You could substitute all kinds of greens or veggies instead of arugula. Eggplants would be a great addition to a steak.

OH, yes, they would! note: A little note about salt intake, since this steak uses only salt as a condiment: as per a recent Wall Street Journal article, the real benefits of low sodium intake are in question. The Institute of Medicine in a recent report, said that there isn’t sufficient evidence that cutting sodium intake below 2,300 mg per day, cuts the risk of heart disease. Also for people already with heart problems or diabetes, it is not necessary to cut their sodium intake. They are not talking just the effects on high blood pressure, but they are talking about actual health altogether.

Ok, so this article in not funny but believe me it is yummy!

Until next time, keep on cooking.

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**THE LITTLE CANNOLI Bakery is a BIG SUCCESS!**

The Reed Opera house, located at 189 Liberty St. NE, is an amazing building rich with history. It’s currently home to an amazing array of shops, restaurants, and a popular wedding and reception ballroom, and most certainly the Little Cannoli Bakery, located in Km 102.

After having spent over six years in the basement of The Reed, we are thrilled to be streetside, and in plain view, (and scent!), of downtown Salem shoppers. Its owner and pastry chef Tim Goods, daily handcrafts over twenty deliciously decadent desserts including Eclairs, cinnamon rolls, marionberry napoleons, Chocolate covered brownie and peanut butter balls, of course their signature cannoli rolls; a baked almond-honey shell filled on order with creamy ricotta and mascarpone blend, and dipped in pistachio and chocolate chip.

Stop by Monday through Saturday, from 9:00-5:00, and savor an espresso with your dessert, or stop in at lunchtime for the amazing “pizza in a bag”! We look forward to serving you at The Little Cannoli, where quality is never rushed and you are always, “Benvenute”.

---

**PRISMS GALLERY is located at the Reed Opera House in the Underground, Room B2, and features over 30 different artists that are associated with The Center for The Arts at PCL program. Each of these talented artists have unique styles and perceptions that enrich and educate.**

Jennifer Thomas says, “Working in the Reed feels like being in a piece of history. Love it”, and Anna comments that she “loves the Reed community, and has found the other tenants and customers to be accepting and caring people”.

The public is welcome, and can also come to the Artists Receptions on the first Wednesdays of each month.

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Pastry Chef Tim Goods, daily handcrafts over twenty deliciously decadent desserts

Anna Cottom, left, with Jennifer Thomas

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**Dowtown District, visit Salem’s Walking Tour website. Photos of our progress and updates to this project can be found on our website at Richduncanconstruction.com.**
Oregon Arts Commission Announces $1.36 M In Grants

July 15, 2013, Salem, OR - The Oregon Arts Commission awarded $1.36 million in its first round of awards for fiscal year 2013-14. Grants were awarded in Operating Support: $945,700; Arts Services: $163,400; and Arts Learning programs: $184,500; as well as for designated statewide and regional programs.

Over $750,000 was awarded to Metro area arts organizations.

The Commission’s Operating Support grants fund the operations of Oregon’s leading arts groups and acknowledge the role those organizations play in Oregon’s social, educational and economic arenas. Arts Learning grants support the arts as a critical link to educational achievement; they include in-classroom, after-school, and off-site activities, contributing to Oregon’s high level goals for education.

Arts Services grants also provide operating funds for arts councils and other groups working to make the arts accessible in all parts of Oregon.

In some cases, arts organizations received grants in more than one category, based on their programming. In others, the nonprofits received operating support or arts services grants for programs that had youth, scholastic or lifelong learning components.

In announcing the grants, Christine D’Arcy, Executive Director of the Arts Commission, notes, “These arts organizations are not only enabling Oregonians to experience great art, live performances and new works, they’re making Oregon a better place by retaining jobs, inspiring students and providing lifelong learning for our citizens.”

The Oregon Arts Commission provides leadership, funding and arts programs through its grants, special initiatives and services. The Arts Commission became part of Business Oregon in 1993, in recognition of the expanding role the arts play in the broader social, economic and educational arenas of Oregon communities. In 2003, the Oregon legislature moved the operations of the Oregon Cultural Trust to the Arts Commission, streamlining operations and making use of the Commission’s expertise in grantmaking, arts and cultural information and community cultural development. The Arts Commission is supported with general funds appropriated by the Oregon legislature and with federal funds from the National Endowment for the Arts as well as funds from the Oregon Cultural Trust.

2013-2014 Grant winners:
- Hillsboro-Bag & Baggage Productions;
- Lake Oswego-Lakewood Center for the Arts;
- Marylhurst-The Art Gym;
- Oregon City-Arts Action Alliance Foundation;
- Clackamas Repertory Theatre;
- Portland-All Classical Public Media Inc;
- Architecture Foundation of Oregon;
- Artists Repertory Theatre;
- BodyVoX;
- Business for Culture & the Arts, $9,900;
- Caldera;
- Cappella Romana Vocal Ensemble;
- Chamber Music Northwest;
- Friends of Chamber Music;
- The Circus Project;
- Disjecta Interdisciplinary Art Center;
- Ethos Music Center;
- Ethos Music CenterHand2Mouth Theatre;
- Hollywood Theatre;
- Imago the Theatre Mask Ensemble;
- Independent Publishing Resource Center;
- Literary Arts; ;Live Wire Radio;
- Metropolitan Youth Symphony;
- Miracle Theatre Group;
- Miracle Theatre Group;
- Museum of Contemporary Craft;
- My Voice Music Incorporated;
- Northwest Children’s Theatre & School;
- Northwest Dance Project;
- Northwest Documentary Arts & Media; Northwest Film Center;
- Oregon Ballet Theatre; Oregon Center for Photographic Arts; Oregon Children’s Theatre; Oregon Public Broadcasting; Oregon Symphony Association; Pacific Northwest College of Art; Pacific Youth Choir; Pendulum Aerial Arts; PlayWrite; Portland Art Museum; The Portland Ballet; Portland Baroque Orchestra; Portland Center Stage; Portland Center Stage; Portland Children’s Museum; Portland Gay Men’s Chorus; Portland Institute for Contemporary Art; Portland Opera Association; Portland Opera Association; Portland Symphonic Choir; Portland Taiko; Portland Taiko; Portland Youth Philharmonic Association; Profile Theatre; Regional Arts & Culture Council; Regional Arts & Culture Council; Regional Arts & Culture Council; Tears of Joy Theatre; Third Angle New Music Ensemble Inc; Third Rail Repertory Theatre; Triangle Productions; White Bird; Wordstock; Write Around Portland; Young Audiences of Oregon Inc; Young Audiences of Oregon Inc; Tigard Broadway Rose Theatre Company. Congratulations to all the arts programs receiving recognition and support through the Oregon Arts Commission this period. For a complete listing of all of the grant amounts awarded, and for which category, please visit the Oregon Arts Commission website; oregonartscommission.org.
NEW DATE
Sept. 7, 2013
11am-5pm
A benefit for the Kroc Scholarship Fund*

Be a part of this community event!
Become an Event Sponsor or Booth Vendor

For more information, call (503) 798-4831 or e-mail familyfair@salvationarmysalem.org

*The Kroc Scholarship Fund provides membership and program assistance to those in need.
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Bo Rushing 503-588-8500

Gorgeous high visibility space now available in multi-tenant retail center! Great traffic counts and visibility-located directly across the street from Regis High School, short distance from Stayton High School and Safeway Grocery.
Bo Rushing 503-588-8500

Charming and vintage open floor plan in this updated home. Move-in ready! Great central location, only minutes to downtown. Shopping, restaurants, gym and schools all within walking distance. Original hardwood floors under the carpet. This home is a must visit!

Developers Dream! (Cordon/Santiam)
Sale/Lease/BTS $5,000,000 / $8-$35 PSF 11.75 acres for lease. Property is perfect for retail or office. Seller will accept offers on all or a portion of the property. Seller will accept contract sale, cash or lease option, including build to suit, on long term lease. All utility lines are to the property. Controlled commercial access in process.
Bo Rushing 503-588-8500

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Bo Rushing 503-588-8500

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A free event with fun activities including: Dancing, music, stories, crafts & much more! Kids & parents learn about: Water safety, health & hygiene, healthy eating, sports safety, fire safety, bus safety, & more.

Special thanks to all the sponsors: Pioneer Trust Bank, Marion Country Salem Electric, Landmark Professionals, Heltzel Williams Yandell Roth Smith Peterson Lush Lawyers; Professional Mortgage Company, Marion County Breastfeeding Coalition, Portland General Electric, Miller Orthodontics, F & W Fence Co., GTECH, Great Harvest, Willamette Valley Pie Company, Venti’s, Starbucks, Fresh & Local, Kettle Brand, and Roth’s Fresh Markets.
$339,900 Small acreage in Silverton. Custom built large home. Possible 3rd & 4th bedrooms. This property would make a great dual living setup. 24 X 48 Shop

$189,000 Buildable 37.50 acres in Sheridan
$139,900 Buildable 23 acres in Sheridan
$89,900 Buildable 6.25 acres in Sheridan
$79,000 40 acres in Myrtle Point zoned F

$169,000 COMMERCIAL - 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.

$299,000 Forest Meadow w/secluded home site on 40 acres. The driveway is located across the road from the Roaring River Fish Hatchery, Roaring River County Park is just down the road. Shared property line with BLM land. 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.

$995,000 Located in beautiful gated community! The kitchen features tile floors, granite counters, center island & walk in pantry. Office/potential 5th bedroom, exercise room, storage room, massive game room (24x34) with two story height ceilings.

$194,900 3 bed, 2.5 bath, 1811 sf. Great location with this single story ranch. Formal living room. Cozy fireplace in the family room. Slider from master to enclosed sunroom. Separate bonus room off of garage. Updated vinyl windows on most of the house. Wainscoting in Family Room

$220,000 Newer Light Industrial Bldg i Rosemeade Industrial Park. Building consists of 300 sf of Office with ADA bathroom, 1900 SF Warehouse. Just off of 99W.

$225,000 Nice visibility and attractive location right on Hwy 22. Great location for storage units, etc.

all information deemed reliable but is not guaranteed
Connecting With Our Community,

I am proud of the John L. Scott Salem Office and the outstanding community service that our agents provide. We believe that central to any real estate transaction is the personal relationship between the client and his or her real estate specialist. This relationship also extends to the community that surrounds them.

We, at John L. Scott Salem, feel that caring for our community begins with our agents taking an active role in giving back. All of our agents are encouraged and eager to service the community.

In addition, I am proud of the effort put forth toward the John L. Scott Foundation. This foundation was founded in 1997 to help support children’s health care needs at hospitals throughout the Northwest. In the last year, John L. Scott helped sponsor events that raised over $7.5 million for children’s healthcare facilities. These funds support uncompensated care funds so that the children receive the medical care they need. It also helped fund some much needed medical equipment and family housing units.

The charitable efforts and contribution of John L. Scott associates, support team, and leadership team add value to the service we provide our clients. I am proud of all of our John L. Scott agents and their giving back to the community.

Sincerely,

Pam McCarthy,
Owner/Principal Broker
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Myers - Like A Cat With Nine Lives

Bob Myers is the chief operating officer for the Capitol Auto Group. He started as controller, moved to chief financial officer and then to his current position of chief operating officer in 2001. But, like a cat with nine lives, had to cheat death at least three times before realizing what he now calls his “dream job.” Let me fill you in.

Myers is the youngest of 5 kids and was born in Eugene in 1955. His late parents, dad, Leo, and mom, Elaine, were both educators. Leo passed about a year ago at the ripe old age of 92.

Together Leo and Elaine served as teachers or administrators in seven different Oregon school districts including, for some of you old-timers, the Salem Keizer District in the 1970s. Both attended the University of Nebraska and had degrees from the University of Oregon. The family lived in Creswell until Bob was four then moved, briefly, to Missouri and then to Salem when he was five.

Myers attended Faye Wright Elementary School, Judson Middle School, South Salem High School and then Sprague High School as a junior and senior. He graduated from Sprague in 1974.

He was a gymnast and a stand-out wrestler at Sprague taking the district wrestling championship twice and earning a wrestling scholarship to Oregon State University.

Bob’s first near-death-experience almost took him out when he was 13 years old. While with his future wife, Kerri, he noticed someone putting something in a mailbox. Curious, after the person had left, he approached the mailbox. He peered inside and saw a cardboard box. As he turned towards Kerri to tell her what he saw, the dynamite in the box exploded sending a large piece of the box’s metal side deep into his right shoulder. Nearly killed, he would fully recover with an unbelievable story to tell at parties. Lucky to be alive!

He missed his junior year wrestling at Sprague due to an 80 mile an hour horrendous motorcycle accident on Croisan Creek Road that broke nearly every bone in his body and nearly killed him. Without going into great detail, that was lucky to be alive two!

Undeterred from that terrible event, Myers almost perished again three years later in another motorcycle accident while riding as a passenger. Lucky to be alive three!

Bob believes, and he was told by doctors, that his ability to survive these traumas was a direct result of his outstanding physical condition due to his athletic pursuits, in particular the conditioning he got from wrestling.

While a freshman wrestler at OSU Myers experienced a turning point in his life. He’d wanted to go to law school and that was his plan. So, ironically, with his wrestler discipline and sense of teamwork to improve his chances for better grades, he stopped wrestling and concentrated on his studies in finance and accounting. The accounting professor talked him out of law school and into a career as an accountant. He graduated in those disciplines summa cum laude from Oregon State in 1978.

Bob’s wife Kerri has been a part of his life since dating in the 8th grade. She also went to OSU and they married in 1976.

Fresh out of college, Myers landed a nice position with the Arthur Young accounting firm in Portland. He worked there for four years with a 5 month approved interruption in his second year to backpack Europe with Kerri and two other couples on $15 a day. He claims it was one of the most inspirational things he has ever done and a real life changer.

Bob shared an entertaining memory from that trip. On the way back to Oregon, having driven for 10 hours straight, late at night they pulled off the highway to camp and sleep. When they awakened to some noise outside the tent the next morning, they were shocked to learn that they had set up camp on a golf course.

In Portland, Bob was back at his old job and Kerri worked the front desk at Delta Airlines. Her shift work made it hard for them to see each other much so they decided to pull up stakes, move to Salem and start a family.

Bob was hired at Boldt Carlisle and Smith around 1981 and daughter, Katie (now the co-owner of Arbor Home Décor with Scott’s daughter-in-law, Ashley), was born in 1982.

Myers worked for Boldt Carlisle and Smith for 5 years but always knew accounting was not his cup of tea.

Serendipitously, he ran into Scott Casebeer at the gym and during their friendly banter, Scott let Bob know he wanted a CPA at his dealership and wondered if Bob would be interested. He was. Thus began a beautiful relationship with Scott Casebeer and Capitol Auto Group that has lasted these many 26 years. And, according to Bob, even though Scott’s a Duck and he’s a Beaver fan, it has been a wonderful, better than expected, 26 years. He’s as happy as can be with the organization and enjoys the people he gets to work with.

Capitol Auto Group is now a fourth generation business and recently made the big move to a twenty two acre property with an 8 acre lake and a golf hole in the middle of the lake. It’s located just off the Salem Parkway in North Salem.

They’ve also had a philosophical shift that has caused them to redraft their vision statement to better reflect their desire to have the customer buying experience be unique and unparalleled in the auto industry.

Specifically the vision statement says: to be the best at providing a unique, customer-driven automotive experience that includes respect, integrity and innovation.

“to be the best at providing a unique, customer-driven automotive experience that includes respect, integrity and innovation”.

Capitol’s Core Values consist of:
1. Committed to our customers and each other beyond expectations.
2. Create a fun and profitable atmosphere.
3. Committed to being a respectful corporate citizen through personal service or financial contributions.

The goal, of course, is retention, retention, retention. And not because the customer has been treated as always but because the customer has actually had that unique auto purchasing experience that most auto dealers claim, I repeat, “claim” their customers will have.

Simply put, the mantra is this: “We want to treat people the way THEY WANT TO
The days of summer that were lazy and delicious are mostly, for many of us, in the part of our brains that hold memories. It seems, while our intentions are good, we somehow are missing the essence of this season, a season which is designed around abundance, growth and nurturing. Or at least that's the way it's written in the journals of anyone who has ever farmed the land. Farmers have an instinctive and practiced knowledge for planning, working and optimizing the summertime, based on a customized routine for promoting healthy crops. It's called the "growing season".

In our beautiful Willamette Valley, we are surrounded by farming communities that provide not only amazing panorama, but also strong lessons in life for those of us who are not in the agriculture business. Farmers know when to allow the land to rest, when to work it for best crop yield and how to plan so all the factors align. It truly is "If you don't plan, you can't sow and you can't reap". Add to that, "If the farmer doesn't take care of his or herself, the farm falls apart". Good lessons for all of us to consider.

So I ask you, how's your summer going? Is it abundant and flowing or lacking in time and space that allows you to relax, find balance and growth? Are you finding ways to enjoy a pace that matches a slower, but progressive, run of a river? Is there room in your schedule each day to relax under a tree with a book or someone to sit and chat with over iced tea? What personal rituals of past summers are you ignoring? Summertime, for most of us, isn't all vacation, but nor does it have to be all real work and only dreams about play. When you find yourself spending the greater amount of your day snapping this and snapping that together, running with the bulls, chances are you are living in "snap time", a state of routine that can push you closer to the point of "snapping" under the pressure.

Changes in the seasons are carefully designed for us to find repose in between the chores, the duties and the obligations. The longer daylight hours of August provide time to catch up on a project that took a corner spot during the winter; to dust off the hammock, pull out the catcher mitt or take a folding chair to a park for an outdoor concert. I spend time on the water, either on my boat or at my river house, just allowing myself to think, be and enjoy the sights and sounds that restore me. If thoughts like this give you a guilty zap, it may be past time to make some changes to your routine. If you think quick, you can make a few simple changes before the summer sun sets tonight. You know you can; don't argue with yourself on this! Lasting, healthy changes begin with a nice, long pause. The orchestrated pause provides a transitional time to reconsider a strategy that stops the snapping and routes us instead to a framework for a plan, growth, nourishment and balance. What you do for yourself when the sun shines will carry forward when the winter wind blows. The time we spend with family and friends in celebration of the "dry season" in Oregon, will carry us through the darker seasons of our lives, both professionally and personally.

We at Rushing Real Estate have learned to practice the art of enjoying this amazing valley we live and work in. We stay aware of the abundant resources we have here. We stop and listen to each other and to our clients, families and friends, always aware of the connections we have to each other. We know the joys of working hard and playing hardy; of knowing when to pause, allowing for restoration of our minds and bodies. We know and appreciate the balance needed to stay aware and in tune of what our communities need from us. We are accomplished in the art of living a mixed routine, like a farmer who plans for, cares for and produces a crop of good and wholesome products that lend to a healthy and balanced life. 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
Salvation Army Builds “Tools For Schools”

Local Organizations, Businesses and The Salvation Army Kick Off “Tools for School” Campaign
Groups help The Salvation Army collect school supplies for 2,000 children in Marion and Polk Counties
(July 24, 2013) Salem, OR: Last week, Salem Fire Department, Fred Meyer, Power Auto Group, and Shopko along with other area organizations helped The Salvation Army Ray & Joan Kroc Corps Community Center launch its annual “Tools for School” Campaign. The “Tools for School” program provides school supplies to students in need from kindergarten through 12th grade. From now through August 20th, people can drop off school supplies in any of the 19 locations around town. On August 22nd, The Salvation Army will distribute supplies to over 2,000 children. The Salvation Army expects to serve over 2,000 children in Marion and Polk Counties combined.

Children First for Oregon, in their 2012 Status of Oregon’s Children County Data Book, estimates that 30.6% of Marion County’s children live at or below the poverty line, compared to the statewide 23.4%. Polk County’s rate is 18.7%.

“Having the proper school supplies is a basic need and influences a child’s ability to succeed in school,” said Melissa Baurer, Family Services and Shelter Coordinator for The Salvation Army Ray & Joan Kroc Corps Community Center. “We are excited to have the support of so many local organizations and businesses, their efforts will help us meet this need.”

Collection barrels are at 21 locations around town including: Salem Fire Stations, Fred Meyer Stores, Shopko and Power Auto Group Dealerships. Power is also donating $10 to The Salvation Army for every car sold at their dealerships between now and August 20th. Numerous other organizations are also participating in the supply drive. Pietro’s Pizza is giving to the “Tools for School” campaign on Tuesday, August 13th. Between the hours of 11:00am to 11:00pm, for every person that mentions The Salvation Army they will donate 20% of the sale to the school supply drive.

“We are happy to partner with The Salvation Army and help collect school supplies” said Mike Niblock, Fire Chief, Salem Fire Department. “It’s important that every child start school with confidence, having the proper school supplies is a big part of that. In addition to collecting supplies, the Fire Fighters Union is making a donation to The Salvation Army to help with their efforts.”

Lawn signs are going up at the end of the week to help people identify where to drop off donations. Donations may also be dropped off at The Salvation Army Ray & Joan Kroc Corps Community at 1865 Bill Frey Drive NE. For a complete list of drop off sites: visit www.salvationarmysalem.org. To make a donation or participate: please call 503-798-4876. Families who need assistance with school supplies can bring their photo ID or utility bill with their current address to the First United Methodist Church, Micah Building, at 680 State Street on August 22nd from 10:00am to 3:00pm.

About The Salvation Army:
The Salvation Army, an evangelical part of the universal Christian church established in London in 1865, has been supporting those in need in His name without discrimination for more than 130 years in the United States. Nearly 30 million Americans receive assistance from The Salvation Army each year through the broadest array of social services that range from providing food for the hungry, relief for disaster victims, assistance for the disabled, outreach to the elderly and ill, clothing and shelter to the homeless and opportunities for underprivileged children. 82 cents of every dollar The Salvation Army spends is used to support those services in 5,000 communities nationwide. For more information, go to www.salvationarmyusa.org.

Parking Measures
Congratulations! We collected our 8,000th signature today! Hurrah! We need 5,688 verified signatures to get placed on the May Primary ballot. We collected 40% more signatures than we need - just to be safe.

THE BIGGEST CONTRIBUTORS were the 55 downtown businesses who collected signatures in their stores. The DOWNTOWN BUSINESSES COLLECTED 40% of all the signatures gathered. We could not have succeeded without your help. We cannot thank you enough for your help and commitment to help the initiative petition succeed. This is your success. You did it. Good job. Wow.

INTERESTING FACTS:
35% of signatures were collected by volunteers at local events (Saturday Market, Wednesday Market, World Beat, 4th of July) 25% were collected by paid signature gatherers (We spent $1,350 for 135 hours of paid signature gathering)
We used about 10 reams of paper (all stationery items totaled $770)
We spent $380 on ads and signage
We used over 140 clipboards (most donated by Cooke Stationery)
We spent $379 on postage stamps (letters to property and business owners)
We spent $1,430 on legal fees (two attorneys)

We lost over 10 dozen pens
HOW WE RAISED MONEY
We raised $1,200 on our Indiegogo campaign
We raised about $1,800 through private donations from property/business owners and customers
We received about $3,400 in in-kind donations
We cannot even begin to calculate the number of volunteer hours spent to collect the 8,000 signatures. We hope none of us ever have to do this again in our lifetime.

WHAT’S NEXT:
The Biggest Contributors were the 55 downtown businesses who collected signatures in their stores.

At the end of this week, we will submit our signature sheets to The City Recorders in Salem and Dallas. The City Recorders will forward the petitions to the Polk and Marion County Elections office for verification.

The Election officials will take a “sampling” of our signature sheets and check each name to make sure the signer is registered to vote, their signature matches their voter registration signature, and each signer lives in the City of Salem. They also check to make sure each sheet was properly signed off and dated correctly by the signature gatherers.

If the Election officials find we do not have enough signatures, we still have at least 2 weeks to collect the remaining signatures.

Once we have enough signatures to be placed on the ballot, the City Recorder is required to take out petition to the next City Council meeting. The City Council can vote to adopt our petition in full, or create a competing ballot measure. If they do not adopt our petition, it will be placed on the May Primary ballot for every Salem citizen to vote on.

It is illegal for the City to spend any funds to oppose an initiative petition.

SUMMARY:
A successful initiative petition is the most embarrassing action citizens can take against their elected officials. That’s one reason we moved our petition to the May Primary ballot. Four city councils and the Mayor have to run for re-election in May 2014. Our petition will be on the same ballot.

Even if the City Council votes to install parking meters today, if the citizens vote in favor of our petition in May, the citizens vote will overturn the City Council vote. We can win. How about that.

Quality Interior Plants
Commercial & Residential Maintenance
Wholesale & Retail Sales
The Glass Barn was established in 1976 as Salem’s first interior plantscaping business. Conveniently located in South Salem on a picturesque, 30-acre farm among animals, tress and pastureland, this family-owned business brings together lovers of live plants and people who care.

(503) 581-2404
www.glassbarngreenhouse.com
What I Learned From My Wife’s Graduation

When my brilliant and amazing wife graduated from Willamette University with her Master’s in Education I was so happy to attend the ceremony. The commencement speaker really caught my attention. Dr. Frank Serafini was his name. I had no idea who he was. Turns out he is a very decorated individual in his arena of teaching - but I will tell you that what he said made a whole lot of sense to me, teacher or not. I took some notes. After all, I was in a room full of teachers.

“Don’t try to make lifelong learners and readers by making them do unrealistic things that lifelong learners and readers don’t do!”

His example of this was pretty funny. He asked the audience if we, after we are done reading a book, go get a shoe box and make a timeline of events of our favorite characters. The answer is no! So why do teachers make their kids do some of these (in his eyes) ridiculous things? His answer to making lifelong learners and readers is to engage them in interesting and relevant activities and start conversations that make them live it, not just memorize or imitate it. He didn’t want regurgitation, he wanted real action.

“Advice is cheap. Wisdom comes from years and reflection”. I like this. He understands how wisdom comes from looking inside yourself and reflecting on what made you who you are and where you came from. He warned the graduates to not just take advice from passersby, but to engage in wisdom-filled conversations and relationships. Life isn’t about seeking advice from anyone you can (although that is helpful), but it is more about reflecting on what you have learned, how you can be a better person and how you can pass that along to the next generation.

“When you have a day where things just don’t go your way, leave early and go wine tasting! (for those under 21, go play kick ball)”

He puts life in perspective. Serafini warned the graduates not to become a teacher only, but a more well rounded person that likes to enjoy life to its full potential.

“The more interesting you become as a person, the more interesting a leader you’ll be”.

I think this is my favorite of all of his statements. How will anyone want to learn from you or follow you if you are a boring dud? Frank says to teach yourself to become interesting and more importantly, curious. Read outside of your comfort zone. Travel a lot. Have real, deep relationships with people outside of your work community. Go wine tasting or play kick ball. Become interesting! I love this. Needless to say, I subscribe to Serafini’s way of thinking. He gets it. He understands what it takes to be a great teacher and leader is to become interesting, to change your curriculum yearly, to engage people IN the battle of learning, not to simply talk at them. Frank was inspiring to me. I can apply so much of what he says in my line of work and I will for sure! So what do you say? How are you going to become a more interesting person? Until next time, learn something new and take a risk. You’ll be more interesting because of it!

Office of Small Business Assistance

One of the pieces of legislation I am most proud of is House Bill 3459, which creates a new office to improve the business climate in Oregon.

The Office of Small Business Assistance is designed to work with small businesses, assisting them with the legal aspects of entrepreneurship, as well as encouraging small business owners to voice their opinions on ways to improve regulations.

“Small business” is defined within the bill to be a “prospective, new or established small business with 100 or fewer employees.” Small businesses are responsible for 1.3 million jobs in Oregon. According to a report from the Federal Small business Administration Office of Advocacy, the majority of Oregon’s small businesses are very small. About 75% have no employees, and the rest have fewer than twenty. They may be small, but these businesses make up the bulk of Oregon’s economy, so I decided to make it a priority to create a one-stop shop for local entrepreneurs looking to start a business. Modernizing the process of acquiring permits and paying fees will support local Oregon businesses and allow them to focus on their own ventures, rather than get stuck trying to get off the ground.

The Office of Small Business Assistance will serve as a neutral third party to work with regulatory agencies and business owners. The Secretary of State’s Office has already streamlined the registration process for small businesses by converting to an online system. This system allows Oregon business owners to register and apply for permits at home, saving time and money on travel to Salem, as well as other government agencies. The recently created portal, Business Xpress, puts all regulations and permits in one place. It organizes them by occupation and expedites the process of starting any kind of business, from a restaurant to hardware store to an accounting firm. Although the portal cuts money on travel to Salem, as well as other government agencies. The recently created portal, Business Xpress, puts all regulations and permits in one place. It organizes them by occupation and expedites the process of starting any kind of business, from a restaurant to hardware store to an accounting firm. Although the portal cuts

AmeriTitle Idol 2013

AMERITITLE IDOL
All Stars 2013 Street Party and Benefit Concert. Join the Salem Associaton of Realtors Wednesday, August 7, 2013 at Downtown Salem, at Church and Chemeketa. Food and Beverage Vendors on site. Gate opens at 5:00pm, and show starts at 6:30pm. Admission is $20. Tickets available at the gate or online at: AmeriTitleIdol2013.EventBrite.com

• Your contributions will support: Liberty House
• Isaac’s Room
• Salem-keizer Education Foundation
• Boys & Girls Club of Salem
• Salem Association of Realtors Community Fund.

BE THERE THIS YEAR!
Representative Dennis Richardson has just announced he is running for Oregon’s next governor! I’ve got to hand it to him for getting out there early to begin his campaign. In a mere 15 months Oregon voters will be sitting at their kitchen tables contemplating who to choose as our next governor.

Some may criticize Rep. Richardson for spoiling their summer by jumping the gun. The legislature just went home and people are tired of all the nonsense going on in government; they just want to enjoy the lazy days of summer before Labor Day when candidates typically announce their campaigns. But, my hat is off to Rep. Richardson! Your announcement is welcome like a soft summer breeze on a glorious summer day.

In a recent newsletter Rep. Richardson said, “I’m mad as hell and I’m not going to take this anymore!” We need leaders who will step up and do something to get state government under control. Clearly there is no oversight in far too many state agencies.

In a recent newsletter Rep. Richardson said, “I’m mad as hell and I’m not going to take this anymore!” We need leaders who will step up and do something to get state government under control. Clearly there is no oversight in far too many state agencies. Do I begin with Rudy Crews, the Psychiatric Security Review Board, the Department of Justice or the Employment Department debacles?

The governor has been far too fixated on his over-reaching, social agenda of putting everyone who lives and works in Oregon into socialized medicine, his government takeover of our children from pre-birth through and beyond college, pampering criminals and swooping down with more nanny care in our family life. All of these new programs create enormous new bureaucracies, require billions of new taxpayer dollars, challenge voters’ positions on these issues, and are far too convoluted to enact.

Many of us would like government to simply keep us safe, ensure justice is balanced and stop the nanny state intrusion into our family. We want a government that is frugal and respectful of our hard-earned tax dollars. The more money business owners and individual taxpayers can keep in their own pocket, the more we Americans and Oregonians can build back to a strong economy, create new jobs and rebuild our floundering communities. So far, these are the critical issues Rep. Richardson is talking about.

While you enjoy your summer, be sure to keep up on current events! While you are vacationing, picnicking, lounging by the pool or on the backyard patio, spending valuable time with friends and family, state government will still be at work! Keep an eye on what the governor is doing, appointments he is making (such as who will fill Rudy Crew’s shoes) what administrative rules the state is coming up with to enact the hundreds of pieces of legislation passed in the last session, and what special interest groups and legislators are doing to craft legislation for the next session.

Then, come Labor Day when elected officials and challengers step forward to announce their candidacy, you’ll be better informed with what government has done over the summer, and you can better track candidates as we enter the next campaign season.

Now, back to summer! National Night Out is Tuesday, August 6. Check local papers and Chambers of Commerce for a full schedule of family events happening from community to community throughout the summer. Happy summer!
Gerry Frank Biography
Sketchbook Published

Gerry Frank has just released his first Biography, titled “Oregon’s Own Gerry Frank: His Family, Friends and Fond Memories”, written by Jan Boutin.

Gerry Frank says of Jan, “Jan Boutin, the Salem author, is multi-talented beyond belief! She approached me last year with the idea of this book and embarked on a quest to learn about my ancestors, colorful Meier and Frank family members, the store, and all of life’s resultant ventures and adventures. Jan relentlessly spent countless hours listening to tales and anecdotes, conducting many interviews, perusing hundreds of documents and photographs, and meticulously sketching my family’s seven Oregon generations. This is the first time this collection of entertaining, factual, and historical pieces has been compiled. I am in awe of her masterful storytelling and beautiful sketches which capture the pride, passion, dedication, and emotion of a fascinating chapter of Oregon history. There are no words to adequately thank Jan for this beautiful creation.”

Included in the biography are many fascinating subjects, such as all five of Oregon’s living governors have written personal Meier and Frank family photos for the book. All of the book’s illustrations were drawn from private Meier and Frank family photos dating back from the 1860’s. In 1865, 24 year old Aaron Meier of Bavaria was drawn to California by the gold rush. He later sold dry goods from a pushcart on Portland’s waterfront. An 1878 fire destroyed twenty blocks of downtown Portland, including the Meier and Frank store. An 1894 Willamette River flood dumped three feet of water into the store. Customers were brought in to shop in rowboats! More interesting facts include Gerry’s World War II letters, and details from Gerry’s college days at Trinity Hall in Cambridge. Did you know that the Lloyd Frank Estate became the Lewis and Clark College? And details of the Gerry Frank and the spectacular Salem M&F store, the very contentious M&F’s sale, Gerry’s years with Mark Hatfield, that Gerry has raised over a half billion dollars for Oregon’s nonprofit organizations, and amazing memorabilia from Gerry’s office.

Jan Boutin, author and illustrator says, “Gerry Frank has a proud American heritage. His family began as itinerant peddlers, and in two generations achieved the highest office in the state of Oregon. It took years of hard work and determination as this Oregon pioneer family overcame great obstacles of fire, floods and dishonest partners while building the American Dream.

Bob got to really know them on a whole new important level before they left this world. Bob Myers loves his position of chief operating officer for the Capitol Auto Group. But, like a cat with nine lives, he had to, among other things, cheat death at least three times (six to go) before realizing his “dream job”. And Myers states, emphatically, the best is yet to come.

Imagine, if you will, Scott Casebeer, Mr. Capitol Auto Group himself, driving a locomotive around the property! With Bob Myers! Again, how cool would that be? Stay tuned. □

Bill Isabell is also chief meteorologist for KBZY Radio, Salem’s First Choice, 1490am.

Too Many Counties
MUSING OF THE OREGON PIONEER

I Stand Proud and watch from “Atop” the Great Dome of the Oregon State Capitol. It is my job to watch and remember. On the State Capitol grounds, just over my right shoulder to the East there is a bronze statue of a “Circuit Rider” sitting upon his horse reading a book. Prior to Statehood two types of men rode horseback over barely passable trails of Oregon. Roads were few, old Indian trails had to suffice. They were Justices of the Peace and Ministers carrying the Gospel to the Faithful. They were the “Circuit Riders” of Oregon’s History. Today we have a vast technological network which no longer requires Judges or Ministers to leave their courthouse office or church.

The Governor is trying to help Josephine and Curry Counties raise taxes to provide services to the people in these communities. Please Note: Each county has one of the LOWEST property tax rates in the State. Each County has voted DOWN additional property tax increases. So, what is to be done? Allow the Counties to have less government as the people of those Counties have voted for, or does the State step in and solve the issue? Once again, the Governor and Legislature have NO understanding of Oregon History.

There is one side of me that would like to say, let the people of Curry and Josephine Counties have the size of government they desire. But basic state mandated services need to be maintained. So what other solutions are available? The Governor suggests taxing the people of Curry and Josephine Counties thereby requiring them to have a larger county government. This is fraught with legal problems which will take years to resolve in the courts. There is another and much simpler solution.

The Legislature creates counties and can dissolve counties. Counties have no rights, and in Oregon a County is nothing more than a political subdivision of the State. No different than the Department of Administrative Services (DAS) or Department of Employment. All created by the Legislature.

Hence, dissolve Curry and Josephine Counties and add their land areas with adjoining counties. Curry would be added to Coos County, and Josephine would be added to Jackson County. This is a simple process. The higher property tax rates would go into effect in the next tax year. Do we need 36 counties? NO. Look around the state. Are there good business reasons in today’s world for having Polk and Yamhill, Linn, Benton and Lincoln, Columbia and Washington, Clatsop and Tillamook, Hood River and Wasco, to name a few, as separate and distinct counties? Each county as an administrative overhead, a County Courthouse, and independently elected Commissioners, Sheriffs, Assessors, County Clerks, Treasurers and Justices of the Peace. There is NO business case to be made for such a wasteful structure. Now 100 years ago, such geographical boundaries were necessary. Today, Oregon does not need “Circuit Riders” or multiple and repetitive governments performing identical and overlapping services.

However, a political basis for local government being as small as possible to provide for input from the local electorate can be made. This political philosophy encourages the “town hall” type of governmental structure. Hence, the chicken and egg argument once again, small vs. larger local government.

If the Legislature is going to base issues of statewide concern upon this political philosophy, that smaller is better than larger, then the State will have to start providing direct income tax dollars to support and subsidize Curry and Josephine Counties.

The voters of Curry and Josephine Counties will be vindicated, and prove the point that if you vote NO on local Property Taxes, the State will come in and pay the bill and provide local services. This sets a very bad example, but it appears the Governor and Legislature want to support wasteful and inefficient local government. What a shame.

I Stand Proud and watch from “Atop” the Great Dome of the Oregon State Capitol. It is my job to watch and remember.
JOIN US FOR
FIRST WEDNESDAY ACTIVITIES
DOWNTOWN SALEM

- Bike Corrals: Two locations: High St. (between State & Ferry) and in front of Venti’s on Court St.
- Zeek Gallery: Use the artful bike racks downtown. Hosting Be the Change innertube chain; write on innertubes: “What would you like to see happen in Salem? Playing cards and clothes pins distributed to add to bike spokes - “make some noise while riding bikes throughout downtown”
- Venti’s: 20% off any appetizer or entree for anyone who rides in
- Ma Valise: 40% off summer clothing, hats, sunglasses
- Jonathan’s Restaurant: 10% off food purchased if you ride your bike. Enter to win $50 gift certificates to the Bike Peddler and Jonathan’s
- The Nest: Art Classes: Comic & Fantasy Art for Kids (11 a.m.-1 p.m.) and Drawing for Life (2-4 p.m.); each class $40; call 503.385.8690; www.thenestsalem.com
- Elinore Framing & Fine Art Gallery: Willamette Art Center Show (5-8 p.m.)
- One Fair World: 10% off any bicycle-related item; bike-related crafts for kids (5-8 p.m.)
- 365 Ferry Street, Project Space: Reception for the studio artists who have been working in the space since mid-July (5-8 p.m.)
- 2nd Floor Productions & Connection Life Church (Reed Opera House): Watch Aerial America Oregon in the Cyrus Reed Theater
- Red Raven Gallery: Artist show Nature’s Forms and group show Heat Wave and reception (5-8 p.m.)
- Bike Peddler: Hosting a bike repair station in the parking lot adjacent to Bike Peddler (5-8 p.m.)
- ABC Music: Free ukulele group lesson and performance - no experience necessary; ukuleles provided during event; all skill levels welcome. Call 503.363.1641 to R.S.V.P. (6-7 p.m.)
- Riverfront Park Amphitheater: River Rock Concert Series featuring Reckless Kelly (7-9 p.m.)

For more event information, go to http://www.travelsalem.com/Events/Event-Calendar

Si necesita ayuda para comprender esta información, por favor llame 503.588.6178.
$40,000 REDUCT! Asking $492,000  (656576)
could be used as other commercial entity. MAJOR
can be used as other commercial entity. MAJOR
ingress, Open living area
with barrel ceiling & 3-sided fpic in living rm.
Marble flrs, custom cabinets, crown moldings &
built-in hutch. Large recreation rm with wet bar
dwnstr. A must see! $499,900
(663254) RE/MAX Integrity
Rick & Ande Hofmann 503-390-8000 (#2295)

FOR SALE! Approximately 40,000 cars travel
daily. Wonderful
! Land, Building & Business are now advertised
prof. office, huge utilit/craft room. Double heating
Code #2335  RE/MAX Integrity
Marilyn Shotts, 503-510-2473. RE/MAX  Integrity
views of valley and river, on nearly 7 acres. Italian
kitchen.  Lrg family rm in downstairs. Oversized
subzero frig, master w/dual WI closets, in-home
amenities. Nice shop w/220 power in third bay of garage.

OMG what a find! Large, 3-tri level home on a
large wooded lot. Grand vaulted living room w/ rustic, wood burning fireplace. Country kitchen w/ island, cozy wood st Joe,
tons of cupboards and counter space. Huge master suite. Multiple
level decks to enjoy the private forest view. Also enjoy full sized sports court for tennis, basketball, more! $380,000; (666537) 2738 sq. ft, 3
bed, 3 bath. Sunnyridge Estates. 3-fireplaces.
Basement, breakfast room with nook and Loft.
Chet Graham, Agent: (503) 932-4051
JOHN L. SCOTT-SALEM, (503) 585-0100.

Peaceful 2 acre estate in Macleay area
Exquisite 3105 SF home w/ impressive features -
impressive columns, high vaults, bamboo & tile flooring, granite & tile counters, warm Maple cabs, skylights, walk-in shower & jetted spa tub. Dual living option w/ handicap amenities. Nice shop w/ 220 power in third bay of garage.

One owner, desirable South neighborhood!
Lovely 2-story home w/ 3 car garage. 2302 sq ft.
New roof, gutters and siding on front of house.
Newer hardwood floors & granite counters. High ceilings and bonus loft space. Beautiful formal and informal dining rooms. Deck & patio for entertaining in the nicely landscaped large yard with fountains & outdoor lighting. Fireplaces in living rm and family room. Built in 1995. 3-bd.,
2.5 bath. Asking $319,000 (668889),
Agent Margaret Broaddus, (503) 971-2741.
JOHN L. SCOTT-SALEM, (503) 585-0100.

Looking for quiet, peaceful setting? Total privacy yet 15 minutes to Salem? This property has it all. The home has been completely updated with attention to fine details, new windows, beautiful hardwood floors, kitchen, baths, all beautifully updated. Excellent floor plan with master on main floor, has oversized garage with shop inside, also haslarge barn. Great setting at the end of a long private drive. $424,900, (663795) 2799 sq. ft., 2-story home; 4 bed, 2 bath.
Phillip Currie, Agent: (503) 580-7588
JOHN L. SCOTT-SALEM Office: (503) 585-0100

Room to roam, yet close to Salem! Possible
6 Bdrm+ den, 3.5 B a, 4162 SF home on 2.85
acres. Vaulted living rm w/woodo st open to
kitchen. Lrg family rm in downstairs. Oversized
garage doors, seasonal c k & fruit trees. $474,900 (663851)
Rick & Ande Hofmann 503-390-8000
Code #2335 RE/MAX Integrity

European charm in West Salem. Close to
Hopewell. Amity wine country. Remodeled
in 2003. Close to town, Views galore. Rare
find, acreage with beautiful low maintenance
landscape features stone walkways & patios.
Front porch, and large covered patio to enjoy
backyard. Home is beautifully decorated with quality appl. Hardwood floor DR, den & hall.
Over-sized DR with views & room for parties. $349,500 (666556); 1998 sq. ft, 3 bed, 2 bath
Hector Garcia (503) 931-8501
JOHN L. SCOTT-SALEM Office: (503) 585-0100

SWEET MINI FARM!
Just on the outskirts of town. 5 br, 2 ba, 2897sf,
on 2.35 beautiful flat acres! Has a livestock
barn and another shed. You’ll love the oversized
detached garage w/room for workshop & more.
This is a homey, rambling farmhouse with so much updating & remodeling, rooms galore.
This is your new country home! $325,000
Agent, Priscilla Beggs 503-580-2941 (662159)
www.johnlscott.com/43296, 503-585-0100

LUXURY WITH A VIEW
This spacious, custom built, 1-owner home sits
atop Croisan Mountain. 3 Bdrm, 2.5 B a, 4096 sq. ft. with potential for dual living. Open living area
with barrel ceiling & 3-sided fpic in living rm.
Marble flrs, custom cabinets, crown moldings &
built-in hutch. Large recreation rm with wet bar
dwnstr. A must see! $499,900
(663254) RE/MAX Integrity
Rick & Ande Hofmann 503-390-8000 (#2295)

PEACEFUL 2 ACRE ESTATE IN MACLEAY AREA
Exquisite 3105 SF home w/ impressive features -
impressive columns, high vaults, bamboo & tile flooring, granite & tile counters, warm Maple cabs, skylights, walk-in shower & jetted spa tub. Dual living option w/ handicap
amenities. Nice shop w/ 220 power in third bay of garage.
Call for more details! $625,000 (663874)
Donna Miller 503-931-7454, RE/MAX Integrity

CHARMING HOME IN GATED MASSEY ESTATES
Lovely setting on beautifully landscaped 1.41 acres. This
home boasts many nice amenities with sunroom, master
on the main, granite counters, bonus rm with private entry.
40x20 - 3 bay shop. $410,000 (662898)
Roger Elliott 503-569-5003, RE/MAX Integrity

Croisan Mountain
Looking for a piece of peace and quiet?
This is it! Perfectly situated home on a serene
lot with mountain views. Main level features
3 bdrm, 3 bath, and an additional room above the garage.
This is a must see! $465,000 (661728)
JOHN L. SCOTT-SALEM, (503) 585-0100.
Land Use Mediation Program for Salem Oregon, Statement of Purpose:
The Land Use Facilitation/Mediation Program has been established to provide land use applicants and affected property owners/neighbors the opportunity to identify, discuss, and resolve issues prior to the approval of land use decisions by the City of Salem. The purpose is to resolve or prevent land use conflicts between parties within the City. Contact information: Charles F. Ikard, Executive Director Neighbor-to-Neighbor, Inc. 503.585.0651 office, 503.991.2985 cell

The Salem Association of REALTORS (SAR), is a member-driven, not-for-profit trade association with a membership of nearly 600 members in all real estate categories (residential sales, commercial sales, development, property management and appraisals) and Affiliate members who work in various real estate related industries.

**Fresenius Awarded**

Fresenius Medical Care North America (FMCNA), the nation’s leading network of dialysis facilities, awarded its Fresenius Medical Care Qualicenters Salem facility, located at 440 Lancaster Drive N.E., the Center of Excellence designation for achieving the highest standards in patient care in 2012. These annual awards recognize the best-performing FMCNA dialysis facilities nationwide, based on multiple objective measures of clinical quality.

All Fresenius Medical Care dialysis clinics share the company’s UltraCare® mission of delivering excellent, patient-centered care through innovative programs, the latest technology, continuous quality improvement and a focus on superior customer service.

Fresenius Medical Care has established high standards of clinical quality company wide, based on those recommended by the Kidney Disease Outcomes Quality Initiative (KDOQI) of the National Kidney Foundation. Fresenius Medical Care evaluates facilities for Center of Excellence recognition by reviewing key patient outcome measures such as dialysis adequacy, control of anemia, nutritional status, patient satisfaction and transplant education. For more information visit www.ultracare-dialysis.com (in English and Spanish) or call 1-866-4DIALYSIS (1-866-434-2597). Also visit www.fmcna.com; and www.ultracare-dialysis.com.
DRIVE HAPPY
CHALLENGE

Finance your vehicle with Valley CU now through August and we’ll give you

$100

BONUS!
Purchase your vehicle via Auto Mentors’ auto buying service and they’ll give you a $25 gas card!

Valley Credit Union  503.364.7999  |  vhpecu.org

New money only. Program and rates subject to change at any time. Credit qualifications and other restrictions may apply. No purchase necessary to enter the raffle. No enter without purchase, complete on entry at the credit union or send your name, address and phone number to Valley Credit Union, RE: 10K Raffle, PO Box 12903, Salem, OR 97309. Contact credit union for complete details. Federally insured by NCUA.