



WALLOWA COUNTY  
CHAMBER OF COMMERCE  
309 South River Street, Ste B  
PO Box 427  
Enterprise, OR 97828  
Phone: 426-4622  
Email: info@wallowacounty.org

BOARD OF DIRECTORS

- Adrian Harguess, President
- Marc Stauffer, Vice President
- Susan Gilstrap, Treasurer
- Doris Woempner, Past President
- Kathy Casper, Director
- Ruby Lathrop, Director
- Jim Soares, Director
- Shannon Novakovich, Director
- Cynthia Warnock, Director
- Kurt & Heather Melville
- Pat Wortman, Director
- Jolene Cox, Director
- John Williams, Director
- David Harman, Director
- Nancy Rudger, Director
- Mike Hayward, Ex Officio

**CHAMBER STAFF**

- Vicki Searles, Executive Director
- Diane Knox, Admin. Assist.

**December 2012**

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**CELEBRATE OUR 2012 CITIZEN AWARDS**

Wallowa County Chamber Awards Banquet  
4:00 to 7:30 pm, Sunday, January 27, 2013

**TICKETS ON SALE DECEMBER 20TH**

*Wallowa County — Alive With Community Pride!*

Nominations are all in now for the Citizen Awards Banquet. It is such an honor to recognize those individuals in our county that have gave of themselves selflessly to make Wallowa County a better place to live.

Tickets go on sale December 20th and may be purchased at the Wallowa County Chamber of- fice. Prime Rib and all the trimmings will be catered by the **Old Town Café**. Bar service to be provided by the Enterprise Elks Lodge. Tickets are \$30.

Please join us for a heart warming evening of celebration. This event will be filled with great food, entertainment, and prizes.



**CHAMBER TO LAUNCH NEW WEBSITE**

The Chamber is soon to launch a new website in December. After months of deliberation, the chamber has selected Chamber Masters (CM) to build the site. As the name indicates, CM's specialty is chambers. They offer a line of services exclusive to membership organizations. Such services will integrate our membership database, calendar, social media, online payment services (new), chamber reports, referrals, etc. into one location — our website.

What will this mean to our membership? First, better maintained information due to a “one time” entry and everything gets updated throughout the site — **more efficient**. Second, more refer- rals will be captured. There will be a better connection directly to membership websites. Three, it will now be possible to track visits and referrals from our website to the websites of our mem- bers. We will have the tools to conduct visitor surveys on our site and collect valuable insight as to what type of marketing is effective.

We expect a temporary learning curve as the staff is trained. It will take some time to learn all the tools for this site. However, the Chamber is growing in it's understanding of the Internet and how important this is to our future. We are excited about this website!



## CHAMBER SPOTLIGHT BUSINESS

### JOSEPH HARDWARE

Joseph Hardware, now owned and operated by James Johnson, are preparing for the holiday season. Be sure to visit the Joseph Hardware Facebook page it is a **must see** — <https://www.facebook.com/JosephHardware>.

When asked to give me a little tidbits about the business, James said, "This building has been a hardware store for over a hundred years. I have owned it for two years; I bought it from my father-in-law—Joel Svendsen. He owned the store for 18 years. He bought it from Bud Zollman and before that he remembered that Bill McKinley had been a prior owner".

I asked James to talk about the hardware business. He said he felt blessed to own a business in Joseph. He said we employ seven full time employees. It was clear his employees were an asset in his business. The customer service I observed was outstanding. James said we are here for the people who live in Wallowa County and we never want to lose sight of this.

I asked him what do you think customers do not know about Joseph Hardware? James shared that Joseph Hardware does small engine repairs, re-keying locksmith services, and we have a bicycle shop.



#### Quote from James about doing business in Wallowa County:

"I hear way too often that the "sky is falling" in the retail business by people around town. It seems this leads to fostering a premonition of doom and gloom. If we keep saying how bad our economy is — It will only get worse. I want to be upbeat and positive. I always have future plans...check us out in 2013 and you will see."

## Director Report

November 2012

### Marketing

November — Advertisement

- EOVA Cooperative Advertising Agreement and assist in sales, business recommendations.

November 1, Website. Development

- New Website, Content & Design

November 20—Advertisement

- Eastern Oregon Visitor Association EOVA Marketing material—rack card to market motorcycle niche and events.

November 22th — Advertisement

- Oregon 2013 Events Calendar, listed 10 Wallowa County Events.

November — Freeway Billboard

- Coop in Freeway Billboard for 1 more year.

November, 29th — Promotion

- Travel Oregon website & facebook, Highlighted Enterprise Winterfest Holiday and Parade.

### Business

November 1 — WC Business Facilitation

- Kiosk Display for WCBF at the Sterling Bank.

November 19 — WCBF Board Meeting

November 20 — Chamber Business

- Selected dinner bid for the Citizen Awards Banquet, Old Town Café won the bid.

November 27 — Chamber Business

- Proposed budget for 2013.

### Community

November — Voice of the Chamber

- KWVR radio campaign, Buy Local with Marc Stauffer.

November 1 — Economy

- Meeting of Pathways to Community Vitality.

#### Where did visitors get their information:

Other/Friend	2
Sunset	0
Triple A Via Magazine	1
Oregon Travel Guide	0
Oregonian	0
NW Travel	0
Brochures	1
EOVA	2
Travel Articles	0
Telephone Directory	27
Internet/ Letters	37
Conference/Reunion/wed	0
Other Chambers	1
Oregon Business	0
Joseph Chamber Calls	3

#### Facebook Announcement

We are back up and running on Facebook. Consider posting your events with Images on our facebook page: [www.wallowacountychamber.com](http://www.wallowacountychamber.com), *click the Facebook icon.*



Info. Requests	November 2012	October 2012	YTD	November 2011
Walk-In's Visitors/Business	168	285	3320	242
Visitor Packets (includes EOVA)	5	26	615	10
Incoming phone/email contacts	446	528	5054	470
Relocation packets	0	5	20	1
<b>Total Contacts</b>	<b>619</b>	<b>844</b>	<b>9052</b>	<b>723</b>
Website Visits (not hits)	22730	26771	305,288	40,761
Member Referrals Made	810	1998	16,437	1,261
Joseph Phone Calls—NEW	8	N/A	8	N/A
JOSEPH BOOTH	N/A	N/A	9970	185

RECOGNIZING  
**MERCHANT OF THE MONTH**  
 NOVEMBER

**ARROWHEAD CHOCOLATES**  
**ENTERPRISE COMMUNITY BANK**  
**WC BUSINESS FACILITATION**  
**WCBF**  
**STERLING SAVINGS BANK**



**A Local Business and the WCBF is  
 Recognized by the Banks of Wallowa County**



Left image

**ARROWHEAD CHOCOLATES**  
**The Reininger Family**  
 100 North Main Street, Joseph OR  
[www.arrowheadchocolates.com](http://www.arrowheadchocolates.com)

Made in Joseph, Arrowhead Chocolates are handcrafted in small batches, often using local, natural and organic ingredients. Our doors opened in the winter of 2010, and it's been going strong from the first day.

***Start your Christmas shopping at Arrowhead Chocolates. Everybody loves chocolate!***

Above image

**WC BUSINESS FACILITATION**  
**Catherine Matthias, Business Facilitator**  
 PO Box 995, Joseph, OR  
 (541) 426-5858  
[www.wallowacountybusiness.org](http://www.wallowacountybusiness.org)

WCBF provides free and confidential business coaching to residents of Wallowa County based on the business facilitation model of the Sirolli Institute. If you want to start a new business or expand or improve your existing business, give us a call.

# *Election Results*

*Introducing the  
 Wallowa County  
 Chamber of Commerce  
 2013 Board of Directors*



## EXECUTIVE BOARD

**President: Marc Stauffer**  
**Vice President: Cynthia Warnock**  
**Treasurer/Secretary: Susan Gilstrap**  
**Past President: Adrian Harguess**

## BOARD OF DIRECTORS

Enterprise Director: Kathy Casper  
 Joseph/Wallowa Lake Director: Ruby Lathrop  
 Wallowa/Lostine Director: Garrett Lowe  
 Public Relations: Jim Sackett  
 Small Business Development: Jolene Cox  
 Education Director: John Williams  
 Health Care Director: David Harman  
 Rural/Outlying Director: Glenn & Susie Brown  
 Farm/Ranch Directors: Kurt & Heather Melville  
 Tourism Director: Nancy Rudger

*ExOfficio Member: Commissioner Mike Hayward*



**Saturday, December 8th**  
Cattle Country Quilts ~  
Holiday Open House

**Friday, December 14th**  
Tozion ~ Chai, Wine, & Treats 4-7pm  
Arrowhead Chocolate ~ Wine &  
Chocolate Pairing ~ 5-7pm  
Kelly's Gallery ~ 1st Annual Eggnog  
Party ~ Featuring New Work by  
Mary Edwards ~ 4-8pm

**Saturday, December 15th**  
Lakeside Interiors ~  
Holiday Tea Tasting

**Sunday, December 16th**  
Holiday Concert at the Josephy  
Center for Arts & Culture ~ 3pm

**Wednesday, December 19th**  
Stewart Jones Gallery ~ Christmas  
Party 5-8pm

**Thursday, December 20th**  
Joseph Hardware ~ Men's Night  
Wolfe Fleece ~ Men's Night

**Friday, December 21st**  
Anton's Home & Hearth ~  
Last Minute Shopper Sale ~  
3-6pm



*Jingle  
Thru*

*Joseph, Oregon*



## Enterprise Winterfest Celebration

### Friday – December 7th

Holidays shopping - Extended shopping hours  
Look for special discounts and drawings at participating stores  
**9:00 am - 9:00 pm** – Ice Skating - Enterprise City Park  
**11:00 am - 7:00 pm** – Holiday Gift Market – Enterpriser Building  
**2:00 pm - 4:30 pm** – Santa Central – Free pictures with Santa  
**2:00 pm** – Santa Central – Face painting  
Afternoon - Wagon rides and North Pole Barrel Train rides  
**1:00 pm - 5:00** – Story Time – Enterprise City Library  
**5:30 pm** – Community Candlelight Caroling – Warde Park

### Saturday – December 8th

Holiday shopping – Extended shopping hours  
Look for special discounts and drawings at participating stores  
**9:00 am - 9:00 pm** – Ice Skating - Enterprise City Park  
**11:00 am - 7:00 pm** – Holiday Gift market – Enterpriser Building  
**2:00 pm** - Holiday Fudge Contest – Deliver entries to Santa Central  
**2:00 pm - 4:30 pm** – Santa Central – Free pictures with Santa  
**2:00 pm** - Santa Central – Kids crafts  
**4:30 pm** Enterprise Fire Department's famous chili feed  
**5:30 pm** - Winterfest Lights Parade  
Following parade – Holiday Fudge Auction  
Drawings for kids' gift certificates & Christmas stockings

**Merry Christmas from all the Enterprise Merchants.**

### The Annual Elks Christmas Basket Program, Enterprise Elks Lodge

Holiday Greeting to friends who have generously contributed in the past to the Annual Elks Christmas Basket Program! We ask that you consider a donation the Elks Lodge in Enterprise to help us complete this charitable undertaking. We are also partnered with the "Tree of Giving" project. The tree is at the Enterprise Flower Shop at 112 S. River St, please stop by and pick up an ornament (name of someone in need) and give a gift. Also, please consider a donation this year to the Enterprise Christmas Basket Program by sending a check to: Enterprise Elks Lodge, PO Box K, Enterprise, OR, 97828. Any questions, please give Keith Hatfield a call at 541-398-1128. Deliveries will be December 22nd, and if you would also be available to pitch in we would welcome your help.

# Merry Christmas

Buy Buckskin Bucks for All of Your Holiday Needs  
You are Supporting the Local Businesses of Wallowa County  
Remember ☺ “ALAP” As Local As Possible!



2012 Total for Buckskin Bucks Sold To-Date: \$14, 525

All of these “Bucks” will be spent in Wallowa County Businesses!

## *List of 2012 Buy Local Campaign Businesses*

Alder Slope Nursery	Outlaw Restaurant & Saloon
Anton’s Home & Hearth	Pioneer West
Arrowhead Chocolate	Radiant Massage
Backyard Gardens	Range Rider
Bee Charmed Market Place	Red Barn Veterinary
Blue Mountain Computer	Red Horse Coffee Traders
Carpet One Floor & Home	Red Rooster Cafe
Cattle Country Quilts	Ruby Peak Naturals
Cloud 9 Bakery	Shady Lady’s Jewelry
CoCo’s Grill Beech 18 Bar	Simply Sandy’s
Deadwood Pizza	Stein Distillery
Deb’s Apparel	Stewart Jones Design
Embers Brew House	The Blonde Strawberry
Enterprise Flower Shop	The Bookloft
Enterprise Animal Hospital	The Dollar Stretcher
Favorite Finds	The Sheep Shed
Joseph Hardware	The Sports Corral
Lakeside Interiors	Timber Bronze
Lamb’s Trading Co. & Joseph Fly Shop	Traveling Barber
Lathrop Country Wines	Uptown Art
Lear’s Main Street Pub & Grill	W.C. Market Place
Longhorn Espresso	Wallowa County Ace Hardware
M. Crow & Company	Wallowa County Grain Growers
Mad Mary & Co.	Wallowa County Nursery
Mt. Joseph Family Foods	Wallowa Food City
	Wolfe Fleece & Clothing Store






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*Happy Holidays!*  
*Wallowa County Chamber*



**Dick Stangel**  
Main Street Motors

*"The facilitator, Catherine, told us the latest research on the power of women buyers in making major family purchases, including automobiles, and had us consider the needs of women when we designed our waiting area."*

**Wallowa County  
Business Facilitation**  
Call 541.398.0636  
wallowacountybusiness.org




**Susan Collett**  
Artist  
wallowamountainradio.com

*"Being an artist, I'm all about the creating, but the business end was daunting. I didn't know how to go about getting my work out there in the world. Meeting with Catherine really helped build confidence, be professional and have a plan, and gave me tools to accomplish that."*

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Call 541.398.0636  
wallowacountybusiness.org



- Area Directors**
- Enterprise**  
Kathy Casper,  
Wheatland Insurance
  - Joseph/Wallowa Lake**  
Ruby Lathrop,  
Sterling Savings Bank
  - Wallowa/Lostine**  
Jim Soares,  
Wallowa Mountain Prop.
  - Education**  
John Williams,  
WC Extension Office
  - Rural/Outlying**  
Cynthia Warnock,  
WC Soil & Water CD
  - Farm/Ranchg**  
Kurt & Heather Melville  
Cornerstone Farms
  - Natural Resources**  
Pat Wortman  
Wortman Ranch
  - Health Care**  
(At Large)  
David Harman,  
WC Health Care District
  - Public Relations**  
Shannon Novakovich,  
Esprit Inc.
  - Small Business**  
Jolene Cox,  
Bank of Eastern OR
  - Tourism**  
Nancy Rudger,  
Wallowa Mountain  
Visitor Center