

▶ CHAMBER BOARD MEETING, SPIFFY'S RESTAURANT AT 7:30 AM, LAST TUESDAY OF THE MONTH

▶ FORUM LUNCHEON @ GUADALAJARA MEXICAN RESTAURANT AT NOON, EVERY 2ND TUESDAY

▶ THE CHAMBER OFFICE IS LOCATED @ 408 SILVER ST., TOLEDO, WA (360) 864-8844

## South Lewis County Chamber of Commerce



# Chamber *focus*

Monthly Newsletter  
April 2010

### Speaker of the Month

Lewis County Sheriff  
Steve Mansfield

*How he set the Sheriff's office up for success!*



### Definition of a Chamber:

A Chamber of Commerce is a local association of business people organized to promote the welfare of their community, especially its commercial interests. Each chamber of commerce usually has an elected board of directors, and its work is done through committees. Among the activities frequently carried on by these committees are industrial surveys and efforts to attract new industries to the city, the provision of information and advice to government on topics ranging from labor disputes to taxes, and the promotion of tourism in cities.

The *chambre de commerce* of Marseilles (1599) was the first organization to use the name; the idea spread through France in the 17th and 18th century. The first to be formed in Great Britain was on the island of Jersey (1768). In America the first was the Chamber of Commerce of the State of New York, organized in 1768. By 1870 there were 40 throughout the United States.

The local chambers are federated in the United States Chamber of Commerce (founded 1912), which maintains at its Washington, D.C. headquarters, a technical staff and lobbies in the interests of its member organizations. Its membership includes 3 million companies, 3,000 state and local chapters, and 830 business associations; American chambers are located in 82 foreign countries, and those of other countries have offices in the United States. The International Chamber of Commerce (founded 1920) promotes open international trade and investment. Its headquarters are in Paris.

# Chamber Insights

## Five Ways to Raise Money in a Down Economy

In a spiraling economy lenders are becoming increasingly conservative with lines of credit. Financing a new business and raising capital can create dilemmas not easily solved through traditional bank loans – but there are alternatives for today’s business pioneers.

The following are five avenues a business can use to raise money in a down economy:

**Seeking a Micro Loan** - [Small business finance](#) has been given new hope with the micro loan. A traditional bank can reject entrepreneurs with even reasonably good credit. This is not the case with micro lenders who are more willing to focus on the individual circumstances affecting a credit score. Some micro loan funds actually require submission of a turn-down-letter from a bank in order to consider applicants for credit lines reaching up to \$50,000.00.

**Using your Assets** – In this climate of perceived risk and protecting the bottom line, asset-based lending has leaped forward. [Small businesses](#) lacking credit-worthiness can secure a loan against eligible receivables, where 85 percent of the total loan is fronted by the lender. The remaining 15 percent is forwarded after your customer pays in full. Nearly 1.5 to 3 percent will be paid over prime for the advance.



**Turning to the Web** – Peer-to-peer lending is a relatively new concept marrying borrowers and lenders online. This creative solution to raising money allows borrowers to search for lenders willing to loan up to \$25,000.00 in exchange for a small amount of working capital. [Prosper.com](#), [LendingClub.com](#) and [Loanio.com](#) are three examples of web-site lenders offering a standard three year term. Rates will vary widely.

**Going around the Big Banks** – Research local [banks](#) to find business-friendly lenders willing to work with profitable businesses. Good credit ratings are necessary, and a clean balance sheet with realistic profit and loss statements, are very attractive to these business financing professionals. Many of these smaller banks lend to manufacturers and distributors, basing lines of credit on receivables and inventory.

**Sweet-talking your Vendors** – Vendors are uniquely motivated to keep their customer’s businesses operating successfully, and willingly structure payments to aid them during a rocky period. Often over-looked as a source of credit, companies can receive favorable terms from their manufacturers – easing their cash-flow burden. Vendors will willingly take chances when profitability is proven – customary banks tend to shy away from profit-based capital and forecasts.

America’s ever-evolving technologies and entrepreneurial zeal, continue to create money-flow solutions for businesses willing to push financing boundaries. Our pioneer spirit is alive and well - and constantly evolving towards a brighter future.

# April 2010 Events Calendar

Sun	Mon	Tue	Wed	Thu	Fri	Sat
				1 <b>April Fool's Day</b>	2	3
4 <b>Easter</b> 	5	6	7	8	9	10
11	12	13 <b>Forum Lunch</b> 12:00 pm <b>Guadalajara's</b> <b>Mexican Restaurant</b>	14 <b>Scoping Meeting</b> <b>St. Mary's 1pm</b>	15	16	17
18	19	20	21 <b>Administrative</b> <b>Professionals Day</b>	22 <b>Earth Day</b> 	23	24
25	26	27 <b>Board Meeting</b> 7:00 am <b>Spiffy's Restaurant</b>	28	29	30	

## Member Renewals

Anchor Bank, 604 S Tower, Centralia, WA 98531, 360-807-9090

Carol Meredith, 103 Grand Vista Drive, Winlock, WA 98596, 360-758-9745

Lewis County Historic Museum, 599 NW Front Street, Chehalis, WA 98532, 260-748-0831

Prairie Ridge Tack Shop, 5484 Jackson Hwy., Toledo, WA 98591, 360-864-6262

Rachel Phillipps Insurance, 408 Silver Street, Toledo, WA 98591, 360-864-8844

Valley View Health Center South Clinic, 2690 NE Kresky Ave., Chehalis, WA 98532, 360-330-9595

Vanderstoep, Remund, Blinks & Jones, 345 NW Pacific Ave., Chehalis, WA 98532, 360-748-9281

Winlock Realty, PO Box 5, Winlock, WA 98596, 360-785-4919

Winlock Shell Minit Mart, 642 ST RT 505, Winlock, WA 98596, 360-785-0324

## New Members

Heikkila Tax Service, PO Box 116, Winlock, WA 98596, 360-785-3525

Thorbeckes Fitlife Centers, 2020 Borst Ave., Centralia, WA 98531, 360-736-1683

## **Board Members**

**Mary Garrison**, Chair

Garrison Auctioneers

**Rachel Phillipps**, Board Member

Rachel Phillipps Insurance

**Mark Cook**, Board Member

Cook Engineering and  
Development Services

**Bill Jones**, Board Member

Anchor Bank, Centralia

**Mike Alvarez**, Board Member

EZ Come EZ Go Pizza & Deli

**Maria Chiechi**, Board Member

Chiechi & Associates

**Cy Meyers**, Director of

Economic Development

**Jackie Steveson**, Volunteer



## **Announcement**

J & D Creations has closed their doors as of 03/31/10.

The Chamber would like to thank you for your past support!

Happy Retirement!

## **Toledo Boat Launch Grand Opening**

The new boat launch is scheduled for the "Grand Opening" on Saturday, May 8, 2010. All are welcome to attend .

Annual boat launch passes can be purchased at both City Hall & Riverview Gas Station for \$40 per boat trailer per year, or daily passes may be purchased for \$5. The passes are located at the pay station on site.

A date has not been set yet but Toledo Telephone Company has agreed to allow our members to tour their facility. We are hoping to have a scheduled tour each month beginning very soon. This is a great opportunity for our members to see how the different businesses operate. If you are interested in scheduling a tour please contact the chamber office. We hope to hear from you.



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Toledo, WA

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