

Calendar of Events

FEBRUARY 2009

Tuesday, February 3

Ambassadors Meeting, 7 a.m., 5th Avenue Restaurant

Women in Business Luncheon: Cultivating Leadership with Karen Marshall, 12 noon, The Community Room

Wednesday, February 4

Nonprofit Development Council, 2 p.m., University of Idaho Extension Office

Friday, February 6

For Board Members Only: Roles & Responsibilities, 7:30 a.m., The Community Room

Wednesday, February 11

Eggs & Issues: School District Levy with Dick Cvitanich, 7:30-9 a.m., Ponderay Event Center (see pg. 2)

Business Development, 12 noon, Idaho Department of Labor

Thursday, February 12

POWER LUNCHEON: See next column

Friday, February 13

Applications DUE for 2009 Project Success

Wednesday, February 18

Health & Wellness Meeting, 12 noon, Pend Oreille Services

Thursday, February 19

Chamber Board of Directors Meeting, 3:30 p.m., Pend Oreille Services

Friday, February 20

Business Before Hours, 7:30 a.m., Ilani

TGIF Workshop Series: Marketing to Canadians, noon-1:30 p.m., Pend Oreille Services

Tuesday, February 24

Vote in support of the school levy—see page 2 for details.
Deadline for March Newsletter ads

Wednesday, February 25

5 Steps to Improve Your Business Profit, 8-10 a.m., Community Room

Business After Hours, 5 p.m., Home Sweet Home Consignment & Wonderland Studio at Bonner Mall

Visit www.SandpointChamber.com for a full listing of events.

Power Luncheon

Expansion of Quest and How It Will Affect the Future of Our Airport

Thursday, February 12th at 11:45 a.m.
Community Room, 414 Church Street

Roger Franklin, CFO of Quest Aircraft, will speak about Quest's future expansion plans, how that will affect the community, and the need for and plans to expand our airport and the impact to our local economy.

\$15 Chamber Members w/ reservation, \$20 for Nonmembers and members w/o reservation

Register at SandpointChamber.com or call 263.0887

SAVE THE DATE!

Power Luncheon
Thursday, February 12th
11:45 a.m., 414 Church Street

Business Before Hours
Friday, February 20th
7:30 a.m. Ilani, 803 W. Pine St.

Business After Hours
Wednesday, February 25th
5 p.m. Home Sweet Home
Consignment & Wonderland Studio
at Bonner Mall

Chamber Continues Operations on 5th Avenue After Minor Flooding

After experiencing minor flood damages in the administrative offices of the Greater Sandpoint Chamber of Commerce, the Chamber's board of directors is pleased to announce that staff were able to continue operations at 900 N. 5th Avenue.

"With the Taste of Sandpoint on January 15th and Chamber Choice Awards slated for January 30th, amongst many other ongoing events and member services, we are thankful we were able to continue working in our offices to support our Chamber members and business community," said executive director Amy Little.

Continued on page 2

Special Olympics in Sandpoint

The "Flame of Hope" lit in Athens, Greece arrived in Sandpoint on Thursday, January 29th by Special Olympic athletes for the upcoming Winter World Games in Boise, ID. Running from 5th Avenue to Lake Street, the community cheered them on in their patriotic colors as they made their way to the Sandpoint City Hall for a reception. As the flame burned, Sandpoint's own Scott Milbrath reminisced about his experience with the Special Olympics. Milbrath received gold and silver

Continued on page 4...

Thank you to our Executive Elite Members



Chamber News...

BOARD OF DIRECTORS

Dennis Dye,
Chairman of the Board

Chris Bassett, Chairman-Elect
MetLife Home Loans

Kelly Prior, Treasurer
Litehouse Foods

Kathy Hubbard, Secretary
Bonner County Daily Bee

Kristan Peacock
University of Idaho

Peggy Shadel
Mountain West Bank

Wally Schmidt
Bonner Business Center

Bridgette Bradshaw-Fleer,
Idaho Department of Labor

Colleen Spickelmire
Panhandle State Bank

Dave Kulis
Schweitzer Mountain Resort

Joanne Strom
Coldwater Creek

Doug Lynch, Ag & Forestry
State Farm Insurance, Doug Lynch

Carol Warren, Ambassadors

Clif Warren, Government Affairs
Council

Marcia Phillips, Women in Business
First American Title

Michael Aerni, Business
Development
Janni Smith Agency

Kimberli Walker, Recreation &
Tourism Council
Panhandle State Bank

Judy Thompson,
Leadership Sandpoint

Jodie Corless, Health & Wellness
Pend Oreille Services

Susan Traver,
Nonprofit Development Council
*University of Idaho
Extension Office*

CHAMBER STAFF

Amy Little
Executive Director
263-0887 x208
amy@sandpointchamber.com

Corrie Greene
Operations Manager
info@sandpointchamber.com
Ext. 202 (Membership), Ext. 205
(Bookkeeping)

Heather Bennett,
Programs &
Communications Manager
heather@sandpointchamber.com
Ext. 204

Bob Blettenberg,
Membership Account Executive
membership@
sandpointchamber.com
290-0520

**Melody Circo
& Terese Luikens**
Visitor Center & Administration
visit@sandpointchamber.com
Ext. 201

MARK YOUR CALENDAR!



*New 2009 workshop series hosted by
the Chamber's Business Development
committee and presented by:*



Upcoming Workshops:

FEBRUARY 20, 2009

Marketing to Canadians

MARCH 20, 2009

It Pays to Have Fun in the Workplace

Sponsored by:



REGISTER TODAY:

208.263.0887

SandpointChamber.com

TGIF WORKSHOP SERIES

Chamber Continues Operations...from page 1

The damages occurred in the Visitor Center and a portion of the administrative offices. "The roof leaks and broken drain pipe have been repaired, and we are awaiting repairs to the interior sheet rock, ceiling and walls," said executive director Amy Little. "As soon as the repairs are made to the front office, administrative staff will return to their offices; and the Visitor Center remains open during regular hours, even during repairs," she said. The Chamber plans to replace the roof and shingles this summer.

The Chamber would like to thank the following member businesses for providing excellent service: Tony Cunningham with Decra Roofing, Northwest Environmental Services, Three Amigos Plumbing, and Mike Mahoney from North Idaho Insurance. They'd also like to thank North Idaho Steamways, Eichardt's for providing boxes and crates, First American Title and Bonner Business Center for offering free office space if the need should arise, and Bonner County Daily Bee and Lake Pend Oreille School District for offering storage space.

"Thank you to all of our member businesses for your continued support of the Chamber," Little said.

Chamber Supports School District Levy

The Chamber issued a statement of support for the passage of the 2009 Lake Pend Oreille School District Levy. The ability to attract professionals is greatly impacted by the quality of the public education system and providing a strong education to the youth of this community is essential for the workforce.

On February 11th the Government Affairs Council presents an Eggs & Issues at the Ponderay Event Center with guest speaker Dick Cvitanich, Superintendent of the Lake Pend Oreille School District. The event is sponsored by STCU. The cost is \$12 for members and \$15 for non-members and includes a breakfast catered by Skeyes the Limit. Visit www.SandpointChamber.com to register.



Chamber News...

1st Annual Chamber Choice Awards

Presented by Coldwater Creek and Horizon Credit Union, the 2008 Chamber Choice Awards celebrated the best of business and community. Over 70 businesses and individuals were nominated for one of eleven awards. This lively event was full of smiles as members celebrated the significant contributions of businesses and individuals to the Greater Sandpoint area.

The Chamber congratulates the winners and nominees and thanks the following sponsors for their support: Seasons at Sandpoint, STCU, Williams & Parsons, Columbia Tractor, Blue Sky Broadcasting, Bonner County Daily Bee, Panhandle State Bank, Bonner General Hospital, Brian Jensen, CPA, Litehouse, North Idaho Title, Northern States Pest Control, University of Idaho Ext. Office, Vintage Timeworks, Wimberly Human Resource Consulting, and individual sponsors Amy Little, Colleen Spickelmire, Denny Dye, and Kathy Hubbard.

Mark your calendars for the 2009 Chamber Choice Awards slated for Friday, January 29, 2010. For more information, call (208) 263-0887.



Barb Fears, owner of Stage Right Cellars, poses with emcees Rick and Terese Lukens from KXLY.



Pictured are Chamber Ambassadors Bill Justus, Clem Hackworthy, chairman Carol Warren, and Clif Warren.



Tawnie Sleep, owner of Sleeps Cabins, poses with executive director Amy Little. Tawnie received the award for **Tourism Partner of the Year**.



Panhandle State Bank received the award for **2008 Employer of the Year**.



Festival at Sandpoint received the highest honors for 2008 with the **Business of the Year** award. **Festival at Sandpoint**, a nonprofit organization, plays a vital role in the economy and quality of life in the Greater Sandpoint area.

2008 Winners

Business of the Year
Festival at Sandpoint

Employer of the Year
Panhandle State Bank

Employee of the Year
*Jody Shapiro,
Sandpoint Furniture Carpet One*

Innovation in Education
*Bird Aviation Museum &
Invention Center*

Green Award
W Cleaners

Nonprofit of the Year
Bonner Community Food Center

Rookie of the Year
Ponderay Garden Center

Volunteer of the Year
*Colleen Spickelmire,
Panhandle State Bank*

Tourism Partner of the Year
Tawnie Sleep, Sleeps Cabins

Young Professional of the Year
*Trevor Greenfield, Schweitzer
Lakedance International Film Festival*

Citizen of the Year
*Lois E. Miller,
volunteer for Panhandle Special Needs*

New & Renewing Members...

Chamber Welcomes New Members

NONPROFIT ORGANIZATION SERVICES

BONNER COMMUNITY HOUSING AGENCY

Andy Chapman
1123 Lake Street
Sandpoint, ID 83864
Ph: 208-255-4264
Email: andychapman1@hotmail.com
Website:
www.bonnercommunityhousing.org
Housing Non-Profit

December Renewing Members

20+ years

Bill Brown Rentals
Coldwell Banker Resort Realty
Great Northern Financial Services
Image Maker Photo & Video
Integrated Personnel, Inc.
Interstate Concrete & Asphalt
Lana Kay Realty
Outdoor Experience
Scandinavian Affar
Super 8 Motel

16-20 Years

Kootenai Valley Motel
Waste Management of Idaho - Sandpoint

6-10 Years

Representative George Eskridge

10-15 Years

Bert's Portable Mini Storage
James A. Sewell & Associates
Steve Verby

6-10 Years

American Cancer Society

Co-Op Country Stores – Elite Entrepreneur Member

Greater Sandpoint Toastmasters
Idaho Housing & Finance Association
Klaniecki's Catered Garden Weddings
Pend Oreille Veterinary Service
River of Life Fellowship
Sandpoint Vacation Rentals
Sheri's Home Interiors
St. Joseph Catholic Church
The Festival at Sandpoint

1-5 Years

26 Harbor View Luxury Home
A New Attitude Salon
Bonner Partners in Care Clinic, Inc.
Community Cancer Services
Creative Designs by Kent
Energy Electric, Inc.
Evolution Women's Fitness
Farmers Insurance, Dave Neely Agency
Fraternal Order of Eagles #589
Jennifer Brandenberger, CPA
CHTD
Jerri Anderson, Realtor, Coldwell Banker Resort
Jerry Clemons
Meandering Moose Motel
Mountain Communications
Sandpoint Area Seniors, Inc.
Sandpoint Garage Doors
Sandpoint Title Loans
Seasons at Sandpoint – Executive Elite Member
SL Start, D.D.A. Division
Washington Trust Bank
Well Life Sandcreek Pharmacy/
Creekside Gifts
Wimberly Human Resources
Counseling
Zany Zebra

TOTAL RENEWING MEMBERS: 49

THANK YOU FOR YOUR CONTINUED SUPPORT OF THE GREATER SANDPOINT CHAMBER OF COMMERCE.

New & Renewing Visit Sandpoint Members

26 Harbor View Luxury Home
Seasons at Sandpoint
Super 8 Motel
The Festival at Sandpoint



Pictured above is the torch bearer and 2009 Olympic athlete holding the "Flame of Hope" in the Sandpoint Community Hall. He looked intently on the American flag as patriotic songs filled the air.

Special Olympics in Sandpoint...from page 1

metals in the 1983 Special Olympics held in Baton Rouge, LA. After competing in 1983, Milbrath then carried the Flame of Hope through his then hometown of Klamath Falls, Oregon in 1984 for the Special Olympic Games in Los Angeles. Milbrath spoke to fellow athletes with such joy as he reflected on his experiences almost 26 years ago. Most memorable, he said with a smile, was that his grandfather, who is now in heaven, witnessed him competing in the Games. Milbrath, law enforcement officers, and Olympic athletes all shared an incredible story of hope and encouragement about our nation and the possibilities and potential in every person.

Special Olympics started as a backyard summer camp for people with intellectual disabilities. What began at Eunice Kennedy Shriver's home in Maryland is now a global movement changing the lives and attitudes for more than 40 years. The Law Enforcement Torch Run launched in 1981, because Police Chief Richard LaMunyon saw an urgent need to raise funds for and increase awareness of Special Olympics and is now the movement's largest grassroots fundraiser, raising over \$30,000 million annually. For more info, visit www.SpecialOlympics.com.

Economic & Business Happenings...



The Sunshine Center

Location: corner of Highway 2 and Ridley

Phone: (208) 265-KIDS (5437)

Website: www.TheSunshineCenter.org

The Sunshine Center is a new business providing a complete program for children eight weeks through teenage years. The center is a state-of-the-art, multi-use facility complete with a family-centered stage and classrooms. They provide unique childcare programs including a Bearly Sick Center, Infant Care Center, Snow Day Program, Toilet Training Program, and more. Of particular interest is the Bearly Sick Center, staffed by an on-site registered nurse and complete with an air filtration system to keep germs from spreading. Another innovative service is their espresso bar where funds received go back to provide needed items in the center. Pictured is owner Bren Hamilton cutting the ribbon amongst her staff, the Chamber Ambassadors, and friends.

SBA Provides FREE Classes for Businesses

WASHINGTON – Entrepreneurs can take advantage of new, free online training and other resources offered by the U.S. Small Business Administration to assist them during this period of economic recovery.

The SBA offers a variety of online courses to assist small businesses in more effectively managing their firms in the current economy. The new course topics, available directly at www.sba.gov/services/training/onlinecourses, include revising business plans to reposition with current conditions, winning customers in a slowing economy, restructuring existing debt, and diversifying your customer base with federal contracts.

The most recently added course is “Downshifting in a Slowing Economy: A Business Planning Guide.” This course is designed to help business owners reorganize and streamline their business strategies. Other related business tools include a new automated business plan template, and an assessment and strategies guide for surviving in a slowing economy.

“The SBA is helping small businesses with the resources and tools they need in the current business cycle,” said Jeff Andrade, Associate Administrator for Entrepreneurial Development. “In addition, SBA offers a variety of resources and referrals to small businesses uncertain about what to do in the current economy on its Web page on Economic Recovery at www.sba.gov/

helpingmainstreet.”

Each free course is self-paced, and provides practical guidance on how to stay on top of economic conditions. These and other courses can be accessed from the SBA’s Web site at www.sba.gov/training. To access them, click on “Free Online Courses,” then make a selection under the header “Surviving in a Down Economy.”

The SBA can also help to find local agency offices and lenders. Business owners can talk with an SBA representative about financing options and identify local, participating SBA

lenders; learn about SBA’s Loan Guaranty Program using an electronic guide with audio and many targeted links; and train with expert counseling and mentoring services by talking with an SBA representative or resource partner about management assistance.

HOT DEALS & Member to Member Discounts

MetLife Home Loans

Reduced closing costs for Chamber members.

Sheri’s Home Interiors, Inc.

Flooring Sale

All Smiles

Member to Member Discount on custom screen printing and photo mugs

Western Pleasure Guest Ranch

Discounted sleigh rides
Meadowview House lodging special

K2 Inn at Sandpoint & Coit House B&B

K2 Inn multi-night ski season special

Schweitzer ski package at Western Pleasure Guest Ranch
Winter ranch get-a-way

For more Hot Deals and Member-to-Member Discounts, visit SandpointChamber.com

Economic & Business Happenings...

December Unemployment Rates Soars to 6.6 Percent

Over 12,000 jobs vanished from Idaho's economy in December, driving the state's seasonally adjusted unemployment rate up nine-tenths of a point from November to 6.6 percent.

More than 50,000 workers were without jobs, more than double a year earlier, as the unemployment rate hit its highest level in over 20 years and Idaho's economic turmoil approached the severity of the early 1980s. The rate was only 2.7 percent in December 2007.

The deepening recession was felt throughout the state, hitting every sector of Idaho's economy including government. The state paid out a record \$33 million in regular and extended jobless benefits during December and an unprecedented \$22 million during the first two weeks of January.

Total employment fell another 7,200 to just over 710,000, down almost 27,000 from December 2007 and the fewest people at work in Idaho since January 2006. At 3.6 percent, it was the largest year-over-year employment decline on record.

December's huge job loss—the deepest December job loss since 1979—capped a year where Idaho's economy dropped over 27,000 nonfarm jobs, the first year the state has lost jobs since 1986. Idaho employers reported hiring fewer people in December than in any other month since mid-1999. Single job openings were attracting hundreds of applicants.

December's 4.1 percent job decline from December 2007 marked the largest year-over-year job loss since October 1982 during the heart of the state's worst economic crisis since the Great Depression.

The dramatic spike in the jobless rate further narrowed Idaho's gap with the national rate, which rose four-tenths of a point to 7.2 percent. Idaho has been below the national rate for over seven years.

While Idaho's 6.6 percent December forecast could be revised, any revision would be minor. Rates for both October and November were revised downward by a tenth of a point from the preliminary rates. The last time Idaho

experience a month-to-month increase of more than nine-tenths of a point was in 1972.

Sectors with typically higher paying jobs continued to be hit hard. Over 3,800 more construction jobs were lost in December, bringing the total decline in 2008 to 7,600 and dropping the number of construction jobs to its lowest level since April 2005.

Another 1,300 manufacturing jobs disappeared—primarily in high technology and wood products—pushing the overall loss in 2008 to 7,700, one of the worst annual manufacturing jobs, the smallest number since May 1992.

Wholesale and retail trade both shed jobs in December—a month that typically sees increased employment. Financial services, business services and restaurants all posted job losses.

Forty of Idaho's 44 counties saw jobless rates rise and nine posted double-digit rates. Adams at 17.5 percent was the highest. A year ago, the highest rate was 9 percent in Clearwater County. Clearwater was also the last county report an unemployment rate at 17.5 percent—in February 1988.

Unemployment in the Boise-Nampa metropolitan area hit 6.8 percent, up from 2.5 percent one year earlier. In the past year, 15,800 fewer people were working, nearly 60 percent of the state's employment loss, while the ranks of the unemployed swelled by 12,700, just over 40 percent of the increase statewide.

The lowest county unemployment rate in December was 2.7 percent in Owyhee County. No other counties reported unemployment rates below 3.5 percent. A year ago, 22 were at or below 3 percent with the lowest rate in Owyhee County at 1.2 percent.

In 2008, unemployment averaged 4.2 percent, up a percentage point and a half from 2007's record low average and the highest annual average rate since 2004. During 2008, 37 counties saw unemployment rates double.

Clearwater recorded the highest average rate at 9.2 percent, well above the 2007 average of 6.6 percent. The lowest annual average unemployment rate was reported in Teton County at 2.3 percent. Eight other counties reported average unemployment rates at or below 3 percent. In 2007 there were 27 counties with an average unemployment rate at or below 3 percent.

*Information from Idaho Department of Labor
Press Release*



International Business Opportunities

February 20

Marketing to Canadians

Learn how to market to Canadians from guest speakers Carol Graham, International Selkirk Loop; Nancy DiGiammarco, Silverwood Theme Park, and Keith Powell, Koo-canusa Publications, Inc. This is part of the TGIF series presented by the Bonner Business Center. Call 263-0887 for info.

February 10-19

Idaho-Taiwan Office Manager to Visit Idaho

Trade office manager, Eddie Yen, will be visiting Idaho and will meet with Idaho companies from around the state to discuss export strategies, county specific updates, market trends and international trade events. If interested in the Taiwan market and to meet with Mr. Yen for a one-on-one consultation, please contact Jennifer Verdon at Jennifer.verdon@trade.idaho.gov or (208) 334-2650 ext. 2117.

February 11-21

Idaho-China Trade Office Manager to Visit Idaho

Trade office manager, Dr. Cao Guoli, will be visiting Idaho and be available to meet with Idaho companies from around the state to discuss export strategies, county specific updates, market trends, and international trade events. If you are interested in the China market and you would like to meet with Dr. Guoli for a one-on-one consultation, please contact Katie Ingram at Katie.Ingram@trade.idaho.gov or (208) 334-2650 ext. 2125.



Tourism News...

Nominate Business for Take Pride in Idaho Awards

ABOUT AWARD

Each year, Idahoans throughout the state are recognized for their efforts to promote, preserve or restore Idaho's tourism and recreation resources through the Take Pride in Idaho Awards. Nominees for the 2009 Take Pride in Idaho Awards are currently sought for the following categories:

Outstanding Individual Achievement in Recreation and Tourism, Outstanding Tourism Community Award, Governor's Outstanding Tourism Event, Outstanding Historic Preservation Award, Outstanding Cultural Tourism Award, Outstanding Visitor Center Award, and Idaho Media Award

HOW TO NOMINATE

The nomination forms are available on the ITC site at <http://commerce.idaho.gov/travel> and also on the Chamber's website at www.SandpointChamber.com under top news.

DEADLINE

Deadline to nominate is April 10, 2009.

Sandpoint Exposure

- Sandpoint featured on MSN City Guides in an article titled "Winter Wonderlands: 10 Towns that Make Ice Nice"
- MARQUIS Who'sWho in America mentioned Sandpoint in their travel section on "Wonderlands of Winter"

Provided by Big Leap Creative

Tourism Updates

2009 Winter Carnival Success!

The Chamber would like to thank Chris Bessler with Keokee Creative Group, Tawnie Sleep from Sleep's Cabins, Stephen Meyer from Pend d'Oreille Winery, and Lisa Gerber from Big Leap Creative for organizing this annual event which brought visitors to our area to stay, play, dine, and shop. A big thanks also goes to the sponsors who supported this event including Seasons at Sandpoint, Panhandle State Bank, Schweitzer Mountain Resort, Blue Sky Broadcasting, and Bonner County Daily Bee.

2009 Visitor Guide

The new Visitor Guide featuring Visit Sandpoint members is available. Come by the Chamber to pick up copies to distribute in your business to our visitors.

2009 Business Directory

Used in relocation packets and distributed at the Visitor Center, the new directory is now available.

Visitor Center Stats

	November 2008	December 2007	December 2008	2008 YTD	2007 Totals	2006 Totals
Visitors	136	305	86	11,606	19,285	16,781
Info Calls	380	430	286	5,574	8,660	7,566
Email Requests	52	80	45	635	992	309
Vacation Packages	21	29	6	462	719	556
Relocation Packages	4	5	0	62	146	223
Chamber Website	8,705	6,320	7,645	71,064	88,265	—
<i>Personal Visits</i>						
Visit Sandpoint Website	3,533	4,223	3,324	36,408	55,711	—
<i>Personal Visits</i>						

Visitor Center Staff/Volunteers

VISITOR CENTER STAFF

Corrie Greene,
Operations Manager
info@sandpointchamber.com
Ext. 202 (Membership), Ext. 205
(Bookkeeping)

Melody Circo & Terese Luikens
visit@sandpointchamber.com
Ext. 201

VISITOR CENTER VOLUNTEERS

Jerri Anderson
Realtor, Coldwell Banker Resort

Thank you to our dedicated volunteers!