

## Small Business & Ag Happenings

### Wine Down ribbon cutting set

LA GRANDE — The Union County Chamber of Commerce is hosting a ribbon cutting for Wine Down on May 17. The event will run from 6:30 p.m. to 8 p.m. at Wine Down's new location, 115 Depot St., La Grande. All are welcome to stop by and join the celebration.

### Walker Wells firm celebrates 20th anniversary

LA GRANDE — Melinda Wells of Walker Wells Insurance, Investment & Financial Advisory Firm, Inc., announced the company's 20th anniversary. According to a press release, Wells, a financial adviser, has focused on providing options for financial wellness to working-class people and small business owners since 1999. The firm is committed to its one-on-one approach, which takes into account



Wells

its individual goals, objectives and concerns and ensures clients have the information necessary to make informed financial decisions.

Wells holds her Series 6, 63 and 65 securities licenses, is a registered representative, investment adviser rep and is a licensed insurance agent for life and health in Oregon, Idaho, Washington, Montana and Wyoming. Walker Wells has offices in La Grande and Hermiston.

### Banner Bank hires Samantha Foster as relationship manager

BOISE, Idaho — Samantha Foster has joined Banner Bank as a senior commercial banking relationship manager serving Southern Idaho and East-Central Oregon.



Foster

Foster has 24 years of experience in commercial banking, most recently serving clients in the agriculture, food and wine industries. She has a bachelor's degree from the University of the Pacific in Stockton, California.

She can be reached at 208-540-2376 or [samantha.foster@bannerbank.com](mailto:samantha.foster@bannerbank.com).

Banner Bank is a Washington-chartered commercial bank that conducts business from more than 200 locations in Washington, Oregon, California and Idaho. Banner Bank, which has a branch in La Grande, is a community bank that offers a wide variety of commercial banking services and financial products to individuals and small and medium-size businesses and their employees throughout the Western U.S. For more information, visit Banner Bank at [www.bannerbank.com](http://www.bannerbank.com).

### EO Visitors Association announces new executive director

SALEM — The Eastern Oregon Visitors Association has hired Alana Garner Carollo as its new executive director. EOVA is the state-designated Regional Destination Management Organization that works closely with Travel Oregon to promote and develop the tourism industry throughout the 11-county region of Eastern Oregon.



Carollo

Carollo began her position as the association's executive director on

May 6. Carollo first came to Eastern Oregon in 2011 as a Resource Assistance for Rural Environments (RARE) participant when she served as the program coordinator for the La Grande Main Street program. Carollo also served as the first executive director for the Astoria Main Street program.

"Eastern Oregon is an incredible part of the state with amazing outdoor recreation and cultural and heritage tourism opportunities," Carollo said. "I'm looking forward to working with the communities throughout the region to help grow and strengthen this important part of our local and regional economy."

The search committee received 31 applicants for this position and interviewed eight candidates as part of the search process before recommending Carollo for the position. She follows in the footsteps of Alice Trindle, who retired in December after leading the organization for nearly 30 years.

### Local financial adviser honored for performance

LA GRANDE — Shawn K. Mangum, who has been an Edward Jones financial adviser in the La Grande area since 2000, attended the Edward Jones Managing Partner's Conference April 23-26 in Scottsdale, Arizona. The prestigious annual event honors the top 400 of the firm's more than 17,000 financial advisers. The conference pools Edward Jones' most successful financial advisers for a discussion with Penny Pennington, Edward Jones' managing partner, on issues facing the firm and the financial services industry as a whole.

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# MORE IN STORE

■ Grand Reopening to celebrate transfer of R & C Family Store takes place May 18



Juli Bloodgood photo

Elijah Simonis, right, new owner of R & C Family Store, demonstrates a pair of the store's women's shoes on Megan Demirjian, store associate. The store is hosting a grand reopening May 18.

By Trish Yerges, ForWesCom News Service

*The R & C Family Store, 2700 Bearco Loop in La Grande, is hosting a grand reopening event on May 18 from 10 a.m. to noon in celebration of the transfer of ownership from Ron and Cindy Simonis to their son and daughter-in-law, Elijah and Malena Simonis of Island City.*

"My wife and I just recently bought the store in January from my folks," Elijah Simonis said.

There were three signature changes Elijah and Malena Si-

monis made when they took over the business. They freshened up the interior with new paint and redesigned the store displays and floor plan, opening up the store a little more, which makes it easy

for customers to move about and find what they need.

"That's all my wife's work," he said. "She is amazing at reorganizing. She repainted and reorganized shelves so we have

a kids' corner and women's corner now. You don't have to come in and just look at long aisles (of inventory) anymore.

Simonis is also introducing  
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## The Five Cs of Credit — obtaining a business loan

By Greg Smith

Successfully obtaining financing often is a key factor in starting or growing a business. It is important to look through the eyes of a lender so one knows what to expect before submitting a loan application. In addition to a well-developed business plan, borrowers need to understand the "Five Cs of Credit," which are key elements a borrower should expect to have in order to obtain a business loan.



Smith

**Character:** An individual's personal and business character and integrity will be assessed. In small communities throughout Eastern Oregon, one's personal and business reputation may be widely known, which may or may not be to the borrower's advantage. Lenders may ask about any criminal records, bankruptcies and even if child support payments are current. The reputation of the business will also be a large factor and may include such things as the owner's general experience in business; if one has successfully managed profits and losses in a previous business or for an employer; and, if the person has demonstrated working their way up through an industry, gaining experience in a variety of aspects

of its operations.

**Capacity:** This pertains to one's ability to pay the loan payment in addition to the other financial obligations of the business without creating a negative cash flow. In other words, does the business have more expenses than income from sales? If so, this represents a negative cash flow and will likely result in the loan being denied.

**Capital:** This refers to the amount of money a person has available to contribute toward the lending transaction as lenders are not willing to finance a business at 100%. Not having adequate capital is often a deal breaker for banks and most advisers will tell a person not to proceed with completing a loan application if they cannot provide the required contribution. There are options for raising capital that might include a business partner. Using borrowed money as an equity injection such as a home equity line of credit is not an option. The loan will likely be denied if the bank discovers that a borrower's capital contribution is subject to debt service.

**Collateral:** This pertains to the type of assets that will be used to secure the loan in the event a person defaults and stops making loan payments. Banks rarely, if ever, accept inventory as collateral. A person's home (if

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## Safety conference held in Pendleton in June

WesCom News Service staff

PENDLETON — An upcoming two-day event in Pendleton will offer employers and workers a variety of opportunities to sharpen their workplace health and safety programs. Topics covered will include safety committees, safety leadership, root cause analysis and chemical safety.

Oregon OSHA, a division of the Department of Consumer and Business Services, is one of several partners presenting the June 3-4 Blue Mountain Occupational Safety and Health Conference at the Pendleton Convention Center.

The event begins with a Forklift Round-Up on June 3, which spectators are welcome to enjoy. June 3 also features a Oregon SHARP Alliance no-cost workshop to discuss how to sustain a strong safety program despite personnel changes. The nonprofit SHARP Alliance promotes safety and health management by encouraging teamwork among people, employers and organizations to improve on-the-job health and safety for Oregon workers.

On June 4, keynote speaker Rob Fisher will present "How Personality Impacts Risk." Fisher, president and director of operations for Fisher Improvement Technologies in Concord, North

Carolina, will show how different personalities see risk differently and how to manage risk from that standpoint. According to Fisher, it's important to be aware of and manage the personality tendencies that can blind people to risk. "There is more to being safe than just managing the physical hazards," he said.

Other conference topics include: developing an efficient safety committee; forklift safety; using alternative therapy to overcome repetitive use injuries; and improving machine safety programs.

Conference registration for June 4, is \$85, which includes lunch. For more information about the two-day event or to register, go to <https://osha.oregon.gov/conferences/blue-mountain/Pages/index.aspx>.

Oregon OSHA, a division of the Department of Consumer and Business Services, enforces the state's workplace safety and health rules and works to improve workplace safety and health for all Oregon workers. For more information, visit [www.osha.oregon.gov](http://www.osha.oregon.gov). The Department of Consumer and Business Services is Oregon's largest business regulatory and consumer protection agency. For more information, go to [www.dcsb.oregon.gov](http://www.dcsb.oregon.gov).