

BUSINESS NEWS



Anita Wertman, left, Ken Wisner and Keith Gautney are employees of the new hardware store.

New store fills vacancy in building supply needs

by PHIL CHRISTENSEN
Staff writer

The July 1 opening of Mountain Building Supply, 67250 E. Highway 26 in Welches, ended a two-year period during which there was no hardware store in the Mount Hood corridor.

New owners Bill and Renee Knapp of Rhododendron also own Zig Zag Enterprises, a construction and excavation business established in 1979.

The store carries a complete line of lumber, plumbing and electrical supplies, and hardware.

Manager Anita Wertman said

the area needed the services of a hardware store.

"Bill and Renee were aware of that because of their work. One little item can hold you up with a trip to Gresham," she said.

Wertman described the store as "a complete building supply, everything for the do-it-yourselfer and general contractor."

"Mountain Building Supply will do everything Hoodland Lumber did, and then some," Wertman said. "We're trying to expand."

The store's grand opening, July 2 through 4, came before some of the merchandise did. "We're slowly getting the holes filled in," she

said. Wertman worked three years at the store under the past owner. "I had an advantage in knowing what to stock," she said.

She noted that the community response to the reopening has been excellent. "People say, 'We're really glad you're open again.'"

Wertman is also glad to be open. "We want to serve the mountain," she said.

Business hours are from 7 a.m. to 6 p.m., Monday through Friday. Saturday hours are from 8 a.m. to 6 p.m. And Sunday the store is open from 9:30 a.m. to 4:30 p.m.

Hair designer moves studio

Chris Tillman-Smith, who has been cutting hair in Sandy for 10 years, has moved her studio to her home.

"I felt the need to be home to better care for my family's needs," she said. "I have three boys, ages 2, 4 and 6. I wanted to be home when my son gets off the school bus in the fall. Also, being home, I'm more flexible on booking the times my clients need."

Tillman-Smith's studio is at 19975 Langensand Road. She is open Monday through Saturday from 9 a.m. to 8 p.m. Her telephone number is 668-7652.

She describes her business as providing complete hair care for men and women of all ages. Her does conventional and avant garde cuts, hair coloring, weaving, permanent waves and ear piercing.

Tillman-Smith has 10 years of ex-

perience in the business. She was co-owner of Back Lot Barber Styling for four years and co-owner of Our Gang Hair Design and Tanning Center for six years.

She said she works to offer a professional service, even though it is in her home.

"My mom, Pat Killingsworth, is living here with me on an extended vacation from Hawaii. She helps me so I can keep a professional atmosphere in my salon."

"The kids stay out and don't bother my clients; they do very well at this."

Tillman-Smith also may cook a few more meals now that she is working at home. She said her husband, Rod, who delivers heating fuel for Star Oilco., was "tired of eating pizza all the time."



CHRIS TILLMAN-SMITH

Ski revenues on the rise

The economic impact of downhill skiing continues to grow as an important part of Oregon's tourism industry, a University of Oregon study shows.

During the 1986-87 season, ski activities accounted for nearly 11 percent of total state tourism revenue, \$141 million out of \$1.2 billion, the survey found.

"Despite a small reduction in the number of skier visits since the 1984-85 season, revenue increased in the 1986-87 season by more than 15 percent," researcher James Lawrence said.

The project, directed by David Povey, a professor in the department of planning, public policy and management, is the second in a series of biennial reports commissioned by the Oregon Ski Operators Association.

In addition to Lawrence, the research team included two other graduate students in urban and regional planning, Robert Parker and Matt Malone.

The only other state to conduct such a study is Colorado, Povey said.

The reports mark the first time information has been collected for the entire Oregon ski industry. This year's study surveyed eight ski

areas: Mount Hood Meadows and Timberline in the Portland area; Mount Bachelor, Hoodoo Ski Bowl, Willamette Pass and Mount Ashland in the Central-Southern area; and Anthony Lakes and Spout Springs in Eastern Oregon.

The project also collected data on ski shops, ski area suppliers, support services such as restaurants and lodging facilities, ski area employees and government agencies dealing with public policy or law enforcement.

Ski-related employment grew by 21.1 percent during the same period. A 1.2 percent decline in skier visits, from 1.43 million to 1.418 million, was due in part to the one-year closure of Mirror Mountain in the Portland area.

Of the total \$141 million in ski revenue, the biggest portion was reported by ski shops, about \$50 million, or 36 percent. Lodging, food services, transportation, entertainment and related services accounted for about \$44 million, or 31 percent.

The ski areas themselves took in about \$34 million, or 24 percent. Suppliers and government agencies account for the remaining \$13 million.

Each ski region in the state shows a similar pattern of high and low skier

visits over the past eight years, which is largely a reflection of snow conditions, the report says. The overall increase in skier visits during that period fits the national surge in interest in skiing that began in the 1970s.

The eight ski regions vary considerably in share of the market, from Mount Bachelor with 44.5 percent to Spout Springs with 1 percent.

"The main reason for the greater impact in the Central-Southern region is the larger number of destination resort facilities serving Mount Bachelor," the report says.

"The estimated gross revenue in off-mountain support services in this region is more than nine times greater than that in the Portland area."

What does this really mean for the future of Oregon's ski industry?

Povey said the number of skier visits has increased an average of .9 percent annually during the past five years but 2.3 percent annually in the past 10 years.

Even at the lower growth rate and not adjusting for inflation, skiing would generate \$156 million in 1991-92 and nearly \$172 million by 1996-97, which could mean a bigger share of the national ski industry for Oregon.

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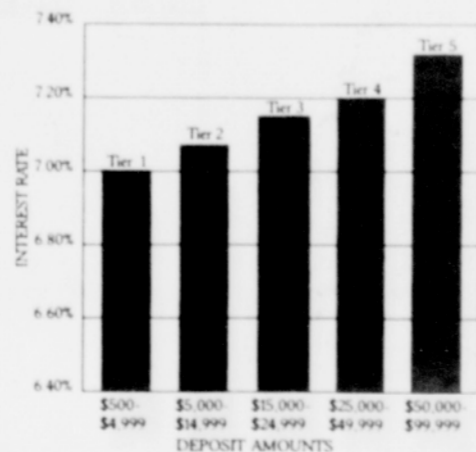
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