

FATHER'S DAY



Tides to Freedom 16th Annual South Coast Roundup

- Rogue River Jet Boat Trip
- Fellowship Workshops
- Fun
- Raffle
- Meetings
- Potluck Dinner

Curry County Fairgrounds
June 13th & 14th
Gold Beach, Oregon

Registration \$5.00
Breakfast \$4.50
Rogue River Jet Boat Trip
(including dinner) \$60.00
(There is limited seating, so please
pre-register)

For information call:
(503) 469-9243 or (503) 469-9044

Some Calorie Burning Activities DO NOT COUNT

Over the past year the Area Offices of the Confederated Tribes of Siletz have had on-going exercise challenges with fierce competition. We have not received the final results of the last exercise challenge but have been notified by the Springfield Area Office that the following activities DO NOT COUNT towards the final score and all future participants are to be notified:

ACTIVITY	CALORIES BURNED
Passing the buck.....	25
Swallowing your pride.....	50
Throwing your weight around (depending on your weight).....	50-300
Beating around the bush.....	75
Jumping to conclusions.....	100
Dragging your heels.....	100
Climbing the walls.....	150
Jumping on the bandwagon.....	200
Pushing your luck.....	250
Wading through paperwork.....	300
Climbing the ladder of success.....	750

POSITION OPPORTUNITY STEDCO MARKETING DEPARTMENT

At its last regular meeting the STEDCO Commission authorized the Executive Director to create a Marketing Department for STEDCO. The purpose of this department is to create marketing opportunities for STEDCO products on a national and international basis. Presently the Commission has approved two business plans; a) the Siletz Tribal Smokehouse Enterprise, for which the retail market has been established and

there presently is a need to secure a broader wholesale market, and b) a recently approved business plan for forest products, which will be manufactured at a secondary manufacturing plant now scheduled to be constructed in the Siletz area. Even though the Tribal Smokehouse has been in operation for nine months, there is a need to expand into the wholesale market at a much larger scale of operation. The Forest Products Enterprise is just beginning and therefore the markets could be explored prior to actual production of goods.

The key person in the department will be a Marketing Director who will be responsible to the Executive Director of STEDCO. The person who fills this position must be highly qualified and, more importantly, possess significant contacts, not only in the United States but also in the international market, to develop the good markets for products being produced by STEDCO.

The Marketing Director shall be responsible to provide opportunities for a sales force within each enterprise to sell their products at a level which will meet the goals of the enterprise. Expertise and market contacts would be desirable both in the area of processed seafood and value added forest products. Examples of the seafood products would be the smoked salmon products, whether fresh, canned or retort pouched. Examples of forest products would be specialty lumber, pallet stock, or assembled pallets, and softwood or hardwood cants which could be sold to other businesses for remanufacture.

It is difficult to put an actual dollar amount on the beginning salary since it will be dependant on the experience of the applicants. Because of the complexity of the position and the need for a high level of skill and experience, it is expected that the salary will be not less than \$35,000 per annum. In addition, STEDCO will provide support services and an expense budget.

This article is initially being placed in the Newsletter to get the widest possible distribution to tribal members. Although a position classification has not been completed, it is anticipated that there would be a minimum educational requirement of a degree in Business Administration with an emphasis in Marketing or in the alternative, considerable actual experience and contacts within the relevant industries which will provide the greatest possible benefit to the STEDCO enterprises. It is said that marketing is about ten percent personality and ninety percent contacts. Therefore, throughout this article there is an emphasis on finding somebody with the greatest number of relevant contacts within the industry. It should be emphasized that this is not a sales position for any particular enterprise or group of enterprises, but is in fact a marketing position, which will be charged with the duty of securing market opportunities for the STEDCO sales forces. Once the markets have been established, the sales force can establish a presence in the market for STEDCO products. Although the Marketing Director may spend some time in sales work, the primary purpose is to identify and develop new markets for products. That is why industry contacts are so important for the holder of this position.

Although the preference is to have a marketing person in-house, STEDCO will also consider the use of a qualified marketing company on a

contract basis. If a company is used, the preference of the Commission would be to establish a commission type system of compensation for the marketing company. This type of arrangement may be particularly useful in the start up phases of the Marketing Department for STEDCO while an in-house person is being solicited. Any tribal member who wishes to discuss the use of a marketing company in which he or she may have an interest should contact the STEDCO Executive Director.

For further information or if any tribal member wishes to discuss this matter further, please contact Michael Dowsett, Executive Director of STEDCO, either in person or by telephone. The needs of STEDCO are immediate, so time is of the essence in this matter. Please mail any written correspondence to: STEDCO, P.O. Box 270, Siletz, OR 97380, Attn: Michael Dowsett, Executive Director or call (503) 444-1347 or Fax your Resume' or inquiry to (503) 444-1353. It is reiterated that STEDCO will be aggressively seeking the right person for this position, so it is important for any interested party to contact STEDCO as soon as practical.

Business Opportunity

A notice was placed in the May Newsletter requesting that any tribal member who may possess a business plan which would utilize the space previously occupied by the Evergreen Enterprise at STEDCO and who desires to discuss using that space to please contact STEDCO. There is approximately 2,000 square feet of space available with two separate offices and bathroom facilities. There is presently a large cooler in the space, which could be removed.

There was a deadline of May 15, 1992 in which inquiries would be received. In the notice it stated that the space could either be leased or, under the right circumstances, the business plan could be presented to the STEDCO Commission for consideration as a tribal enterprise. As stated in the previous notice, the two criteria for consideration by the Commission for a tribal enterprise would be; 1) the ability to provide net revenues to STEDCO; and 2) provide employment opportunities for tribal members.

With the exception of two telephone inquiries, there were no written proposals submitted by the May 15th time limit. STEDCO will therefore seek other uses of the premises. However, in the event that there was insufficient time or the notice was overlooked in the last issue, STEDCO is re-running this notice for tribal members. It is unlikely that any use will be made of the premises prior to the STEDCO Commission's meeting of June 13, 1992. Therefore, if there are interested persons please contact STEDCO prior to that date with any proposals. The written proposals should be submitted to Michael G. Dowsett, Executive Director, either by mail or in person no later than Saturday June 13, 1992, which is the date of the next regular STEDCO Commission meeting.

Mailing address is: STEDCO, P.O. Box 270, Siletz, OR 97380 or call (503) 444-1347, or Fax (503) 444-1353.

For further information contact Michael Dowsett or leave messages with Tami at STEDCO.