

ECLIPSE: Aftercare a road-block even if funds weren't

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twice a year to keep fire risk down, but we would have to be out there mowing every week. We don't have the equipment, we don't have the manpower," Johnson continued.

Clint Holland, a member of the parks advisory board and a major force behind park amenities like the amphitheater, said he was planning to wrangle a group of volunteers to supply the re-seeding work with the hope of installing irrigation at a future date.

Johnson suggested that adding irrigation would only further complicate the issue. There are only two full-time parks employees and 3-4 additional seasonal employees hired for the busy season, March to October.

When Keizer City Councilor Bruce Anderson, who was acting liaison for the Keizer City Council at the meeting, asked whether the permit process could go ahead if the \$1,800 "magically appeared," Johnson reasserted

his assessment of the plan. "We are in no condition to take care of 7.5 acres of additional irrigated turf," Johnson said.

Parks board member Matt Lawyer said the shortage of funding for the permit and maintenance was another reason the city needs a stable funding mechanism for parks. In addition to the KRP field, a shortage of funds is keeping the city from maintaining its existing parks.

"I would be a hard 'no' vote (on moving forward with the permit) given the issues already needing to be addressed," Lawyer said.

The parks board is currently collecting data from a survey asking residents whether they would support a fee creating a dedicated fund for parks maintenance and improvements. Keizer residents have received the survey with their water bills during the past two billing cycles, but it is also available at www.keizer.org, click on the scrolling banner at the top of the home page.

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made himself a vow that anything on top of that goal would be used for a company truck. He ended up blowing through his goal and soon after found himself sitting in his new truck outside his workshop trying to figure out how he was going to fulfill nearly 350 online orders generated during the course of the Street of Dreams exhibition.

"I knew I could be successful, but it was so much more than I expected. Some of my customers had to wait a few months, but we only lost a few orders," Tate said.

Tate grew up on a farm in Canby and that was where he started making things. "I was always messing around with wood and building. On a farm, there was always something to build and build with," he said.

After studying architecture at Western Oregon University, he ended up working as a sales rep for AT&T and traveling throughout Washington and Oregon with the company, but he never gave up his woodworking hobby.

"All the time I spent working with wood helped with what I did for AT&T," he said. "I could go into a store and immediately see how I could change things to boost sales."

A little over a year ago, he produced a large Oregon state board for a customer whose home was going to be featured

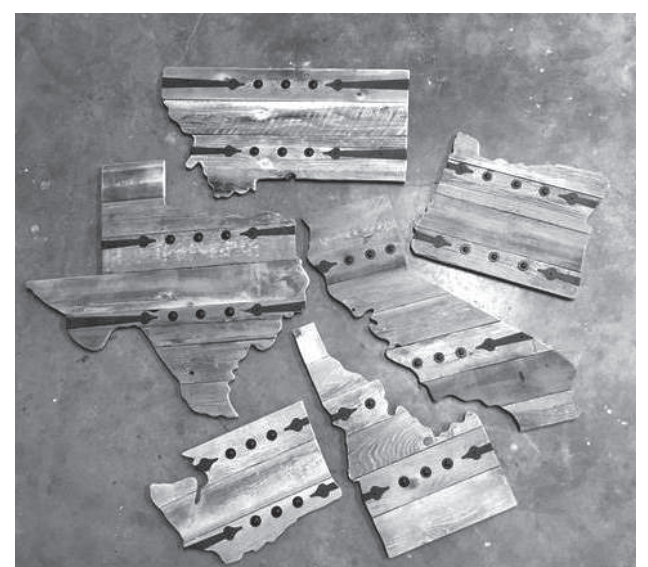
on the Salem Tour of Homes. It generated several other orders for state boards and custom projects. He started filling the orders from his garage before contracting for a workshop on River Road. Another customer invited him to be part of a décor show in Salem and the ball slowly kept rolling.

Tate was nearly at the end of his financial rope when he decided to cold call Street of Dreams. Everything since has felt like chasing a tornado. He's hired a part-time bookkeeper and two part-time builders to help him fill orders.

Tapping into relationships he built as a sales rep and other contacts he's made since those days, Tate's been able to build up a steady stock of the wood he needs and a loyal customer base, but he's got several other irons in the fire.

He's in talks with a Portland sports team for a potential new line of products and he's constantly trying to add to the look of his bestsellers, the state boards, which start for as little as \$38 for smaller ones and can run in the hundreds of dollars for larger pieces.

"We are going to be introducing skylines on the state boards and then some other landmarks from around each



Submitted
A collection of Timbr and Moss's trademark state boards.

individual state," he said.

Tate has developed designs for every state in the Union and has sold about 40 different ones.

Beyond the business itself, Tate wants to lay the foundation for a youth program that brings students into the shop and teaches them how to tap their creativity and turn it into entrepreneurship opportunities.

"When we all work together, we all win together. Every customer and client is part of this journey and I want them to feel like they were part of something they believe in," Tate said.

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