



EDWARD STRATTON — The Daily Astorian

Luottamus Partners bought the Abeco building, while Prana Massage is moving into the former Medical Spa LaCost space.

CHANGES AFOOT ON COMMERCIAL STREET

By EDWARD STRATTON
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Luottamus Partners LLC, the partnership of Mitch Mitchum and RoseMarie Paavola, recently bought the Abeco building from Columbia State Bank, after it had gone through foreclosure.

"There are actually two buildings," Mitchum said about the western portion of Abeco at 1312 Commercial St., which is used for office furniture, shipping and receiving. The building dates from 1924, he said, and the main portion of the store, at 1332 Commercial St., is a separate building from 1948. "Over the years, they opened a couple holes in the wall between the two buildings," Mitchum said.

Abeco Office Systems will stay, said Mitchum, albeit in the 1948 building. Luottamus will restore the western portion of Abeco, removing the green awning, making it more historically accurate and opening it up to a retail tenant.

Prana Massage

Prana Massage, which opened on Pier 39 two years ago in March, will soon be moving to downtown Astoria.

Owner Leigh Oviatt announced that her business will move in late March to the former site of Medical Spa LaCost, which closed at 1428 Commercial St. in December 2012.

Prana is a Sanskrit word for "life force." Oviatt is a

licensed massage therapist who works in Swedish relaxation, deep tissue, hot stone and traditional Thai massage styles, along with foot reflexology.

Oviatt also offers fire cupping, an ancient alternative to acupuncture in which a flammable substance such as alcohol, herbs or paper is placed in a cup and set on fire. As the fire goes out, it creates suction, causing the skin to rise and redden as blood vessels expand.

She is installing a 128-cubic-foot sensory deprivation float tank in her new spa location. Resembling an oversized, enclosed bathtub, float tanks are filled with 10 inches of water and 800 pounds of Epsom salts warmed to

skin temperatures. Users float in them for about 90 minutes, separated from all noise, light and the outside environment.

Joining Oviatt at the new location will be Gearhart acupuncturist Hilary Simila of One Mountain Acupuncture and Botanicals. Simila creates Chinese herbal medicine remedies. She also does tui na, a hands-on body treatment using Chinese Taoist and martial arts principles, reflexology and cupping.

Check for updates on Prana Massage's Facebook page. Oviatt can also be reached at 503-812-2492 and leighoviatt@gmail.com. For more information, visit www.pranawellness-center.net

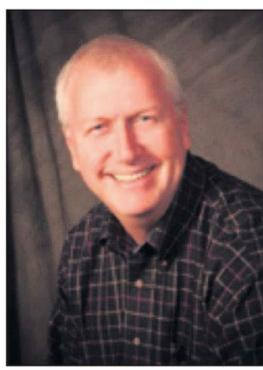
CEDR workshop focuses on keeping businesses in the family

By EDWARD STRATTON
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About 70 percent of the businesses in Clatsop County are family owned, said Director Kevin Leahy of Clatsop Economic Development Resources (CEDR).

"Many times, if you don't have a succession plan, it just closes," said Leahy, touting an upcoming workshop on succession planning CEDR's sponsoring on March 2 and 3 in Astoria and Seaside.

The seminar, "Succession Planning: Enhancing Value and Preserving Legacy," covers an introduction to succession planning, its link with financial planning, tax considerations of transitioning ownership, understanding succession options, family



Arnie Hendricks

challenges and opportunities. As a follow-up, it offers 90 minutes of complimentary telephone consultation.

One owner contacted him, Leahy said, saying they didn't want to be seen at the workshop because people might think they're

trying to sell their business. "This isn't about today or tomorrow," said Leahy. "This is about looking at the future of your business."

Teaching the seminar is Arnie Hendricks, a management consultant and chief financial officer who has worked for 23 years with more than 250 companies. He is a certified exit planning adviser and family business adviser.

"I have come to realize that a plan that is able to use a five- to 10-year horizon is best, and it starts with just some education of the process and then identifying some initial steps that they can take," said Hendricks.

A favorable outcome, he added, is not only beneficial to the business owner's retirement plans, but also

to all of the stakeholders depending on the business, including children, employees, customers, vendors and the community as a whole.

The first iteration of the seminar runs from 8:30 to 11:30 a.m. March 2 in Columbia Hall Room 219 on Clatsop Community College's main campus at 1651 Lexington Ave. in Astoria. The second iteration runs from 8:30 to 11:30 a.m. March 3 in the Cannon Beach Chamber of Commerce's community room at 267 Spruce Drive.

Preregistration is required, and the seminar costs \$49 per person, payable at the event by check or credit card. Email SBDC@clatsopcc.edu for a registration link, or call 503-338-2402.

United Way announces new board members

United Way of Clatsop County has announced three new board members: Justin Grafton of Justin Grafton Studios, Capt. Daniel Travers of the U.S. Coast Guard and Zach Gantenbein of U.S. Bank.

Also serving on the board of directors are: Charlene Larsen, president; Dick Easton, past president; Christine Lohich (health care consultant), secretary; Mary Ritter, treasurer; Scott Docherty of Redhare; Jim Zile of Georgia Pacific; Trece Gurrad of Columbia Memorial Hospital; Esther Moberg of Seaside Library; Nick Benas of Clatsop Behavioral Healthcare; and Donna Larson of Clatsop Community College.

For information, go to www.clatsopunitedway.org or call Stacey Brown at 503-325-1961.



Seller: Clatsop County Sheriff's Office
Buyer: Premier Community Bank
Address: 467 Diamond Lane, Gearhart

Price: \$385,000
Seller: Patricia A. Kopecky
Buyer: Cheryl Adamscheck
Address: 3345 Bayview Terrace, Seaside
Price: \$328,000



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Mark Alfonse and Kari Hall run K & M Catering and Bandit Cafe on the second floor of Columbia Hall on Clatsop Community College's main campus.

Making the Dollar

INTERVIEWS WITH LOCAL BUSINESSES
BY EDWARD STRATTON

Mark Alfonse and Kari Hall, owners
K & M Catering
and The Bandit Cafe
Columbia Hall, Second Floor
1651 Lexington Ave., Astoria
503-741-0780 or
markari3274@yahoo.com

Kari Hall and Mark Alfonse, former operators of food truck West Side Deli, have also operated K & M Catering for decades, cooking for big events. For the past 13 years, they've catered the Knappa Schools Foundation auction. And for the last two, they've run the Bandit Cafe on the second floor of Clatsop Community College's Columbia Hall. The catering is by appointment, and the cafe is open for breakfast and lunch from 7:30 a.m. to 3 p.m.

What do you do?

Kari: "We do weddings; we do anniversaries; we do birthday parties; we do Christmas parties. December's busy for us. We can do bartending. We have a bartender. But we don't do cakes. But we can help find people."

Mark: "We can serve it or do a buffet. It's usually a buffet line."

How did you get into this business?

Kari: "We started this about 20 years ago. It all started with my cousin's wedding. It went from there. A friend of hers then hired us, and it just kept going on from there. And then I also worked at Hauke's (Sentry Market) in their deli and did their catering. That first (event) we did was in St. Helens, so we've gone as far as Portland, St. Helens; we've done Newberg, up in Washington."

Who are your usual clientele?

Kari: "Mostly weddings, Christmas parties, we do a lot of those. We do a lot of luncheons, especially up here at the college. It's hit and miss."

Mark: "Some months there's nothing, then I go and sit at home and the phone rings and then boom."

I would say June, July, August and December are our busy, busy months. We do things on the spur of the moment, like funerals, because things like that happen. We're on call all the time, it seems like."

What are some of the quirks and challenges of your business?

Kari: "Finding help. People say 'Call me when you need help.' It's like, I call 'em up, 'No, I can't do it,' and they back out at the last minute. It's hard to find steady help."

Mark: "Or we find a high school kid that's really good, and then after their senior year they're gone, so we have to start all over. But it's usually just her and me."

Kari: "If it's anything over 250 people, we hire people. But most of the time it's just him and me. And then it depends on if it's the glass plates and stuff like that. We need kids who can bus tables and stuff like that. We hire out if we have to, but most of the time we do it."

Mark: "Ask our family first, and then we go from there."

Customer service is March topic

Lower Columbia Human Resources Management Association will bring John Anglim, chief learning officer and founder of True North Learning and Development LLC, to its meeting from 11:30 a.m. to 1 p.m. March 4 at Buoy Beer Co.

Anglim's seminar, "How May I Help You? Putting Service Back in Customer Service," gives priority lists a boost in the right direction. He takes participants through some of the finer points of customer service, such as: what are customers looking for and what are successful business doing?

Learn strategies for building your customer service program. Leave this seminar with tips, techniques and ideas for getting repeat customers, a free form of advertising.

Buoy Beer Co. is located at 1 Eighth St. Non-members of the association can attend. Register online at www.lchhma.org by March 1. The cost, including lunch prepared by Buoy Beer, is \$15 for association members, \$12.50 for students and \$20 for nonmembers. For more information, contact Stacey Brown at president@lchhma.org

Seller: Jeffrey Michael Leinassar

Buyers: Jill Benish, Gai L. Williams, Tamarah L. Fitzsimmons

Address: 90459 Par Road, Warrenton

Price: \$286,500

Seller: Robert Leo Jarvis

Buyer: Sara A. Musemeche

Address: 3464 Grand Ave., Astoria

Price: \$285,000

Seller: Donald W. Pearson

Buyers: Mathew Gillis and Scott Gillis

Address: 231 W. Siuslaw St., Cannon Beach

Price: \$279,000

Seller: Camille Marion Holland

Buyer: Nathan I. Rehnert

Address: 421 Seventh Ave., Hammond

Price: \$240,000