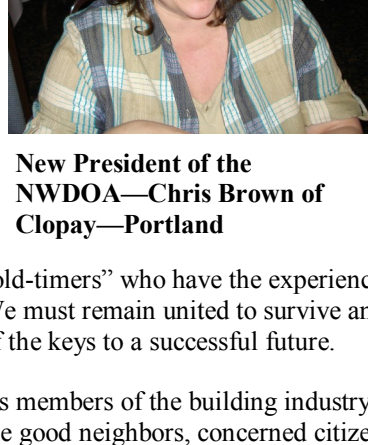


February 2010

**MESSAGE FROM THE PRESIDENT**

**New President of the NWDOA—Chris Brown of Clopay—Portland**

I consider it an honor to serve as your President and am proud to serve alongside our current board members.

As an industry, we are experiencing significant challenges. To a great extent, this is due to the overall economic crisis we are experiencing. As such, it calls for new ways to deal with the issues we face as an industry so that we may continue to grow and develop our organization in order to provide service that is of genuine value to our members.

To that end, we need everyone – manufacturers and dealers alike – to work together this coming year. This is a time for all our members to contribute, especially those

“old-timers” who have the experience as well as those new members who have the enthusiasm. We must remain united to survive and prosper. The size and strength of our Association is one of the keys to a successful future.

As members of the building industry, it is imperative that we are seen and recognized as being the good neighbors, concerned citizens, civically-minded, responsible business people, employers, and service providers that we are.

I thank you for this opportunity and look forward to everyone’s participation. Let’s make this a great year!

**FEBRUARY MEETING****BUSINESS STRATEGIES FOR THE NEW YEAR— *educational speaker***

Kent Smith of SCORE will be on hand to discuss what every business owner should take into consideration to get each year off to a good start and to make the new year as profitable as possible.

He will talk about creating and implementing a business strategy for your business. What does your business look like now? What do you want it to look like in 1 year? 5years? And how to achieve this goal. Kent will be helping you to understand budgeting and how to create a budget based on the last 3 years of business figures. Everyone that attends will receive a sample budget format. A marketing plan is also critical to gaining profits or at least holding steady during economic downturns. Kent’s background is in marketing so will be able to offer some real world suggestions and solutions.

Fail to Plan and you Plan to Fail. This is a meeting not to miss!

**THE BLUE BOOK— *Industry speaker***

The Blue Book is the nations leading company for commercial construction in developing workflow solutions. Their programs help sub-contractors as well as manufacturers to be more productive and provides opportunities for creating and finding jobs.

The Blue Book is different from a plan room because they actually generate leads by capturing the attention of property managers, developers, architects, engineers, and general contractors. They help to get a manufacturers products spec’d by architects and provide information to dealers and sub contractors on jobs both private and public.

Rick Pugh will be going through all the programs they offer and will be answering questions on how they work and which would work best for you. Don’t miss this speaker if you want to know options available to increase your business.

**OTHER DISCUSSIONS:**

Bylaw revisions— members should have already received their revised copies. We want all suggestions and comments. Even if you are not able to attend this meeting please get a hold of Chris Brown, president [cebrown@clopay.com](mailto:cebrown@clopay.com) or Linda Anderson, [coastgd@yahoo.com](mailto:coastgd@yahoo.com) to voice your concerns. Your suggestions and comments will be shared with Board members.

Nominations for new board member.

**Upcoming Meetings:**

Next meeting Wednesday February 10th at 4:30pm—  
LaCarreta Restaurant.

**Industry Speaker will be The Blue Book—**

Tools which improve our Industry—such as BBid—FREE internet service based design system to allow you to work smarter during the bidding process.

Vu360—FREE—digital document viewer for easy viewing of documents for architects, engineers and contractors. And SyncWare software designed for architects, engineers, general contractors and developers to communicate and share plan documents.

Work Flow Solutions

Blue Book is now involved in every step of Construction, ie. pre-construction (Owners & Architects) to post-construction (General and Sub Contractors, Manufacturers & suppliers)

**Educational Speaker will be SCORE—**

Kent Smith of SCORE will be talking about strategic planning. Strategic planning is a vision of what you want to do and accomplish. including marketing plan and creating a budget based on last 3 years , he will provide budget examples.

MARCH 10th— BOARD ONLY MEETING

APRIL 14th— WAYNE DALTON/OVERHEAD DOOR - **Industry Speaker**

**MISSION STATEMENT**

To initiate, sponsor, promote & carry out plans & activities which will further the prosperity & development of the Door & Access Systems Industry.

