

BUSINESS

Bottom Line: free tests

Continued from D6

St., McMinnville, will host an open house from 6:30 to 8:30 p.m. on Thursday.

The event will celebrate recent remodeling and give the public a chance to meet the new branch manager, Chris McLaran.

Hors d'oeuvres and beverages will be available.

Free hearing tests offered locally

All American Hearing will host free hearing screenings by appointment from 9 a.m. to 5 p.m. Tuesday through Thursday.

Manager Brad Ford will perform the 30-minute exams.

The office is located at 2266 N.E. McDaniel Lane, next to the DMV. For an appointment, call 503-435-2083.

Honest Chocolates opens second shop

Honest Chocolates, McMinnville, is set to open its second store, this one in Newberg.

"Ever since we started selling chocolates in McMinnville, visitors have encouraged us to open more Honest Chocolates stores," said owner and chocolatemaker Dana Dooley. "With the opening of our Newberg location, we hope to be more accessible to our customers in northern Yamhill County and the greater southwest Metro area."

The new store, located at 312 E. First Street, is open from 11:30 a.m. to 6 p.m. Tuesday through Saturday. The phone number is 1-503-537-0754.

Meanwhile, Dooley will continue to make and sell chocolates at 313 N.E. Third St. in downtown McMinnville.

For more information, call 503-474-9042 or visit www.honestchocolates.com.

Analysis: planning

Continued from D6

lion square footage under roof, with industrial accounting for 47 percent of the land and 43 percent of the footage, commercial the rest.

The McMinnville City Council has concluded an additional 122 acres will be required to accommodate public and semi-public uses.

Planning and infrastructure to serve the community's indus-

Home: features

Continued from D6

center in the house.

The Carpenters chose a home with strand bamboo flooring. It's made from shredded bamboo that is stacked and compressed with resin. It's 46 percent stronger than red oak and comes from a sustainable source.

Other floors are Marmoleum, which is a natural product made from linseed oil, jute and plant fiber. It contains no petroleum product and emits no volatile organic compounds. When it's outlived its usefulness in 20 or so years, it can be put in a landfill because it is biodegradable.

Attention was paid to the exterior as well, Mead pointed out. The back deck is a product called Trex and is made from recycled plastic. It is highly durable and requires far less maintenance. The Carlsons lived in Seattle for awhile and remarked that they won't miss having to refinish the deck every year.

Lawn was kept to a mini-

Pens: donations

Continued from D6

\$2,500 to \$3,000 a year. It's also a lot of work.

Westhoff said farmer Joe Sharp has helped with that, donating semis and drivers to bring the pens to McMinnville, then return them to their permanent homes.

Other than fair time, when the borrowed pens are on site, the fairgrounds hasn't had many of its own pens.

The Cascade Steel donation will mean pens are available for events year around.

After receiving the donated steel, Westhoff said fair organizers turned to FFA members

Watersheds to benefit from celebration

The Yamhill Watershed Stewardship Fund and Yamhill Basin Council will host a Celebrate Our Watersheds fundraiser from 7 to 11 p.m. next Saturday, Nov. 10, at the McMinnville Grand Ballroom, 325 N.E. Third St. It will feature a silent auction and live music by Sneakin' Out.

A donation of \$10 to \$20 is suggested. Wine, beer and hors d'oeuvres will be available.

For more information, call 503-474-1047.

Evergreen Helicopters working in Hawaii

Evergreen Helicopters Inc. of McMinnville launched a Helicopter Services and Support operation Thursday under contract with U.S. Army Garrison Hawaii on the island of Oahu.

Under the contract, the company will operate two new Bell 412EPs for operations on the islands of Oahu and Hawaii, one assigned to the garrison and the other to the Pohakuloa Training Area. They will be equipped with night vision goggles, rescue hoists and patient-support equipment.

Crews will remain on 24-hour standby for medical evacuation and wildland fire suppression. Priority 1 Air Rescue of Kauai will provide medical aid support.

"Evergreen and Priority 1 share a dedication to the aviation industry and a passion for using our constantly improving capabilities to protect life," said Ron Selvy, executive vice president of EHI. "We have a proven track record of successful teaming on various other assignments, and are confident that our combined expertise will benefit this area as well."

For more information, call 1-800-472-9361.

trial and commercial sites generally is viewed as being in good shape, according to the analysis.

Items requiring more attention are better development of airport-related activity, extended frontage roads to parallel Three Mile Lane and a new Highway 18 interchange to better serve the airport and nearby industrial sites.

mum, reducing the need for mowing. The owners instead opted for well-mulched gardens with low-growing plants and shrubs.

A showpiece of the house is the 6-by-28-foot front porch with three cultured stone pillars. The 1,820-square-foot home is in the \$339,000 range, Mead said. Design features rather than energy-efficient components placed it in that category, he said.

Morris said Mead is a leader in the Energy Star market and is targeting consumers who want to have better homes. He said Energy Star homes have higher resale and longer term value.

For more information, call Mead at 503-560-2263 or Morris at 1-503-310-2987, or visit the website at www.energystar.com. Locally, information about Energy Star Homes also is available from David Christie, conservation manager for McMinnville Water & Light, 503-472-6158.

for help in building the pens. "All the programs feature welding, so it was a natural," he said.

The fair auction committee helped students get started, loaning money for materials to build a special jig, for instance. The fair manager said the whole project has been a great partnership.

"Cascade's main interest is helping youth, and they're doing that," Westhoff said. "Not only will kids have pens for their animals, but they're getting experience cutting steel and welding," he said.

Central Oregon: Home builders try new ways to attract buyers

The Associated Press

BEND — With winter settling in over a cold residential real estate market, some Central Oregon builders are rolling out the deals to get something — anything — to move.

Oikos Homes will pay your mortgage interest for six months if you buy one of their empty homes on Empire Boulevard. The starting price: \$355,000. Mountain Crest Homes will give you \$50,000 in home furnishings if you take one of their townhomes for \$699,000 or more.

And Woodhill Homes, a builder of multiple subdivisions in the region is, in effect, partially converting itself into a landlord for the winter to keep its cash flows moving.

Woodhill has enrolled four buyer-renters into its lease-to-own option, a deal that lets buyers take up to two years to convert a leased home into a full sale in exchange for a small down payment, co-owner Jay Campbell said. It has contracted with a property manager to help take care of the 12 to 14 unsold houses that are now in its rental pool in the four subdivisions it's building in Bend and Redmond.

The builder will probably sell 50 homes this year, Campbell estimated, but that's only about half of its early year target. Meanwhile, with its construction pace pared to the minimum, the rents and lease-to-owns help keep the bills paid.

"We are in the business of buying and selling homes, but this is what we have to do today in order to see tomorrow," Campbell said.

Woodhill isn't the only builder trying to navigate through a frigid sales environment. Sales of single-family homes on an acre or less were down 27 percent through the third quarter of this year in Bend, compared with the same time last year, according to the Central Oregon Association of Realtors.

In Redmond, the volume plunged 48.3 percent.

In dollar amounts, the down-

Freightliner moves 341 jobs out of Oregon to South Carolina

The Associated Press

PORTLAND — Freightliner LLC is moving 341 jobs to South Carolina to be closer to the truck manufacturer's customers and production sites.

The heavy truck subsidiary of German automaker Daimler AG said the move to Fort Mill, S.C., affects about 10 percent of its Portland workforce, primarily in sales, marketing and dealer support positions.

Freightliner is the leading heavy-duty truck manufacturer in North America and has built trucks in Portland for 60 years. But the company has made several rounds of major job cuts in recent years. And last year, it moved production of its Freightliner-brand trucks to plants in North Carolina and Mexico.

"This has been a particularly challenging and eventful year for Freightliner," said Chris Patterson, president and chief executive officer of Freightliner.

But he added it was also a year of accomplishment because the company has been

able to post a profit in the face of a severe downturn in business, which he blames on a sluggish economy and fewer trucks hauling freight.

Freightliner will keep its headquarters in Portland but said future relocations are possible, depending on the dynamics of the market and its relationship with affiliates. The company also said some incentive contingencies are in place should it move more of its operations there.

The new South Carolina site is near the state border with North Carolina, where the Freightliner's bulk of manufacturing facilities are located.

"With our customers it matters that we be close to them, that we be in their faces on a regular basis and maintain strong relationships with our dealers," Patterson said.

Freightliner informed its Portland staff of the move Thursday morning and offered all workers an opportunity to relocate. The move is expected to be complete by July 2008.

Jonsson said his family loves the house — it's roomier than any of their rentals, and the wood floors, slate-tiled fireplace and well-appointed bathrooms are all the couple and their pair of teenage children need.

He likes what the arrangement has done for his credit, too. He said mortgage brokers have told him that building a track record of making regular payments on a house he already occupies will likely clear his way to a loan approval once he's ready to close on the deal,

despite the bankruptcy. Jonsson said he hopes to close on a loan by the end of the year. By that time, he figures, the monthly payment credits will add up to around \$3,000 to add to the \$7,000 he's already put down. His mortgage brokers figure they can get his monthly payments, including taxes, down to about what he's paying now on Woodhill's lease.

"You wouldn't think somebody who had declared bankruptcy two years ago would be in a house this nice," he said. "I guess what I would say to people is that there's hope. Don't feel like ... just because something happened to you in life, that you are never going to be able to buy a home and enjoy that part of the American Dream."

While their homes are under lease, Woodhill acts like any other landlord, doing all the maintenance and repairs and paying the property taxes.

Woodhill is looking for ways to "retool" its least-expensive Bend houses in an attempt to kick-start sales with minimum \$199,000 prices on their 1,200-square-foot models, down from the \$229,000 they're charging now, says co-owner George Hale. Meanwhile, he and Campbell are trying to keep their

building pace down to what they know they can sell.

"If there's no demand, it's kind of silly to go out there and keep building homes," Hale said.

Lease-to-owns give the builders some protection because they can generally keep the occupant's down payment and extra lease payments if they walk away from the lease before it converts to a sale, said Bill Berger, principal broker at the Bend branch of The Hasson Company Realtors.

But it carries significant risks, too, and not many builders have engaged in it so far in the region.

The tenants could trash the house and move out, leaving the builder with a house that's been converted from brand-new inventory to second-hand, at best.

Or, their tenants could walk away from the deal if the value of the house declines by more than their down payments are worth — leaving the builders in worse shape than they were at the start.

On the other hand, it beats paying taxes and maintaining upkeep on an empty house through a long, cold winter.

"If they've got cash to give to the bank, then that is the upside to it," Berger said.

Rotary Club of McMinnville's
Environmental
IP
of the week

Cool Weather
Be smart about keeping warm at home. If you haven't checked the doors and windows for drafts, there is still time to install low cost insulation, caulking, and plugging drafts around electrical outlets.

Another smart thing that will insure comfort and lower cost of energy is a new, clean air filter for your duct system. While you are at it check the vents for leaks and insulation. If you have a heat pump, have it inspected for efficiency operation. Update your thermostat.

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WEEKLY REVIEW
Bringing Wall Street to Yamhill County

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Stocks of Local Interest

| Company | Friday's Close | Change from Previous Week |
|-----------------------|----------------|---------------------------|
| DOW JONES INDUSTRIALS | 13595.10 | -211.60 |
| NASDAQ COMPOSITE | 2810.38 | +6.19 |
| INTEL | 26.80 | +86 |
| TEKTRONIX | 37.86 | +16 |
| IBM | 114.59 | +86 |
| NIKE Class B | 63.87 | -74 |
| HEWLETT PACKARD | 52.40 | -07 |
| BOEING | 97.76 | +1.74 |
| NORTHWEST NAT GAS | 47.25 | +95 |
| US BANCORP | 31.30 | -1.08 |
| SCHNITZER STEEL | 65.00 | -12.77 |
| MICROSOFT | 37.06 | +2.03 |
| CISCO SYSTEMS | 32.51 | +61 |
| ORACLE | 22.03 | +68 |

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