Business Connections Luncheon

What do you say at an after hours, chamber lunch, cold or warm sales call, or office visit? Two of Skagit’s finest networkers Barry Harter of Central Payment and Jack Hamilton of Labor Ready will share their tips and techniques to make contacts easily. Following their presentation use what you learned at the luncheon. This will get you pumped and prepared for Schmooze Fair later that same afternoon!

Mark your calendar for Thursday, April 14th to attend the next business connections luncheon at the Anacortes Lutheran Church at 22nd & O Avenue, 11:30am. The chamber is committed to providing personal marketing opportunities for you—this event is designed for you to make connections and get to know your fellow members better. Bring a potential new member and lunch is two for the price of one! Lunch will be by Avenue Catering. RSVP to the chamber by Wednesday, April 13th, (360) 293-7911.

The lunch is sponsored by Liberty Tax Services, providing customer service the way it was meant to be: fast, accurate, and guaranteed. Offering both individual and business returns for federal and state at an affordable price, with bookkeeping and payroll services available, free estimates provided before service. Other services include audit assistance, a money back guarantee, and free tax return checking. Visit www.libertytax.com for company and tax information.

Peoples Bank

Peoples Bank is the area’s leading locally-owned and operated community bank with 24 offices serving families and businesses in Whatcom, Skagit, Island, Snohomish, King, Chelan and Douglas Counties. Peoples was founded as a Washington State commercial bank in 1921 and provides business banking, retail banking and home lending services. Bauer Financial recently awarded Peoples Bank a rare 4 star rating!

In the Anacortes office, located inside Safeway Foods, the talented banking team is equipped to assist with business, commercial, marine, real estate, investment and personal banking needs. As a full-service 1,000 square-foot office, the staff is trained to help customers reach business and personal financial goals. Peoples Bank has been serving Anacortes customers for ten years and the staff has over 65 years combined financial service experience. Customer calls are answered by a real person who knows customers by name. Real home town banking that comes with the state-of-the-art online banking technology services that rival any mega bank.

Please join Peoples Bank for a 10 Year Celebration of Service on April 21st from 5:30-7:30pm at the Anacortes Office inside Safeway Foods at 911 11th Street and meet the team dedicated to providing customers A Higher Level of Service.
a message from the executive director

The days are getting longer, the sky is getting brighter, and our town is getting busier by the day! A lot is going on this spring, so take a moment to read this newsletter, keep in touch through our facebook page, watch for the weekly events and happenings email, and continue to visit our website. We strive to keep you informed!

On April 9—just a few days from now—is the Anacortes Spring Wine Festival. This third annual event is designed to bring visitors to our community to experience wine from throughout the Pacific Northwest. The retail division is encouraging businesses to decorate their storefronts with that theme in mind. Many downtown businesses have agreed to stay open late that evening, as the event ends at 4:30 pm and festival goers will be ready to shop. Featured wines will be available in the evening at local restaurants. To encourage visitors to stay the night, the Majestic has put together a Sunday brunch to extend the festival. As an official event of the Majestic, this festival is a steady chamber volunteer. —Stephanie Hamilton

Anacortes Small Boat Center Continues to Move Forward

For more than a generation, the many residents of Anacortes, Fidalgo and Guemes Islands have worked to gain meaningful public access to the waterways of Fidalgo Island. The Anacortes Small Boat Center (ASBC) was formed with this goal in mind and is focused on the creation of a usable, multipurpose small boat center to enable the on-water launch and use of small boats.

The ASBC’s long-term goal is a multipurpose facility on city land adjacent to the Anacortes Yacht Club. The building will have space for equipment storage and small boat repairs, and will host boat-related gatherings and educational events. There will be day parking for trailers and wash-down facilities for small craft. In 2010, the first major step was accomplished with the installation of a small boat hoist in the Cap Sante North Basin at the head of PQ dock.

To help raise money for this facility, ASBC has worked with the Port of Anacortes to create a secure dry storage area for small craft, including mast-up sailboats to 3500 lbs, in the parking lot by PQ dock. There are hand and power mules to get boats to the new small-boat hoist; small boats can be hand launched off the dock. The mast-up storage yard will be ready in April to begin use. Rates will be reasonable.

The ACSB is also working with the Port of Anacortes on small-boat access at the newly designed and renovated Seafarer’s Memorial Park south of Cap Sante Marina. The port has worked with ASBC to accommodate the many needs of various small boat users and for that we are honored.

This facility will be open to the public late (See SBC continued on page 6)
Brian & Kathleen Johnson, owners of Anacortes Construction Services, moved to Anacortes in February of 1997, after several years of moving around the nation managing and restoring shopping malls for General Growth Properties. Both Brian & Kathleen are Washington born and raised; Brian from Seattle and Kathleen from Burien. They have raised three daughters here in Anacortes and have been happily married for 23 years.

After working with and for a couple of other contractors in Anacortes, Brian decided it was time to move out on his own and create a company that offered high quality and fair pricing. So using a tax return, their faith and a vast amount of construction experience, they set forth building ACS. It was slow at first; being relatively new to the area, it took several years to develop and build the confidence and the portfolio within the community. But perseverance paid off and ACS doubled and even tripled in size over the next several years. It wasn’t long before ACS had 8–10 employees and broke the million-dollar barrier, and then the multi-million dollar barrier. It has always been their feeling that making a fair amount of money on numerous jobs was better than making all your money on one or two jobs. Based on their success, it would appear that their customers agree.

Through persistence, hard work and frugality ACS weathered the financial storm that struck America in 2009. Since then their rebound has been quick, thanks to the outstanding references and referrals from existing clients, launching ACS into a dominant position in the area. Although ACS’s focus in the beginning was strictly residential, and most of that remodels and additions, they have since moved into large commercial and industrial projects, utilizing the skills of Brian’s fifteen previous years in commercial construction and an excellent staff of employees. To date ACS has built numerous commercial and industrial projects for clients such as American Dream Real Estate, North Harbor Diesel, Wilbur-Ellis Co. & Sulex, Inc, along with hundreds of high quality custom homes, remodels and restoration projects. The future looks bright for ACS as they continue to grow and prosper, delivering on the promise of “Quality without Compromise” and fulfilling the dreams of their customers. Please feel free to visit their website at www.anacortescs.com to view some of their projects and learn more about ACS, come by their office located on the NW corner of 12th and Commercial, or call them directly at 360-293-7100.

Matt Miller—Read Me A Story

Having recently retired from the U.S. Navy after 22 years of honorable service, Matt will bring his wide range of experience in government/military related issues and as an independent specialty retailer. Matt is a native of Silver Spring, Maryland, graduating from the University of Maryland with a Bachelor of Arts Degree in Government and Politics and received his commission via a Naval Reserve Officer Training Corps scholarship.

Matt’s naval aviation career has spanned from Bombardier/Navigator, flying the A-6E INTRUDER (an aircraft carrier based, two-seat, jet bomber), stationed in Virginia Beach, VA; to “product tester” assigned to the Navy’s test and evaluation force which exposed him to the world of product development, project management while running intensive and challenging test programs from Alaska to Bosnia and to the Persian Gulf with additional experience in the fields of legal, operations, search and rescue and facilities management.

With retirement of the A-6E he transitioned to the EA-6B PROWLER and the family, now with two young children, moved to the great Pacific Northwest, settling in Anacortes. As an Electronic Countermeasures Officer (ECMO) he made three combat deployments mostly enforcing UN no-fly zones over Iraq; had a tour as an instructor, a tour as an air and “strategic” planner on the Everett based USS ABRAHAM LINCOLN (CVN-72) and finally back to NAS Whidbey Island as part of the base staff, first as Operations Officer then finishing his naval career as Executive Officer.

Matt’s main interest with the chamber includes keeping vibrant local independent businesses protecting the free market. He currently serves on the Economic Development Committee with a focus on smart growth. He’s still a big fan of toys, especially anything that flies at Read Me A Story. In his free time Matt likes to ski, golf, fly (general aviation), mountain bike, read and is an amateur general contractor/jack of all trades.

Matt is married to the former Heather Hoak of New Canaan, Connecticut (Read Me A Story CEO). They reside with their two children, Alex and Brittany, who attend Anacortes High School.
Always on top of the latest technology, Coldwell Banker Island Living is using QR codes that can be read by any smart phones.

Need help? Call us (360) 293-4511

See the latest advances: www.CBIslandLiving.com

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**brown bag series**

**New regulations for 401k plans**

Do you offer a 401k to your employees? If so, you will want to attend our brown bag lunch on Friday, April 22 from 12:00–1:00 p.m. in the chamber boardroom. Carrie Tisinger of Bank of the Pacific and Tom Zgainer of Expert Plan will facilitate an informative session surrounding regulation changes at the Department of Labor regarding fee disclosure rules within your 401k plan. As the plan sponsor, you have certain fiduciary responsibilities that will be impacted by the upcoming changes. Tom will speak on how these changes will affect you and your employees. We hope you can join us.

RSVP to the chamber at 293-7911 to secure your spot at the session.

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**SICBA dinner Auction**

All Chamber Members are invited to attend the Skagit/Island Counties Builders Association Dinner and Auction on Tuesday, April 19 at the Best Western Cottontree in Mount Vernon. There will be an array of auction items from a weekend on Cypress Island, One-Day Sail Boat trip, Golf in Sun Cadia, Equipment Rental and more. For those who prefer silent actions, we’ll have a large variety of themed baskets such as spa baskets, cooking baskets and a mystery basket. Team up with your friends, enjoy a great evening and maybe go home with a great trip or gift item! More details are available at www.sicba.org

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**Skagit County Fairgrounds presents the Spectacular 18th Annual**

**“Garage Sale, Antiques & More!” World’s Largest GARAGE SALE**

APRIL 9th – 10th, 2011
Saturday Hours: 8:00am – 5:00 pm
Sunday Hours: 10:00 am – 4:00 pm
1410 Virginia St.
Mt. Vernon, Washington

Over 100 Vendors & Food
Lang’s Pony Farm—Pony Rides
$2 Admission (includes both days)
$2 off 1st purchase of $10 or more at participating vendors.
Fairgrounds – South Parking Lot - $2.00

Mark it on your calendar...
You won’t want to miss this one!

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**Schmooze FAIR**

A Business to Business Trade Show

Thursday, April 14 2010
4:00 pm to 8:30pm
Van Zyverden Bulb Warehouse, Port of Skagit County
12035 Higgins Airport Way

Reserve your booth space or order your tickets today by calling 336-6114 or visit www.skagit.org. Don’t miss this perfect opportunity to become the “Talk of the Town.”

The Island Chicks present, our SPRING EVENT!

We have searched for all kinds of inspiring vendors with Antiques, Vintage, Repurposed & Refreshed Treasures for Home & Garden and they will all be under one roof!

Saturday, April 16th, 2011
9:00 am – 4:00 pm
Admission - $3.00
The Transit Shed Event Center
100 Commercial Avenue
Anacortes, WA 98221

Check us out on Facebook, Island Chicks
info@theislandchicks.com or 360.420.8787
www.theislandchicks.com
2011 Anacortes Wine Festival

One week left to pick up your tickets to the 3rd Annual Anacortes Spring Wine Festival! 30 Wineries, 6 Restaurants—Saturday April 9, 2011 12:00, 4:30 pm—at the Port Building overlooking the beautiful Guemes Channel. Tickets are available online from Brown Paper Tickets or at the chamber office 819 Commercial Avenue Suite F.

This year’s participating wineries:
- Airfield Estates Winery
- Brian Carter Cellar
- Bunnell Family Cellar
- Camaraderie Cellars
- Chandler Reach Vineyards
- Chinook Wines
- Donedei Wines
- Gilbert Cellars
- Glacial Lake Missoula
- Goose Ridge Estate Vineyards & Winery
- Illusion Winery
- Kiona Vineyards & Winery
- Lantz Cellars
- Legoe Bay Winery
- Lopez Island Vineyards & Winery
- Lost River Winery
- Maryhill Winery
- Mercer Estates Winery
- Milbrandt Vineyards
- Montinore Estate
- Okanogan Estate and Vineyards
- O-S Winery
- Patterson Cellars
- Plaza Winery
- Pondera Winery
- Saint Laurent Estate Winery
- Tefft Cellars Winery
- Terra Blanca Winery and Estate Vineyard
- Whidbey Island Winery

Tasty offerings from these local restaurants & caterers:
- Avenue Catering NW Ltd.
- Cameron’s Living Room Dining
- Deception Café & Catering
- Gere-A-Deli
- Il Posto Ristorante
- Majestic Inn & Spa

We would like to thank the following sponsors:

Magnum Sponsor:
- Tesoro Refining & Marketing Company

Carafe Sponsors:
- Anacortes American
- Food Services of America
- Whidbey Island Bank

Table Sponsors:
- Island Electric & Supply
- Skagit Symphony
- Tri-County Recycling

Friends of the Festival:
- Anaco Bay Inn
- J. Roberts Fine Art
- Upstage Boutique & Men’s Clothing

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- Goose Ridge Estate Vineyards & Winery
- Illusion Winery
- Kiona Vineyards & Winery
- Lantz Cellars
- Legoe Bay Winery
- Lopez Island Vineyards & Winery
- Lost River Winery
- Maryhill Winery
- Mercer Estates Winery
- Milbrandt Vineyards
- Montinore Estate
- Okanogan Estate and Vineyards
- O-S Winery
- Patterson Cellars
- Plaza Winery
- Pondera Winery
- Saint Laurent Estate Winery
- Tefft Cellars Winery
- Terra Blanca Winery and Estate Vineyard
- Whidbey Island Winery

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Membership Directory

Your 2011 Anacortes Chamber of Commerce Membership Directory will arrive in the mail this month. It goes to all businesses in the 98221 zip code, plus the chamber uses them in relocation packets (and other uses as we see fit).

Through our directory partnership with the Anacortes American, chamber member businesses can now be found on goanacortes.com. A directory section will be available on April 1. Business will be listed by categories for easy browsing, or can be found using the site-wide search found at the top of every page of the goanacortes website.

A business listing includes the business name, address, phone number and badge indicating that the business is a member of the Anacortes Chamber of Commerce.

Anacortes Construction Services 10th Anniversary

Open House and Customer Appreciation Party
Friday, April 15th
3:00–6:00 p.m.
FOOD, FUN & GIFTS!
360-293-7100
1004 12th St. Suite 106 • ANACORTES
member renewals

- Alice Bohnker Insurance Services, LLC
- Anacortes Beads
- Anacortes Construction Services, LLC
- Anders Sign Co.
- Bill Bethards, D.D.S. P.S.
- Birch Equipment
- Gary Jacobson, Attorney
- Gems, LLC
- H & R Block
- Holiday Motel
- Insights Gallery
- Irishman Inc.
- Island Electric & Supply, Inc.
- Kirk Kennedy
- Lighthouse Park R.V. Park & Mini Storage
- Lopez Islander Bay Resort & Marina
- McGregor Benefits
- Mount Vernon Carpet One Floor and Home
- Nantucket Inn
- Orca Communication Systems
- Pioneer Tree Service & Landscaping, Inc.
- Printwise, Inc.
- Read Me A Story
- Rosario Skin Clinic
- Rue & Primavera, Occupational & Physical Therapy
- Serenity By The Sea
- Strandberg Construction, Inc.
- Susie’s Moped Rentals, Inc.
- Trestle Coffee Company
- Turk’s Head
- Anthony Young

new members

ALTERNATE INBOUND MARKETING
(360) 588-6968
kklocke1@mac.com
1020 19th Street
Anacortes, WA 98221
Karla Locke
Marketing

MARGI HOUGHTON—WINDERMERE REAL ESTATE/ANACORTES PROPERTIES
(360) 202-0041
margi@windermere.com
3018 Commercial Avenue
Anacortes, WA 98221
http://www.margihoughton.com
Margi Houghton
Real Estate

JETPOINT TECHNOLOGIES, INC.
(360) 854-0518
john@jdependent.com
PO Box 778
Sedro-Woolley, WA 98284
http://www.jependent.com
John Swapp
Manufacturing

OLD TOWN BAKERY CO.
(360) 588-4651
OldTownBakeryCo@aol.com
808 Commercial Avenue
Anacortes, WA 98221
Terri Oesch
Bakery

REJUVE ANTI-AGING
(360) 755-3116
ktwenning@comcast.net
5710 Sugarloaf
Anacortes, WA 98221
Katie Wenning
Esthetician

SUMMIT ASSISTANCE DOGS
360-293-5609
info@summitdogs.org
P. O. Box 699
Anacortes, WA 98221
http://www.summitdogs.org
Rita Davis-Cooper
Non-profit

SBC Continued from page 2

in May, with a public ribbon cutting on Friday, May 20th.

Organization members of ASBC include Anacortes Department of Parks and Recreation, Port of Anacortes, Old Anacortes Rowing and Sailing Society (OARS), Hole in the Wall Paddling Club, Anacortes Community Maritime Center, Anacortes Yacht Club, Anacortes School District, Maritime Skills Center of Skagit Valley College, Anacortes Sea Scouts, Lido Fleet 78, and Anacortes Venture Scout Troop 4081, Anacortes RC (Radio-Controlled) Sailors.

Membership for all in our great mariner community is encouraged. For more information and to become a supporter of small-boat access to the waterways of Fidalgo Island, visit http://anacortessmallboatcenter.com. Or contact Pat Barrett at 360-770-4879 or Michelle Pope at 293-7837.

Anacortes Small Boat Center… Making Small Boating Accessible.

Anacortes Chamber Vehicle/Vessel Licensing Sub-Agency Update

Boating season is upon us! Whether you need to register a new/old vessel, purchase or replace your 2012 decals to get ready for boating season, or just have questions about what is required while visiting our beautiful Anacortes Washington—we would be happy to assist you. The Anacortes Chamber of Commerce Vehicle & Vessel Licensing Subagency is within walking distance of most marinas at 819 Commercial Ave. Ste B. We are open Monday–Friday 9–5, and April–September we are also open on Saturdays 9am–1pm.

thanks...

Thank you to the following members for donating door prizes for the March Membership Luncheon and Business After Hours:

- AFLAC—Fran Starr
- Anacortes Clean, LLC
- Bayside Specialties
- Bob’s Salmon BBQ & Chowder House
- Cameron’s To Go
- CitruSolution Carpet & Upholstery Cleaning
- Coldwell Banker
- Costco
- Flooring Connections Intl., Inc
- Key Bank
- Liberty Tax Services
- Norm & Jan Vigre—VIC Volunteers
- ReJuve Anti-Aging
- Ryan Chanel Hair
- Steam Interactive
- Take Shape for Life
- Tracys Furniture
- Upstage Boutique & Men’s Store
Waterfront Festival

2nd Annual High Tide Ride

Join us for a fully supported, beautiful ride on Fidalgo Island, in Anacortes, Washington, with breathtaking views of the Skagit Valley farmlands, Mount Baker, the Swinomish Channel and San Juan Islands. The starting line at Seafarer’s Way in Anacortes is steps away from the heart of the Waterfront Festival! Following the ride use your food voucher to eat at one of the featured festival food vendors.

All proceeds and additional fundraising will support North Islands Young Life. To register for the ride go to Active.com or contact us at 360-941-1091 or ylnorthislands@hotmail.com.

Young Life is a world class organization for adolescents. Our staff and volunteers enter the world of kids, focusing on what matters to them—fun, adventure, friendship and a sense of significance.

• We have nearly 5,000 clubs in more than 54 countries worldwide.

• Young Life is in more than 800 communities across the United States—including Anacortes, La Conner, Swinomish Tribal Community and Lopez Island!

• Young Life is involved with over 1 million kids annually.

For more information, go to younglife.org.

4th Annual Quick & Dirty Boat Building Demonstration – Anacortes Waterfront Festival

It’s back by popular demand! Competitors, the public and the judges are all looking forward to another exciting weekend of boat building. This is the 4th year for this fun event during the Anacortes Waterfront Festival, with boat building taking place on Saturday, May 21st. Each year this event morphs into more and more fun by all who participate and watch. It continues to grow and has a reputation... such as it is.

The primary goal is to keep the “fun” in competition and fund raising. All proceeds go to the seed fund for the creation of the Anacortes Small Boat Center (see article on page 2).

This year, eight teams of three competitors will once again be challenged to build a boat in six hours and race it up the quay and back through the marina. How will they take a very limited list of materials and create a vessel that can move thru the water with grace, speed and dry feet? Hundreds will watch to find out the often hilarious answer to this question.

Last year’s winner was the team of Strandberg Construction, and their vessel will be back to be sold to the highest bidder. During the EDASC Waterfront Kick-off dinner on Friday night, judgeships will once again be sold to the highest bidders.

If you’d like to help sponsor this event or wish to put together a team, please contact Pat Barrett @360-293-6287 or 770-4879; patbarrett@comcast.net.

Come on down, have fun and cheer on your favorite team.

Jody Barnett of Shell Puget Sound Refinery and chamber board president Mark Bunzel unveil the 2011 Waterfront Festival Poster at the Trident Business After Hours in March.
Thank you, volunteers! Visit us on the web at www.anacortes.org

2011 ANACORTES
Spring Wine Festival
SATURDAY, APRIL 9 • NOON – 4:30 PM
AT THE PORT WAREHOUSE
FEATURING
30 WASHINGTON WINERIES AND 6 LOCAL RESTAURANTS
LIVE ENTERTAINMENT
ADMISSION: $40
TICKETS AVAILABLE AT THE
ANACORTES CHAMBER OF COMMERCE
AND BROWNPAPERTICKETS.COM

SPONSORS

INFORMATION AVAILABLE AT
WWW.ANACORTES.ORG

MUST BE AT LEAST 21 TO ATTEND

Coastin' Hangout.