chamber luncheon

Business Networking Speed-dating Style!

The return of the traditional networking lunch is here! During this April’s luncheon you will have the opportunity to network with over 21 potential business prospects during your lunch hour. Gather your marketing materials, sharpen up your one minute elevator speech, comb your hair back and get ready to expand your network. Stephanie Hamilton will also give a short presentation on the Tour China packages being offered through the chamber.

It’s about the love. That’s the Bob philosophy. It’s about the love of food, the love of friends and the love of Babs and Bob. Our sponsor Bob’s Chowder Bar and BBQ Salmon started because Babs used to sell jam at the farmer’s market. Bob was gone to sea for seven months of the year and Babs had to keep busy, so she jammed. Bob was lonely on Saturdays, so he grabbed a grill and a big soup pot and started making chowder and grilled salmon for visitors to eat while shopping at the farmers market. Soon enough, Bob was outselling Babs, so Babs quit jamming and joined Bob. Bob decided to not go to sea anymore. He took all of his years as an Executive Chef and Chief Steward and put them to work. Now Babs and Bob have Bob’s.

April 10, 2014—11:30am–1:00pm—Anacortes Lutheran Church 22nd & O. Networking is fun, fast and free, lunch will be $15 worth of yummy and served up by Bob’s Chowder Bar & BBQ Salmon. Bring along a new prospective member and lunch is two for the price of one! As always receive additional promotion for your business by bringing a gift for the give-away. Please RSVP online.

Waterfront Festival Poster Unveiling

The 25th Annual Waterfront Festival poster will be unveiled on Thursday, April 24, 2014 at Trident Seafoods, 1400 4th Street, 5:30–7:00PM. Trident generously open their doors to the chamber every year, clears their dry goods storage area to make room for one of the most festive after hours of the year! Trident provides Gere-a-Deli with some of their most delectable products from the sea and the spread becomes simply amazing. Hosted bar presented by Rockfish Grill/Anacortes Brewery/H2O serving their hand-crafted beers and Washington wines. This is our official event that honors all sponsors who underwrite the two day Waterfront Festival and gives all a special preview of this year’s poster.

Trident Seafoods is a vertically integrated harvester, processor and marketer of seafood from Alaska, the Pacific Northwest and from around the world. Founded in 1973, they are a privately held, American owned corporation operating offshore processors and shore-side plants throughout Alaska and the Pacific Northwest. They are proud to offer you their finest seafood products, “From the Source to the Plate.” Please RSVP online.
Happy Spring to all of our members! As we enter into our busy tourist season, this community will become a vibrant place of activity. Over the next weeks we will celebrate the Anacortes Spring Wine Festival, The Island Chicks Antiques and Vintage Market, and the Anacortes Waterfront Festival, bringing visitors from all over the region, the country and abroad.

As people come to visit, we need to welcome them as guests to our community, our restaurants, our stores, our lives! Why do I say our guests, you might ask? As one of our chamber board members, Duane Knapp, states, “Every customer is a guest. A guest is a person who stays at someone’s home when they come to visit. Guests should be able to expect to receive the hospitality of the home, business, or website they are visiting. A guest patronizes a particular place and purchases a specific product or service because it promises to satisfy a need, want, or desire.” Simple gestures like communicating “we’re glad that you are here” and what can I do to help your experience in Anacortes” goes a long way to your business, our community and all other businesses in Anacortes. We all value our time and we want to provide a pleasant surprise for our guests. We want our “guests” to be our friends and our family.

I wish every business a very successful 2014 tourist season, and remember to go above and beyond to make Anacortes “the most viable and economically vibrant waterfront community in the Pacific Northwest” (the chamber’s vision statement).

Mark Lawrence
— Simply Yards Landscape and Design
Mark@simplyyards.com

In our March newsletter we asked what stories Anacortes has that changed someone’s life. We asked—you listened and gave great feedback! The Anacortes 2014/15 brochure does just that. It shows all the experiences tourist can make for themselves by visiting our awesome town. Shop, Play, Eat and Stay is what we want them to do. Industrious Industries was contracted to creatively take all the branding pictures and experience suggestions and make a new brochure depicting everything Anacortes has to offer. The Anacortes Chamber would like to thank Alan Ayers, Adam Farnsworth, Erik Schorr, Rick Star, Chris Terrell and Jan Hersey for their individual time and effort in producing an amazing forward-thinking collateral piece that makes Anacortes look fun, exciting and family friendly.

Designed by INDUSTRIOUS

DOES YOUR FINANCIAL ADVISOR KNOW YOUR FINANCIAL GOALS? IF NOT LET’S TALK.

Jeffery C Pleet
Financial Advisor
630 Southeast Midway Boulevard
Oak Harbor, WA 98277
360-679-2558

www.edwardjones.com Member SIPC

Edward Jones
MAKING SENSE OF INVESTING

A Comfortable Home for Mom. Peace of Mind for You.

Cap Sante Court
RETIREMENT COMMUNITY
360-293-8088
1111 32nd St. — Anacortes, WA — www.CapSanteCourt.com

Providing the Best in Retirement Living for Over 25 Years!
member profile

Anacortes Antique Shoppe

Before coming to Anacortes, Kristen Nicolls worked for 20 years in retail doing everything from window displays to store security. In Anacortes she loved to sit in front of the Mercantile and talk to other dealers. She made some great friends and it was a great place to network. But after a few years with spaces in antique malls she decided it was time to start doing something on her own and so she opened two antique stores. “It just felt right to me.” Smugglers Cove Antique Mall on Commercial has been open for a year now. Kristen started her other store, Anacortes Antique Shoppe, last summer with the ladies from Days Gone By. She enjoys her customers, loves meeting Anacortes people and spends her time between her two great loves, her horse farm and her two antique stores.

For the first 21 years of her life Kristen lived in Saudi Arabia, the Marshall Islands, North Sumatra, and Germany where she graduated from high school and attended the University of Maryland Munich Campus for two years. She, her parents, and her triplet sisters traveled the globe every year on family vacations until she went to live in the United States. She believes that her early years traveling have helped her in her antique business.

One of her favorite past times was window shopping when traveling with her family. Whether in downtown Munich, or on the streets of Paris or Rome, she enjoyed checking out window displays. Old dusty things always peeked her interest and brought her a sense of being part of a “bigger” picture of the world she lives in. At a young age she visited some of the most famous museums and cathedrals around the world. A highlight was the Hermitage or Winter Palace in Saint Petersburg. “I always was drawn to unusual things. I loved to touch things that were over 100 years old and imagine who owned it or where it had been, long before I was born.”

She says, “Please stop by for a visit.”

meet your board

Chris Long—Jolly Mon Charters

Chris Long hails from a small town West of Chicago called Batavia. There he grew up with his younger sister, son of a hard working farmer and interior decorating mother. He attended Illinois State University and achieved a BS in Business Management. With aspirations in aviation, he was accepted into the naval flight program and headed to Florida for flight school and started his career as a naval aviator. He bounced back and forth between Pensacola, FL and San Diego, but eventually spent his last ten years of service at NAS Whidbey Island. After 22 years and nearly 5000 flight hours later, he and his wife and four daughters retired in 2009 and decided to stay and call beautiful Anacortes their home.

Chris currently is the owner and operator of Jolly Mon Charters here in Anacortes. He offers sport fishing trips year round throughout Puget Sound and the San Juan Islands and is entering his six year in business. He has a great love for the outdoors and the marine habitat throughout the Salish Sea. He is also the current President for the Fidalgo/San Juan Island Puget Sound Anglers club right here in Anacortes. This group of fishermen and women not only talks and breathes fishing, but also plays a large part in maintaining a healthy environment for our fisheries. They are responsible for the Anacortes Salmon Derby in Anacortes and the Resurrection Salmon Derby in Friday Harbor. These events along with a few others have helped the club provide over $200,000 for fisheries scholarships and salmon enhancement throughout the San Juan Islands.

Chris has been and continues to be very active in the community. He is past President of Del Mar Community Service, Inc. water service in Anacortes and is a current member and past President of Fidalgo Island Rotary Club completing many local and worldwide service projects. He is also on the Board of Directors for Lutherwood Camp and Retreat Center located on Lake Samish, an outdoor Christian ministry for families throughout Western Washington. He also serves on the Board of Directors for the Anacortes Chamber of Commerce where he focuses his attention on membership and the marine trades in Anacortes.

Did you know Chris once helped rescue over a dozen giant sea turtles off the coast of Sri Lanka? You’ll have to ask him about that story the next time you see him!
We would like to thank the following community members for their support in making this festival possible:

**Magnum**
- Tesoro Refining and Marketing Company

**Cask**
- Shell Puget Sound Refinery
- Swinomish Casino & Lodge

**Bottle**
- Island Rentals & Supply LLC
- Peoples Bank
- Trident Seafoods

**Bota**
- Cap Sante Court Retirement Community
- Cornerstone Home Lending
- Majestic Inn & Spa
- Scott Milo Gallery
- Tri-County Recycling
- Whidbey Island Bank

**Cork**
- Birch Equipment

---

**Anacortes Spring Wine Festival**

Welcoming spring back has become an exciting time in Anacortes surrounding the wine festival. Area restaurants and participating wineries are pairing up for some highly anticipated events make your reservations soon as they are sure to sell out. Highlights of this year’s winemaker dinners include:

Martinez and Martinez at Anderson’s General Store with the addition of a four star chef they are offering a full weekend of must attend activities—two winemaker dinners are scheduled for both April 11 & 12 and a special wine and cheese pairing on Saturday morning.

Brad Sherman of Michael Florentino Cellars at Potluck Kitchen Studios are creating an enchanting evening on Friday, April 11. “Under the Spanish Influence: TAPAS and VINOS” brings you an “edu-taining” dinner demonstration and wonderful winemaker dinner. At the end of the dinner, there will also be a chance to purchase wines to take home with your recipe packet!

Nantucket Inn and Anchor Catering will hold a full winemaker dinner featuring Smasne Cellars and Petite Wine Bar is hosting Kana Winery with accompanying appetizers both events are on Friday, April 11.

Sample various wines from the festival before and after attending the event in the intimate setting of your favorite local restaurant during the entire month of April—look for suggested appetizers and entrées to accompany the wines. Barrage Cellars at Majestic Inn and Spa, Daven Lore Winery at Frida’s Gourmet Mexican Cuisine, Finnriver Cidery at Adrift, Kana Winery at Petite Wine Bar, Silver Bell Winery at 13moons and Smasne Cellars at The Store. For more information on all events go to our website [anacortes.org](http://anacortes.org).

Get out and enjoy spring in Anacortes!

**At this year’s festival you can sample delectable bites from the following local restaurant partners:**

- Gern-a-Deli
- Frisak
- 5th Street Bistro
- DAD’s Diner
- 13moons

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**BUSINESS INSIGHTS**

**Claim your visual space**

Street front retailers have an exciting opportunity to connect with passersby. Claiming the visual space in front of your shop is a great way to start a relationship with a customer, set the tone of your business and create social media opportunities.

Why is it important to create a visual display outside your store when the customers can see your business through your front window?

Here’s a question that will help you understand the importance of claiming your space—what color is glass?

The answer? When viewed from any angle other than straight on, the surprising answer is… the color of glass is black! Who wants an uninviting, opaque storefront?

Instead, bring the space in front of your store to life with outdoor displays that tell your story and invite customers in for more.

Be sure to include your website address, facebook page and pintrest, vine or twitter handle in your display in case a photo of your creative display ends up on someone else’s facebook timeline.

While you’re at it, visit [qrcode.kaywa.com](http://qrcode.kaywa.com) to create a QR code for your business to enhance your connectivity with Smartphone users.

Would you like to know more? Call Kevin, your free and confidential business adviser at (360) 336-6114 to review your approach to business preparation.

**EDASC**

Economic Development Association of Skagit County

Business Insights is a service of EDASC, enhancing our quality of life through the creation and preservation of healthy businesses and good jobs.

Learn more at [www.skagit.org](http://www.skagit.org).
Waterfront Festival 2014

Thank you to our 25th Year Anniversary Sponsors! There is still time to put your name to this time honored Anacortes tradition—contact Cecilie at the chamber for details.

Overall
- Shell Puget Sound Refinery

Venue
- Port of Anacortes

Fleet
- Dakota Creek Industries
- Trident Seafoods

Admiralty
- Island Hospital
- Tesoro Refining and Marketing Company

Vice-Admiralty
- Les Schwab Tire Center

Commodore
- Gere-a-Deli
- Irishman Enterprises
- Judd & Black Appliance
- Mad Hatter’s Ice Cream
- Pacific Party Canopies
- Samish Indian Nation

- Sebo’s Hardware & Equipment Rentals
- Whidbey Island Bank

Captain
- Business Bank
- Anacortes Marine Insurance/Scott Richards Insurance
- Lakeside Industries
- Lovic’s Sea-Craft Inc
- Transpac Marinas Inc
- Upstage Boutique & Men’s Store

Champion of the Channel
- Anacortes Yacht Charters
- Mystic Sea Charters
- Old Anacortes Rowing and Sailing Society
- Skagit Adult Day Care—Gentry House
- Washington Federal

China with the Anacortes Chamber

Join the Anacortes Chamber of Commerce for a trip full of memories to China! Stephanie Hamilton will share how you can travel to China for only $2,299.

Information Orientation
Thursday April 10th @ 11:30am
Anacortes Chamber of Commerce
819 Commercial Ave. Suite F,
Anacortes, WA 98221
RSVP Highly Recommended | 360.293.7911

10 Day Tour
October 13—22, 2014
Starting at $2,299

Trip Includes:
- Beijing, Shanghai, Suzhou, Hangzhou
- The Great Wall
- Round trip airfare including domestic flights
- Four & Five Star hotel accommodations
- Visit the Forbidden City
- Heavenly Temple
- Experience the culture & history
- Three full meals every day
- Admission to all tours and attractions

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She split her time between Anacortes and Seattle while she worked as a computer support analyst for the Seattle Times. Eventually, Catherine left the Seattle Times so she could live in Anacortes full-time. She started a new career as a real estate broker with Windermere about a year ago. She loves her new career and considers it an exciting change from information technology. She feels she has a real flair for helping people buy and sell homes and wishes she had become a broker years ago. Catherine has a BA in Communications and an MS in Computer Information Systems.

Aside from real estate, she enjoys photography, exploring our beautiful area, and frequenting the great restaurants and shops in downtown Anacortes. She likes to spend time with her family, and cheers on her nephews at their sporting events and school activities.

In addition to being a Chamber of Commerce Ambassador, she is on the Chamber Marketing and Promotions division, volunteers for Skagit Habitat for Humanity and the Skagit Land Trust, and is a member of the Anacortes Dockers Toastmasters club.

Fun Fact: Despite being only 5’2”, Catherine excelled in the high jump and volleyball in high school.

### Ambassador Profile

**Catherine Mers**

Catherine was born and raised in New York City. Catherine first visited Anacortes about 20 years ago when her sister moved here. She visited her sister and her family often throughout the years, and each time grew to love Anacortes more and more. She finally got the opportunity to move here herself about 12 years ago.

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### 2014 Ambassadors

- **April Breckenridge**—Anacortes Sun
- **Jack Hamilton**—Cap Sante Court Retirement Community
- **Barry Harter**—Central Payment Corporation
- **Linda Harvey**—Anacortes Ship Harbor Inn
- **Rich Heidecker**—Youth Dynamics
- **Lisa Helm-Morrow**—KeyBank
- **Sarah Jurkovich**—Washington Federal
- **Kari Kennedy**—KeyBank
- **Matt McKay**—Nantucket Inn; Anchor Catering
- **Catherine Mers**—Windermere Real Estate
- **Theresa Rudzis**—Individual member
- **Veronica Spencer**—Take Shape For Life
- **Mary Staley**—La Conner Retirement Inn
- **Mark Van Oort**—Business Bank
- **Boyd Veer**—Seaside Autobody & Accessories
- **John Williams**—Skagit Publishing

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### New Members

**ANACORTES PHYSICAL THERAPY**

3001 R Avenue, #110

Anacortes, WA 98221

(360) 299-2781

[www.anacortespt.com](http://www.anacortespt.com)

Carla Derie

carlad@fidalgo.net

**FIRELIGHT DESIGN**

Little Chicago/Cap Sante Marina

Anacortes, WA 98221

(360) 770-2998

[www.firelightdesigns.net](http://www.firelightdesigns.net)

Dawn Marie

dmurray@orange.net

**MAYA SHAKTI YOGA & WELLNESS CENTER**

708 Commercial Ave.

Anacortes, WA 98221

(360) 299-3200

[www.mayashaktiwellness.com](http://www.mayashaktiwellness.com)

Dawn Marie

Mayashaktiwellness@gmail.com

**Stephen Mcinerney**

Anacortes, WA 98221

(360) 420-5348

Stephen Mcinerney

Anacortes, WA 98221

smcinerney@yahoo.com

Individual Member
Spring Intern—Welcome Lisa Torcoletti

Lisa is attending the Business Management Program at Skagit Valley College. She hopes to one day to own her own business in beautiful Anacortes. She spends her free time gardening, baking, reading, and hanging out with her wonderful daughter. She looks forward to helping out at the chamber, learning new things, and getting to know you all.

thanks...

Thank you to Summit Assistance Dogs for sponsoring our State of the City luncheon and thank you to the following business for bringing a gift for the give-away:

- Anacortes Properties
- Bank of the Pacific
- Cathy’s Accounting & Bookkeeping Service
- Foundation Massage Therapy
- SICBA
- Skagit Publishing
- Sound Proof Editing

Thank you to the Anacortes Arts Festival and KP Studios for hosting the business after hours in March! And thank you to the following businesses for bringing a gift for the give-away:

- All About Honeymoons and Vacations
- Anacortes Arts Festival
- Anacortes Spring Wine Festival
- My Tailor
- Papa Murphy’s Pizza
- Portalis LLC
- Skagit Valley Tulip Festival
- Washington Federal
- Whidbey Island Bank

Milk Carton Derby

Got milk cartons? Chamber needs help with derby

The Anacortes Chamber of Commerce is looking to make an even bigger splash with the third annual Anacortes Waterfront Festival Milk Carton Derby.

You can help.

Collection boxes for half-gallon paper (not plastic) milk and juice cartons are now in place, easily recognizable by the Jersey cow design, at the following locations: Bank of the Pacific, Anacortes Boys & Girls Club, KeyBank, Mad Hatter’s Ice Cream, Peoples Bank, Read Me A Story and Washington Federal.

The milk and juice cartons must be thoroughly rinsed. Please put the caps back on.

Brochures with more derby information are available at the collection sites.

This year’s derby is Sunday, June 8.

Work with a youth group? Have children? Have a business? Get involved and build a boat and memories.

The cost is minimal. Some small scholarships are available for help purchasing materials. Contact Cecilie at the chamber (293-7911) for details.

The boats will be judged on creativity (if you choose to enter that category) and the crew that crosses the finish line first. Two separate age groups (12-14) and (15-18) will compete. Crews can be comprised of folks of all ages, but to be on the water you must be between the ages of 12 and 18.

More information, including a guide of how to build a boat, can be found on the chamber website at www.anacortes.org.

Fidalgo Island Quilters proudly present the
2014 Quilt Show
“E Pluribus Unum”

April 11-13, 10am to 5pm

New Location: Swinomish Casino & Lodge
12885 Casino Dr., Anacortes

Wearable Art Fashion Show
Saturday, April 12, 1pm

Quilts of Valor & American Hero Quilts Presentation
Sunday, April 13, 1pm

Quilt Walk Downtown Anacortes
April 1 - 30

fidalgoislandquilters.com
chap (visitor information center) statistics

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Thank you, volunteers!

Visit us on the web at www.anacortes.org

ANACORTES SPRING WINE FESTIVAL
30 Wineries 6 Restaurants
April 12th 2014 | 12pm to 4:30pm
100 Commercial Avenue, Anacortes
anacortes.org

Coast in, Hang out.™

ANACORTES CHAMBER OF COMMERCE
819 Commercial Ave., Suite F
Anacortes, WA 98221

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Mark Lawrence Simply Yards Landscape and Design

PRESIDENT ELECT
Karin Baldwin Quantum Construction

TREASURER
Matt Miller Read Me A Story

PAST PRESIDENT
Kathy Larson Puget Sound Energy

BOARD MEMBER AT LARGE
Carol Van Ixten Bank of the Pacific

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Jody Carlisle Shell Puget Sound Refinery
Duane Clark Cap Sante Court Retirement Community
Colleen Craig Windermere Real Estate
Peggy Flynn pflynn+associates
Laurie Gere City of Anacortes
Jim Gordon Freedom Wireless Media, Inc.
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Gary Jacobson Attorney
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Duane Knapp Pearl Buttons
Andy Schwenk Northwest Rigging
Bernadette Stanek Island Hospital
Chris Terrell How It Works
Mark Wenzel Anacortes School District

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Mary Talosi Visitor Information & Operations Director
Cecilie Miller Event & Communications Director
Tricia Sharp Marketing & Promotions Coordinator
Kristi Daniels & Crystal Johnson Licensing Sub-Agents

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Newsletter designed by LMac Graphics