The 51st Annual
Anacortes Arts Festival

Bring the whole family and check out the live entertainment, food, and spectacular fine arts at this year’s Anacortes Arts Festival, August 3–5, 2012. Stroll downtown Anacortes from 1st Street to 10th Street and experience the bustling of art enthusiasts, lively street musicians, and scrumptious food vendors.

Approximately 250 juried booth artisans are attending this year’s festival with various mediums to browse and buy. With all that artistic talent in one place there is bound to be something that intrigues you. The Experience Art Area starting on 3rd Street will render demonstrations of steamroller block printing, chainsaw sculpting, glass blowing, wood turning, weaving, painting, ceramics and sculpting. Bring the kids by the Youth Discovery Area to create and learn!

The festival has two separate stages, the KPLU Stage and the Main Stage, where performers such as: The Jefferson Rose Band, The Bad Apples, and The Winterlings will provide a festive atmosphere. Do you feel that rumbling in your stomach? You’ll find what you crave between 2nd & 4th Street. Feeling tired? Stop and refresh at the beer garden right next to the Main Stage, or the wine garden, located near the KPLU Stage.

The festival requires food vendors to use biodegradable products and environmentally responsible practices to contribute to our community’s interest in Going Green. Special thanks to Shell Puget Sound Refinery for sponsoring the festival’s recycling program.

If you have any questions regarding the Anacortes Art Festival, please call: (360)-293-6211 or visit their website at www.anacortesartsfestival.com.

Whale of a Sale

Participants:
• Alley Cat Antiques
• Ana-Cross Stitch
• Buer’s Anacortes Flowers & Gifts
• Donatello Flowers & Gifts
• Earth Bound Used Books
• Epicure for the Passionate Cook
• Kathy’s Upscale Retail
• Read Me A Story
• Upstage Boutique & Men’s Store
For complete list of retailers go to www.anacortes.org
a message from the president

W e do live in paradise!! Here it is mid July and the weather is still cool and sunny.

Have you noticed all the wonderful events taking place every single week in town? I overheard a tourist saying to her friend “They have something going on every week…we try to get here at least a couple times every summer, it is such a happening town.” What a wonderful thing to hear.

As we are looking forward to the Anacortes Arts Festival, I would like to take time to mention the first Friday art walks also. Walking our town in the evenings with music, food and art is a wonderful pleasure and I invite you to join us.

In my last letter I wrote about the Economic Development Association of Skagit County and the services they provide to any business at no cost—from small business classes to individual coaching. I highly recommend their services and have found them invaluable in so many ways. For those of use reluctant to “jump in” to blogs, Facebook etc., much of the mystery has been solved. Please call Kevin Hoult at EDASC 336-6114 for more information.

Our new board will be placed in November; you will hear more from the nominating committee soon. Now is the time to be more active in the chamber and the many divisions, committees and taskforces. Your interests may lie in working with elected officials, or perhaps workforce development. You may be a marketing expert, or you may want to be an ambassador for the chamber, sharing with members and nonmembers your reasons for being a part of this great organization. Call the chamber and we will find the right spot for your talents and interests.

The chamber is the voice of our business community; we are here to keep you in contact with those who represent you. In July, Senator Ranker and Representative Morris joined our governmental affairs division for a discussion on current relevant topics. Along with the Skagit Business Alliance, we are sending candidates a survey to find out their position on a number of topics. Finally, on October 11, you are invited to our Candidate’s Forum at the chamber luncheon. Ensuring that our representatives understand the importance of the policies they make is paramount to our future.

As a member of the Anacortes Chamber of Commerce, you have access to many wonderful benefits and services. Take some time this week think about how you can be included.

Commanding officer of NAS Whidbey, Captain Jay Johnston (left), invited community members from Oak Harbor, Coupeville and Anacortes aboard the Old Man IV on July 17 to view Whidbey Race Week. Chamber board members, Kristi Gabrielse, Kathy Larson, Mary Staley and Mayor Dean Maxwell joined Stephanie Hamilton for a relaxing afternoon on the water.
Cornerstone Home Lending

Because Carrie Worra has been in the mortgage lending industry since 1993, she understands and appreciates the responsibility of helping her clients find the perfect lending solution so that they can achieve their homeownership goals. She is dedicated to looking out for her clients’ best financial interests while guiding them through an exciting time in their lives. Her favorite part of the mortgage industry is that she is able to stay closely connected with her clients and experience joy with them as they close on a house.

Carrie grew up in the Seattle area and graduated from Western Washington University in 1992 with degrees in Finance and Marketing. She has lived all over the United States in support of her husband’s naval career. Carrie and her husband, Dan, have chosen Anacortes as the best city to raise their two children.

Participating in the Anacortes School District PTA, Anacortes Chamber of Commerce, and the Navy Spouses Club, Carrie stays closely connected with her community. More than her professional roles and responsibilities, she is most proud of being a mother of two wonderful children. Her family loves being on the water, and they feel very blessed to live in such a beautiful part of the country.

Cornerstone Home Lending Inc. and Carrie Worra proudly offer the following loan programs for new purchases and refinances:

- Conventional
- Jumbo
- VA
- FHA
- FHA 203(k)
- USDA
- HomePath

For unparalleled customer service from a Mortgage Banker you can trust, contact Carrie Worra with Cornerstone Home Lending Inc. at cworra@houseloan.com or 855.723.4663.

VIC Potluck

The annual VIC summer potluck party was again filled with fabulous friends, food, and fun! Make sure to stop by and say thanks to all of our hard-working volunteers that keep our town running and our visitors informed!

2012 Ambassadors

Josh Baldwin—Quantum Construction
Angie Baker—Opulence Salon & Day Spa
Carla Cummins—All About Honeymoons & Vacations
Lara Dunning—Gems, LLC
Jim Gordon—Freedom Wireless Media, Inc.
Jack Hamilton—Labor Ready, Inc.
Barry Harter—Central Payment Corporation
Jan Hersey—Biz Point Communications
Debra Jones—Individual Member
Kari Kennedy—KeyBank
Tara Milas—Massage Therapy
Leileah Petty—Farmers Insurance
Jeffery Pleet, CLU, ChFC—Edward Jones—Jeffery Pleet
Therese Rudzis—Individual Member
Mary Staley—Marketing with Mary
Sandy Swartos—DuoDesign, LLC
Boyd Veer—Seaside Autobody & Accessories
John Williams—Skagit Publishing
Summer Potluck & Garden Party

Kathy Larson (Puget Sound Energy), Beth Meenaghan (Skagit Software Solutions, LLC), and Kevin Meenaghan (Prospective Member—The Richardson Group) enjoyed the sun and fun at the Summer Potluck & Garden Party.

Business After Hours

Tee McCallum (Anacortes Housing Authority), Helen Prier (Anacortes Properties, LLC), Sandy Cox (Anacortes Housing Authority), Dixie David (Whidbey Island Bank), and Melanie Fuller (Whidbey Island Bank) enjoy the July business after hours at the Swinomish Casino and Lodge.

Mike Jenkins (North Islands Young Life), Brian Geer (KeyBank), Elissa Eddie (KeyBank), and Liz Jenkins (North Islands Young Life) at the Summer Potluck and Garden Party.
Remember to ask

If you’re in business in Anacortes, you’re probably in sales. The best way to increase sales is to ask questions. Questions create rapport, focus attention and draw the prospect into the sales process. Answers help define needs and provide opportunities to overcome objections, as the sale becomes a close.

Sales professionals follow repeatable steps to complete the sales cycle:
1. Establish and prioritize needs
2. Determine options and identify choices
3. Compare alternatives then overcome objections
4. Close the sale as a ‘win/win’
5. Deliver excellent service after the sale

Using proven sales practices will help every business in good times and bad. Start the closing process by asking for the sale.

Call Kevin, your free and confidential business adviser, at (360) 336-6114 to put those idle prospects to work.

Interested in starting a new business or gaining market share by exporting? Call James at (360) 336-6114 to get started!

Encouraging Words 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.

Trail Tales Interpretive Walks

The Trail Tales Shoreline Interpretive Program, sponsored by the Friends of Skagit Beaches, is pleased to announce two more walks for the month of August. All walks are free, 1 to 1½ hour in length on a flat, paved path, and are handicapped accessible. Meeting places for the walks are either at the 34th St. sign or Fidalgo RV Park along the Tommy Thompson Trail. Summer walk schedules are available at the Visitor Center, parks office and Anacortes Public Library. Please join them for an enjoyable journey of discovery! For more information on the two walks listed, go to www.skagitbeaches.org.

Native & Introduced Plants—Where Did They Come From? How Were They Used?

Wednesday, August 8th
34th St., 10:00–11:30 AM

Learn to spot identify and discuss about a dozen important plants along the trail, how they fit into the environment, and how they were used by humans of different backgrounds.

Native Cultures Along Fidalgo Bay

Saturday, August 18th
Fidalgo RV Park, 2:00–3:30 PM

The docent led walk will begin at Fidalgo RV Park. Join us to learn more about the totems, settlements, traditional uses of cedar and plants, as well as the abundant lives of the original inhabitants of this area.
Coming soon on anacortes.org

ABCs for your business

The economic and community development division is working on a page to house all your business needs on our website (the Anacortes Business Center) – from starting a business to business assistance resource, you will find it! We thank our partners at EDASC for help!

Rooms for Rent

Holding an event or business meeting—a database of meeting spaces with pictures and contact information will soon be up on our site.

member renewals

- Anacortes Family Center
- Autumn Leaves Bed & Breakfast
- Rich & Gail Ballow, John L. Scott Real Estate
- Cap Sante Inn
- Cascade Natural Gas Conservation Program
- Express Employment Professionals
- Frontier Building Supply
- Garner’s Northwest, Inc.
- Highland Woods, LLC
- John L. Scott Real Estate/Anacortes
- KWLE Radio
- Lake Campbell Lodging
- Majestic Inn & Spa
- Piston Service Auto Plus
- San Juan Safaris
- Sebo’s Hardware & Equipment Rentals

thanks...

Thank you to these businesses who provided door prizes at the July Business After Hours:

- All About Honeymoons & Vacations
- Anacortes Properties, LLC
- Buer’s Anacortes Floral & Gift
- DuoDesign, LLC
- Marketing With Mary
- Opulence Salon & Day Spa
- Swinomish Casino & Lodge
- Upstage Boutique & Men’s Store
- VIC Volunteer Kay Dow
- Whidbey Island Bank

Thank you to Swinomish Casino and Lodge for hosting an incredible evening in their new beautiful facilities!

new members

ANCHOR CATERING
PO Box 393
Anacortes, WA 98221
(360) 420-7126
www.anchorcaters.com
Matt McKay
matt@anchorcaters.com
Catering

CANDLEWOOD SUITES
BURLINGTON
1866 S. Burlington Blvd.
Burlington, WA 98233
(360) 755-3300
candlewoodsuites.com/burlingtonwa
Michelle Mitzel
michelle@hotelservicesgroup.com
Hotel

CHRISTINA HANSEN
1809 8th Street
Anacortes, WA 98221
(360) 899-0085
Christina Hansen
chansen361@gmail.com
Individual Member

MIRAMAR MACHINE & TOOL
911 31st Street
Anacortes, WA 98221
(360) 588-0100
Bill French
williamfrench@msn.com
Machine Shop

NORTHWEST DOCKS
509 30th Street
Anacortes, WA 98221
(303) 956-9742
www.nwdocks.com
Lisa Selfridge
lisa@nwdocks.com
Marine Construction

KATHY ROGERS WINDERMERE REAL ESTATE
3018 Commercial Ave
Anacortes, WA 98221
(360) 941-4400
krogers.mywindermere.com
Kathy Rogers
krogers@windermere.com
Real Estate Broker

THE RED DOOR THRIFT
SHOP OUTREACH OF CHRIST
EPISCOPAL CHURCH
1019 7th Street
Anacortes, WA 98221
(360) 293-8027
www.christchurchanacortes.org
Diane Guinn
office@christchurchanacortes.org
Thrift Store

WEST YACHTS
1019 Q Avenue, Suite D
Anacortes, WA 98221
(360) 299-2526
www.west-yachts.com
Russ Meixner
russ@west-yachts.com
Yacht Sales
ambassador profile

Carla Cummins
All About Honeymoons and Vacations

Carla resided in Springfield, Missouri the majority of her life until six years ago when she moved to Anacortes, WA. with her husband Aaron, so they could be closer to Aaron’s son which lives in Sitka Alaska.

Carla was quite active in the Springfield business community. Carla holds a degree in Equine Science and specialized in Equine Reproduction. She was the top rated breeder and trainer in the greater mid-west area. Her ranch, Painted Springs Horse Ranch, had the reputation for producing world champion show horses.

Along with owning Painted Springs Horse Ranch, Carla was also co-owner of, The Repair Shop, a large steak and seafood restaurant located in downtown Springfield. At the restaurant she managed the staff, was responsible for the restaurant purchasing, and the restaurants local community involvement.

Carla currently owns All About Vacations and Honeymoons. She specializes in international travel. She started the Travel Agency business in Springfield, Missouri and sold that business when she and her current husband, Aaron, made the decision to move to the beautiful town of Anacortes. She opened another agency locally and has been busy making people’s dreams come true ever since.

Carla’s love of travel speaks to her professionalism; she travels to exotic locations worldwide. She not only satisfies her love of travel but at each destination she also focuses on all the details that are important to her clientele. So when she is working with her client she can honestly describe and guide her clients so their travel experience fits exactly what their heart desires. This attribute, along with many others, has earned Carla several “Diamond Awards” throughout the travel industry. Carla has studied hard and applied her education to the realities of her customers travel needs. Below is a short list of her achievements.

- Certified Honeymoon & Destination Wedding Specialist
- Certified Tahiti Tiara Agent
- Certified Matai Fiji Specialist
- Sandals Certified Specialist
- Couples Resorts Specialist
- Master Agent for Secrets and Dreams Resorts
- Certified Mexico Specialist
- Classic Vacations Hawaii and Oahu Specialist
- Costa Rica Specialist
- Karisma Resorts GI Diamond Vacation Consultant
- Karisma Resorts Gourmet Wedding Consultant
- Certified US Virgin Islands Specialist
- Hotel Sales Specialist Certified by Marriotts
- Palace Resorts Specialist

While residing in Anacortes, Carla has become involved in the local community as well. She was active in the Soroptimist group and is currently quite active with the Anacortes Chamber of Commerce. She heads the Chamber Ambassador’s group. Carla feels that the Chamber has helped fill the void she feels being so far from her family.

Carla passions are her family, local community, international travel, horses, and boating.

September 15, 2012 from 2:30 pm–6:00 pm
Anacortes Depot Arts Center

Anacortes restaurants will be teaming up with the Anacortes Farmers Market to showcase the delectable talent of local dining establishments.

Each restaurant will incorporate items from a farmers market vendor to highlight the fresh faire available.

Restaurant booths will be indoors at the Anacortes Depot Arts Center filling the space with delicious options to tempt your taste buds.

Outdoors you’ll find family style seating with music provided by local artists along with a beer and wine garden to quench your thirst.

Tickets will be available at the door ($1 per ticket) each taste will be priced from 1-4 tickets.

Proceeds will go to support the Anacortes Farmers Market and promotions for Anacortes as a dining destination.

Watch Anacortes.org for a list of participating restaurants and more info.

Buy your Oktoberfest tickets today!
EXECUTIVE BOARD

PRESIDENT
Kristi Gabrielse  Ana-Cross Stitch

PRESIDENT ELECT
Kathy Larson  Puget Sound Energy

TREASURER
Mark Lawrence  Simply Yards

PAST PRESIDENT
Mark Bunzel  Fine Edge Nautical & Recreational Publishing

BOARD MEMBER AT LARGE
Matt Miller  Read Me A Story

BOARD OF DIRECTORS

Robert Atterberry  Bob’s Chowder Bar & BBQ Salmon
Karlin Baldwin  Quantum Construction
Jody Barnett  Shell Puget Sound Refinery
Bela Berghuys  Islands Inn
Chris Borgen  Anacortes School District
Duane Clark  Cap Sante Court Retirement Community
Peggy Flynn  pflynn+associates
Brian Geer  KeyBank
Bob Hyde  Port of Anacortes
Dean Maxwell  City of Anacortes
Vince Oliver  Island Hospital
Curt Oppel  John L. Scott Real Estate
John Pope  Tesoro Refining & Marketing Co.
Mary E. Staley  Marketing With Mary
Chris Terrell  How It Works

CHAMBER STAFF

Stephanie Hamilton  Executive Director
Mary Talosi  Visitor Information & Operations Director
Cecilie Miller  Event & Communications Coordinator
Leah Hines  Marketing & Promotions Coordinator
Kristi Daniels & Crystal Johnson  Licensing Sub-Agents

Thank you, volunteers! Volunteer Hours: 313

Visit us on the web at www.anacortes.org

VIC (VISITOR INFORMATION CENTER) STATISTICS

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Thank you, volunteers! Volunteer Hours: 313

Visit us on the web at www.anacortes.org

SUNDAY AUGUST 25

11:00 AM

TO 6:00 PM

• Vintage Car Show
• Chowder Eating Contest
• Swagger & Stagger RRR Off
• Beer Garden
• Food & Craft Vendors
• Live Music
• Cannon Kickoff, Water Balloons, Sea Shanty Sing-Along and more

RACES START AT 1:00 PM

San Juan Raceway

Anacortes, WA 98221

CHANGE SERVICE REQUESTED

ANACORTES, WA 98221

CHANGE SERVICE REQUESTED