**State of the Port**

It’s a great day in Anacortes, Washington and the **Port of Anacortes** is proud to be a part of what makes our city great. The mission of the Port is to, in partnership with public agencies and private business, develop and manage facilities and services which stimulate private job creation and commerce, while protecting the quality of life, needs and desires of area residents, and truly, the Port works every day to fulfill that mission. The Port is an important economic engine for Anacortes and a leader in promoting family wage jobs. Port tenants contribute more than 800 jobs to our community. Port facilities serve the needs of local residents and visitors alike. Please join us at the chamber luncheon on June 16th where Executive Director Bob Hyde will deliver the now annual, “State of the Port” address. Bob will provide a review of Port business operations and their impact on the Anacortes economy, recently completed and upcoming projects, and Port events and future developments. Our luncheon sponsor, **KeyBank of Anacortes**, helps businesses and consumers find their financial potential. KeyBank has grown over the last two years in Washington State to 166 branches and has a presence in 14 states. They continue to search, grow, and change to “Unlock your Possibilities.” They are extraordinary employees advising their extraordinary customer on ways to meet their financial goals. **Gere-a-Deli** will serve lunch for $15 11:30–1:00. The lunch is held at the Lutheran Church at 22nd & O. Please RSVP online.

**Anacortes Marine Electronics/Northwest Rigging LLC**

**Anacortes Marine Electronics**, started in 1986, has become a regionally recognized leader for marine electronics, in both reputation and technical ability. Dealing mostly with Furuno products, in both commercial and pleasure boats, they work closely with boat builders, refitters, as well as end-users. By offering custom solutions from navigation, communication, entertainment, and backbone systems. Their commitment to excellence results in better performance and durability for the long-term. Let them help you design a system that fits your boat and your needs. Call them! (360) 293-6100.

Founded by Girts Rekevics in 1996 and purchased by Andy Schwenk in 2005, **Northwest Rigging LLC** has grown into the Pacific Northwest’s preeminent rigging company. We build and install standing rigging, roller furlers, lifelines, halyards, masts, and all other manner of rigging hardware and fittings as well as architectural rigging from Bellingham to Tacoma and we have been called on to work on boats as far away as Montana, Alaska, Florida and Portugal. Call them (360) 293-1154.

Anacortes Marine Electronics and Northwest Rigging invite you to join us at 620 30th Street, on June 20th, from 5:30 to 7 pm, to enjoy good food, beverages, and learn about what part these two businesses play in the local marine industry. Please RSVP online.
Cruise Ship

The American Spirit docked in Anacortes six times this spring; passengers were welcomed with an historical presentation, a greeting by the town crier, and a guided tour up Commercial. Cruise ship personnel also worked to set up excursions to the tulip fields and on Deception Pass Tours. The ship will be returning later this summer for 10 more visits.

The hanging baskets are up... thank you chamber member, Golden Services Moving & Storage, for providing the truck and Fred—the great driver. Thanks also to North Islands Young Life Kids for the heavy lifting. Always thanks to beautification committee members: Mark Lawrence, Marilee Maricich, Robin Pestarino and Jack Darnton. And thank you chamber members for your financial support.

President, Kathy Larson (Puget Sound Energy), Executive Director, Stephanie Hamilton, Executive Board Member at Large, Matt Miller (Read Me A Story) and Treasurer, Karin Baldwin (Quantum Construction) travelled to a leadership training put on by the Washington Chamber Executive Directors in Tacoma. One of the most essential ingredients of successful chambers is strong board leadership and those board members representing our chamber are top notch.

The Skagit Business Alliance held a two-part Candidate College this spring. It is encouraging that so many community members are participating in the democratic process. Thanks so much to Jeanne Youngquist, Jason Easton and Robin Pestarino for leading the discussion in April.
AnacortesToday.com

AnacortesToday.com, a website dedicated to "celebration of life in Anacortes," marks its 10th Anniversary this month.

“I can’t believe it’s been a decade since I posted my first photos,” said website founder Steve Berentson. “It's gratifying to know that people enjoy the images I post each day, not only as a reflection of current events but as a community scrapbook dating back to 1983.”

Berentson, a former photojournalist now serving clients as a public relations consultant, launched AnacortesToday.com as a “creative outlet” with a nod to once dominant U.S. magazines including LIFE and LOOK. Since then he has posted more than 5,600 images of local people, scenes and events.

“It seems like only yesterday that I approached Chris Terrell about creating this website,” said Berentson. “I realize many people can’t recall a day before the Internet, but at the time the decision to launch a personal website was a ‘cutting edge’ proposition.”

When AnacortesToday.com first launched, Berentson was still using film. As new photo technology became available he quickly transitioned to digital cameras, at least for the website. Four cameras, two site redesigns and a blog later, AnacortesToday.com still serves an audience eager to share Berentson’s images and captions.

Feature sections of the website include the main “Gallery,” which features more than 3,267 images; the “Activities” section, with more than 2,120 images; and the new-ish “Blog,” with 264 images including some from other local photographers. It is not uncommon for people seeking local images to ‘shop’ using the AnacortesToday.com search engine (images and banner ads are sold to help defray the costs of maintaining the site).

“I’ve never regretted the investment in this website,” said Berentson. “Anacortes is a very special place, deserving of all efforts made to record the lives and adventures of people who live here. I love photography, and I hope AnacortesToday.com continues to be a source of enjoyment for all who visit.”

meet your board

Dan Cameron

Third Generation born and raised in Skagit Valley. Graduated from Mount Vernon High School, Skagit Valley College and has Bachelors and Masters degrees from City University Seattle. Dan has spent his entire life in the Anacortes/Mount Vernon area with the exceptions of three years in the Army and five years as the Refinery Manager at the Tesoro Salt Lake City Refinery. He returned to Anacortes as the Refinery Manager last September after his last assignment in Utah. He has a wife, four children and seven grandchildren who all live in the area.

Dan is interested in supporting a business friendly environment that offers living wage jobs for the citizens of Skagit County while respecting the special quality of life we enjoy in the Pacific Northwest.

He has been actively involved in reviewing and discussing federal, state and local policies that impact business interests in Washington and the effect they have on retaining and increasing jobs in our area.

He has been active on various boards including the United Way and the Utah Safety Council. He and his wife Chris enjoy the many community and chamber events that are offered in Anacortes, and are season tickets holders at the Anacortes Community Theater.

Little known fun fact (not so fun for him): Dan knocked his two front teeth out on the merry go round at Washington Park while his Dad was working on the Anacortes Yacht Club building when he was in fourth grade.
How to compete with online sales

Avoid becoming a showroom for online sellers by delivering an unsurpassed customer experience.

What’s the key to delivering the best imaginable customer service? Store representatives and in-store help are the backbone of storefront retail - knowledge and the way it’s delivered shape a shopper’s experience.

360 degree communication is critical to delivering customer delight. Everyone who touches the business, from staff to vendors to neighboring businesses and fellow chamber members, should know your customer experience values.

Build great customer relationships because word of mouth from a customer who feels catered to will be a retailer’s most powerful sales tool.

Careful merchandise selection and display will help also support an unmatched customer experience. Focus, differentiate and curate stock. Avoid carrying merchandise that has wide internet availability or sell in bundled form to change the value proposition in your favor.

Are you excited about what you sell? Are you thrilled to be a part of your customers’ lives? Altitude is a function of attitude and your attitude sets the pace in your shop.

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

Thank you to our lunch sponsor, Fidalgo DanceWorks, and to the following businesses that contributed gifts for the May lunch give-away.

- Bayside Specialties
- Cap Sante Court Retirement Community
- Central Payment Corporation
- EDASC
- Fidalgo DanceWorks
- Papa Murphy’s Take N Bake Pizza
- Skagit Publishing
- The Red Door Thrift Store
- Tulip Valley Winery
- Washington Federal
- Anacortes Properties, LLC
- Bank of the Pacific
- Central Payment Corporation
- Friends of Fidalgo Pool & Fitness Center
- Island Hospital
- Papa Murphy’s Pizza
- Read Me A Story
- Walgreens Drug Store
- Washington Federal
It's here! The 24th Annual Anacortes Waterfront Festival is this weekend: grab your loved ones, your sunscreen and/or your umbrella to be absolutely prepared to have a great time at Anacortes' favorite family festival! We look forward to seeing you at the beautiful Cap Sante Marina.

Thank you to the following community partners for making this festival possible!

**Posters**
- Shell Puget Sound Refinery

**Venue**
- Port of Anacortes

**Fleet**
- Dakota Creek Industries
- Island Hospital
- Trident Seafoods

**Admiralty**
- Puget Sound Energy
- Lovric's Sea-Craft
- MacGregor/Yellowbook

**Captain**
- Fidalgo Bay Resort
- Golden Services, LLC
- Mystic Sea Charters
- Peoples Bank
- Skagit State Bank
- Studio 1010
- Tammy Cotton Insurance Agency
- (State Farm)
- Transpac Marinas

**Captain Cont.**
- Marine Supply & Hardware
- Medicap Pharmacy
- Medcap Pharmacy
- Mystic Sea Charters
- Peoples Bank
- Skagit State Bank
- Studio 1010
- Tammy Cotton Insurance Agency
- (State Farm)
- Transpac Marinas

**Commodore**
- Anacortes American
- Birch Equipment
- Irishman Enterprises
- Pacific Party Canopies
- Samish Indian Nation
- Sebo's Hardware and Equipment Rental
- Soroptimist International of Anacortes
- Swinomish Casino and Lodge
- Whidbey Island Bank
- Williams and Nulle

**Vice-Admiralty**
- Bank of the Pacific
- Les Schwab Tire Center
- Puget Sound Kidney Centers

**Champions of the Channel (Friend of the Festival)**
- Anaco Inn, Anacortes Yacht Charters, A-1 Mobile Lock & Key, Mr. & Mrs. Bill Berry, Mr. Bryan Hennessey, Cap Sante Inn, Curtis Payne Insurance, Epicure...For the Passionate Cook, Eslick House Watch, Fidalgo DanceWorks, Fine Edge Publications, Flooring Connections, Foundation Massage Therapy, Gateway Yachts, Island Rentals & Supply, Islands West Real Estate, Liberty Tax Services, Mr. Mark Van Oort, The Nantucket Inn, Mr. & Mrs. Pam & Tom Allen, Mrs. Robin Peatarino, Scott Richards Insurance, Simply Yards Landscape & Design, Ship Harbor Inn, Washington Federal, Upstage Boutique and Men's Store

April’s Thank you Thursday winner, Janie Ackerman and her dog Watson won $220 in Shop Anacortes Dollars. Her entry came from Upstage Boutique and Men’s Store. Look for a list of participating businesses at anacortes.org
ambassador profile

Barry Harter

Imagine this—Barry Harter of Central Payment Corporation as an elementary school teacher. We can see it! Barry is one of our Ambassadors and he lives by the golden rule. While attending Ball State University, Barry, like most of us, worked in various restaurants and hotels, which started his passion for the hospitality industry. In 1982 he came to Anacortes and was employed at Boomers Landing Waterfront Restaurant for 11 years, which gave him the opportunity to buy Axelsons Café in Burlington in 1993. Ownership was a huge change and a dream come true. The next 11 years went fast providing a successful food and beverage concept to the Northwest. In 2004 he sold the café. Barry has taken his hospitality passion into his new career as a consultant with Central Payment Corporation, by helping business owners with all their non-cash payments. Barry is the Passionate Premium Provider of all Non-Cash Payments. Central Payment is a leader in the merchant bankcard industry processing over 40% of the transactions in the USA using the latest technology to offer secure handling of all of all non-cash payments, Merchant Loyalty and Rewards called Spoton, and many POS systems for any business. Barry feels that being a consultant allows him the opportunity to make a financial difference to every business in our area. A big fan of face-to-face service, time and cost saving measures, and the appropriate equipment really improves a business’ bottom line which is very rewarding. The goal is to help one business at a time, anytime, and all the time. Being involved in the Fidalgo Island Rotary, Burlington Lutheran Church, BNI, SICBA, and local chambers of commerce is a way to give back to the community.

“Love to live and love to volunteer!” says Barry. You can call him at 360-333-0636, email him at barryharter@comcast.net; or on Facebook at AcceptCreditCards/Facebook.com.

member renewals

Airporter Shuttle / Bellair Charters
American Red Cross—The Islands Chapter
Anacortes AJ Rentals
Anacortes Family Medicine
Anacortes Insurance Services / Allstate
Anacortes Printing/Clamdigger
Aurinco—Marine Solar Panels
Berentson Public Relations
Brandman University-Chapman University
Burlington Chamber of Commerce
Catchmore Charters
Colleen Craig, Windermere Real Estate
Curtis Payne Agency, Farmers Insurance
Troy Kunz, Edward Jones
Fidalgo Pool & Fitness Center
Fine Edge Nautical & Recreational Publishing
Island Cafe
Island Express Charters, Inc.
Steve Jahn
Kiwani's Sunrisers
Lang Custom Concrete & Construction, Inc.
Ragen McAdams Wright
Mert's Taxi
Mystic Sea Charters
Northwest Yachts
Potluck Kitchen Studio
Seaside Autobody & Accessories
Skagit Valley College
Soroptimist International of Anacortes
Teru Lundsten, Personal Historian
Town Cottages
West Beach Resort
Westside Pizza

new members

AFLAC/HOPE ROE, INDEPENDENT ASSOCIATE
Anacortes, WA 98221
(360) 391-0070
Hope Roe
kkmommy@comcast.net
Insurance

DEANNA BRZEG
Anacortes, WA 98221
(360) 873-8705
deanabrzeg@comcast.net
Individual

COMPUMATTER
1814 Commercial Ave.
Anacortes, WA 98221
(360) 299-2428
www.compumatter.com
Douglas Lepore
doug@compumatter.com
Computer—Sales and Service

J-N-G BLOOMS, INC.
14971 Dunbar Lane
Mount Vernon, WA 98273
(360) 421-1292
www.j-n-gblooms.com
Jonya Hamilton
andressigns@frontier.com
Nursery

MORTGAGE ADVISORY GROUP
2902 Colby Ave.
Everett, WA 98201
(360) 691-9437
MaGloans.com
Esther Spence-Crabb
Esther@magloans.net
Mortgage Company

NORDIC NORTHWEST
YACHT SALES
1019 O Ave, Ste B
Anacortes, WA 98221
(360) 293-9411
www.nordicnw.com
Greg Mustari
info@nordicnw.com
Yachts Sales/Service

SHERMAN AND HANSON
PHYSICAL THERAPY
1813 O Ave.
Anacortes, WA 98221
360-588-8075
www.shermanphysicaltherapy.com
Lisa Vecchione
lvecchione9@gmail.com
Rehabilitation
ANACORTES, WASHINGTON

Where can you Shop a historic downtown, Play at a local marina, listen to live music, hike and bike forestland trails, Eat fresh and local from farm and sea, paddle a kayak, watch whales and Stay at a beautiful inn? Anacortes! Coast in. Hang out.

www.anacortes.org

Ferry served communities will be highlighted on vessels throughout the system with the new Go Somewhere campaign. In addition to these 2’x2’ posters and large system-wide maps on vessels and terminals, Washington State Ferries has been allocated $150,000 by the legislature to promote ridership. The ferry-served community marketing team got together in May to help decide how and where the campaign should be highlighted. Lisa Helm-Morrow (KeyBank) is representing Anacortes in a photo taken by Ken Davenport (How It Works).
# Chamber Officers

## Executive Board

### President
- Kathy Larson  
  Puget Sound Energy

### President Elect
- Mark Lawrence  
  Simply Yards Landscape and Design

### Treasurer
- Karin Baldwin  
  Quantum Construction

### Past President
- Kristi Gabrielse  
  Ana-Cross Stitch

### Board Member At Large
- Matt Miller  
  Read Me A Story

## Board of Directors

- **Jody Ayón**  
  Shell Puget Sound Refinery
- **Bela Berghuys**  
  Islands Inn
- **Dan Cameron**  
  Tesoro Refining & Marketing Co.
- **Duane Clark**  
  Cap Sante Court Retirement Community
- **Pam Estvold**  
  Anacortes School District
- **Peggy Flynn**  
  pflynn+associates
- **Jim Gordon**  
  Freedom Wireless Media, Inc.
- **Bob Hyde**  
  Port of Anacortes
- **Gary Jacobson**  
  Attorney
- **Dean Maxwell**  
  City of Anacortes
- **Curt Oppel**  
  John L. Scott Real Estate
- **Andy Schwenk**  
  Northwest Rigging
- **Mary E. Staley**  
  Marketing With Mary
- **Bernadette Stanek**  
  Island Hospital
- **Chris Terrell**  
  How It Works
- **Carol Van Rerson**  
  Bank of the Pacific

## 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

Photography by Steve Berentson  
Newsletter designed by Linda J. McGuire  
Printed at Bayshore Office Products  
Inside Bayshore Office Products  
603 Commercial Ave.  
Anacortes, WA  
360-293-4669  
printshop@bayshoreoffice.com

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## Vic (Visitor Information Center) Statistics

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<tr>
<td>Visitors</td>
<td>1152</td>
<td>1218</td>
<td>17</td>
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<tr>
<td>Phone Calls</td>
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<td>273</td>
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<tr>
<td>Information Requests</td>
<td>356</td>
<td>77</td>
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<td>Volunteer Hours:</td>
<td>367</td>
<td>279</td>
<td>Thank you, volunteers!</td>
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</tbody>
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### Vic (Visitor Information Center) Statistics

- **Visitors:** 1152 vs. 1218
- **Phone Calls:** 248 vs. 273
- **Information Requests:** 356 vs. 77
- **Volunteer Hours:** 367 vs. 279

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### All Corvette Car Show
- Anacortes Maritime Heritage Center—Open house 10 a.m. to 6 p.m. June 1 (free)
- The Depot Arts & Community Center—“On the Water” Group Exhibit
- Boat Show—Trailered and on the water

### Channel of Discovery
- Educational Displays
- Children’s Area—Build a boat and much more!

### Custom Classic Car Show
- Open Class Car Show
- Second Annual Milk Carton Derby

### Free Boat Ride—AYC Heritage House
- Samish Tribe shares stories

### High Tide Ride
- Model Boat Show
- Quick and Dirty Boat Building Demonstration
- Radio-Controlled Sail Boat Regatta

### Swap Meet
- Saturday 7 am—corner of 9th and Q.

### Trail Tales—Guided Walking Tours
- Self Guided Walking Tour of our Working Waterfront

### Waterfront Festival
- Kick-off Dinner

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**For more information, visit www.anacortes.org**