chamber luncheon

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.

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 1,000 jobs to our community. Port facilities serve the needs of local residents and visitors alike.

Please join us at the Chamber luncheon on June 12th where Port 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 up-coming projects, and Port events and future developments. Bob will also share some “hot off the presses” exciting new initiatives that will aid in job creation and promote commerce in our beautiful city.

This luncheon is sponsored by Scott Richards Insurance, serving Anacortes since 1955, they offer access to numerous preferred and specialty markets such as Safeco, Hartford, MetLife and CHUBB, allowing them to custom fit coverage and pricing to fit each individual client. Lunch will be provided by the Swinomish Casino and Lodge and is $15. RSVP online.

business after hours

Majestic Inn & Spa

The Majestic Inn & Spa is proud to present Skagit County’s premier event venue, please join us on June 19th Business After Hours 5:30–7PM. Our newest luxurious Ballroom is the ideal location for full service events including wedding receptions, corporate retreats, private dinners, and holiday parties for up to 200 people.

Featuring a state of the art media wall with a fully integrated sound system, the 2,000 square foot space doubles as an art gallery featuring work from local aspiring artists. The Majestic’s outdoor courtyard also recently underwent a transformation. With new landscaping and a beautiful gazebo and arbor, the courtyard is the perfect location for your outdoor wedding or event, and can be tented to hold 250 people. Guests can also visit our new rooftop patio with 360º views of the San Juan Islands, Mt. Baker, and downtown Anacortes, or book the space for a unique venue with fire pits and catering by Majestic’s own 5th Street Bistro. RSVP online and bring along a gift for the give-away!
The April survey question asked if members would rather pay their annual dues based on number of employees (the current structure) or based on the value of membership benefits (tiered to allow members to choose the level they want to participate in). Responses were split down the middle, and at this time, the membership division will continue to explore these options.

The comments were enlightening and led to a great discussion at the membership division. We continue to strive to educate on what the chamber has to offer and how you can maximize your investment.

Comment: “We only have two employees, so it would financially benefit us to base the dues off of the employee count, but I think the chamber should represent and work for the betterment of all the commerce in its domain, not just the largest ones, and if we base the dues off of employee count, those businesses with many employees will have a massive sway over policy decisions. It would render businesses our size practically silent.”

I want to assure you that all members have an equal voice in the chamber, regardless of employee count or investment. Our larger employers may decide to further their membership presence through event sponsorship, but that does not give them a stronger voice.

Comment: “I think our community is small enough to keep it by number of employees. I feel we would be adding too much burden to the staff and make the smaller businesses feel short changed if they are unable to buy in to the higher tiers.”

Comments like this helped the division decide that at this time, a tiered approach would not be appropriate for our chamber. Currently every member has the opportunity to enjoy all of the benefits, regardless of employee count. Some of these include: enhanced website listing, Visitor Information Center referrals, free board room rental, bulk mail usage, marketing opportunities, networking, and business to business support.

A great number of comments indicated that determining the value of membership benefits would be difficult to determine—this is something we will continue to explore as we endeavor to ensure your investment is valuable to your business.

Please continue to respond to our monthly survey questions as they really do provide insight. Also consider being a part of the membership division that is tasked with ensuring we provide existing and offer prospective members value that outweighs their investment and the opportunity to get involved and stay connected.

—Stephanie Hamilton
Anacortes Chamber of Commerce Executive Director

Spring Wine Festival Tourism Marketing Results

Out of the 281 people surveyed:

- 65% were from out of town

When asked how they heard about the Anacortes Spring Wine Festival:

- 26% saw the festival in print/poster/flyer or the Tulip Festival Guide
- 26% heard about it from a friend
- 23% saw the festival online
- 25% other media, i.e. wineries, radio, Facebook, etc.

Are our marketing dollars getting people to spend the night in Anacortes? Survey says: YES!

54% of those surveyed spent the night in Anacortes
member profile

Industrious Industries

With the world as it is today, we’re made to choose: traditional or trendy, innovative or classic, professional or relational—but what if you could have both?

Industrious Industries, Anacortes’s newest graphic design studio, is doing just that, bringing a breath of fresh air to the island while keeping our time honored traditions of community and family alive.

Best friends and co-owners Adam Farnsworth and Alan Ayers have been freelance designing together since 2006. “We kept referring business to each other, until we finally decided to make the whole thing formal in 2011,” said Alan. The two became friends in college when, both musicians, Alan’s band played a gig opening for Adam’s band. “The band I was in was just awful, but Adam and I started talking after the show and we’ve been friends ever since.”

“Ours skills really complement each other. Alan has a really clean design aesthetic,” added Adam, who takes many of Alan’s ideas and translates them to fluid digital media. “Title sequences, countdown graphics, short film direction, once it becomes digital, that’s where I take over,” Adam continued.

“We love helping companies define who they are. It’s fun working with people to help brand and develop themselves,” said Alan. Industrious works with businesses to create tools from the ground up including logos, letterhead, business cards, and websites.

“Taking existing companies is something we love too,” Alan continued. “When we’re creating a website or designing a new flier or video, we try to make it so that each business is self sufficient. We want to help people feel empowered.”

But Industrious is more than just a graphic design firm. They’re family. “Adam likes to say ‘His sister stole his best friend,’” laughed Alan who married Ashley (Farnsworth) Ayers, Adam’s younger sister back in 2008, and while...

Duane Clark

Duane was raised on a chicken farm north of Bellingham and traveled regularly through Anacortes to visit his grandparents, and other relatives on Shaw Island. After receiving a college degree and spending some time at graduate school, Duane returned to the Skagit Valley to begin a 40 year career in the field of senior healthcare and housing.

With a business partner, Cap Sante Court Retirement Community was developed on 32nd Street in 1986, followed by Logan Creek Retirement Community in Mt Vernon in 1987, and Harbour Pointe Retirement and Assisted Living Center in Mukilteo in 2000.

Duane has significant interest in education (college board trustee for 10 years, Anacortes Senior College Patron), international travel and culture (Anacortes Sister Cities member for 15 years, president for 8 years), service (Anacortes Rotary member for 16 years, president in 2000), ferries (Anacortes Ferry Advisory Committee since 2008), and family boating (“Sea Sea & Company”).

Duane had a previous stint on the Anacortes Chamber Board, serving for many years as a board member, and as president in 2001.

In Duane’s estimation, the Anacortes Chamber of Commerce is lead by a remarkable staff and board, has an immense amount of energy and creativity, and continues to play hard on a team that is determined to make it possible for commerce to happen in Anacortes, and for every business to succeed beyond expectations. The team includes the City, the Port, the Anacortes School District, the refineries, Island Hospital and more.
A Taxing Dilemma

There are many benefits to doing business in the fair state of Washington, as many global businesses confirm by choosing to locate here. One question that often comes up in my advising sessions is centered on sales tax. “Are my products or services subject to sales tax?” is a question asked by startups and established businesses, alike.

At one time, the answer was quite simple—services no, products yes. Then, food became exempt and certain services once thought exempt were deemed taxable by subsequent legislation. Now, it feels like it’s anybody’s guess.

Of course, a business can always wait until a random Department of Revenue audit clears up the question but most would prefer a more proactive approach. Rather than guess or wait for an audit, the best approach is simply to ask and, thanks to the internet, asking has never been easier.

Simply visit www.dor.wa.gov, click the link labeled “Contact Us,” choose “I need a Binding Tax Ruling” from the option list and complete the online form. You will receive your answer within 10 business days and you can go forward knowing you are in compliance with your tax collection responsibilities.

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

Come join us in celebrating 25 years of the Anacortes Waterfront Festival the weekend of June 7 & 8! Make a full weekend of it by attending the always fun Waterfront Festival Kick-off dinner on June 6th given by the Port of Anacortes. Set sail on the schooner Adventuress on Saturday evening from 6-9pm. Cut the rug fantastic during the revitalized “Plaza Dance” at the Depot Art Center Saturday night after the festival. This year you can enjoy live music by great bands such as The Halyards, Nearly Dan, A Town Big Band, the An-O-Chords and so many more. Dream big about custom classic cars, take a free boat ride with the Anacortes Yacht Club, learn to paddle board, build memories in the children’s boat making area with the Fidalgo Rotary, cheer on the Quick and Dirty and root for your favorite Milk Carton Derby boat, visit the Depot Art Center’s “Fish Show,” find your dream boat, join a parade, also in honor of D-Day and our 25th year, look to the skies for a formation fly-over from the Blackjack Squadron—and most of all have fun: this is your festival!

We would like to thank all of our community partners for making this 25th Anniversary Festival possible!

**Poster**
- Shell Puget Sound Refinery

**Venue**
- Port of Anacortes

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

**Admiralty**
- Island Hospital
- Skagit Publishing
- Tesoro Refining & Marketing Co.

**Vice Admiralty**
- Bank of the Pacific
- Swinomish Casino & Lodge
- Les Schwab Tire Center

**Commodore**
- Anacortes American
- Cap Sante Court Retirement Community
- Gere-a-Deli
- Irishman Enterprises
- Judd & Black
- Mad Hatter’s Ice Cream
- Samish Indian Nation
- Sebo’s Hardware
- Whidbey Island Bank
- Williams & Nulle
- Pacific Party Canopies

**Captain**
- Anacortes Marine Insurance
- Birch Equipment
- Business Bank
- Fidalgo Bay Resort
- Lakeside Industries
- Lovric’s Sea-Craft

**Champion of the Channel**
- A-1 Mobile Lock & Key
- Anacortes Yacht Charters
- Curtis Payne Insurance
- Edward Jones—Gary Thramer
- Eslick Boat & Home Watch
- Fidalgo Country Inn
- Fidalgo DanceWorks
- Flooring Connections
- Frida’s Gourmet
- Mexican Cuisine
- Island Rentals
- Islands West Realty
- Mystic Sea Charters
- Nantucket Inn

**Milk Carton Derby**
- Whole Milk
- Edward Jones—Jeffery Pleet

**Buttermilk**
- Quantum Construction

**Goat Milk**
- Anacortes Construction Services

**Soy Milk**
- Mister T’s Awards & Embroidery

**Marine Supply & Hardware**
- Peoples Bank
- Transpac Marinas
- Upstage Boutique and Men’s Store

**Commonwealth**
- OARS
- Robin Pestarino
- Skagit Adult Day Care
- Simply Yards
- Sunrise Inn
- US Bank
- Washington Federal
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
Brenden Jones—Bank of the Pacific
Lisa Helm-Morrow—KeyBank
Sarah Jurkovich—Washington Federal
Kari Kennedy—Central Payment Corporation
Barry Harter—Scott Real Estate

MARCH:

Therese Rudzie—Individual member
Veronica Spencer—Take Shape For Life
Mary Staley—Marketing with Mary
Boyd Veer—SeaSport Agency
Art Shotwell—Bellingham, Whatcom County Tourism

John Williams—Skagit Publishing

thanks...

Thanks to our sponsor Scott Milo Gallery for a lovely May luncheon and to the following businesses for bringing a gift for the give-away:

- Bayside Specialties
- Express Employment Professionals
- Hotel Services Group
- Papa Murphy’s Pizza
- Skagit Publishing
- Washington Federal

Thank you to Chandler’s Square Retirement Community for hosting a very lovely after hours and to the following businesses for bringing a gift for the give-away:

- ACT Theatre
- Papa Murphy’s Pizza
- Port of Anacortes

member renewals

MARCH:

- Anacortes Lions Club
- Anacortes Properties, LLC
- Anacortes Schools Foundation
- Anacortes Sister Cities Association
- Anacortes U-Save Auto Rental
- Anders Sign Co.
- An-O-Chords
- Art Shotwell
- Bellingham, Whatcom County Tourism
- Canvas Outfitters
- Discovery Inn
- Fidalgo DanceWorks
- Knute Fijanshoen
- Greenfield Farm & Gardens
- Highliner Charters
- Island Adventures, Inc.
- The Kiwanis Shop
- Lowman House Suites
- Mad Hatters Ice Cream
- Drina McCorkle—John L. Scott Real Estate
- Micro AeroDynamics, Inc.
- Sierra Microproducts, Inc.
- Skagit County Fairgrounds

- Skagit Publishing/The Argus/Courier Times
- Sound Events
- Sunnyhill Kennels & Cattery
- Sunrise Inn Villas and Suites
- Surety Pest Control
- Sustenance
- Blake A. Thomson
- United Way of Skagit County
- Blaise Bigge—Fidalgo Island Chiropractic
- Brown’s Pond Campground
- Camden Days
- Central Payment Corporation
- KeyBank
- Skagit Publishing

APRIL:

- Academic Adventures
- American Red Cross—The Islands Chapter
- Anacortes AJ Rentals
- Anacortes Cleaning Lady
- Anacortes Family Medicine
- Anacortes Insurance Services
- Allstate
- Anacortes Printing/Clamdigger
- Aurrino—Marine Solar Panels
- Berentson Public Relations
- The Boeing Company
- Brandman University Chapman University
- Burlington Chamber of Commerce
- Catchmore Charters

- Colleen Craig—Windermere Real Estate
- Creative Cabinets
- Edward Jones—Troy Kunz
- Farmers Insurance—Curtis Payne Agency
- Fidalgo Pool & Fitness Center
- In Stitches Quilt Shoppe
- Island Cafe
- Island Express Charters, Inc.
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- Island Cafe

new members

SIGNS BY TOMORROW
2001 Iowa St Suite B
Bellingham, WA
360-676-7117
bellingham@signsbytomorrow.com
Dave Koehler
sbt@bellingham.com

Commercial and Vehicle Signage—We are more than just signs—we are your solutions provider for all your visual communication needs.

KATHY LARSON
(360) 941-2019
kathy.larson@msn.com

Individual Member

WHIDBEY ISLAND STYLE
P.O. Box 1081
(360) 969-5543
www.whidbeyislandstyle.com

Lisbeth Cort
Lisbeth@whidbeyislandstyle.com

Interior Designers—Interior decorating, one-day redesign & color consulting services in Anacortes, the Skagit Valley, Whidbey & Camano Islands. Lisbeth Cort, Certified Interior Decorator & Owner.

FIDALGO ISLAND CHIROPRACTIC
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(360) 299-8999
www.anacorteschiropractor.net

Dr. Cameron Bigge
cpbigge@gmail.com

Chiropractors—At Fidalgo Island Chiropractic Clinic we are committed to giving you quality, modern, and scientific care of the human body.

ANACORTES CHAMBER OF COMMERCE VEHICLE & VESSEL LICENSING

Come see us for all your vehicle or vessel needs!

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### ambassador profile

#### Linda Harvey

Linda Harvey and her husband Neal own the Anacortes Ship Harbor Inn. Linda told us she never dreamed she’d own a hotel. Today, she lives and breathes the Ship Harbor Inn. “I did not plan the change, but I am very proud of what we’ve done and I consider myself lucky.”

Linda is originally from Santa Cruz, CA, where she lived until 1996. In 1996, she and her husband elected to live on a boat for two years, mostly in Mexico. In 1998, they moved to Anacortes, and have never regretted the move. In 2005, an investor purchased the Ship Harbor Inn, leasing it to Linda and her husband to run it. In 2011, they purchased the hotel. “We already knew how to run it, and we were paying the bills. It didn’t hurt that I had come to love the property, and I was emotionally connected to it.”

In late 2012, Linda and Neal began to invest in site improvements. The most visible work started in 2013, and the major elements are now complete. “We’re still working on it, but we have completed a lot. The landscape improvements and guest services are wonderful. It’s a unique and beautiful site.”

Linda has no desire to return to California. “I love feeling connected to this town. The chamber functions remind me of the boating community in Mexico—a bunch of people crazy enough to do something different. And they’re helping each other.”

Fun Fact: It takes less than 15 minutes to stroll from the Ship Harbor Inn espresso bar to the walk-on building at the ferry terminal, and the ferry never runs out of space for walk-ons!

### Flower Baskets

On April 27 members of the Anacortes Chamber of Commerce’s Beautification Committee along with Wrestlers for Life hung the downtown flower baskets. I want to thank Marilee Maricich for her continued leadership in making sure our baskets are displayed in a pleasing manner! A big thank you to Golden Services for donating the use of a moving truck and for Fred Cheeseboro and Jesse Pincin for volunteering to drive and help load. We so appreciate the muscles that lift and carry and climb ladders to hang these heavy baskets: Jack Darnton, Shawn Maricich, Colby Wright, Paul Johnson, Joe Root, Robert Sustaita, and Geoffrey Hamilton.

The chamber spends close to $20,000 per year on beautification efforts: these hanging baskets, uptown banners (look for a new design this year), and white lights at Christmas are a few of the projects. This money comes from the chamber’s general fund (membership dues, managing the DOL sub-agency and chamber produced event income). So, to the chamber membership, thank you; your investment allows the entire community to enjoy these efforts.

Finally, to keep these baskets beautiful all season, we thank our partner, the City of Anacortes, whose staff faithfully waters them every day. Here’s to months of enjoying the color on our streets.

### Feed Your Community

For information about Move for Hunger call 732.774.0521 or visit us on the web at www.MoveForHunger.org
chamber officers

Executive Board

PRESIDENT
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 Iterson Bank of the Pacific

Board of Directors
Darren Boarnet Tesoro Refining & Marketing Co.
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.
Bob Hyde Port of Anacortes
Gary Jacobson Attorney
Brian Johnson Anacortes Construction Services
Chris Long Jolly Mon Charters
Duane Knapp Pearl Buttons
Andy Schwenk Northwest Rigging
Bernadette Stanek Island Hospital
Chris Terrell How It Works
Mark Wenzel Anacortes School District

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

vic (visitor information center) statistics

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all Corvette Car Show
Balloon Fairy
Boat Building Demo
Custom Classic Car Show
Discovery Displays
Face Painting
Free Boat Rides
Free Children’s Area
Giant Slide
High Tide Ride
Kick-Off Dinner
Milk Carton Derby Model
Boat Show
Paddle Board Demos
Plaza Dance at the Depot
Salt Boat Regatta
Samish Canoe Rides
Schooner Adventures-tours & sailing
Trail Tales
Water Balls
Yummy Food Vendors
~
The Depot Arts & Community Center “The Fish Show” Group Exhibit

For more information, visit www.anacortes.org

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Photography by Steve Berentson
Newsletter designed by LMac Graphics