Boys & Girls Clubs

Join us for the Sunnyside Up Breakfast Meeting on March 11 at 7:00 am at the Majestic Inn & Spa. Sunnyside Up is half and half—half community update and half networking. This month’s community update will be Angela Freeberg the director of the Boys & Girls Club.

The mission of the club is to enable all young people, especially those who need us most, to reach their full potential as productive, caring, responsible citizens. Four key characteristics define the essence of a Boys & Girls Club. All are critical in exerting positive impact on the life of a child: a dedicated youth facility right in our neighborhood; club hours to be available to reach out; a professional staff who are positive role models and mentors; and available and affordable to all youth.

The breakfast is $10 prepared by the culinary experts at the Majestic Inn & Spa. Please RSVP to the chamber at 293-7911.

Waterfront Poster Unveiling at Trident Seafoods

This month’s business after hours is a dual celebration. In March each year, we unveil the official Waterfront Festival poster and honor all of those sponsors who are underwriting the festival.

Mark your calendars for Thursday, March 18, where once again Trident Seafoods is opening their dry goods warehouse to chamber members. Trident will provide samples of their wonderful seafood products. Co-sponsoring the event are the Gere-A-Deli, Anacortes Rockfish Grill and San Juan Vineyards. Please RSVP to the chamber.

Skagit Young Professionals

The Skagit Young Professionals group was formed several years ago in Mount Vernon and has an active membership throughout the valley. It is targeted to “younger” businesspeople (defined as 40ish) but welcomes all comers. They will be hosting an event on March 2 at Star Bar from 5:30-7:00, with free appetizers and a cash bar. This is a great way to connect with other local professionals in an informal, fun setting. Please RSVP to the chamber office.
a message from the director

As I write this March message, it’s mid-February and amazingly mild. During a season which normally brings rain (often horizontal) and its share of snow days, the cherry blossoms are out and tulips may be early. As always, this time of year is a great opportunity for planning ahead, connecting with members that are too busy at other times of the year to talk, and generally setting the table for the remainder of the year. It’s been a busy couple of months thus far. Specifically:

We continue to move steadily forward with the Anacortes Futures Project, our initiative to build an effective strategic master plan. To that end, we have made significant strides in our efforts to generate effective partnerships. An impressive and committed Steering Committee has been formed to govern the process, with representation by Chamber, City and Port leadership. Through a series of presentations to various interested groups, we have communicated the benefits of formulating a proactive plan, one which can carry forward our community over the next fifteen years. The chamber board has put its money where its mouth is, allocating $12,500 over the next year. MJB, a major local landowner, has agreed to match this amount and has also committed to taking an active role in the Project. I am optimistic that we will see substantial progress over next several quarters and a finished product by mid-2011.

Event planning for the Spring Wine Festival (April 10-11) and the Waterfront Festival (May 14-16) is well underway. We have enthusiastic committees underpinning both events, capably directed by Stephanie Hamilton—a huge thank you to all of these dedicated volunteers. The Wine Festival is being expanded this year to a full weekend. Plans call for up to 48 wineries, 12 local restaurants, a “Reds, Whites, & Blues!” music walk on Saturday night, and winemaker dinners throughout town. The event will be held at the Port Warehouse—tickets are $40 for Saturday, $30 for Sunday, and $60 for a combined weekend, available on the Web at Brown Paper Tickets or directly through the chamber office.

A sub-committee has been working over the past year on revised elements to the existing sign ordinance. This group, comprised of Chamber members and city officials, will be formally proposing changes by the end of March, which will then be reviewed by the City Council. Key areas of focus: electronic signage, A-boards, multiple tenant building exposure, banners, and off-site real estate signs. We have distributed a draft to membership for review/comment.

Finally, our numerous divisions and committees have been doing great work. Briefly, Marketing & Promotions is in the process of finalizing the 2010 plan, including print, social media, search engine, and cooperative marketing, with a focus on both spring and fall campaigns. Membership continues to enhance the benefits program, including an active Brown Bag lunch series and effective internships.

Economic Development will be exploring a number of complementary approaches to the AFP, filling gaps and encouraging industrial recruitment. Governmental Affairs will continue to keep our members informed re: important local and state legislative developments, as well as cementing relationships with key legislators. Overlayed on these efforts is the committee work of our restaurants, accommodations, marine trades, and retail members.

Thank you for your continued support of the Chamber of Commerce. As always, your comments and questions are welcomed—please feel free to call or drop by anytime.

—Mitch Everton

Marketing Update

2010 marketing plans are being finalized.

Current plans call for a mix of print advertising, search engine, cooperative marketing, and social networking. Specifically:

Print advertising: we will again be focused on the Seattle metro area and on Canada and the international ferry run. This will include a presence in Seattle, Seattle Metropolitan, and Victoria Boulevard magazines, as well as the Victoria Times-Colonist newspaper. All ads will feature our “Coast In. Hang Out.” brand message and will reference our Web site. We will also be producing and distributing 105,000 of our tourism brochures statewide.

Search engine: a significant portion of our 2010 marketing will utilize search engine (“click”) marketing techniques, using key words linkages. The advantage of search engine technology is that it is more directed—basically advertisers only pay when users click on their on-line ads. Each click will link directly to our Web site, which in turn connects to member sites.

Cooperative advertising: most of our members maintain marketing budgets of their own. Our intent with cooperative marketing is to leverage those efforts, contributing dollars to existing industry campaigns and enhancing their reach. In 2009, we partnered with the real estate companies in town to help devise and implement a consolidated strategy. In 2010, we hope to expand this to a number of additional industries. These campaigns may combine both print and search engine approaches.

Social networking: the chamber already maintains a Facebook page. We will be refining this approach over the next year, providing content and value to both local users and tourists.

Underpinning all of these efforts is our Web site (www.anacortes.org), toward which we have devoted much effort over the past several years and will continue to enhance.
Northwest Rigging

Northwest Rigging was founded in 1993 by Girts Rekevics and Ernie Armstrong. They were both active sailors and saw a need for a full service rigging shop to meet the needs of the many sailboats in our area.

The shop has a large inventory of the many fittings that are used to create the rigging of the multiple sizes and types of sailboats found in local waters. Andy Schwenk purchased the business in 2005 and the staff has grown to include three lead riggers and an outside salesperson, two apprentice riggers and a part time office manager.

There is also an architectural division that specializes in cable railings and also structural cables.

Northwest Rigging has recently completed the rigging for “Ocean Watch,” a 65’ Steel Roberts designed cutter owned by David Rockefeller that made a journey through the fabled Northwest Passage in Canada and is attempting to be the first vessel to circumnavigate North and South America.

Northwest Rigging also provided the stainless steel cable for the Tommy Thompson Trail.

Matt McKay

Matt has been a resident of Anacortes for almost five years. He was born and raised in a small farming community in Michigan, and moved here from Denver to live and raise his kids in a small town environment with great schools. He has two wonderful boys, Collin and Evan, who are both often spotted at chamber events. He enjoys swimming, camping and playing golf with his sons.

Matt is the owner of HR Strategies an Anacortes based company focused on supporting the needs of organizations and businesses to develop strong human resource practices. They utilize behavioral and cultural assessments, one-on-one coaching, professional recruiting and group dynamic workshops. The goal of HR Strategies is to be an extension of your own human resource system.

Matt has a strong background with almost 20 years in human resource management, manufacturing management and organizational development. He has worked in the past for BOSCH, Coors Brewing, Safeway, and HRI. Matt attended Anderson College in South Carolina, and pursued a double major in Business Management and Psychology.

Being nominated to the Board of Directors of the Anacortes Chamber of Commerce was a privilege that Matt takes seriously. Not only is Matt a board member, he also is the division chair for membership; he leads the ambassador group, and is the chair for the Waterfront Festival. In past years he has been directly involved with the Jazz Festival, Chamber Cheers, and Shipwreck Days. His goal for this year is to grow the member base and focus on engagement and ensuring the value proposition.

When Matt is not working with HR Strategies or projects for the chamber he is active in setting up and facilitating seminars for resume building, interviewing skills, how to find employees and so forth. He recently has started to work with Washington Vocational Services helping to place developmentally disabled people in jobs. Matt will again be active in coaching swimming with the Anacortes Special Olympics.

Matt likes to spend his down time with family and friends. His favorite hobby is cooking and is always willing to bring food to a party or even cook for friends whenever possible.
Chamber Day Recap

A number of chamber members from around the valley travelled to Olympia on February 3. The focus of the trip was both fact-finding and an opportunity to meet with various legislators. Meetings were conducted with Reps. Morris, Kristiansen, Pearson, and Smith; and with Senators Haugen and Ranker. Key points which emerged from these meetings:

1. The budget is first-and-foremost in all of the discussions. While there are a variety of bills making their way through session, everything is secondary to closing an estimated $2.6 billion revenue shortfall. The priority on both sides appears to be job growth.

2. Rep. Morris shared that he has included $100K in trestle repair in his budget appropriation request.

3. There are several bills proposed that would negatively affect our refineries—one would assess a petroleum tax on out-of-state sales; the other would assess on hazardous waste. We stressed to all legislators that in the current environment, anything that threatens refinery viability could have a tremendous impact on Skagit County.

4. As opposed to the all-cuts budget of a year ago, it is apparent that revenue enhancement will be included in this go-around. Current proposals focus largely on sales tax, primarily new and enhanced “sin” taxes (including candy and soda). According to a number of legislators, however, this will not produce enough revenue. We are likely to see more encompassing proposals—possibly a statewide sales tax assessment. Whatever the final form takes, it is likely to get done at the last hour. As such we may not have a clearer view on this until March.

5. Washington continues to lag on the education front. The state recently lost a court case brought by a number of school districts that found current funding to be inadequate—unclear what effect this may have on the current budget process.

“Race to the Top” federal funding targets are also not being met due to reluctance by legislators to embrace charter schools. It is likely that WA schools will see little to none of the available $4.5 billion in RTTT funding.

6. Cap-and-Trade legislation, a primary focus of last year’s session, is not in play this year, due primarily to the assumption that it could have a negative impact on job creation.

We stressed to each legislator the need to help small business. This is the segment that will ultimately produce the jobs that will lift us out of recession. Overall, the view is that our current legislators continue to take small, incremental steps in a situation that would appear to demand something more dramatic—in an election year, nobody wants to do anything that would appear controversial. As a result, many of the issues we are seeing in 2010 may be simply postponed to next year.

2010 Waterfront Festival Sponsors
Special thanks to the following chamber members who have responded early to sponsoring the Waterfront Festival.

OVERALL SPONSOR
Shell Puget Sound Refinery
Venue sponsor
Port of Anacortes

Fleet
• Dakota Creek Industries
• Island Hospital
• Skagit Valley Herald
• Trident Seafoods, Inc.

Admiralty
• Barrett Financial, Ltd
• Tesoro Refining & Marketing Company

Vice Admiralty
• Action Pages
• March Point Cogeneration
• Puget Sound Energy
• Whidbey Island Bank

Commodore
• Anacortes American
• Gere a Deli
• Irishman Enterprises
• MacGregor Publishing/ Yellow Book
• Pacific Party Canopies
• RiverCity Screen Printing
• Sebo’s Hardware & Equipment Rental
• Transpac Marinas
• Williams & Nulle

Captain
• Chandler’s Square – A Retirement Community
• Marine Supply and Hardware
• People’s Bank

Friends
• Anaco Bay Inn
• Anacortes Yacht Charters
• Calico Cupboard
• Cap Sante Inn
• San Juan Lanes
• Scott Milo Gallery
• Star Bar
• Upstage Boutique & Men’s Store

• Quantum Construction
• Soroptimist International of Anacortes
A list of great local businesses that aren’t members

Please find below a list of great local businesses that are not currently members of the chamber. A primary goal of the Membership Division this year is attaining a 500-member level (we presently have 473 members). Please review the list and identify if there are businesses with which you have a personal relationship and could approach on behalf of the chamber. Referring members will receive a 10% discount off their renewal. Please contact the chamber office for an application form or a referral.

**Accommodations**
- Bayside Inn
- Nantucket Inn

**Auto-related**
- Anacortes Auto Parts
- Blue Cow Car Wash
- Bubba Sudz
- Enterprise Rent-A-Car
- Express Lube
- Island Import Garage
- Napa Auto Parts
- Shell Gas Station
- Stillbuilt
- Tesoro Gas Station

**Dining/Beverage**
- Agave Taqueria
- Anchor Inn Tavern
- Camelot Coffee
- Cheesecake Café
- Crusan Coffee
- Donut House
- Esteban’s
- Fidalgo Drive-In
- Hong Kong Gardens
- Jack in the Box
- Johnny Picasso’s
- Lucky Chopsticks
- Mary Ann’s Kitchen
- McDonald’s
- Subway
- Thai Kitchen
- Watertown Pub

**Financial**
- Advance America
- The Loan Zone
- Thrivent Financial for Lutherans

**Grocery**
- Rosario Market
- Safeway
- The Market

**Home Related**
- Fabric & Foam
- Kitchen Trends
- Wood House

**Laundry/Dry Clean**
- Thrifty Cleaners

**Marine Trades**
- Anacortes Marina
- Anacortes Pacific N/W Adventures
- Anchor Yacht Brokers
- Banana Belt Boats
- Bill Wooding (Boat Storage)
- Canflex
- Cap Sante Yacht Sales
- Churchill Brothers
- Fidalgo Marina
- Find Yachts.com
- M. Kluge & Sons
- Maritime’s
- North Harbor Diesel
- North Harbor Propeller
- North Island Marine Services
- Pacific Fabricating
- Terry’s Yacht Detailing
- The Canvassman
- West Marine
- West Yacht Sales

**Pet Care**
- Anacortes Animal Hospital
- Black Bowser Boutique
- Every Dog’s Day

**Professional Services**
- Accu-Med Services
- Anacortes Tax Services
- Bell-Anderson
- C West Computer
- Clayton Design
- CompuMatter
- Core Kinetics
- David Hall & Company CPA
- Dawn Asuncion, LMP
- Gerald Osborn Legal
- Henning Chiropractic
- Highland Woods
- Integra
- John P Baker CPA
- Pre-Paid Legal
- Ronk Brothers
- Schemmer Johnston PLC
- Shainin
- Stephen Schutt Legal
- Topcat Engineering
- Welch Brothers Construction

**Real Estate**
- Anaco Realty
- Anacortes Homes
- Anacortes Realty
- Champions Real Estate Services
- Islands West Real Estate

**Retail**
- Anacortes Beads & Crafts
- Anacortes Hallmark Cards
- Boxes & Bears
- Fabrics Plus
- Kathy’s Upscale Resale Boutique
- Metacom Office Furniture
- North Star Custom Embroidery
- Northwest Brewers Supply
- Orca Spa
- Quilt Shop
- Red Snapper
- Rite Aid
- Seaport
- Skagit Cycle Center
- Sprint
- The Mercantile
- Two Gulls Souvenirs

**Salon**
- American Nail
- Anacortes Nails
- Creations Hair Studio
- Fidalgo Bay Barber Shoppe

**Hair Systems/Tanning**
- Impressions
- Select Styling
- Tangles
- The Hair Shoppe
- Washington Nails

**Trucking**
- Cimarron Trucking

**Benefits**

As you discuss the chamber with potential new members, here are some benefits you may wish to highlight:

**Promotion:** Networking with fellow members at chamber sponsored events; referral from the visitor information center, which receives thousands of calls and walk-ins throughout the year; linkage of your Web site to the heavily-used chamber site.

**Advocacy:** Representation with “one voice” on many topics vital to your business.

**Money savings:** many members take advantage of the great rates they can receive by using the chamber’s bulk mail permit (savings of nearly 20 cents per item).
Best of Anacortes

Congratulations to our members who were voted best in Anacortes – you are the cream of the crop!

- Ace Hardware Anacortes
- Adrift
- Alley Cat Antiques
- Anaco Bay Inn
- Anacortes Arts Festival
- Anacortes Automotive
- Anacortes Financial Associates
- Anacortes Health and Nutrition
- Bayshore Office Products
- Bayside Sweets & Treats
- Bob’s Chowder & BBQ Salmon
- Brown Lantern Alehouse
- Cameron’s Living Room Dining
- Cap Santé Boat Haven
- Chandler’s Square—A Retirement Community
- Chicago Title Company
- Clean and Clip
- Compass Wines
- Donatello Flowers & Gifts
- Gere-A-Deli
- Greek Islands
- Island Electric
- Island Optometry Clinic
- Island Rentals and Supply
- KP Studios
- Marine Supply & Hardware Co.
- Penguin Coffee
- Philip Madden, DDS
- Read Me A Story
- Rockfish Grill
- Scott Milo Gallery @ the Framemaker
- Scott Richards Insurance
- Seabear
- Sheely’s Floral & Gifts
- Simply Yards
- Skagit State Bank
- Soroptimist Thrift Shop
- Stork’s Restaurant & Lounge
- Strandberg Construction
- Thai Season Restaurant
- The Business
- The Plumbing Guys
- The Store
- Thrive Community Fitness
- Upstage Boutique & Men’s Store
- Village Pizza/The Wheelhouse
- Walgreens
- Watermark Book Co.
- Windermere Real Estate

new members

SMARter THAN YOUR DOG
13672 Harbor Lane
Anacortes, WA 98221
Debbie Exley
(360) 421-5968
happy@wavecable.com
Dog Training

DRS. COLLINS, DDS
1220 22nd Street
Anacortes, WA 98221
http://www.rooseveltdentalcenter.com
Jane Peak
(360) 293-5311
rooseveltdental@gmail.com
Dentist
Referred by Richard Wright/Cap Sante Marine, Ltd.

MARINE DOCUMENTATION SERVICE, INC.
212 Commercial Avenue
Anacortes, WA 98221
Norm Havercroft
(360) 299-3272
mayday@sos.net
Vessel Title Company

EDWARD JONES
630 SE Midway Blvd.
Oak Harbor, WA 98277
http://www.edwardjones.com
Jeffery Pleet
(360) 679-2558
jeffery.plet@edwardjones.com
Financial Services

BANK OF AMERICA
1519 Commercial Avenue, #B
Anacortes, WA 98221
http://www.bankofamerica.com
Lisa Helm-Morrow
(360) 299-8737
lisa.helm-morrow@bankofamerica.com
Bank

thanks...

We would like to thank the following members for donating door prizes at the January Business Connections Lunch:

- Costco
- North Islands Young Life
- Opulence Salon & Day Spa
- Skagit Publishing
- Swinomish Casino

Thanks to these members for donating to the January Business After Hours at Ryan Chelan Hair:

- Cap Sante Inn
- Donatello Flowers & Gifts
- Epicure...for the Passionate Cook
- Fidalgo Pool & Fitness Center
- Island Optometry
- Kae Eagling, Arbonne Independent Consultant
- Majestic Inn & Spa
- Ryan Chelan
- Smarter Than Your Dog
- Unite
- Upstage Boutique & Men’s Store
- Watermark Book Company

member renewals

- Dakota Creek Industries
- Deception Pass Tours
- Epicure...for the Passionate Cook
- Fidalgo Medical Associates
- Gae’s Drapery
- General Chemical
- Guardian Northwest Title & Escrow
- Island Rentals and Supply, LLC
- Island Transport Ferry Service, Inc.
- KP Studios
- Krieg Concrete Products, Inc.
- Left Bank Antiques
- Marina Inn Hotel
- Marine Supply & Hardware
- Peoples Bank
- Portalis LLC
- Prosser, John CRB, CRS @ Windermere Real Estate
- Ragen MacKenzie—Wells Fargo Investments
- Reisner Distributor Inc
- Richardson Architecture
- RIS Insurance
- Therese Rudzis
- Salvation Army
- San Juan Lanes/Storks Restaurant
- Scott Milo at the Framemaker
- Scott Richards Insurance, Inc.
- SeaBear
- Secret Harbor
- Sheely’s Floral & Gifts
- Simmonds Glass
- Skagit State Bank
- Ron Smith & Associates
- The Store
- Tracys Furniture
- Upstage Boutique & Men’s Store
- Washington Federal Savings
- Wells Fargo Bank
- Whidbey Island Bank
Congratulations to Bob’s Chowder Bar and Barbeque Salmon—named 2010 best new business in Anacortes.

Robert and Barbara Atterberry have built a great business that will quickly become a landmark to locals and visitors alike. Bob’s Chowder and Salmon has been a staple at many of the festivals the chamber produces and we are excited to have Robert on our board of directors this year.

Port of Anacortes info online

The Port of Anacortes publishes a monthly newsletter for district residents. View the Port’s ‘Inside News’ online at www.portofanacortes.com. If you would like an electronic version of this free newsletter delivered to your email, please notify Julie Johnson Lindsey at julie@portofanacortes.com; (360) 299-1804.

Chamber Financing Options for Dues, Meetings and Events

The chamber currently offers you the ability to pay for your dues yearly, semi-annually or quarterly. In addition, we now provide the ability to pay monthly by simply setting up an automatic payment option through an ACH account. All you need to get signed up is a checking account and to complete a release form.

Remember, you also have the option to pay for your dues, meetings and events online via our Web site and your ChamberMaster login.

If you need any assistance please feel free to contact Mary at the chamber office.

Anacortes Chamber of Commerce is on Facebook

Join our Facebook fan page and get updates on events and see pictures of chamber members having fun.

Watch in the months to come as our communication through social media continues to be enhanced.

Grab your friends and Taste Anacortes.

Check it all out on www.anacortes.org

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603 Commercial Ave.  360-293-4669
www.bayshoreoffice.com
printshop@bayshoreoffice.com

18" x 24" giclée print on matte or gloss photo paper* from your digital image

Other services available: scanning (up to 11x17 original—contact us for options on larger sizes), digital retouching & color correction, layout and design.

*Watercolor paper or canvas, slightly higher.

$1080 plus tax

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- Network Security and Regulatory compliance - PCI DSS, HIPAA
- Backup and Disaster Recovery Service
- Financing with zero payments for six months available OAC.
**Executive Board**

**PRESIDENT**
Mike Trafton  Bank of the Pacific

**PRESIDENT ELECT**
Mark Bunzel  Fine Edge Nautical & Recreational Publishing

**SECRETARY**
Kristi Gabrielse  Ana-Cross Stitch

**TREASURER**
Peter Whiting  Northwest Trawlers

**PAST PRESIDENT**
Zee Hogan  Maison Group

**Board of Directors**
Robert Atterberry  Bob’s Chowder Bar & BBQ Salmon
Jim Clarke  John L. Scott Real Estate
Suzanne Knutson  Bunnies By The Bay
Pete Kovach  Chandler's Square, A Retirement Community
Matt McKay  HR Strategies
Andie McMakin  Summit Park Covered Storage
Heather Miller  Read Me A Story
John Pope  Tesoro Refining & Marketing Co.
Joe Schlundt  Shell Puget Sound Refinery
Erik Schorr  Anacortes Kayak Tours
Rick Star  Rockfish Grill

**Chamber Staff**
Mitch Everton  Executive Director
Stephanie Hamilton  Program & Events Director
Mary Talosi  Visitor Information & Operations Director
Danielle Codara  Office Coordinator
Kristi Daniels & Crystal Johnson  Licensing Sub-Agents

**Thank you, volunteers!**

Visit us on the web at www.anacortes.org

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**vic (visitor information center) statistics**

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**Spring Wine Festival**

SAT./SUN. APRIL 10–11 • NOON – 5:00
AT THE PORT WAREHOUSE

EACH DAY FEATUREING
24 WASHINGTON WINERIES AND 6 LOCAL RESTAURANTS
LIVE ENTERTAINMENT

ADMISSION:
$60 BOTH DAYS • $40 SATURDAY • $30 SUNDAY

TICKETS AVAILABLE AT THE ANACORTES CHAMBER OF COMMERCE
AND BROWNPAPERTICKETS.COM
(MUST BE AT LEAST 21 TO ATTEND)

SPONSORED BY TESORO REFINING & MARKETING CO.
INFORMATION AVAILABLE AT WWW.ANACORTES.ORG

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**Coastin’ Hangout.**