## Calendar

**Wednesday, March 6**
3:30 pm  
Marketing & Promotions Division Meeting  
Chamber Office

**Thursday, March 7**
11:45 am  
Ambassador Luncheon Meeting  
Chamber Office

**Tuesday, March 12**
4:00 pm  
Membership Division Meeting  
Chamber Office

**Wednesday, March 13**
2:30 pm  
Economic Development Division Meeting  
Chamber Office

**Thursday, March 14**
11:30 am – 1:00 pm  
Chamber Luncheon  
Anacortes Lutheran Church

**Thursday, March 14**
3:45 pm  
Governmental Affairs Division Meeting  
Chamber Office

**Friday, March 15**
10:30 am  
Finance/Executive Meeting  
Chamber Office

**Tuesday, March 19**
3:30 pm  
Board of Directors Meeting  
Anacortes School District Conference Room

**Thursday, March 21**
5:30 – 7:00 pm  
Business After Hours  
Waterfront Festival Poster Unveiling  
Trident Seafoods

**Tuesday, March 26**
9:00 am  
VIC Meeting  
Chamber Office

## Cornerstone Members

[Images of sponsors: Tesoro, Puget Sound Refinery]

## Chamber Luncheon

### Effective Networking Workshop

Please join us on Thursday, March 14 to laugh and learn with Bruce Raines and Michelle Westford as they present a 50 minute workshop that will involve networking techniques, stories to illustrate their points and role playing to emphasize how easy networking can be.

*Do you have fears about meeting new people? Do you feel awkward in a meeting or party situation? Do you have difficulty walking up to a stranger and saying “Hi”?*

Most of us have experienced these feelings at some time in life! These can be very limiting in your business career, your social life or in dating. This workshop will help to transform your networking activities from scary obligations to fun experiences where you make valuable contacts in your community – it’s business, church, social, neighborhood, etc. It is so important in today’s world to make a “solid” contact because everyone seems to be going in different directions at ninety miles an hour.

During “Effective Networking” we will be covering important elements of networking such as: Techniques for meeting the right people, overcoming your fears, asking for what you want, Do’s & Don’ts of effective networking, attitude is important, goals before entering an event, 30 second memorable “commercials” for your business and following up without being a pest.

Our lunch sponsor, **Anacortes Little League**, strives to provide a safe environment, where the youth of our community can develop proper baseball and softball skills. They encourage participation of youth as well as their volunteer’s and parents to help create an unforgettable experience where skills are improved and each player takes away life lessons and memories. Lunch will be at Lutheran Church at 22nd & O, catered by **Westside Pizza** and will be $15. Please RSVP online.

## Business After Hours

### Waterfront Festival

Get ready for the big reveal at **Trident Seafoods**, 1400 4th Street on Thursday, March 21 5:30-7:00pm! RSVP online today!

The Waterfront Festival “Poster Unveiling” after hours is upon us and Trident will again generously open their dry goods warehouse and host the fabulous annual party featuring their delicious seafood as prepared by **Gere-A-Deli**. Hosted bar presented by **Rockfish Grill/Anacortes Brewery/H2O**. This event honors all of the Waterfront Festival sponsors who underwrite the two-day event 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 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®.”
a message from the president

Silence is Acceptance

So simple a phrase, but oh so true. Think about it. Speak your mind, share your thoughts. Take the time to be heard.

Each Monday morning during the legislative session in Olympia, the Skagit Business Alliance hosts a conference call with the Association of Washington Business and one of our local legislators. AWB gives us an update of what bills are currently on the docket that could affect business (either negatively or positively) and we hear what the legislator is working on and how we can assist them.

Your chamber government affairs division is representing you but they need to hear your thoughts and concerns.

Rep. Dan Kristiansen was on a recent call and said something that stuck with me: “Silence is Acceptance.” He was referring to the lawmakers in Olympia, but he could have been referring to our local governing bodies as well. If those who are elected to serve us make decisions based on a vocal minority, or no comments at all, then we have not helped them to serve us well. Our elected officials need to hear from you. Whether it is attending a council meeting and being willing to speak, or writing a letter or an e-mail to our representatives in Olympia, they need to hear your stories. Not hearing from you is acceptance of other’s voices.

Bills not already moving through to the legislative by February 22 have died, however others that have reached the floor will continue through the end of the regular session. For instance, there is a proposed 5.5% L&I rate increase for each year of the next 10 years to build a surplus fund balance, as too much is being paid out to sustain current revenue estimates. Does there need to be a rate increase or should there be changes as to when injured workers can have a pay out settlement? The devil is in the bill’s details, but the impact will be on your business. There are a number of Worker’s Compensation bills on the docket that if passed would eliminate the need for the L&I proposed increase.

New revenues and tax increases have been written into so many legislative bills. Contact your legislator and let them know your thoughts. There is still time, however don’t delay. The regular session ends April 28.

Remember on so many fronts—Silence is Acceptance. Share your thoughts and concerns. Don’t let silence influence or make decisions without the real facts and data.

Kathy Larson
Puget Sound Energy

Putting Anacortes on the Map

The recently created Anacortes commercial has been running in the greater Seattle area over the past six weeks, painting Anacortes as a vacation get-away. Now it’s making an even bigger splash—literally.

The Bainbridge Island ferry will now feature the Anacortes commercial, prominently placed above the Anacortes rack cards on the ferry—lending to the thought to plan their visit.

Boasting the highest annual foot traffic on the Bainbridge to Seattle ferry run with over 2,902,300 giving us a captured audience.

To help balance our expansive reach in the greater Seattle area we’ve branched out on land, adding over 150 new rack card locations in Eastern Washington to include Leavenworth and surrounding wine country. Adding to our current rack card map of the greater I-5 corridor from Canada to Portland we are in visitor centers across the state.
Bernadette Stanek, Development Director of Island Hospital Foundation, grew up in the Skagit Valley, returning six years ago after living in the Seattle area. While in Seattle, she went back to school at the University of Washington as a pre-law student. Before entering law school, she volunteered with the Northwest Women's Law Center and the Bill and Melinda Gates Foundation. Those efforts revealed a passion for non-profit work, causing her to redirect her career to that field.

Since relocating to Burlington in 2007, she was hired as development staff at Island Hospital Foundation and was promoted to director in 2011. Her passion for making a difference has been realized in her work every day. Connecting donors with programs that directly impact the health and well being of patients is something that keeps the enthusiasm for her work alive. “It is astounding to see how generously our community supports this Hospital; our community is truly unique with its strong local focus, a meaningful commitment to serve others and considerable support for local non-profits,” said Stanek.

The evident culture of pride and service in Anacortes interested Bernadette in joining the Chamber of Commerce. She was honored to be asked to represent Island Hospital on the Chamber Board in 2011. With this board position, she has become involved in the Marketing and Promotions division. She enjoys learning about local and statewide issues that affect our local economy, networking with members and helping to promote Anacortes as a travel destination.

Bernadette currently serves as Vice President for the Anacortes Noon Rotary club and keeps busy with her three children, ages 12; 14; and 17. An added benefit of chamber membership is meeting so many great people and discovering the activities available here, from biking and hiking to exploring the great shops and restaurants that make Anacortes such a special place to work and visit.

**Papa Murphy’s Take’n’ Bake Pizza**

Jeff and Penelope D’Angelo opened the doors to Papa Murphy’s Take’n’ Bake Pizza 14 years ago, and in that time have employed “60 or so kids.”

“We have a low turnover of employees, we may hire once a year.” Jeff likes to hire kids who have never had a job, then he can have them for three to four years, generally starting at sixteen years old. His longest lasting employee, Brenda Larsen, has been on the job since day one.

“We understand that our business is a stepping stone for most of our employees, therefore, we make it a goal to attempt to train our employees in lifelong job skills. We let them know that they are not just making pizzas, they are learning how to serve others, time management and how to work well with co-workers.”

On average he employs 12 people at a time—with only four or five working full-time, the rest averaging about 15 hours per week. Each employee receives about 20 hours of training, so low turnover is good for business.

Although he receives applications all of the time, Jeff says he rarely hires people they don’t already know. “In our small town, you already know them or their parents, or you get recommendations from other employees.”

Jeff and Penelope believe in giving back and live on the philosophy that “if we are blessed we pass it on.” They take care of their employees first, they are invested in the relationships, and their employees are like family. Jeff has received letters from employees as they are leaving saying how the family atmosphere at Papa Murphy’s has “changed their lives.” There is no formula to live that practice as an employer.

The D’Angelo’s have passed on that philosophy to their employees. Manager Heather Wood doesn’t just train and manage the staff, she cares personally, and her workers know it.

Another important part of workforce development is modeling the behavior you want emulated, and the D’Angelo’s give to this community. “We pretty much donate to whoever asks.” A couple of special projects include a certificate for a free pizza to every new mom at the hospital, and certificates to the Anacortes Family Center and Love, Inc.

Jeff has also conducted mock interviews with the Anacortes Boys and Girls Club kids to help them hone that important skill.

The Anacortes Chamber of Commerce applauds Papa Murphy’s for their focus on the next generation of workers by teaching life-long learning skills.
The Anacortes Spring Wine Festival is only one short month away! With it promises of sunshine and great wines from all over our beautiful state bringing hundreds of visitors to our picturesque town. We would like to thank the following community partners for making this festival possible!

**Magnum:**
- Tesoro Refining and Marketing Company

**Carafe:**
- Anacortes American
- Cap Sante Court Retirement Community
- Shell Puget Sound Refinery

**Bottle:**
- Cornerstone Home Lending, Inc
- Fidalgo Bay Resort
- Peoples Bank

**Table Sponsors:**
- Home Place Special Care Burlington/Oak Harbor
- Majestic Inn & Spa
- RIS Insurance
- The Marina Inn
- Tri-County Recycling

**Cork:**
- Anaco Bay Inn
- Soroptimist International of Anacortes
- Upstage Boutique and Men’s Store
- Whidbey Island Bank

The retail trades group of the chamber developed a new promotion to reward community members for spending—Thank You Thursdays. Spend $25 or more in a participating business on any Thursday and you are entered to win Shop Anacortes Dollars, which are used as cash. A drawing will take place the first business day of the month and a community member will be rewarded! To learn more check out our Thank You Thursdays Facebook page or at anacortes.org.

Beach Watchers Winter Lecture Series:
Designing a Healthy Salish Sea. Friday, March 8th, 7:00–8:30pm, at the Northwest Educational Service District Building, 1601 R Ave. Anacortes. Come hear Dr. Joe Gaydos, Chief Scientist of the Sea Doc Society, share ideas and suggest ten ecological principles that can be a foundation for public education and for designing a healthy Salish Sea. Sponsored by Friends of Skagit Beaches.

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Vital Aging Clinic

When Dr. Alethea Fleming, ND was looking for a place to open her private medical practice and establish roots four years ago, she and her family chose Anacortes. They were attracted to the good schools, calmer pace of life and beautiful surroundings, but were pleasantly surprised to also find a strong community that is very engaged and excited about creating a great place to live.

The Vital Aging Clinic is a perfect addition to Anacortes with its emphasis on personal, comprehensive, compassionate naturopathic medical care for adults ages 18–110. Not everyone knows, but naturopathic physicians (NDs) are licensed primary care physicians who can diagnose, treat, write prescriptions, send out for labs or imaging and otherwise fulfill the role of general practitioner, to include accepting some private insurance. Dr. Fleming also has a special focus on working in geriatric medicine and believes strongly in treating illness while cultivating wellness. What distinguishes the Vital Aging Clinic is not only the use of nutrition, lifestyle education and botanical medicine in addition to conventional techniques, but also the establishment of a healing relationship with a physician who listens. First visits are usually two hours long and provide the basis for excellent communication and understanding between doctor and patient.

A bit of trivia for you—Dr. Alethea holds a first-degree blackbelt in Aikido.
Michelle Scheremeta

Michelle Scheremeta relocated to Washington from San Francisco, California 19 years ago and has been a resident of Anacortes for nine years. She chose Anacortes specifically because of the small town atmosphere and sense of community. She has three sons, two of which have graduated from Anacortes High School.

Michelle has been a member of the chamber since December of 2011. She recently became an ambassador. She enjoys interacting with other business owners in the community.

She has been a bookkeeper for 18 years. Recently, she opened up her own bookkeeping business. Aulday Bookkeeping Solutions. She provides on-site service which allows her more personal interaction with each client.

When Michelle is not working she likes to volunteer her time to help other single mothers find their self confidence and discover their capabilities. As well as walking around our beautiful town and taking in the scenery.

Fun fact: Michelle LOVES seeing action comic hero movies with her three sons.

2013 Ambassadors

- Angie Baker — Opulence Salon & Day Spa
- Jessica Cantrell — Farmers Insurance
- Mary Frances Close — American Red Cross — The Islands Chapter
- Carla Cummins — All About Honeymoons & Vacations
- Lara Dunning — FIWG
- Jim Gordon — Freedom Wireless Media, Inc.
- Jack Hamilton — Cap Sante Court Retirement Community
- Barry Harter — Central Payment Corporation
- Lisa Helm-Morrow — KeyBank
- Sarah Jurkovich — Washington Federal
- Kari Kennedy — KeyBank
- Matt McKay — Nantucket Inn; Anchor Catering
- Tara Milas — Tara Nurturing Massage Therapy
- Jeffery Pleet, CFA, ChFC — Edward Jones
- Therese Rudzis — Individual member
- Michelle Scheremeta — Aulday Bookkeeping Solutions
- Mary Staley — Marketing with Mary
- Sandy Swartos — DuoDesign, LLC
- Mark VanDort — Golden Services, LLC
- Boyd Veer — Seaside Autobody & Accessories
- John Williams — Skagit Publishing

new members

JUDD & BLACK
2520 Cerdarade Road
Mount Vernon, WA 98274
(360) 336-6515
juddblack.com
Rachael Sylte
sales@juddblack.com
Appliances

POTLUCK KITCHEN STUDIO
910 11th Street, Unit A
Anacortes, WA 98221
(360) 393-2844
www.potluckkitchenstudio.com
Jackie Davison
info@potluckkitchenstudio.com
Cooking Classes/Instruction

TCI
1004 Commercial Avenue, #235
Anacortes, WA 98221
(360) 824-5264
www.cdaphones.com
Jeff Bear
jbear@cdaphones.com
Communications

member renewals

- Adrift
- Anacortes American
- Anacortes Arts Festival
- Anacortes Community Theatre
- Anacortes Econo-Wash
- Anacortes Inn
- Anacortes Little League
- Anacortes Senior Activity Center
- Anacortes Ship Harbor Inn
- B & B Association of San Juan Island
- Cascade Loop Scenic Highway
- City of Anacortes
- Companions & Care Senior Services
- CPI Plumbing & Heating
- Dakota Creek Industries
- Drs. Collins, DDS
- Edward Jones — Gary
- Thermer AAMS
- General Chemical
- Guardian Northwest Title & Escrow
- Doug Hughes, John L. Scott
- Real Estate
- IMCO General Construction
- Island Rentals and Supply
- Island Transport Ferry
- Service, Inc.
- Left Bank Antiques
- Les Schwab Tire Center
- Marina Inn Hotel
- Marine Supply & Hardware
- Mister T’s Awards & Embroidery
- Pacific Marine Center
- Portalis LLC
- Reisner Distributor Inc
- Cynthia Richardson
- RIS Insurance
- Therese Rudzis
- San Juan Lanes/Bar & Grill
- SeaBear
- Sheely’s Floral & Gifts
- Simmonds Glass
- Skagit State Bank
- Smarter Than Your Dog!
- Tesoro Refining and Marketing Co.
- The Salvation Army
- Town Graphics
- Tracys Furniture
- Washington Federal
- Wells Fargo Bank
- Williams & Nulle CPA, PLLC
- Windermere Real Estate
Thank you to Mayor Dean Maxwell for addressing the chamber, our luncheon sponsor, Gary Jacobson, Attorney and to the following businesses for contributing a gift for the give-away.

- Anacortes American
- Anacortes Construction Services
- Costco Wholesale
- EDASC
- Fidalgo Bay Resort
- Majestic Inn & Spa
- Papa Murphy’s Take N Bake Pizza
- pflynn+associates
- Skagit Publishing
- Summit Assistance Dogs
- Washington Federal
- Whidbey Island Bank

Thank you to Crown Yacht Charters and Potluck Kitchen Studio for hosting a wonderful after hours and to the following businesses for contributing gifts for the give-away!

- Anacortes Arts Festival
- Crown Yacht Charters
- Epicure…for the Passionate Cook
- Fidalgo DanceWorks
- Fidalgo Island Writer’s Guild
- Fine Edge Nautical Publishing
- Foundation Massage
- Judd & Black
- Le Crema Cakes
- Opulence Salon & Day Spa
- Papa Murphy’s Take ‘n’ Bake Pizza
- Potluck Kitchen Studio
- Read Me A Story
- Washington Federal

Candidate College

The Skagit Business Alliance is excited to host the first session of their newly created “Candidate College.” The purpose of the college is to provide a non-partisan educational opportunity for those interested in campaigning for elected offices. Hear from current elected officials and past candidates about running for office as well as what it’s like once you are in office.

Please call the chamber if you are interested in attending the informational no-host breakfast:

Wednesday, March 6 at 7:3–9:00 am at the Farmhouse Inn.

After this meeting we will schedule a more in depth seminar to ensure you have the tools to organize an effective campaign.

Seventeenth Annual Spring Boat Show

Free Admission
Free Parking

ANACORTES BOAT SHOW
Coast in. Hang out.™

Seventeenth Annual Spring Boat Show
CAP SANTE BOAT HAVEN • 1019 Q Ave. Anacortes

APRIL 5–6–7, 2013 • 10:00 AM — 5:00 PM
www.anacortesboatshow.com • 888-811-2252
At least 75 floating boats ranging up to 65 feet • Best yachts from the best brokers, new & pre-owned
Look for the Big White Tent filled with electronics, rigging, marine services – everything you need!
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
Brian Geer KeyBank
Jim Gordon Freedom Wireless Media, Inc.
Bob Hyde Port of Anacortes
Gary Jacobson Attorney
Dean Maxwell City of Anacortes
Curt Opped John L. Scott Real Estate
Andy Schwenk Northwest Rigging
Mary E. Staley Marketing With Mary
Bernadette Stanek Island Hospital
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: 192
Visit us on the web at www.anacortes.org

vic (visitor information center) statistics

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Spring Wine Festival
SATURDAY
April 13th 12-4:30pm
100 Commercial Avenue
In the Historic Port of Anacortes Warehouse
360.293.7911 • Anacortes.org
Advance Tickets $40  at the door $45
30 Wineries • 6 Restaurants • Live Music

Coast in, Hang out.

Visit us on the web at www.anacortes.org