Volume 18 / Issue 5

Calendar

MAY 2008

Thursday, May 1
AMBASSADOR LUNCH
Rockfish Grill
11:45 am – 1:00 pm

Thursday, May 8
PRESIDENT’S LUNCHEON
Anacortes Lutheran Church
2100 O Avenue
11:30 am – 1:00 pm

Thursday, May 8
ECONOMIC DEVELOPMENT/GOVERNMENTAL AFFAIRS DIVISION MEETING
Chamber Office
3:45 pm

Monday, May 12
MARKETING & PROMOTIONS DIVISION MEETING
Chamber Office
3:00 pm

Tuesday, May 13
MEMBERSHIP DIVISION MEETING
CHAMBER OFFICE
2:45 pm

Thursday, May 15
RETAIL TRADES DIVISION MEETING
Chamber Office
4:00 pm

Thursday, May 15
BUSINESS AFTER HOURS
KP Studios
705 Commercial
5:30 pm – 7:00 pm

Friday, May 16
FINANCE/EXECUTIVE MEETING
Chamber Office
10:30 am

Tuesday, May 20
BOARD OF DIRECTORS MEETING
Chamber Office
3:45 pm

Tuesday, May 27
VIC MEETING
Chamber Office
9:00 am

President’s Luncheon

10 CRITICAL STEPS THAT COULD MAKE OR BREAK YOUR BUSINESS

The President’s Luncheon on May 8 will feature Brad Worthley, an accomplished business consultant with over 32 years of management experience. He is also an internationally acclaimed leadership and customer service expert who has trained over a million people in a wide range of industries throughout the world.

Many business owners or managers know their craft or industry, but many have never been trained on how to manage their business. Many businesses survive despite their lack of business knowledge (you don’t know what you don’t know), so how successful could they be if given the right tools and knowledge? Brad will cover the 10 critical steps that every successful business needs to know. Targeted to anyone, in any industry, who owns or manages a business of any size.

The President’s Luncheon is sponsored by Gracious Living, specializing in residential interior design that is timeless, comfortable and nurturing — reflecting a “Gracious Way of Living.”

The President’s Luncheon will be held on Thursday, May 8 at 11:30 am at the Anacortes Lutheran Church. Luncheon cost is $15. Please RSVP to the Chamber.

Business After Hours

This month’s Business After Hours is hosted by KP Studios. After opening KP Studios four years ago, Lisa and Peter Kuhnlein are celebrating the opening of their new store front at 705 Commercial. Please come see their new studio and photographs! KP Studios specializes in weddings, portraits and commercial and global documentary projects. The After Hours is on Thursday, May 15 @ 5:30 pm. Please RSVP to the Chamber.

Come to the NEW 18th Annual Waterfront Festival, May 17th & 18th — where we are putting the “water” back into the festival.
(For more information, see page 7.)
A Message from the Executive Director

Remember: April showers bring May flowers…

The past several months have seen a variety of exciting developments. A contingent of Anacortes Chamberites, Sister Cities folks, and other community members showed up bright and early on March 30 for the inaugural 2008 ferry run to Sidney. Planning for the Waterfront Festival continues. The major focus of the committee has been in putting the “water” back into the event. We believe we have achieved that, with a “quick and dirty” boat building competition, a walking tour of a working waterfront, a host of new marine-related vendors, the return of the community-oriented big-top tent, and the many traditional elements—kids events, great food, live entertainment—that everyone has come to expect. Please plan on spending some time with our Canadian counterparts. Thanks to Stephanie, Mary, and WSF for their work in organizing this.

Given the many constraints currently being experienced by the Washington State Ferry system, it is gratifying to see the Chelan up and sailing. It was a great day (snow, sleet, and then bright sunshine once we got to Sidney), with an opportunity to spend time with our Canadian counterparts. Thanks to Stephanie, Mary, and WSF for their work in organizing this.

Congratulations to Jay Field and the anglers for putting on an incredible follow-up Salmon Derby. This second annual event sold 800 tickets, raising funds for scholarships, providing an excellent lead-in to the Spring tourist season and filling hotels, restaurants, and shops during a normally slow weekend. We appreciate their initiative and drive in making Salmon Derby a reality.

There are a number of marketing initiatives percolating through both the Marketing & Promotions division and Retail Trades. We will be communicating these in the months ahead.

Our new video series is on the web site (www.anacortes.org). Access the Visitor tab and then videos. These new editions replace the old ten-minute video. Out intent is to be direct, concise, and professional. The videos cover a wide range of visitor interest (including relocation). Thanks to Robert and Jennifer Utendy (KWLE Radio) for their assistance on this project.

As I visit with members, I am impressed with our community spirit and the optimism. My sense is that our town is looking forward to Spring and Summer. Have a great May.

Thanks as always for your continued support of the Chamber of Commerce—you make all of this possible.

Any comments or questions, please contact me at 293-7911 or mevertong@anacortes.org.

Opening Run to Sidney BC celebrated by Chamber members and Sister Cities members.

Island Medical Spa celebrated the grand opening of their newly renovated facility located at 3110 Commercial, Suite 103 in March.
Member Profile: Birch Equipment

Looking for equipment? Birch is the right place! Established in 1972, Birch Equipment is independently owned, with over 40,000 pieces of equipment. Birch is rated among the top 100 rental companies in the nation, with 4 locations in Washington and SE Alaska, yet still remains very community focused as a key sponsor for events such as the Skagit Valley Tulip Festival, Relay for Life, Oyster Run, Habitat for Humanity and Boys & Girls Club, to name a few.

Birch is open to the general public & businesses for home improvement and construction needs. Birch sells everything they rent, has a variety of gloves, glasses and other safety gear that can be purchased by the individual unit, case or pallet, and offers train-the-trainer classes for both Genie and Gehl equipment operators. With 24-hour on-call service, retail accessories for all of their rental fleet, and a manufacturer approved shop; they will be there when you need them, because Birch is ‘More Than Just a Rental Store!’ Their annual Customer Appreciation & Demo Day, held in September, offers a hands-on equipment experience and a barbecue lunch.

Birch stores are located in Anacortes at 8876 S March Point Road, in Bellingham at 1619 Kentucky St, in Mount Vernon at 2609 Old Hwy 99 S, and Sitka, Alaska at 210 Jarvis Street. Stores are open Monday through Friday 7:00 am to 5:30 pm and Saturday 7:00 am to 3:30 pm.

For fleet updates, equipment specials, upcoming events, and other Birch info, go to www.birchequipment.com.

Joe Schlundt

Joe Schlundt moved to Anacortes in March of 2007. He and his wife, Sara, have five year-old triplets (Ethan, Madi, and Julia), which keeps them very busy. Joe loves to cook and to get outdoors doing anything possible with his family.

Joe works with Shell at Puget Sound Refinery as the Site Finance Manager, overseeing the allocation of funds, and looks at creating efficiencies for the plant, which includes reviewing potential vendors and contracts. Joe has worked for Shell for 11 years in various assignments, which have varied from an accounts payable clerk to a treasurer of a joint venture company.

During the past year, Joe has become involved with the community. He is currently helping out with the Whitney PTA, is on the board of the American Red Cross — Anacortes San Juan Island Chapter, and on the Anacortes Chamber Board.

Joel Petrich grew up in Anacortes. Upon graduating from Anacortes High School in 2002, he continued his education at Skagit Valley College. After receiving a business transfer degree from SVC he took a year off to travel the South Pacific where he visited New Zealand and Australia. When he returned from his travels, he decided to join Waddell & Reed as a Financial Advisor.

At Waddell & Reed, Jon utilizes his experience to develop strategies that focus on protecting client’s money from market volatility, customizing portfolios to match individual goals and constraints, and assisting client’s with life’s many unknowns. This is accomplished through a personal planning approach that analyzes a client’s unique situation.

Jon is also an Ambassador for the Anacortes Chamber of Commerce. Duties include volunteering at various events, facilitating networking opportunities for chamber members, recruiting and retaining members, and representing the chamber to the public.

Jon would like to thank everyone who has helped him accomplish many of his dreams and goals. Without the tremendous support he receives from family, friends, and community, he would not be where he is today.

If you have questions about investments, insurance, or comprehensive financial planning please don’t hesitate to contact Jon at (360) 734-4728 x112 or jpetrich@wradvisors.com

AMBASSADOR’S CORNER: JON PETRICH
Prepwork Consortium

The PrepWork Consortium will be hosting “Connecting Earning and Learning: A Workforce Summit” on Friday, May 9. This event is an opportunity for business executives and educators to be part of creating innovative solutions to prepare our future workforce. The event will feature industry and educational leaders sharing programs that work. If interested, please contact Kim Davis (360-416-6631).

Licensing Sub-Agency Saturday Opening

The Anacortes Chamber of Commerce oversees the Department of Licensing Anacortes Sub-Agency, located at 819 Commercial Avenue.

In addition to normal working hours (M-F 9:00-5:00) we will be open from 9:00-1:00 on Saturdays through the end of September. Take advantage of this convenience in meeting all of your automotive and marine licensing needs. Telephone: 293-5533.

Salmon Derby

The Anacortes Salmon Derby, held March 28-30 at the Cap Sante Boat Haven, was a huge success for the Fidalgo Island Chapter of the Puget Sound Anglers. The event drew 800 ticket-holders, who paid $50 each to participate. The Anglers awarded approximately $35K in cash and merchandise, with the assistance of close to 100 sponsors. $25K was raised for the Anglers scholarship fund, which awards grants to students pursuing careers in fisheries and related sciences. (Photo courtesy of www.anacortestoday.com)

Business Licensing

Business licensing state-wide has been significantly streamlined over the past year. Companies doing business in multiple locations were required in the past to apply for and renew local licenses for each city. Under the new system, firms apply for a Master Business license, covering all activities in Washington.

Master Business applications must be filed at start-up or when a business is updated/changed. You will need to file (or re-file) if you want to:

- Get a state business license or UBI number
- Get a new city or specialty license (such as a liquor license)
- Change ownership
- Open or change business locations
- Register or change a trade name
- Hire employees (including minors and workers in the home)
- Change unemployment or industrial insurance coverage

Licensing renews annually. Typically the business owner will receive a renewal notice 45 days prior to expiration. Business licensing should be addressed through:

Master License Service
Department of Licensing
P. O. Box 9034
Olympia, WA 98507-9034
To celebrate Upstage’s 30th birthday, there will be a two-day, store-wide 30% off everything sale on Friday, May 2 and Saturday, May 3. Hours are 9:30 am to 5:30 pm. Friday night from 5:30 pm to 8:30 pm there will be a party with refreshments. Please come help us celebrate.

Hanging flower baskets are also on the way. We are using a new vendor this year—Blue Star Nursery in Poulsbo—and will be hanging 106 six-gallon baskets. Delivery is scheduled for early May. Total cost of these projects, fully funded by your Chamber of Commerce, is $15,000.

The Anacortes Boys & Girls Club is hosting a special breakfast to raise support for our local club. The Boys & Girls Club believes that every child should have the opportunity to attend the club, so they keep their membership fees low ($30/year) and seek funding through donations and events to cover the actual cost of over $500 per child. Since the club opened its doors in October of 2000 the Anacortes Club has had the opportunity to serve over 1,600 club member Ages 6-18 in the Anacortes Community.

Please attend this breakfast on Thursday, May 15th from 7:00 - 8:30 am at the club located at 2219 M in the National Guard Armory next to the Police Department. R.S.V.P. to the club director, Angela Freeberg 588-9045.
New Members

ALUMINUM CHAMBERED BOATS, BOARD OF DIRECTORS
809 Harris Avenue
Bellingham, WA 98225
Phone: (360) 647-0345
Fax: (360) 255-2295
Contact: Richard Iversen
E-mail: info@acbboats.com
http://www.acbboats.com
Provides rugged state-of-the-art aluminum boats on a global basis.

ANACORTES PROPERTY MANAGEMENT
3005 Commercial Avenue
Anacortes, WA 98221
Phone: (360) 293-4735
Fax: (360) 293-8114
Contact: Peggy Curtin
E-mail: peggyapm@verizon.net
http://www.anacortesrentalproperties.com
Property Management

CHRISWOOD CHIROPRACTIC
2320 Commercial Avenue
Anacortes, WA 98221
Phone: (360) 293-2011
Fax: (360) 293-2009
Contact: Wood Weiss
E-mail: woodfire@wavecable.com
Chiropractor

DECEPTION PASS VISITOR CENTER
40751 SR 20
Oak Harbor, WA 98277
Phone: (360) 675-9438
Fax: (360) 679-9258
Contact: Eric Marshall
E-mail: advertisinganswers@verizon.net
http://www.deceptionpassvisitorcenter.com
Visitor center, art gallery, drive thru espresso, gift shop, snack bar.

HAPPY DONUTS
2302 Commercial Ave.
Anacortes, WA 98221
Phone: (360) 293-8042
Contact: Sam Yam
E-mail: yung882@yahoo.com
Hand-dipped chocolates, soups, sandwiches, salads, ice cream, desserts & espresso

NORTH ISLANDS YOUNG LIFE
1004 Commercial, #441
Anacortes, WA 98221
Phone: (360) 941-1091
Contact: John Quick
E-mail: ylnorthislands@hotmail.com
http://www.northislands.younglife.org
Youth services.

THOMSON, BLAKE A.
AKA DR. STUMBLEMORE
1605 24th Place
Anacortes, WA 98221
Phone: (360) 589-1430
Contact: Blake Thomson
E-mail: drstumblemore@mac.com
http://www.bumpertcaringclowns.org
Professional hospital clown, of Bumper T Clown Group. A group of 140 volunteers visiting over 25 hospitals nationwide.

Thank you to these members for donating to the March Business After Hours:

- Boudoir
- Cap Sante Inn
- Cruise Planners
- Elisabeth’s Cottage By the Sea
- Epicure
- Mark Nilson Mortgage Consultant
- Opulence Hair Salon
- Read Me A Story
- SeaBear
- Star Bar

Thank you to the following members for donating to the door prizes at the March President’s Luncheon:

- Deception Pass Tours
- EDASC
- Mark Nilson Mortgage Consultant
- Read Me A Story
- Skagit Island Counties Builders Association
- Whidbey Island Bank

Member Renewals

- ALDATA SHREDDING INC.
- An-O-Chords Chapter of the Barbershop Harmony
- Anaco Inn
- Anacortes Lions Club
- Anacortes Sister Cities Association
- Art Shotwell Web Design
- Bearce Design
- Cedar Creek Lumber
- Dance Center, The
- Humane Society of Skagit Valley
- Island Adventure Inc.
- Kiwanis Shop, The
- Lowman House Suites
- Micro AeroDynamics, Inc.
- NorthWind Gallery
- Paraclete Charter Service, Inc.
- Skagit Speedway
- Skagit Valley Herald/Publishing
- Sunnyhill Kennels & Cattery
- Surety Pest Control
- Swinomish Northern Lights Casino
- U.S. Bank
- Waste Management of Skagit County
- Workman, Allen/John L. Scott Real Estate
AMERICAN CANCER SOCIETY — RELAY FOR LIFE

June has been named Survivor Awareness Month by the Anacortes Relay for Life Committee. To celebrate we are Painting the Town Purple. Businesses are encouraged to use purple in their storefront decorations. Northwest Cable News is coming early June to do a story on our very own Anacortes Relay for Life and we want you to be ready! Stories of courage, selflessness, teamwork, caring, community, hope, encouragement, and much more will be revealed, you don’t want to miss this. If you have questions, please contact Don Spurling at don.spurling@msn.com or Jennifer Kube at jmkube@islandhospital.org.

COMPUMATTER OPPORTUNITIES

Compumatter owner, Jay Leporé plans to add more stores across the country. He and Robert McCord, a business consultant, are looking for investors to expand the store to other cities. Leporé said when he first opened Compumatter his plan was to create a Starbucks-like business that could be easily replicated. The Anacortes business offers training, computer repair, Web site design and new system sales. The first planned expansion locations are Oak Harbor and Victoria, B.C. Others include cities in Arizona, Oregon, Idaho and Nevada.

SCOTT MILO/THE FRAMEMAKER

The Framemaker is offering 15% off Waterfront Festival Poster framing for May and June. The posters can be purchased at the chamber office.

OPULENCE HAIR SALON — RIBBON CUTTING

Opulence Hair Salon will be celebrating the opening of their new location at 902 Commercial Avenue on May 16, 2008 at 3:00 pm.

NEW ROTARIANS

Chamber Operations & Visitor Information Director, Mary Talosi and Chamber Program & Events Director, Stephanie Hamilton, both recently became Rotarians. Mary is a member of the morning Fidalgo Island Rotary Club, while Stephanie is with the noon Anacortes Rotary Club. They are both excited to continue their service to the community at large.

OASYS, INC. — 2007 BUSINESS OF THE YEAR

OASYS, Inc. the largest independently owned and operated copier dealership headquartered north of Seattle, has been named 2007 Small Business of the Year for Skagit County by the Northwest Business Monthly.

OASYS was recognized for the phenomenal growth of Burlington-based business, owned by Allen Grenz and Troy Wright, and its contributions to local nonprofit organizations.

MURAL PROJECT

May 3 marks the 24th anniversary of the Anacortes Historic Mural Project. Look throughout town to see changes on some of your favorites.

SUMMER INTERN

The Chamber is looking for a summer intern to work at least 20 hours/week, unpaid. The ideal candidate is organized, a self-starter, possesses excellent communication skills and likes people. The work is fun-filled, action packed and provides project management experience. Must be able to work through Labor Day Weekend — our Jazz Festival. Please call the Chamber if you know of anyone who is interested.

— 18TH ANNUAL WATERFRONT FESTIVAL —

Where we are putting the water back into the festival.

The planning committee is delighted to present the 18th Annual Waterfront Festival on May 17 & 18th. This hard working group is making great changes to this wonderful community event. New this year are the Quick ‘n Dirty Boat Building Demonstration, the Mystic Sea Fish Farm Tour at American Gold Seafood, a Walking Tour of a Working Waterfront, and a Radio-Controlled Sailboat Regatta.

Additionally, we have altered the layout and changed the vendor mix to promote a more community-friendly and marine-focused promenade. This year you will find new equipment for your boat, beautiful nautical-themed gold jewelry, lovely wood carvings and more. It really is a WATERfront Festival. Go to www.anacortes.org for more information.
VIC Statistics

THANK YOU VOLUNTEERS!
Visitor Information Center


VISITORS 818 897
PHONE CALLS 231 203
INFORMATION REQUESTS 436 84
RELOCATIONS REQUESTS 26 32
WEB VISITS 8,639
WEB PAGE VIEWS 27,460

ROCK THE DOCK!

The Anacortes Waterfront Festival Kick-off Dinner is scheduled for Friday, May 16 at 6:00 pm at the Port of Anacortes’ Historic Warehouse, Pier One & Commercial Ave.

This evening of fun, great food and dancing is presented by the Anacortes Chamber of Commerce and the Economic Development Association of Skagit County, in honor of the Port of Anacortes. Tickets are available at EDASC — 336-6114.

Dinner is by Gere-A-Deli and the Crossroads Band will be rocking the dock.

Garden Fair — May 10

The Garden Fair is scheduled for Saturday, May 10 at 9:00 am in the Majestic Courtyard. Christensen’s Nursery has donated hundreds of mature roses that will be on sale for $5 each.

Monies raised at the Garden Fair support the maintenance and planting of the downtown street side planters. The Garden Fair Committee will be adding ten more planters to the street this year. If your business would like to sponsor one, please call the Chamber.