The return of the traditional style networking lunch is here! During this April’s luncheon you will have the opportunity to network with business prospects over your lunch hour. Bring along your best marketing materials and business cards, get engaged with community businesses, expand your network and make some new friends.

The Martin Team at Caliber Home Loans, Inc. is this month’s luncheon sponsor. They are committed to providing you with innovative financing options at competitive rates. With over 70 years of combined mortgage experience, their team has been together for a decade, working together to help more Washington and Arizona borrowers realize their dreams of home ownership. Members of the Team include Sales Manager Ryan Martin, Loan Consultant Diane Martin and Production Assistant Karen Norvell. They’re equally dedicated to providing you with customized lending options and personal advice and guidance. They will explain the pros and cons of different financing options so you can make informed decisions. And whether you’re a first-time homebuyer, moving up, or a military veteran or servicemember, you’re assured of a home loan or refinance that’s truly affordable.

Visit them for a friendly, no-obligation discussion of your home financing options. They’re located at 715 Seafarers Way, Suite 100E, on the 1st floor of the Cannery Building (next to Seafarers Memorial Park and Cap Sante Marina).

The lunch will take place Thursday, April 13th at the Fidalgo Bay Resort, located at 4701 Fidalgo Bay Road, from 11:30am to 1pm. Please RSVP and pay online or in the chamber office to receive the $15 rate. Payment at the door at the time of the luncheon will be $18. Please bring a gift for the giveaway!

Please join us on April 20th from 5:30-7:00pm at Alley Cat Antiques/ Marine Supply & Hardware, 202 Commercial Ave, for this month’s Business After Hours.

Marine Supply & Hardware is the oldest marine hardware store on the west coast and the oldest marine store in Anacortes. The building, now owned by the Port of Anacortes is listed on the National Historic Register. The store has barely changed since it opened, looking pretty much the same as it did in the 1930’s. Recently the business was sold to the owners of Alley Cat Antiques, Lea & Roy Mayberry. The owners of the long-time Anacortes Antiques destination have no plans to change the Marine Supply and Hardware business much. “It is our intent to preserve the historical content and foster community relations and the significance of its place on the National Register of Historic Places”. Currently Alley Cat Antiques operates Alley Cat Vintage & Decor located at 1717 Commercial, Alley Cat Antiques and 208 Commercial and Marine Supply & Hardware at 202 Commercial.

Please join us Thursday, April 20th from 5:30-7:00pm, gifts for the giveaway are welcome! RSVP to the chamber online or by calling the office at 293-7911.
April is upon us – the tulips will be here soon and so will many of our visiting guests. This is a time to remind ourselves how we want our guests to experience our island getaway.

You will recall that for the past three years our community has been engaged in a strategy for Anacortes as a destination. We have held promise learning experiences with over 300 community members attending. Here’s a reminder of how everyone should be welcomed as a G.U.E.S.T.:

- **Greeting** – say hello to our guests
- **Understanding** – listen for the way our guests feel
- **Efficiency** – respect our guests’ time
- **Special Treatment** – provide our guests a pleasant surprise
- **Thankfulness** – be grateful for our guests

April is filled with many special events:
- The Skagit Valley Tulip Festival runs the entire month as does the Anacortes Quilt Walk.
- The Anacortes Boat Show is April 6-9 at Cap Sante Marina.
- The Anacortes Spring Wine Festival is April 8 at the historic Port of Anacortes warehouse.
- The Anacortes Arts Festival holds their Fine Art Show April 14 – 23, the Arty Party is April 15, the Color Run is April 22 and Spring Fest is April 22 and 23. Rounding out this month of events is the very popular Anacortes Vintage Market on April 28 and 29.

These events are designed to bring guests to our island – let’s focus on them and make them feel welcomed and appreciated.

-Stephanie Hamilton, President

**promise learning experiences**

As part of the implementation of the Promise Learning Sessions with the community, Superintendent Dr. Mark Wenzel provided his expertise to involve the Anacortes School District. Dr. Wenzel and Duane Knapp, BrandStrategy, Inc., developed a lesson plan for the middle school and high school students to capture their energy and inspire their participation.

The learning goals included:

- Understand the idea behind the “Anacortes Promise”
- Reflect on what makes an experience to another place special
- Analyze data related to the guest experience to Anacortes
- Understand how treating visitors as guests can enrich them and us, and make Anacortes a better place.

While discussing our community’s promise, one student reflected that he felt the word “authentic” evoked “lasting memory.” Others added to the discussion: “Smile; you’re never fully dressed without a smile” and “Have a happier mindset while at work.”

We are excited to engage the next generation in our Promise. Look for another Promise Learning Experience in May.

Mr. Burnett’s Senior AVID students create their own G.U.E.S.T. definition.
**meet your board**

**Sandra Benton**

An Anacortes native, Sandra is passionate about her island hometown. She considers herself fortunate to be from an historic coastal destination that is home to so many interesting, creative, and talented people from around the globe who have chosen to build their lives here.

An outdoor enthusiast, Sandra says she is most grateful to be able to walk out the front door of her Old Town cottage and enjoy all that Anacortes has to offer, like the miles of trails through our community forest lands, kayaking on our pristine lakes, hiking up Mount Erie, and those summertime beach bon fires with friends. On warm days you might catch Sandra biking with her Westie dogs stuffed into baskets through town. While education, career and family have taken Sandra to other parts of the world, she has always managed to find her way back. As she says, “When you’re from an island, it always calls you back.”

Sandra’s career highlights accomplishments with large corporate enterprises (companies like Whole Foods and Caterpillar) as well as working for/with lesser known start-up’s and entrepreneurs, helping people launch new ideas and introduce new businesses, products and services. Willing to step-up to many professional challenges, Sandra has shared her strategic and innovative strengths with both for- and not-for-profit business segments. She attributes much of her success to the guidance provided by personal and professional mentors, as well as the important life lessons taught by her God parents and grandparents.

Today, Sandra continues to consult and provide innovative marketing products and services to business owners through her professional consulting firm. Branded as “a community of creative and innovative resources,” The Agency brings together the talent of successful development professionals who are strategic planners, artists, designers, and communicators, collaborating to develop exceptional customer solutions. An example of this might be marketing and sales plans, communications tactics, contemporary new branding or a refresh of an existing brand, web and blog development, and social media set-up and ongoing engagement. Sandra says, “The Agency represents authentic and dedicated people you know.”

Believing Fidalgo is a “portal of creativity,” Sandra also keeps her pulse on the arts and music scene in and around Skagit County. She is the founder of Skagit Art Music – The SAM Project. She also serves as a member of the Rick Epting Foundation for the Arts.

Sandra is also active in the 2017 Leadership Skagit program, and managing Anacortes Cottage By The Sea, her Old Town vacation cottage.

**member profile**

**Edward Jones - Gary Thramer AAMS**

Gary Thramer’s Edward Jones branch office has been a part of beautiful downtown Anacortes since November 2010. His vision statement reads: To be recognized by our clients and within the community as a premier financial solutions provider, dedicated to client service excellence and appreciated for our integrity, trust and teamwork. Gary and Hollie work hard every day to make their vision a reality.

Gary and his wife Colleen moved to Anacortes in 2009 from Bellevue where they lived for 25 years and raised their two children. When Gary accepted the position with Edward Jones, the only pre-condition to his employment was relocating to Anacortes. Both are native to Skagit County and have a deep appreciation for this wonderful area as well as large extended families here.

Hollie Brand, a senior Branch Office Administrator who has worked for Edward Jones for 17 years, joined Gary in September 2012. Hollie has been a resident of Anacortes since 1989, when her husband (also named Gary) took a job with the Tesoro refinery. They moved to town with their four young children from Tacoma.

Gary and Hollie’s goal as a branch team is to provide every person they serve, “the ideal client experience”. They are committed to developing a strong relationship with each client to help them achieve their financial goals.

The office is located at 812 Commercial Avenue, directly across from the Chamber of Commerce. It is a warm and friendly environment with floor to ceiling front windows that display artwork from a variety of local artists. The conference room is also filled with art and they are happy to welcome anyone to stop by and have a look. They enjoy participating in the Chamber sponsored artwalks and also host monthly luncheons and coffee club meetings for clients and guests to discuss current market news or financial planning topics.

Stop by and say hello. It’s likely Gary will offer you a hot cup of his local artisan Blue Heron coffee that he is always bragging about.
**ambassador profile**

**Sarah Sanders**

Sarah Sanders was born and raised in Anacortes, Washington. She grew up playing soccer through Anacortes parks and recreation, and learning to fish at our local yearly fishing derby. Sarah attended school from head start at the senior center, to graduating with her class in 2010.

Working right out of high school she got her start at Fidalgo Care & Rehabilitation center as a dishwasher. After spending 3 years in that position she moved on to become a care giver. Wanting to contribute more to the people she had grown to love.

Sarah is now working as The Resident Relations Director at Cap Sante Court continuing her career in senior care. Sarah became a chamber ambassador and began volunteering at events such as the candidates round table to the Mayors Address.

Little known fact is Sarah loves animals, and not just the fuzzy kind. She has three geckos, two of which were rescues, and two bearded dragons, one which she adopted recently and is in the process of nursing it back to health. No matter what it comes to she is passionate about her work with the senior population, and her chance to be more involved with the community she loves. Sarah’s favorite thing about Anacortes, is the people, always looking for a chance to help or lift someone up. There is no place like Anacortes.

Anacortes 4th of July Parade

Please enter your float in this year’s Independence Day Parade Float Contest for a chance to win prizes and more. Judging will be based on the following criteria:

- **Craftsmanship:** Originality, Quality of Work
- **Design:** Patriotic, Animation/Music
- **General Effect:** Crown Appeal, Costume and Casting, Theme

Contact the chamber for an entry form.

**skagit business alliance**

Members of the Skagit Business Alliance traveled to Olympia in February to meet with legislators from the 10th, 39th and 40th district to discuss fully funding state education as required by the constitution and funding for the Washington Tourism Alliance – as the only state in the US with no tourism office, this is a most for us.

We also talked with legislators about the effect that minimum wage increases was having on our member businesses, and reminded them that each new tax they are considering will continue to hit the bottom lines of our members.

The Skagit Business Alliance is a coalition of business focused entities in Skagit County. SBA meets month to discuss regulatory and legislative issues that affect the business community.
2017 Waterfront Festival sponsorships still available!

The Anacortes Waterfront Festival is a treasured event, kicking off the summer season here on Fidalgo Island. This community-focused, family event brings thousands of guests to Anacortes the first weekend of June.

You can become a sponsor of the festival, join the festival committee, have your business operate a children’s activity booth, volunteer at the Information booth, design and assemble a vessel with your kids for the Milk Carton Derby, or put a team together to compete in the Quick and Dirty Boat Building demo.

Sponsorship of the Anacortes Waterfront Festival is a great opportunity to highlight your business, show community involvement and be part of a weekend of activities in Anacortes. There are many sponsorship levels available with promotional opportunities for your business. Contact Nancy Rytand, nrytand@anacortes.org, to discuss the best way to involve your business in this popular community event.

Poster Unveiling at Trident Seafood
Thursday May 4th 5:30-7:00 pm

Trident generously opens their doors every year, clearing their dry goods storage area to make room for one of the most festive events of the year, honoring sponsors who underwrite the Waterfront Festival and gives all a special preview of this year’s poster. Trident provides Gere-a-Deli with their products for a deliciously transformed spread. Hosted bar presented by Rockfish Grill/Anacortes Brewery/H2O serving their hand-crafted beers and Washington wines. 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 processors and plants in Alaska and the Pacific Northwest. They are proud to offer you their finest seafood products, “From the Source to the Plate.” Please RSVP online.
new members
Alaska Boat Brokers South
Steve Brown
2201 Skyline Way Unit 202 Anacortes, WA
360-395-5716
Steve@alaskaboatbrokers.com
www.alaskaboatbrokers.com

Bubba Sudz Car Wash and Detail
Steve and Erin Meissner
3216 Commercial Avenue Anacortes, WA
360-293-3059
bubbasudzcarwash@gmail.com

Escape Anacortes
Michael Givens
1010 34th St, Suite A Anacortes, WA
(503) 765-6259
escapeanacortes@gmail.com
www.escapeanacortes.com

Naenae’s Tasty Dogs & More, LLC
Nadine Hartman
211 E Victoria Ave Burlington, WA
(707) 599-4100
naenae1957@hotmail.com

Red Salon
Corinna Carter
602 Commercial Avenue Anacortes, WA
(360) 299-2434
corinnacarter@icloud.com
www.red-salon.com

Salt & Vine
Deanna Brzeg
913 6th Street Anacortes, WA
360-293-2222
deanabrzeg@comcast.net
www.saltnvine.com

member renewals
- Anacortes Construction Services LLC
- Birch Equipment
- BrandStrategy, Inc.
- Crown Yacht Charters
- Fidalgo Yacht Club
- Gary Jacobson Attorney
- Irishman Enterprises
- Jennings Chiropractic, Inc., P.S.
- Lighthouse Park R.V. Park & Mini Storage
- Lopez Islander Bay Resort & Marina
- McGregor Benefits
- Mount Vernon Carpet One Floor and Home
- Pacific Design Screen Printing
- Pearl Buttons, Inc.
- Toy Stories
- Rosario Skin Clinic
- San Juan Vineyards
- Skagit Cycle
- Strandberg Construction, INC
- Susie’s Moped Rentals, Inc.
- Turk’s Head

EDASC road show

Thanks...
Thank you to Richard A. White from the Boeing Company for presenting and to United Way of Skagit Valley for sponsoring our February Luncheon and to The Majestic for preparing such a delicious meal.
Thanks also to the following businesses for bringing a giveaway prize.
- Academy Mortgage
- Bella Ve’ Permanent Makeup
- Interpreting Technology
- Washington National Guard
- Skagit Valley Tulip Festival
- United Way
- Welcome Wagon

Thank you to ACME Creative for hosting our February Business After Hours.
Thanks also to the following businesses and individual members for bringing a giveaway prize.
- ACE Hardware of Anacortes
- ACME Creative
- Anacortes Arts Festival
- Anacortes Oil and Vinegar Bar
- Bank of the Pacific
- Bob’s Chowder Bar & BBQ
- Classic Style & Company LLC
- Jennings Chiropractic, Inc., P.S.
- Lil’ Tugs Childrens Boutique
- Natural Way Chiropractic
- People’s Bank
- Red Salon
- Tides of Anacortes
- Toy Stories
- Unique Romance Travel & Destination Weddings

Business owners invest a tremendous amount of time, money and resources to make their ventures successful, yet, many owners fail to properly plan and prepare for disaster situations. Learn how to keep from becoming one of the estimated 25 percent of businesses that do not reopen following a major disaster. You can protect your business by identifying the risks associated with natural and man-made disasters, and by creating a plan for action for when a disaster strikes. Be proactive and learn how to ensure the survival of your business.

Join us Thursday, April 27 at 3:30PM in the Anacortes Chamber of Commerce conference room. Register at Skagit.org or by calling EDASC at 360-336-6114.
In its 4th year, the Anacortes Arts Festival presents 10 days of April art events at the Depot. This expansion into Spring was started to attract Tulip Festival visitors to Anacortes, and to create a new vehicle to meet our commitment to expand funding for youth arts education.

April events center around a new Spring Fest on the plaza on April 22 & 23, from 10am to 4pm. This is a mini version of our successful August festival. Shoppers can expect to find jewelry, wearables, ceramics, glass, and 2D work – listen to lively music on stage, and enjoy small plates from food trucks and micro-brews and wine in our beer garden. There will also be activities for kids including a photo booth, craft project and planting activity. Inside the Depot will be fine art and mannequins dressed by downtown merchants. This mannequin display was started last year to encourage visitors to explore some of our creative Anacortes businesses. Also on April 22, from 2pm to 4pm, is the official Opening of the Madrona Grove Sculpture Exhibition by Windermere, organized by the Anacortes Arts Commission.

This exhibition includes 12 loaned sculptures that will be placed in the Madrona Grove and around the Depot compound. Sculptures will be for sale, and will remain in place for a year. Join us for a docent tour to learn about both the sculpture and fine art inside the Depot.

The Spring Fest Fine Art Exhibition includes juried work from 33 regional artists. This show consists of a gallery of fine art with painting, photography, sculpture and mixed media work from Anacortes, Seattle, Skagit, Island and Whatcom Counties – nearly 100 pieces in all. This year’s show was selected with new collectors in mind and includes some smaller and more affordable work. The show opens on Friday, April 14th at 6pm. The Opening is free event and will include refreshments, a no-host bar, and an opportunity to meet many of the artists. The Show will be open daily through April 23 from 11am – 4pm (except Easter Sunday).

Rounding out Arts Festival Depot events is the annual Arty Party on April 15 at 6pm. Billed as NOT an auction event, Arty Party specifically funds the Cultural Arts Program for the Anacortes School District. The highlight of the evening is dueling pianos. These lively entertainers engage the audience in music, song, and just plain fun. There will also be a friendly painting duel by local artists Jennifer Bowman and Terry MacDonald – whose pieces will become golden tickets prizes awarded to two lucky attendees (tickets are included with admission). The evening’s food will be provided by food trucks and drinks will include wine, craft beer and creative cocktails.

Finally, the evening will offer guests the opportunity to go home with a mini-masterpiece created by local artists to benefit education. These 5 x 7 and 3 x 4 canvases will sell anonymously for $50 and $25. Arty Party tickets are $100 available at AnacortesArtsFestival.com. Join us to support youth arts education!

If you’d like to volunteer for one of our Spring Fest events, or for more information visit AnacortesArtsFestival.com
Executive Board

C H A I R M A N
Brian Johnson Anacortes Construction Services

V I C E C H A I R M A N
Nancy Dalton Gateway Bed and Breakfast

T R E A S U R E R
Mary LaFleur ALT Insurance

B O A R D M E M B E R A T L A R G E
Dennis Richards Island Hospital

P A S T C H A I R M A N
Chris Long Jolly Mon Charters

Board of Directors
Patti Anderson Williams & Nulle
Sandra Benton Think Studios
Cory Ertel Shell Puget Sound Refinery
Kristi Gabrielese Windermere
Mayor Laurie Gere City of Anacortes
Matt Gill Tesoro Refining & Marketing Co
Diana Jordan-New Bank of the Pacific
John Olsen Anacortes Oil & Vinegar Bar
Jeff Pleet Edward Jones
Leslie Powell Lighthouse Memory Care
Teresa Wainman San Juan Lanes Bar & Grill
Gina Walsh Peoples Bank
Mark Wenzel Anacortes School District
Allen Workman John L. Scott
Dan Worra Port of Anacortes

Chamber Staff
Stephanie Hamilton President
Sandy Swarts Visitor Information & Operations Director
Amanda Hubik Marketing & Promotions Director
Nancy Ryland Events & Communications Coordinator
Kristi Daniels & Crystal Johnson Licensing Sub-Agents

Thank you, volunteers!
Visit us on the web at www.anacortes.org

vic (visitor information center) statistics

<table>
<thead>
<tr>
<th></th>
<th>Feb 2016</th>
<th>Feb 2017</th>
<th>Relocation Requests</th>
<th>Feb 2016</th>
<th>Feb 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>Visitors</td>
<td>458</td>
<td>396</td>
<td></td>
<td>13</td>
<td>8</td>
</tr>
<tr>
<td>Phone Calls</td>
<td>79</td>
<td>70</td>
<td>Web Users</td>
<td>8,774</td>
<td>10,528</td>
</tr>
<tr>
<td>Information Requests</td>
<td>10</td>
<td>16</td>
<td>Web Page Views</td>
<td>24,432</td>
<td>22,554</td>
</tr>
</tbody>
</table>

Thank you, volunteers!

Photography by Steve Berentson