



THE ANACORTES COMMUNICATOR

The Newsletter of the Anacortes Chamber of Commerce

Volume 21 / Issue 4

calendar

- Tuesday, April 5** 3:00 pm
Marketing & Promotions Division Meeting
Chamber Office
- Thursday, April 7** 11:45 am
Ambassador Lunch Meeting
Chamber Office
- Thursday, April 7** 4:00 pm
Economic Development Division Meeting
Chamber Office
- Tuesday, April 12** 2:45 pm
Membership Division Meeting
Chamber Office
- Thursday, April 14** 11:30 am – 1:00 pm
Chamber Luncheon
Anacortes Lutheran Church
- Thursday, April 14** 3:45 pm
Governmental Affairs Division Meeting
Chamber Office
- Friday, April 15** 10:30 am
Finance/Executive Meeting
Chamber Office
- Tuesday, April 19** 3:45 pm
Board of Directors Meeting
Island Hospital
- Thursday, April 21** 5:30 – 7:00 pm
Business After Hours
Peoples Bank
- Tuesday, April 26** 9:00 am
VIC Volunteer Meeting
Chamber Office

chamber luncheon

Business Connections Luncheon

What do you say at an after hours, chamber lunch, cold or warm sales call, or office visit? Two of Skagit's finest networkers Barry Harter of Central Payment and Jack Hamilton of Labor Ready will share their tips and techniques to make contacts easily. Following their presentation use what you learned at the luncheon. This will get you pumped and prepared for Schmooze Fair later that same afternoon!

Mark your calendar for Thursday, April 14th to attend the next business connections luncheon at the Anacortes Lutheran Church at 22nd & O Avenue, 11:30am. The chamber is committed to providing personal marketing opportunities for you—this event is designed for you to make connections and get to know your fellow members better. Bring a potential new member and lunch is two for the price of one! Lunch will be by **Avenue Catering**. RSVP to the chamber by Wednesday, April 13th, (360) 293-7911.

The lunch is sponsored by **Liberty Tax Services**, providing customer service the way it was meant to be: fast, accurate, and guaranteed. Being open year round allows them to do it all! Offering both individual and business returns for federal and state at an affordable price, with bookkeeping and payroll services available, free estimates provided before service. Other services include audit assistance, a money back guarantee, and free tax return checking. Visit www.libertytax.com for company and tax information.



business after hours

Peoples Bank

Peoples Bank is the area's leading locally-owned and operated community bank with 24 offices serving families and businesses in Whatcom, Skagit, Island, Snohomish, King, Chelan and Douglas Counties. Peoples was founded as a Washington State commercial bank in 1921 and provides business banking, retail banking and home lending services. Bauer Financial recently awarded Peoples Bank a rare 4 star rating!



In the Anacortes office, located inside Safeway Foods, the talented banking team is equipped to assist with business, commercial, marine, real estate, investment and personal banking needs. As a full-service 1,000 square-foot office, the staff is trained to help customers reach business and personal financial goals. Peoples Bank has been serving Anacortes customers for ten years and the staff has over 65 years combined financial service experience. Customer calls are answered by a real person who knows customers by name. Real home town banking that comes with the state-of-the-art online banking technology services that rival any mega bank.

Please join Peoples Bank for a 10 Year Celebration of Service on April 21st from 5:30-7:30pm at the Anacortes Office inside Safeway Foods at 911 11th Street and meet the team dedicated to providing customers A Higher Level of Service.

cornerstone members



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a message from the executive director

The days are getting longer, the sky is getting brighter, and our town is getting busier by the day! A lot is going on this spring, so take a moment to read this newsletter, keep in touch through our facebook page, watch for the weekly events and happenings email, and continue to visit our website. We strive to keep you informed!

On April 9—just a few days from now—is the **Anacortes Spring Wine Festival**. This third annual event is designed to bring visitors to our community to experience wine from throughout the Pacific Northwest. The retail division is encouraging businesses to decorate their storefronts with that theme in mind. Many downtown businesses have agreed to stay open late that evening, as the event ends at 4:30 pm and festival goers will be ready to shop. Featured wines will be available in the evening at local restaurants. To encourage visitors to stay the night, the Majestic has put together a Sunday brunch to extend the festival. As an official event of the Skagit Valley Tulip Festival, we are dovetailing their promotional efforts with our own—Sip-Toe Through The Tulips! Sip on Saturday, sight-see on Sunday, and tell your friends about it on Monday morning.

Another great event of the tulip festival is the Quilt Walk in downtown businesses. This is a treat each year to wander around town and experience the talent of these fabric artists and

also take a moment to learn a bit more about the host businesses. The Island Chicks are putting together a wonderful new event directed to antiquers. After much research we have determined that “pacific northwest antiques” is one of the most clicked on adword we purchase via the web, and this great new event is set to capture this audience.

Chamber members, port and city staff, and community members trekked to Port Townsend last month and toured their Marine Maritime Center and learned about its formation and fundraising efforts. Port Townsend faces many of our same challenges: tourism, downtown businesses, major shopping district in another town, high-end housing costs, ferry dependent, etc. It was great to share ideas with another working waterfront community. We plan to continue to take field trips to other communities to learn “best practices” from them.

Your governmental affairs division has been keeping a keen eye on this legislative session in Olympia, which has been full of issues related to businesses. Once again service for Washington State Ferries is on the chopping block and the Sidney run is taking the brunt of these cuts. A group of Anacortesians travelled to Sidney on March 27 to celebrate the spring opening; our mission is to convince the legislature this run is vital to our economy and continuing to cut it is detrimental to both our businesses, and their tax revenues.



I would personally like to welcome three new board members who filled vacancies. **Brian Geer**, executive director of the American Red Cross-Islands Chapter and city councilman, has been an advocate of the business community and steadfast chamber volunteer. **Chris Terrell** owns How it Works and Sunnyhill Kennels and is very much involved with the new Heart of Anacortes performance venue. Chris and his staff have been instrumental in keeping the chamber near the cutting edge of communication technology. **Matt Miller**, Read Me A Story, is the past XO of NAS Whidbey and brings laser-like strategic and tactical thinking with an easy-going smile.

The new marketing and promotions coordinator, **Leah Hines**, started here last month. Once we get through festival season she will be focusing on cooperative marketing opportunities, building promotions and public relations initiatives. We are delighted to add her marketing acumen and dynamic personality to round out your chamber team. Remember, we are all here because we share a passion for helping your business succeed. We invite you to stop in or call with any feedback you may have.

—Stephanie Hamilton

Anacortes Small Boat Center Continues to Move Forward

For more than a generation, the many residents of Anacortes, Fidalgo and Guemes Islands have worked to gain meaningful public access to the waterways of Fidalgo Island. The Anacortes Small Boat Center (ASBC) was formed with this goal in mind and is focused on the creation of a usable, multipurpose small boat center to enable the on-water launch and use of small boats.

The ASBC’s long-term goal is a multi-purpose facility on city land adjacent to the Anacortes Yacht Club. The building will have space for equipment storage and small boat

repairs, and will host boat-related gatherings and educational events. There will be day parking for trailers and wash-down facilities for small craft. In 2010, the first major step was accomplished with the installation of a small boat hoist in the Cap Sante North Basin at the head of PQ dock.

To help raise money for this facility, ASBC has worked with the Port of Anacortes to create a secure dry storage area for small craft, including mast-up sailboats to 3500 lbs, in the parking lot by PQ dock. There are hand and power mules to get boats to the

new small-boat hoist; small boats can be hand launched off the dock. The mast-up storage yard will be ready in April to begin use. Rates will be reasonable.

The ACSB is also working with the Port of Anacortes on small-boat access at the newly designed and renovated Seafarer’s Memorial Park south of Cap Sante Marina. The port has worked with ASBC to accommodate the many needs of various small boat users and for that we are honored. This facility will be open to the public late

(See SBC continued on page 6)



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member profile

Anacortes Construction Services

Brian & Kathleen Johnson, owners of Anacortes Construction Services, moved to Anacortes in February of 1997, after several years of moving around the nation managing and restoring shopping malls for General Growth Properties. Both Brian & Kathleen are Washington born and raised; Brian from Seattle and Kathleen from Burien. They have raised three daughters here in Anacortes and have been happily married for 23 years.

After working with and for a couple of other contractors in Anacortes, Brian decided it was time to move out on his own and create a company that offered high quality and fair pricing. So using a tax return, their faith and a vast amount of construction experience, they set forth building ACS. It was slow at first; being relatively new to the area, it took several years to develop and build the confidence and the portfolio within the community. But persever-

ance paid off and ACS doubled and even tripled in size over the next several years. It wasn't long before ACS had 8–10 employees and broke the million-dollar barrier, and then the multi-million dollar barrier. It has always been their feeling that making a fair amount of money on numerous jobs was better than making all your money on one or two jobs. Based on their success, it would appear that their customers agree.

Through persistence, hard work and frugality ACS weathered the financial storm that struck America in 2009. Since then their rebound has been quick, thanks to the outstanding references and referrals from existing clients, launching ACS into a dominant position in the area. Although ACS's focus in the beginning was strictly residential, and most of that remodels and additions, they have since moved into large commercial and industrial projects, utilizing the skills of Brian's fifteen previous years in commercial

construction and an excellent staff of employees. To date ACS has built numerous commercial and industrial projects for clients such as American Dream Real Estate, North Harbor Diesel, Wilbur-Ellis Co. & Sulex, Inc, along with hundreds of high quality custom homes, remodels and restoration projects.

The future looks bright for ACS as they continue to grow and prosper, delivering on the promise of "Quality without Compromise" and fulfilling the dreams of their customers. Please feel free to visit their website at www.anacortescs.com to view some of their projects and learn more about ACS, come by their office located on the NW corner of 12th and Commercial, or call them directly at 360-293-7100.



meet your board

Matt Miller—Read Me A Story

Having recently retired from the U. S. Navy after 22 years of honorable service, Matt will bring his wide range of experience in government/military related issues and as an independent specialty retailer.

Matt is a native of Silver Spring, Maryland, graduating from the University of Maryland with a Bachelor of Arts Degree in Government and Politics and received his commission via a Naval Reserve Officer Training Corps scholarship.

Matt's naval aviation career has spanned from Bombardier/Navigator, flying the A-6E INTRUDER (an aircraft carrier based, two-seat, jet bomber), stationed in Virginia Beach, VA; to "product tester" assigned to the Navy's test and evaluation force which exposed him to the world of product development, project management while running intensive and

challenging test programs from Alaska to Bosnia and to the Persian Gulf with additional experience in the fields of legal, operations, search and rescue and facilities management.

With retirement of the A-6E he transitioned to the EA-6B PROWLER and the family, now with two young children, moved to the great Pacific Northwest, settling in Anacortes. As an Electronic Countermeasures Officer (ECMO) he made three combat deployments mostly enforcing UN no-fly zones over Iraq; had a tour as an instructor, a tour as an air and "strategic" planner on the Everett based USS ABRAHAM LINCOLN (CVN-72) and finally back to NAS Whidbey Island as part of the base staff, first as Operations Officer then finishing his naval career as Executive Officer.

Matt's main interest with the chamber includes keeping vibrant local independent

businesses protecting the free market. He currently serves on the Economic Development Committee with a focus on smart growth. He's still a big fan of toys, especially anything that flies at Read Me A Story. In his free time Matt likes to ski, golf, fly (general aviation), mountain bike, read and is a amateur general contractor/jack of all trades.

Matt is married to the former Heather Hoak of New Canaan, Connecticut (Read Me A Story CEO). They reside with their two children, Alex and Brittany, who attend Anacortes High School.



A community within a community!



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brown bag series



New regulations for 401k plans

Do you offer a 401k to your employees? If so, you will want to attend our brown bag lunch on Friday, April 22 from 12:00–1:00 p.m. in the chamber boardroom. Carrie Tisinger of **Bank of the Pacific** and Tom Zgainer of Expert Plan will facilitate an informative session surrounding regulation changes at the Department of Labor regarding fee disclosure rules within your 401k plan. As the plan sponsor, you have certain fiduciary responsibilities that will be impacted by the upcoming changes. Tom will speak on how these changes will affect you and your employees. We hope you can join us.

RSVP to the chamber at 293-7911 to secure your spot at the session.

Skagit County Fairgrounds

presents the Spectacular 18th Annual

"Garage Sale, Antiques & More!"

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APRIL 9th – 10th, 2011

Saturday Hours: 8:00am – 5:00 pm

Sunday Hours: 10:00 am – 4:00 pm

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\$2 off 1st purchase of \$10 or more at participating vendors.

Fairgrounds – South Parking Lot - \$2.00

*Mark it on your calendar...
You won't want to miss this one!*

SICBA dinner Auction

All Chamber Members are invited to attend the Skagit/Island Counties Builders Association Dinner and Auction on Tuesday, April 19 at the Best Western Cottontree in Mount Vernon. There will be an array of auction items from a weekend on Cypress Island, One-Day Sail Boat trip, Golf in Sun Cadia, Equipment Rental and more. For those who prefer silent actions, we'll have a large variety of themed baskets such as spa baskets, cooking baskets and a mystery basket. Team up with your friends, enjoy a great evening and maybe go home with a great trip or gift item! More details are available at www.sicba.org



Schmooze FAIR

A Business to Business Trade Show

Thursday, April 14 2010

4:00 pm to 8:30pm

Van Zyverden Bulb Warehouse,
Port of Skagit County
12035 Higgins Airport Way

Reserve your booth space or order your tickets today by calling 336-6114 or visit www.skagit.org. Don't miss this perfect opportunity to become the "Talk of the Town."



The Island Chicks present, our **SPRING EVENT!**

We have searched for all kinds of inspiring vendors with **Antiques, Vintage, Repurposed & Refreshed Treasures for Home & Garden** and they will all be under one roof!

Saturday, April 16th, 2011

9:00 am - 4:00 pm

Admission - \$3.00

The Transit Shed Event Center
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2011 Anacortes Wine Festival

One week left to pick up your tickets to the 3rd Annual Anacortes Spring Wine Festival! 30 Wineries, 6 Restaurants—Saturday April 9, 2011 12:00, 4:30 pm—at the Port Building overlooking the beautiful Guemes Channel.

Tickets are available online from Brown Paper Tickets or at the chamber office 819 Commercial Avenue Suite F.

This year's participating wineries:

Airfield Estates Winery
Brian Carter Cellar
Bunnell Family Cellar
Camaraderie Cellars
Chandler Reach Vineyards
Chinook Wines
Donedei Wines
Gilbert Cellars
Glacial Lake Missoula
Goose Ridge Estate Vineyards & Winery
Illusion Winery
Kiona Vineyards & Winery
Lantz Cellars
Legoe Bay Winery
Lopez Island Vineyards & Winery
Lost River Winery
Maryhill Winery
Mercer Estates Winery
Milbrandt Vineyards
Montinore Estate
Okanogan Estate and Vineyards
O-S Winery

Patterson Cellars
Plaza Winery
Pondera Winery
Saint Laurent Estate Winery
Tefft Cellars Winery
Terra Blanca Winery and Estate Vineyard
Whidbey Island Winery

Tasty offerings from these local restaurants & caterers:

Avenue Catering NW Ltd.
Cameron's Living Room Dining
Deception Café & Catering
Gere-A-Deli
Il Posto Ristorante
Majestic Inn & Spa

We would like to thank the following sponsors:

Magnum Sponsor:
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Carafe Sponsors:
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Food Services of America
Whidbey Island Bank

Table Sponsors:
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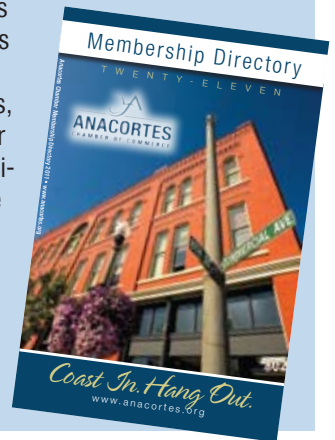
Friends of the Festival:
Anaco Bay Inn
J. Roberts Fine Art
Upstage Boutique & Men's Clothing

Membership Directory

Your 2011 Anacortes Chamber of Commerce Membership Directory will arrive in the mail this month. It goes to all businesses in the 98221 zip code, plus the chamber uses them in relocation packets (and other uses as we see fit).

Through our directory partnership with the *Anacortes American*, chamber member businesses can now be found on [go anacortes.com](http://go.anacortes.com). A directory section will be available on April 1. Business will be listed by categories for easy browsing, or can be found using the site-wide search found at the top of every page of the [goanacortes](http://goanacortes.com) website.

A business listing includes the business name, address, phone number and badge indicating that the business is a member of the Anacortes Chamber of Commerce.



Anacortes Construction Services 10th Anniversary



COMMERCIAL



RESIDENTIAL

Open House
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Friday, April 15th
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- Gems, LLC
- H & R Block
- Holiday Motel
- Insights Gallery
- Irishman Inc.
- Island Electric & Supply, Inc.
- Kirk Kennedy
- Lighthouse Park R.V. Park & Mini Storage
- Lopez Islander Bay Resort & Marina
- McGregor Benefits
- Mount Vernon Carpet One Floor and Home
- Nantucket Inn
- Orca Communication Systems
- Pioneer Tree Service & Landscaping, Inc.
- Printwise, Inc.
- Read Me A Story
- Rosario Skin Clinic
- Rue & Primavera, Occupational & Physical Therapy
- Serenity By The Sea
- Strandberg Construction, Inc.
- Susie's Moped Rentals, Inc.
- Trestle Coffee Company
- Turk's Head
- Anthony Young

new members

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Non-profit

Anacortes Chamber Vehicle/Vessel Licensing Sub-Agency Update

Boating season is upon us! Whether you need to register a new/old vessel, purchase or replace your 2012 decals to get ready for boating season, or just have questions about what is required while visiting our beautiful Anacortes Washington—we would be happy to assist you. The Anacortes Chamber of Commerce Vehicle & Vessel Licensing Subagency is within walking distance of most marinas at 819 Commercial Ave. Ste B. We are open Monday–Friday 9–5, and April–September we are also open on Saturdays 9am–1pm.

thanks...

Thank you to the following members for donating door prizes for the March Membership Luncheon and Business After Hours:

- AFLAC—Fran Starr
- Anacortes Clean, LLC
- Bayside Specialties
- Bob's Salmon BBQ & Chowder House
- Cameron's To Go
- CitruSolution Carpet & Upholstery Cleaning
- Coldwell Banker
- Costco
- Flooring Connections Intl., Inc
- Key Bank
- Liberty Tax Services
- Norm & Jan Vigre—VIC Volunteers
- ReJuve Anti-Aging
- Ryan Chanel Hair
- Steam Interactive
- Take Shape for Life
- Tracys Furniture
- Upstage Boutique & Men's Store

SBC Continued from page 2

in May, with a public ribbon cutting on Friday, May 20th.

Organization members of ASBC include Anacortes Department of Parks and Recreation, Port of Anacortes, Old Anacortes Rowing and Sailing Society (OARS), Hole in the Wall Paddling Club, Anacortes Community Maritime Center, Anacortes Yacht Club, Anacortes School District, Maritime Skills Center of Skagit Valley College, Anacortes

Sea Scouts, Lido Fleet 78, and Anacortes Venture Scout Troop 4081, Anacortes RC (Radio-Controlled) Sailors.

Membership for all in our great mariner community is encouraged. For more information and to become a supporter of small-boat access to the waterways of Fidalgo Island, visit <http://anacortessmallboatcenter.com>. Or contact Pat Barrett at 360-770-4879 or Michelle Pope at 293-7837.

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Waterfront Festival

2nd Annual High Tide Ride



Join us for a fully supported, beautiful ride on Fidalgo Island, in Anacortes, Washington, with breathtaking views of the Skagit Valley farmlands, Mount Baker, the Swinomish Channel and San Juan Islands. The starting line at Seafarer's Way in Anacortes is steps away from the heart of the Waterfront Festival! Following the ride use your food voucher to eat at one of the featured festival food vendors.

All proceeds and additional fundraising will support North Islands Young Life. To register for the ride go to Active.com or contact us at 360-941-1091 or ylnorthislands@hotmail.com.

Young Life is a world class organization for adolescents. Our staff and volunteers enter the world of kids, focusing on what matters to them—fun, adventure, friendship and a sense of significance.

- We have nearly 5,000 clubs in more than 54 countries worldwide.
- Young Life is in more than 800 communities across the United States—including Anacortes, La Conner, Swinomish Tribal Community and Lopez Island!
- Young Life is involved with over 1 million kids annually.

For more information, go to younglife.org.

4th Annual Quick & Dirty Boat Building Demonstration – Anacortes Waterfront Festival

It's back by popular demand! Competitors, the public and the judges are all looking forward to another exciting weekend of boat building. This is the 4th year for this fun event during the Anacortes Waterfront Festival, with boat building taking place on Saturday, May 21st. Each year this event morphs into more and more fun by all who participate and watch. It continues to grow and has a reputation... such as it is.

The primary goal is to keep the "fun" in competition and fund raising. All proceeds go to the seed fund for the creation of the Anacortes Small Boat Center (see article on page 2).

This year, eight teams of three competitors will once again be challenged to build a boat in six hours and race it up the

quay and back through the marina. How will they take a very limited list of materials and create a vessel that can move thru the water with grace, speed and dry feet? Hundreds will watch to find out the often hilarious answer to this question.

Last year's winner was the team of Strandberg Construction, and their vessel will be back to be sold to the highest bidder. During the EDASC Waterfront Kick-off dinner on Friday night, judgeships will once again be sold to the highest bidders.

If you'd like to help sponsor this event or wish to put together a team, please contact Pat Barrett @360-293-6287 or 770-4879; patbarrett@comcast.net.

Come on down, have fun and cheer on your favorite team.



Jody Barnett of Shell Puget Sound Refinery and chamber board president Mark Bunzel unveil the 2011 Waterfront Festival Poster at the Trident Business After Hours in March.

chamber officers

Executive Board

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Mark Bunzel *Fine Edge Nautical & Recreational Publishing*

PRESIDENT ELECT

Kristi Gabrielse *Ana-Cross Stitch*

SECRETARY

Pete Kovach *Chandler's Square, A Retirement Community*

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Jody Barnett *Shell Puget Sound Refinery*

PAST PRESIDENT

Mike Trafton *Bank of the Pacific*

Board of Directors

Robert Atterberry *Bob's Chowder Bar & BBQ Salmon*

Karin Baldwin *Quantum Construction*

Bela Berghuys *Islands Inn*

Chris Borgen *Anacortes School District*

Peggy Flynn *pflynn+associates*

Brian Geer *American Red Cross— The Islands Chapter*

Bob Hyde *Port of Anacortes*

Bret Lunsford *Skagit County Fairgrounds*

Dean Maxwell *City of Anacortes*

Matt Miller *Read Me A Story*

Vince Oliver *Island Hospital*

Curt Oppel *John L. Scott Real Estate*

John Pope *Tesoro Refining & Marketing Co.*

Erik Schorr *Anacortes Kayak Tours*

Chris Terrell *How It Works*

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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*

Photography by Steve Berentson

Newsletter designed by Linda J. McGuire

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Inside **BAYSHORE OFFICE PRODUCTS**
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vic (visitor information center) statistics

	Feb. 2011	Feb. 2010		Feb. 2011	Feb. 2010
Visitors	503	670	Relocation Requests	5	11
Phone Calls	179	166	Web Visits	8,324	6,450
Information Requests	112	22	Web Page Views	25,435	20,727

Thank you, volunteers!

Visit us on the web at www.anacortes.org



2011 ANACORTES
Spring Wine Festival
SATURDAY, APRIL 9 • NOON – 4:30 PM
AT THE PORT WAREHOUSE
FEATURING
30 WASHINGTON WINERIES AND 6 LOCAL RESTAURANTS
LIVE ENTERTAINMENT
ADMISSION: \$40
TICKETS AVAILABLE AT THE
ANACORTES CHAMBER OF COMMERCE
AND BROWNPAPERTICKETS.COM

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Whidbey Island Bank

INFORMATION AVAILABLE AT
WWW.ANACORTES.ORG

MUST BE AT LEAST 21 TO ATTEND

ANACORTES
CHAMBER OF COMMERCE

