

LUNCHEON SPEAKER

Monday, November 5
11:45 a.m. – 1:00 p.m.
Elks Lodge, 555 Otto St., PT

Speakers:



Rebecca Benjamin, *North Olympic Salmon Coalition Executive Director*, and Sarah Spaeth, *Jefferson Land Trust Conservation and Strategic Partnerships Director*

with Anita Schmucker, *1st Security Bank Hadlock Branch Manager*

Topic: "Nonprofits and the Importance of Community Partners"

Sponsors:

1ST SECURITY BANK



Kristin Manwaring Insurance

Monday, November 19
11:45 a.m. – 1:00 p.m.
The Commons, Fort Worden

Speakers: Crystie Kisler (Finnriver), Meghan Mix (Hopscotch Farm and Cannery), Amanda Milholland (Jefferson County Farmers Market), Andrea Stafford (The Food Co-op), Kellie Henwood (WSU Extension Regional Small Farms Program), Executive Chef Troy Murrell (Spirits Bar & Grill at the Old Alcohol Plant)

Topic: "Seed to Spoon: Agri-Business Economic Development in Jefferson County"

Sponsor:



Kristin Manwaring Insurance



The Chamber
OF JEFFERSON COUNTY

NOVEMBER 2018

Business Insider

Serving the Businesses and Citizens of Jefferson County

Harnessing the Hometown Holiday Spirit

Supporting Small Business & Toys for Tots



Downtown Port Townsend will soon be lighted up and decked out for the holidays. Photo by Steve Mullensky.

Feeling the biting chill of winter's grasp on the Pacific Northwest also signals the return of several heartwarming holiday happenings that support small business and unite our local communities.

The sights and sounds of Christmas will be in full gear for **Small Business Saturday on Nov. 24**. Caroling in the streets and merchant open house events are some of the many festivities happening throughout the day to encourage shoppers to invest in our local economy by shopping local. Details can be found on the Port Townsend Main Street Program website at www.ptmainstreet.org and be sure to use the **#foundintown** hashtag on social media to document your purchases!

Also in late November, Toys for Tots donation boxes will begin appearing at business offices, stores, fire halls and other various locations

throughout Jefferson County, including the Jefferson County Chamber of Commerce in Port Townsend, as the annual toy drive formally gets underway and runs into mid-December.

In addition to collecting new, unwrapped toys, the program also accepts monetary donations. Local Toys for Tots Coordinator Don Olsen said that all donations made locally stay within Jefferson County.

"We collect it here, store it here, and we give it out here," he said. "The community really steps up and helps us out a lot and we really appreciate it."

Continued pg. 2

**Main Street Small
Business Saturday**
Saturday, Nov. 24
Throughout Port Townsend

**Toys for Tots
"Fill the Bus
with Toys" Drive**
Saturday, Dec. 1
@ 9 a.m.-3 p.m.

Outside Chamber Office,
2409 Jefferson St., PT



"Fill-the-Bus with Toys" drive. Courtesy of Toys for Tots Coordinator Don Olsen.



Supplement to the
October 31, 2018

Port Townsend & Jefferson County Leader
226 Adams Street, Port Townsend WA 98368 ptleader.com

CHAMBER NEWS

We've Launched! Let's Get Started!

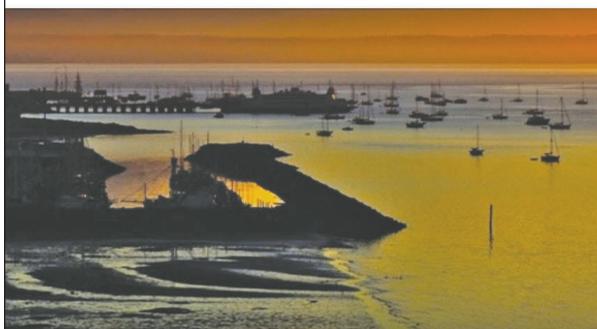


by Executive Director Arlene Alen, CPM, IOM

I am very pleased to announce that the first phase of the Jefferson County Chamber's new website – www.jeffcountychamber.org – has launched! (Strike up the band

and release the confetti!) We'll be adding additional content to this phase and more to come in the months ahead.

Soon, all Chamber members will be receiving an e-mail request to create login credentials (login name and password) to access **the MIC – our new Membership Information Center**. That is your key to



Login

Username:

Password:

[Forgot your username/password?](#)

[No login created? Sign up now.](#)

Submit

Or Login With...



Chamber members will soon have access to the new Membership Information Center (MIC) through the Chamber website.

CHAMBER EVENTS CALENDAR

Monday, November 5
@ 11:45 a.m. – 1:00 p.m.
Chamber Luncheon @ Elks Lodge,
555 Otto St., PT

Thursday, November 15 @ 3:00 p.m.
MIC Training Workshop (Chamber
Members) @ Chamber Office, 2409
Jefferson St., PT

Thursday, November 29
@ 5:30 – 8:00 p.m.
Volunteer Holiday Celebration @
Port Townsend Vineyards Winery,
2640 W. Sims Way, PT

Monday, November 12
Closed in observance of Veterans Day

Monday, November 19
@ 11:45 a.m. – 1:00 p.m.
Chamber Luncheon @ Fort Worden
Commons

Monday, December 3
@ 11:45 a.m. – 1:00 p.m.
Chamber Luncheon @ Elks Lodge,
555 Otto St., PT
(Bring a toy donation for the local
Toys for Tots program!)

Tuesday, November 13
@ 5:30 – 7:00 p.m.
Business after Business Mixer @
Habitat for Humanity Store, 2001 W.
Sims Way, PT

Thursday – Friday, November 22 – 23
Closed for Thanksgiving holiday

an exciting new benefit of your membership. From this portal, you can post jobs openings, advertise your business for sale or perhaps your desire to acquire a new one, seek volunteers, share company news, offer special "Member-to-Member" deals, special sale notifications, update your contact information or staff changes, and, at many membership levels, add photos and videos to your business listing.

To assist you in getting started, our team will be holding **free monthly MIC Training Workshops** at the Chamber for the next few months. While the MIC is easy to use there can be some confusion for those not used to working in this type of system, but the benefit is worth investing some time in training. The first session is planned for **Thursday, Nov. 15 at 3 p.m.** at the Chamber, with additional workshops to be scheduled. Our plan is to have small groups to facilitate individual attention and have you back in your business within an hour.

Want to get trained? Let us know and reserve your spot by e-mailing admin@jeffcountychamber.org.

Continued from pg. 1

As part of that community effort, the local Toys for Tots program will again partner with Jefferson Transit for the annual **"Fill the Bus with Toys" drive on Saturday, Dec. 1 from 9 a.m.-3 p.m.** The daylong event is held in front of the Chamber office, located along Sims Way at 2409 Jefferson St. in Port Townsend.

Olsen noted that more than 500 children were served through the local Toys for Tots program, which works in partnership with the local Christmas for Children program, last year. He said the U.S. Marine Corps Reserve Toys for Tots Program distributed toys to seven million children in 2017 though its 807 programs nationwide.

The Jefferson County Chamber is one of many toy donation drop-off sites in the county, and donations will also be accepted during the **Toys for Tots-focused Chamber luncheon on Monday, Dec. 3** at the Elks Lodge, 555 Otto St. in Port Townsend.

For the complete list of Toys for Tots drop-off sites in Jefferson County and donation information, visit <https://port-townsend-wa.toysfortots.org>.

Opt-In to Printed Edition

Beginning early next year, the Jefferson County Chamber will be increasing our digital distribution of the Business Insider and decreasing our printed distribution. We know many of you like to read paper-based copy and we will continue to honor that at your request.

If you'd like to continue receiving the printed newsletter in the mail, please contact Administrative Assistant Renee Mizar at admin@jeffcountychamber.org or 360-385-7869 to be placed on our USPS distribution list. We appreciate your continuing input on our publications and projects.



Some 20 business owners and professionals gathered at the Chamber office on Sept. 27 for a Paid Family & Medical Leave Act Seminar presented by Matt LePalm of the Washington Employment Security Department. The informative session focused on details of the new law and what compliance means for our community businesses. Additional seminars are being planned for 2019. Courtesy of the Jefferson County Chamber.

Kristin Manwaring Insurance

As 2018 comes to an end, the health insurance industry is bustling. November has overlapping enrollment periods for the Individual/Family and Medicare Part D/Medicare Advantage markets. Many of our local businesses also have employee benefits that renew December or January 1 and we continue to have more employers ask about offering benefits for the first time.

Open Enrollment Period – Individual & Family Health Insurance

We are entering our sixth year with Open Enrollment under the ACA - Affordable Care Act. Many changes have taken place, mainly fewer carriers offering plans. In Jefferson County, ACA compliant plans for individual/family must be purchased through the state health insurance exchange, known as Washington HealthPlanFinder. Enrollment can happen November 1 - December 15, 2018, for a January 1, 2019, effective date.

Annual Enrollment Period - Medicare

This Enrollment period, October 15 - December 7 for a January 1 effective date, is specific to Medicare Part D and Medicare Advantage plans. This is generally the one time each year when changes can be made. Pharmacy networks and drug formularies differ



We are focused on the health insurance needs of our community. The KMi team include (from left to right) Michelle Lawson, Christie Sarosky, Jenny Jenkins, Sandi Bird, Rose Sage, Kristin Manwaring, Gabrielle Vanwert, Jim Manwaring. Photo by MJ Photography.

between plans, therefore it is important that you review your plan and prescriptions each year to ensure you are still in the right plan.

The Insurance Market

We continue to see volatility in health insurance. Over the last few years, we have seen this affect the Individual/Family market more than the Employer Sponsored market. Group plans typically offer broader networks, coverage throughout the US and abroad, and may even cost less depending on the demographics of your group.

Why Use a Broker?

The insurance market is heavily regulated and continually changing to keep up with state and federal legislation. While you may hear about insurance changes in the news, they may not apply to us as Washington State residents. As professionally trained and licensed agents it is our job to stay on top of the changes in the laws and the plans being offered in our state. We can advise our clients on how to select a plan that best meets their budget and their health needs and we help our clients navigate life transitions such as entering

or leaving the workforce or going onto Medicare.

We take pride in being able to help our community, and nothing makes us happier than to hear someone tell us we made it easier for them to understand how their insurance can work for them.

Kristin Manwaring Insurance

2300 South Park Ave.,
Port Townsend

kristinmanwaring.com
info@kristinmanwaring.com

360-385-4400

Volunteer Holiday Celebration

A festively decorated Port Townsend Vineyards Winery is the setting for the Jefferson County Chamber of Commerce's Volunteer Holiday Celebration this month. Our volunteers (and their plus-ones!) are invited to

enjoy this evening of great wine and conversation, fabulous food and music, and fun appreciation awards on Thursday, Nov. 29 from 5:30-8 p.m. at the Winery, 2640 W. Sims Way in Port Townsend.



Courtesy of Port Townsend Vineyards.

“Seed to Spoon” Luncheon Nov. 19

Join us for lunch as we delve fork-first into “Seed to Spoon: Agri-Business Economic Development in Jefferson County,” a Chamber luncheon panel discussion on Monday, Nov. 19 at 11:45 a.m. at the Fort Worden Commons in Port Townsend. Panelists include Crystie Kisler (Finnriver), Meghan Mix (Hopscotch Farm and Cannery), Amanda

Milholland (Jefferson County Farmers Market), Andrea Stafford (The Food Co-op), Kellie Henwood (WSU Extension Regional Small Farms Program), and Executive Chef Troy Murrell (Spirits Bar & Grill at the Old Alcohol Plant). The Fort Worden Commons will be offering special farm-to-table lunch options that day just for the occasion!

NEW MEMBER SPOTLIGHT

Bunny's Bath

Building on 16 years of producing high quality handcrafted soaps and skincare products, Port Townsend-based Bunny's Bath is under new ownership! Amy Pacifera purchased the business this past summer from company founder and environmental chemist Lyn Faas and has embraced three practices that continue to make Bunny's Bath a success: crafting the highest quality products, providing attentive, personalized customer service, and practicing continuous improvement.

Amy, who relocated to Port Townsend with husband Gage in December 2016, enjoyed a long career as a baker and is now capitalizing on her lifelong passion for natural products in taking the helm of Bunny's Bath.

"I see buying the business as an investment for my family. It's exciting to know that my daughter is going to grow up making things with me," Amy said. "I'm excited to see how I can grow the business and just to be in this new world!"

A Winning Formula

What began in 2002 as experimentation in producing handmade soap

using natural ingredients has grown to encompass a diverse product line available through wholesale, private label and online retail. The business currently offers two popular lines of skincare products – Bunny's Bath and Milin Skincare.

Bunny's Bath carefully chooses the plant-based oils and other ingredients that go into its soaps, lotions, face care and more, and avoids the use of synthetic materials to keep its products pure and simple. Customers often express their love of the exceptional quality and value of the items they buy from Bunny's Bath and appreciation of



Bunny's Bath offers diverse lines of natural skincare products. Courtesy of Bunny's Bath.



Amy Pacifera, owner of Bunny's Bath. Courtesy of Bunny's Bath.



the outstanding customer service they receive.

"Customer service is really important. I feel like I bring a strong understanding of what good customer service is," Amy explained. "Quality is an important thing, too, whether it's making cookies and scones, or now, lotions and soaps. My goal is to continue to provide quality products the way Lyn has."

Where Available?

Initially sold at farmers markets, now Bunny's Bath products are found on the shelves of several stores across the Olympic Peninsula, including The Food Co-op in Port Townsend, Country Aire Natural Foods in Port Angeles, and the Chimacum Farm Stand and Finnriver Farm and Cidery, both in Chimacum.

For more information about Bunny's Bath handmade skincare products, including soaps, lotions, and facial creams, or to purchase products online, visit bunnysbath.com.

Bunny's Bath

Amy Pacifera, Owner

bunnysbath.com

amy@bunnysbath.com



FAM Tour at the Fort

Nearly 20 Chamber Ambassadors, volunteers and staff were treated to a behind-the-scenes familiarization (FAM) tour through Fort Worden on Sept. 25. Our thanks to Fort Worden Sales & Marketing Director Cody Griffith, her staff, and our tour guides Tim Caldwell and Ozzy Mayo for organizing such a delightful tour that covered ground from Officer's Row to the top of Artillery Hill! We also extend our appreciation to the staff of Taps for the amazing array of appetizers that concluded the tour, and Centrum for lending the use of its vans. Courtesy of the Jefferson County Chamber.

Port Townsend Cycle School

The Port Townsend Cycle School (PTCS) is a new nonprofit bicycle institute created to be a world-class educational center for all things related to cycling for folks from around the region and beyond. The PTCS is a “dba” of the Community Arts & Recreation Alliance (CARA), a 501(c)3 that also runs the Jefferson County ReCyclery.

Inspired by well-known instructor and tool fabricator Ric Hjertberg, the PTCS was founded by Hjertberg, David Engle, Dave Thielk and Kees Kolff, and offers classes ranging from frame building and suspension to e-bikes and painting, with different levels of training for wheel building and bike mechanics.

1 mechanics class will be author and Gracie’s Wrench founder Tori Bortman of Portland, Oregon.

As Bortman notes on her website (<http://www.gracieswrench.com>): “Gracie’s Wrench’ is a nod to the girl I was from the woman I’ve become. Proof positive that if I (with two left hands and two left feet) can fly on a bicycle and learn to become a master mechanic then it’s within the reach of anyone, no matter what your skill or confidence level.” She is also the author of *The Big Book of Cycling for Beginners: Everything a New Cyclist Needs to Know to Gear Up and Start Riding*.

The PTCS is also planning a wheel building level 2 class for December, which

comes on the heels of successful wheel building level 1 classes taught by Hjertberg earlier this fall. Classes are currently held at the Cotton Building in Port Townsend, with a future vision of co-locating with the ReCyclery at the Mountain View Commons.

Scholarships Available

The PTCS is committed to training both young and old with partial or full scholarships available, and most classes will be open to those aged 14 or older, unless by special arrangement. For more information, go to www.ptcycleschool.org or contact Kees Kolff at kkolff@olympus.net or 206-295-2275.

Seeking an Executive Director

The Community Arts & Recreation Alliance will also soon be advertising for a half-time Executive Director to help run and grow both the ReCyclery and the Cycle School, starting ideally by January 2019. The job description is being finalized and will be available online at www.ptrecyclery.org and www.ptcycleschool.org.

Port Townsend Cycle School

Kees Kolff, Co-founder

www.ptcycleschool.org

kkolff@olympus.net

206-295-2275



Folks like Tusker Behrenfeld, a former apprentice at the ReCyclery, can now take bike mechanics classes for certification through the Cycle School. Courtesy of the PTCS.

A First in Washington State

This month (Nov. 12-16), the PTCS will offer the first certified, five-day basic bike mechanics class in Washington state. The lead instructor for the first level



Ric Hjertberg in teaching mode with ReCyclery volunteers Rockie and Sandy during the Cycle School’s first wheel building class. Courtesy of the PTCS.



With Our Thanks

The Jefferson County Chamber of Commerce extends its appreciation to **The Business Guides and Discovery Behavioral Healthcare** for sponsoring our Chamber Luncheons in October and **Skookum Contract Services** for hosting our Business after Business Mixer on October 9.

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An Opportunity for Jefferson County

by Brian Kuh, EDC Team Jefferson Executive Director

Hidden in the many pages of the Tax Cuts and Jobs Act of 2017 was an incentive program to encourage investment into economically distressed areas throughout the country. This was modeled after legislation that Senators Tim Scott and Cory Booker had been drafting, and provides for both a tax deferral and reduction for qualified investments.

Under the program, investors of any level are able to place capital gains realized from the recent sale of other investments (such as real estate or stock) into a Qualified Opportunity Fund, which then, in turn, makes an equity investment into an eligible project within an Opportunity Zone area. If those investments are held for seven years, there is a 15% reduction to the tax owed on the original capital gains. If those investments are held for 10 years or more, any capital gain enjoyed on the Opportunity Zone investment is tax-exempt.

Jefferson County was awarded four Opportunity

Zone census tracts, which includes a large portion of Port Townsend, the Port Hadlock and Marrowstone Island area, Quilcene, Brinnon, and the entire Pacific Coastline of the county. The application process was led by EDC Team Jefferson, who also partnered with the Clallam EDC and local tribes to create the Emerald Coast Opportunity Zone. The collaboration between two counties, four cities, and five tribes has been a standout model for Washington state, and unprecedented in the development of Opportunity Zones throughout the country.

The Department of Treasury and the IRS are still drafting the final rules of this program, but work is already well underway in Jefferson County to identify potentially eligible projects within our Opportunity Zones. The Emerald Coast Opportunity

Zone partnership is also developing an online portal that will be used to showcase regional projects, and provide prospectus data for interested investors. Other efforts include working with local governments to identify and address any infrastructure gaps that may exist, and also seeking to align the Opportunity Zone initiative with other incentive programs (such as Creative Districts, local fee abatement, special financing, etc.).

To learn more and view an interactive map of the Opportunity Zones, visit www.edcteamjefferson.org/opportunityzones.

Brian Kuh is the Executive Director of the Economic Development Council of Jefferson County (EDC Team Jefferson), located in the Business Resource Center, 2409 Jefferson St. in Port Townsend.



Port Townsend's Creative District

by Owen Rowe, Port Townsend Arts Commission Chair

The Washington State Arts Commission, ArtsWA, has a new program to certify "Creative Districts" across the state, and Port Townsend will be among the among the first cities to apply.

Our creative economy includes not only visual and performing artists, but also writers, makers, craftspeople, artisan food producers, maritime trades, and software developers. Creative Districts can boost tourism, attract grant funding, and play an important role in economic development. ArtsWA also sees the program being used to support affordable housing and live/work space for artists.

The informal committee preparing Port Townsend's application includes leaders from the City, the Chamber, Main Street, Team Jefferson EDC, the Fort Worden PDA, and a wide range of arts and culture organizations, including Centrum, Northwind Arts Center, Key City Public Theatre, the Port Townsend School of the Arts, the Port Townsend Film Festival,

and the Jefferson County Historical Society. The Creative District meetings have already led to increased communication and collaboration within the team.

On October 9, the Chamber hosted Annette Roth, the Creative Districts Program Manager for ArtsWA. In a Centrum van, we took Annette on a tour of our proposed district, from the Rainier Street corridor to Makers Square at Fort Worden. The creative resources and opportunities in Port Townsend make our district a nearly exact match for the Opportunity Zones recently designated for investment by Washington state.

Look for more community outreach over the coming months as we prepare to submit our application!

Owen Rowe is Chair of the Port Townsend Arts Commission.



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The content of this publication is prepared by the Jefferson County Chamber of Commerce. We welcome submissions from Chamber members. Send articles and photos to director@jeffcountychamber.org.

RISING ENTREPRENEUR

Our local companies never cease to amaze us with their innovation and the broad reach of their products and services – regionally, nationally and internationally. Each month, we will highlight a local business that is an innovative and rising sector leader whose entrepreneurship is expanding and adding to the local economy and strengthening our workforce.

Reliance Laboratories

With areas of expertise including LED-based lighting systems, precision environmental control, sensing, and data logging, Port Townsend-based Reliance Laboratories has installed equipment in research and production facilities across the globe since its founding a decade ago.

In addition to specializing in custom LED arrays, the company also uses a combination of new technology and innovation to design and manufacture custom equipment supporting biological research. Specializing in purposefully designed, custom-built products, every

piece Reliance creates is designed for a specific client and the research that needs to be completed.

Reliance's work can also be seen throughout our community, including the LED snowflakes the company designed and built for the Port Townsend Main Street Program. They also designed a littoral wave tank, used to study physical and chemical processes at the sediment-water interface, for the Pacific Northwest National Laboratory's Sequim-based Marine Sciences Laboratory.

Reliance Laboratories is based in the Glen Cove Industrial Park, just south of the Port Townsend. For more information about this innovative local business, visit Reliance's website at www.relianceLABS.com.

Reliance Laboratories

Jascha Gulden, Founder & CEO
Located in Glen Cove Industrial
Park, Port Townsend
www.relianceLABS.com
info@relianceLABS.com
360-390-8621 & 360-390-8620

CHAMBER NEWS

Love Living in Jefferson County?

Are you or someone you know looking for a fun way to share your knowledge and passion for our community? Perhaps you're working in real estate, insurance, or a similar organization and are looking to meet people who are considering a move to Jefferson County? Want to meet and work with some fun-loving folks?

Joining our volunteer team is a wonderful opportunity to do all of that and more!

We are seeking eager team players for all areas of Chamber operations, including in the Chamber office, in our Visitor Information Center, and as a Chamber Ambassador.

The Chamber will be holding quarterly Volunteer Opportunity Meet-ups for those interested to learn more about volunteering with us – keep an eye out in future editions of the Business Insider and our new website for details!



Volunteer Kathy Beattie. Courtesy of the Jefferson County Chamber.

And if you can't wait to start volunteering for the Chamber, please reach out

to us anytime by contacting us at 360-385-7869 or info@jeffcountychamber.org.

CHAMBER NEWS

Rose Theatre Hosts Free Movie

NAMI Jefferson County will present a free screening of the award-winning film "It's Kind of a Funny Story" on Saturday, Nov. 3 at noon at the Rose Theatre in Port Townsend. The doors open at 11:30 a.m., and seating is on a first come, first served basis. The event, held in observance of Mental Health Awareness Week, will include

door prizes and a Q&A session with NAMI Jefferson County representatives following the screening. For details and to view a film trailer, visit

<https://rosetheatre.com/film/its-kind-of-a-funny-story>. NAMI Jefferson County is a nonprofit affiliate of the National Alliance on Mental Illness.



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Call for 2019 Chamber Mixer Hosts



JCCC Board member Stephen Sklar of Edward Jones. Courtesy of the Jefferson County Chamber.

Looking for ways to meet fellow business professionals? Seeking to showcase your business? Wondering how to get more involved with the Chamber? Want a good excuse to throw a great party? Then consider hosting a Business after Business Mixer in 2019!

The Chamber's Business after Business Mixers are held monthly on the second Tuesday of the month from 5:30-7 p.m. at member business locations throughout Jefferson County.

These evening mix-and-mingle events offer our members and guests a unique occasion to network with other business leaders and community members – and have some fun! Mixers also provide host businesses and organizations a great opportunity for introducing and promoting itself to potential clients and business associates.

If you are interested in hosting or want more information, contact the Jefferson County Chamber at 360-385-7869 or admin@jeffcoun-tychamber.org.

Place label here

CHAMBER MIXER

Join Us for the
**Final 2018
Business after Business Mixer**

Tuesday, November 13

5:30 – 7:00 p.m.

Habitat for Humanity Store
2001 W. Sims Way, Port Townsend



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CELEBRATING 60 YEARS



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