

LUNCHEON SPEAKER

Monday, December 3
11:45 a.m. – 1:15 p.m.
Elks Lodge, 555 Otto St., PT



Speaker:

Don Olsen, Local Toys for Tots
Coordinator

Topic:

Toys for Tots Program

Special Event:

Bring new, unwrapped toys to
donate!



Monday, December 17
No luncheon.
Enjoy the holidays!

Sneak Peek at 2019

Monday, January 7



Speakers:

Port Townsend Mayor and East
Jefferson Fire-Rescue Chief

Topic:

Fire District Annexation

Chimacum Arts & Crafts Fair

**Saturday-Sunday,
Dec. 8-9**

91 W. Valley Road,
Chimacum



The Chamber
OF JEFFERSON COUNTY

December 2018

Business Insider

Serving the Businesses and Citizens of Jefferson County

Toasting Traditions, Toys & Togetherness

Holiday Happenings Across Jefferson County



Hitch a ride aboard the Kiwanis Choo Choo Train in Port Townsend this holiday season! Photo by Deja View Photography.

As the twinkling glow of Christmas lights illuminate the North Olympic Peninsula amid these ever-shortening days of winter, the busy holiday season is in full swing across Port Townsend and beyond. From roaming carolers, holiday arts and crafts fairs, and gingerbread contests to an abundance of gift-buying options that support small business, year's end in Jefferson County abounds with festive opportunities to enjoy, support, and be a part of our community.

The annual **Toys for Tots toy drive** continues into mid-December through the local program's donation boxes located across Jefferson County, including the Chamber office, 2409 Jefferson St. in Port Townsend. New, unwrapped toys for children of all ages and monetary donations are being accepted for the program, which serves more than 500 Jefferson

County children each year. Details are at port-townsend-wa.toysfortots.org.

The Port Townsend Main Street Program also continues its **#foundintown** hashtag social media campaign this month up through Christmas Eve to encourage shopping local this holiday season. Snap a photo of your local purchase and post with the hashtag, and the Main Street Program may share it on its Facebook and Twitter pages! And while out shopping, be sure to hitch a ride aboard the **Kiwanis Choo Choo Train** running throughout uptown and downtown Port Townsend on Saturdays, Dec. 8 and 15. Find details at ptmainstreet.org.

Unique local gift options will also be available from nearly 100 vendors at another longstanding community tradition, the **Chimacum Arts & Crafts Fair**, slated for Saturday-Sunday, Dec. 8-9 from

10 a.m.-4 p.m. at 91 W. Valley Road in Chimacum. The holiday destination event, now in its 31st year and coordinated by Thunderbull Productions, is the largest and longest running festival in Chimacum and all profits raised support East Jefferson County students. And don't miss being in the community portrait that Saturday at 9:55 a.m., followed by the opening ceremony!

Another holiday must-do is taking in the sweet sights and smells of **Aldrich's Gingerbread Contest** at Aldrich's Market, 940 Lawrence St. in uptown Port Townsend. Contest entries can be dropped off at Aldrich's starting Saturday, Dec. 15.

Want to know more about wintertime events throughout Jefferson County? Our Port Townsend Visitor Information Center is a hub for holiday happening details and more! Give us a call at 360-385-2722.

Supplement to the
November 28, 2018

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



Where Has This Year Gone?

by Executive Director
Arlene Alen,
CPM, IOM



Arlene Alen

The holidays are rapidly approaching and along with it come another wave of visitors to Jefferson County. With winter weather closing in, our visitors are often shopping for gifts and traversing this eminently walkable community – some with only a cell phone to guide them. Facing challenging weather conditions on top of navigating unfamiliar roads while keeping an eye out for pedestrians, bicyclists and an open parking spot can make for difficult driving for even our most seasoned travelers. Let's all be extra cautious while navigating through downtown,

uptown and beyond this holiday season, and considerate of our out-of-town visitors who need to park near our shops and businesses as well.

Holiday Parking

The **Haines Place Park and Ride** at 440 12th St. in Port Townsend, is within 3-4 blocks of our uptown and downtown shops. Perhaps it's a good time for businesses to remind employees that walking a few blocks to work might help put additional dollars into the pockets of local merchants – their own employer included. And besides, who doesn't like getting a bit of fresh air! Wouldn't it be wonderful if our guests could rapidly find a place to park and be able to start enjoying the many festive sights, sounds, events and shopping options our com-

CHAMBER EVENTS CALENDAR

Monday – Tuesday, December 24 – 25
Closed for Christmas holiday

Saturday, December 1 @ 9:00 a.m. – 3:00 p.m.
Toys for Tots "Fill the Bus with Toys" Drive @ Chamber office (outside), 2409 Jefferson St., PT (Toy and monetary donations accepted!)

Monday, December 3 @ 11:45 a.m. – 1:15 p.m.
Chamber Luncheon @ Elks Lodge, 555 Otto St., PT (Bring a toy donation for the local Toys for Tots program!)

Monday, December 17
No Chamber Luncheon. Enjoy the holidays!

Tuesday, January 1
Closed for New Year's Day holiday

Monday, January 7 @ 11:45 a.m. – 1:15 p.m.
Chamber Luncheon

munity has to offer as soon as they arrive? Food for thought?

Chamber Website

The first phase of the Chamber's new website – **www.jeffcountychamber.org** – and back-end system have officially launched. We'll be adding additional content to this phase and more to come in the months ahead. Thank you all for your patience, support and input during the web transition.

While the Membership Information Center (MIC) on our website is easy to use, there can be some confusion for those not used to working in this type of system and we

are here to help! To assist you in getting started, our team will be holding **free monthly MIC Training Workshops at the Chamber** for the next few months. Our plan is to have small groups to facilitate individual attention and have you back in your business within an hour. E-mail us at admin@jeffcountychamber.org to reserve your training spot.

Want to Mix and Mingle?

Just a few months remain open for 2019 Business after Business Mixer hosts. In keeping up with requests on a first-come, first-served basis – and with only 12 months to work with – you'll want to act

quickly to reserve a spot!

Please e-mail us at admin@jeffcountychamber.org to let us know your top three choices of desired month, and the location you wish to host from (which could be at your own facility, another business, the Chamber office, or other venue). If you want to co-host, we will try to match you with a "Mixer Partner" to share a month and stretch your resources – keeping in mind that all Mixer hosts and co-hosts are Chamber members.

To close, on behalf of your Jefferson County Chamber of Commerce, may your days be filled with magic and cheer. *Happy Holidays!*

Save the Date!

Join us for the **Jefferson County Chamber of Commerce's Community Leadership Awards on Sunday, April 7, 2019**, at Fort Worden!

Award nominations will be accepted starting Jan. 1, 2019, for the following categories: Business Leader of the Year, Citizen of the Year, Rising Entrepreneur, Young Professional of the Year, and Future Business Leader (*high school seniors only*).

Nominations are open to all Jefferson County residents. Visit the Jefferson County Chamber's website for details: www.jeffcountychamber.org.

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MEMBER SPOTLIGHT

Edensaw Woods, Ltd.

Launched in 1984 to provide specialty plywoods, hardwoods and veneers to the Olympic Peninsula boat building community, Port Townsend-based Edensaw Woods, Ltd., has been crafting an international reputation for providing high quality products for more than three decades.

Offering beautiful woods from sustainable forests, Edensaw operates its own on-site millhouse and offers an assortment of shop and hand tools, exotic woods

from around the world, live edge slabs, craft and turning woods, specialty burls, quality veneers, and marine plywoods and hardwoods. With custom moulding capabilities, they have duplicated classic Victorian trim and siding patterns to renovate homes on the National Historic Homes Register.

The company has grown to serve the entire Puget Sound region and employs 46 people through its Port Townsend and Tacoma (warehouse) locations. In recognizing a business model built upon honing relationships with suppliers and customers, Edensaw founder Jim “Kiwi” Ferris was named the 2016 Washington State Small Business Person of the Year.

Going Solar to Fuel the Future

One of Edensaw’s most recent innovations also showcases its commitment to clean and renewable energy. In early November, the company went solar by “flipping the switch” on the largest solar array in Jefferson County.

The array of 270 solar modular panels made in Bellingham, Washington, were installed on the roof of Edensaw’s largest warehouse at its Port Townsend facility by Cascadia Solar, a division of Frederickson Electric. In comparable terms, the solar array system will offset emissions equivalent to planting approximately 26,434 trees or taking approximately 224 cars off the road per year.

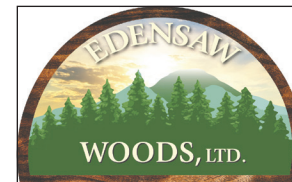
In “harnessing the power of the sun to fuel the

future of Edensaw Woods, Ltd.,” the company’s goal is to dramatically reduce the amount of power it pulls from the grid, save money, and feed back into the power grid the surplus it produces. The system is expected to generate 124,941 kWh per year and should reduce Edensaw’s power bill by nearly \$12,582 per year. Additional benefits include a USDA-approved grant toward the cost of installation, and a federal tax credit off the top of Edensaw’s 2018 tax return.

Community Stewardship

In addition to its economic and industry impact, Edensaw Woods also continues to make a lasting impact on the community. More than a decade ago, Ferris and Edensaw’s employees formed the nonprofit Edensaw Community Cancer Foundation (ECCF), which has raised more than \$250,000 for community members battling cancer.

For more information about Edensaw Woods, Ltd., visit edensaw.com.



Edensaw Woods, Ltd.

511 Seton Road, Port
Townsend
edensaw.com
info@edensaw.com
360-385-7878



State Rep. Steve Tharinger (left) was on hand with Edensaw Woods founder Jim “Kiwi” Ferris to flip the switch on Edensaw’s new solar array in November. Courtesy of Edensaw Woods, Ltd.



Cascadia Solar recently installed 270 solar modular panels on the roof of Edensaw Woods’s largest warehouse at its Port Townsend facility. Photo by Cascadia Solar, courtesy of Edensaw Woods, Ltd.



Edensaw Woods, Ltd., boasts the largest solar array in Jefferson County at its Port Townsend facility. Photo by Cascadia Solar, courtesy of Edensaw Woods, Ltd.

NEW MEMBER SPOTLIGHT

Hey Baby

Having moved away from her hometown of Port Townsend as a child, business owner Nettie Witheridge says she always knew she wanted to come back to this town where she was born and raised. Upon that return with a family of her own, she discovered a local need for children's clothing options and it sparked the idea that has since blossomed into a business – Hey Baby.

Bolstered by a background in retail, Nettie opened her children's clothing consignment store, located at 2108 W. Sims Way in Port Townsend, in early August. The store offers gently used and high-end clothing in sizes ranging

from preemie to 14/16 for boys and girls, as well as a growing selection of maternity clothing, books, shoes, and the necessary baby items.

"My goal in opening this shop was for local families to be able to come into my store and buy an entire outfit or two for under \$10," she said. "I love working with people and helping our community shop locally."

Special Deliveries

Over the past three months, Nettie has grown Hey Baby from 13 consignors to more than 80. She said the experience has been a learning curve and is grateful for the community support and constructive feed-

back she receives every day.

While not all consigned items can be accepted to sell at the store due to overwear and tear, Hey Baby works to ensure that those usable items don't go to waste. For clothing that consignors don't want returned, the store donates them to the local foster program and in the past few months has donated more than 10 bags of clothes!

Parenting Plans

Along with continuing to build relationships with consignors, customers and the business community, Nettie said she hopes Hey Baby will become a destination



Hey Baby is a children's clothing consignment store offering gently used and high-end clothing as well as books and maternity clothing. Courtesy of Hey Baby.

for parents to bring their kids. Looking to the future, she is planning to host events at the store for parents to come and socialize, shop, and meet new people.

"It takes a tribe to raise a family," she said. "The more we as parents stick together, the better!"



Nettie Witheridge, owner.

Hey Baby

Nettie Witheridge,
Owner

2108 W. Sims Way,
Port Townsend

www.facebook.com/heybabyp2018

heybabyp2018@gmail.com

360-344-8057

Book Our Readerboard for 2019!

Imagine the hundreds of drivers coming and going from Port Townsend each day seeing notice of your upcoming event. *Talk about high visibility!*

Consider booking the Jefferson County Chamber's Readerboard for 2019! Advertising is open to all businesses and nonprofit organizations and groups, and Chamber members may receive a significant discount (based on membership level).

The Readerboard is intended for advertising community events of interest to locals and visitors alike. Political or religious messages are not permitted. Our Readerboard is located along Sims Way, just south of the Chamber's office at 2409 Jefferson St. in Port Townsend.

Reservations for the Readerboard may be made up to one year in advance, and for those who hold annual events this is a great way to assure space for promotion. Reservations are currently being taken for 2019. Contact VIC/Volunteer Coordinator Debbie Reid at 360-385-2722 or info@jeffcountychamber.org to book your spot!



George Martin, one of several Chamber volunteers on our Readerboard crew, is ready to help advertise your event! Courtesy of the Jefferson County Chamber.

MEMBER SPOTLIGHT

The Washington Hotel

Centrally located in the heart of downtown Port Townsend, The Washington Hotel is a four-suite boutique hotel that could easily be considered one of the city's hidden gems in accommodations. Overlooking Washington Street – its namesake – from its second-story vantage point and located across from the historic Haller Fountain, the hotel mixes old-time charm with modern comfort and stylish design to create a unique overnight visitor experience.

A Metropolitan Getaway

With a total of four non-smoking suites available, ranging from a studio to a two-bedroom unit that sleeps five, all suites at The Washington Hotel include a private bath, flat screen TV, small refrigerator, coffee pot, complimentary Wi-Fi, and off-street parking. The hotel has a common kitchenette, while the basement has a garage

suitable for overnight storage of bicycles or kayaks.

Also notable among its many unique features is how guests can forgo a customary check-in by going straight to their suites upon arrival, thanks to keypad entries. Upon entering those suites, guests are greeted by warmly lit rooms and music.

A Touch of Romance

With a layout perfect for wedding parties and families who wish to stay together, including the option to rent the entire hotel for up to 16 guests, The Washington Hotel has become a destination accommodation for wedding parties. Hotel manager and self-admitted “resident romantic” Marilou Sullivan also loves to help with the details, such as including flowers in one's suite, to make each guest's stay memorable.

“We have had different wedding groups, including

brides' families, grooms' families, and bridal parties,” said Sullivan, who has managed the hotel since 2005. “I am always putting together different packages, gift baskets, or making arrangements to have items placed in rooms prior to check-in. Pretty much anything that is possible, I will arrange.”

Sullivan's husband, Patrick, is also a wedding officiate available to perform marriage ceremonies for hotel guests should the need arise.



With personalized guest packages available, The Washington Hotel is an accommodation destination for those seeking an added touch of romance. Courtesy of The Washington Hotel.



Old-time charm meets modern style in all four of The Washington Hotel's second-story suites. Courtesy of The Washington Hotel.

Positive Reviews

What do guests say about The Washington Hotel? Its reviews, including on such travel sites as TripAdvisor and Yelp, are overwhelmingly positive and with common themes that include it being a clean, quiet, secure, and conveniently-located establishment. For reservations and additional details, visit its website at washingtonhotelporttownsend.com or call 360-301-1271.

The Washington Hotel

825 Washington St.,
Port Townsend

washingtonhotelporttownsend.com

inquiries@washingtonhotelporttownsend.com

360-301-1271

With Our Thanks

The Jefferson County Chamber of Commerce extends its appreciation to **Kristin Manwaring Insurance and 1st Security Bank – Hadlock Branch** for sponsoring our Chamber Luncheons in November and **Habitat for Humanity of East Jefferson County** for hosting our Business after Business Mixer on November 13.

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The *Best* is Yet to Come

Continuing Positive Momentum into 2019

by Rob Birman, JCCC Board President

The Chamber Board gets weary of a quip I like to share every now and then. It relates to our esteemed President-Elect, Karen Best, owner/operator of Coldwell Banker Best Homes in Port Ludlow and Port Townsend, and the fact that her term as President will begin on January 1. I like to say that “the *Best* years are yet to come!” It’s true on many levels.

The Chamber’s motto is “*building business, building community*,” and it is that second half which provides both the joy of being associated with the Chamber and its more than 400 members, volunteers, board, and staff – and the challenge. Our County is large. At over 2,100 square miles, one can drive 120 miles from one end of Jefferson County to the other.

The path to building business is fairly straight-forward. Partnering with the Economic Development Council, our incorporated city and town leaders, the Olympic Peninsula tourism industry and others, the Chamber shares a role in helping recruit and retain businesses for our region. I am pleased to note, according to the latest census, that we are evenly divided among women-owned businesses, and those owned by men, which I interpret as a positive example of our area’s progressive nature.

Building community is less straight-forward, given our footprint, but just as rewarding. It



JCCC Board President Rob Birman

starts with the vital volunteer force that aids so many organizations in our County, including our own. The Visitor Information Center (VIC) in Port Townsend runs almost exclusively on volunteer talent. Civic leaders and activists donate more than 2,000 hours per year in service to the Center in Port Townsend valued at more than \$50,000 per year (via the 2018 valuation model sanctioned by Independent

Sector). The same, surely, is true for our partners at the County VIC, but so too is it true for the myriad non-profit organizations throughout our region. When massed together, it is nearly certain that the value of volunteer hours in our County would rank as the largest annual “payroll” of all.

As tourism drives so much of our economy in Jefferson County, we owe immense gratitude and thanks to the volunteers to connect guests to local accommodations, festivals and events, retail merchants, outdoor activities, parks, restaurants, farms and more, and I express the entire Board’s thanks to our stellar team of citizens who make this possible.

We define community in ways both large and small. Our smallest community samples may be our staff and our board. Nonetheless, each support the other and help keep all of us energized in building a stronger future for business in Jefferson County. 2018 has been a transition year for the Chamber, and the Board and I are encouraged by many changes underway to make the Chamber’s impact even greater. I thank Executive Director Arlene Alen, and staff Beth Juran, Debbie Reid and Renée Mizar and my colleagues Karen Best, Sarah Hadlock, Kris Nelson, Rebecca Benjamin, Brian Kuh, Lloyd Mullen, Dana Petric, Richard Tucker, Stephen Sklar, Aislinn Palmer, Heidi Haney, and Robert Frank for their governance on our board. Let’s make 2019 our best year yet!

CHAMBER CONTACTS

STAFF

Arlene Alen
Executive Director
director@jeffcountychamber.org
360-385-7869

Beth Juran
Membership Experience
Manager
membership@
jeffcountychamber.org
360-385-7869 ext. 201

Debbie Reid
Visitor Information Center/
Volunteer Coordinator
info@jeffcountychamber.org
360-385-2722

Renée Mizar
Administrative Assistant
admin@jeffcountychamber.org
360-385-7869

DIRECTORS

Rob Birman
Centrum

Karen Best
Coldwell Banker Best Homes

Sarah Hadlock
The Business Guides

Rebecca Benjamin
North Olympic Salmon Coalition

Kris Nelson
The Old Whiskey Mill, Sirens
Pub, Alchemy Bistro

Brian Kuh
EDC Team Jefferson

Lloyd Mullen
The Leader

Aislinn Palmer
Bayside Housing

Stephen Sklar
Edward Jones Financial

Dana Petrick
Dana Pointe Interiors

Richard Tucker
Jefferson Land Trust

Heidi Haney
Tippy Gypsy

Robert Frank
PT Marine Trades Association

Physical/Mailing Address:

Jefferson County Chamber of
Commerce
2409 Jefferson St., Port Townsend,
WA 98368

*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.*

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.

IdealSeat

While a high-profile clientele ranging from sports teams like the Seattle Storm and Jacksonville Jaguars to concert venues and live event companies nationwide, IdealSeat co-founder and CEO Joel Carben had his pick of where to locate his innovative data business anywhere in the world. He chose Port Townsend.

Working to improve the fan experience and counter recurring revenue loss in ticket sales, IdealSeat's Artificial Intelligence and proprietary algorithm analyze over 500,000,000 data points daily to produce fan experience recommendations. Now covering more than 130 stadiums and event venues, IdealSeat is a B2B Experience Recommendation Engine that has transformed the ticketing marketplace by helping companies increase conversion rates and lifetime customer value while getting a 10-fold return on

investment.

How does this innovation translate to consumers? Simply put, the company's technology is revolutionizing the way we buy tickets. In providing actionable data to support e-commerce, venues can create an enhanced overall customer experience and increase loyalty. Want to find your perfect stadium seat to bring your family to the game, while finding the best food and view? IdealSeat's Fan Intelligence™ platform can do that and, in doing so, help

teams to increase their revenue and reduce customer service costs.

IdealSeat is very active in the growing local technology community. Located at the CoLab, the company is sponsor of the Web Developers Meetup, member of the Digital Leadership Group, and supported by members of the Local Invest-



IdealSeat co-founders (left to right): CTO Spencer Fornaciari, CEO Joel Carben, and CMO Adam Navarrete. Courtesy of IdealSeat.

ment Opportunity Network. CEO Joel Carben shared: "Jefferson County is an amazing place to build a business and attract talent due to our high quality of life and innovative spirit. Myself, my family, and our company are proud to build on the rich history of the region for the next generation."

To learn more about this innovative locally-based business, visit IdealSeat's website at idealseat.com.

Help Us Go Greener!

Beginning early next year, the Jefferson County Chamber will be increasing our digital distribution of the *Business Insider* and decreasing our printed distribution. Our newsletter will still be distributed through *The Leader*, but we are seeking to reduce the number of printed copies we then mail directly to our members.

We know many Chamber members like to read paper-based copy and we will continue to honor that upon request. If you'd like to continue receiving the printed newsletter in the mail as part of your Chamber membership, please contact Administrative Assistant Reneé Mizar at admin@jeffcountychamber.org or 360-385-7869 to be placed on our USPS distribution list.

Let's Promote JeffCo!

Do you love living in Jefferson County and want to help promote the wonders of our area to locals and visitors alike? Then consider becoming a Chamber volunteer! 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!

Interested to start sooner than that! Reach out to us anytime at 360-385-7869 or info@jeffcountychamber.org.

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IdealSeat

Joel Carben, Co-Founder & CEO

Based in Port Townsend

idealseat.com joel@idealseat.com

206-601-9312

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VOLUNTEER SNAPSHOTS

Justina Sutherland



**Began as JCCC
Volunteer: 2018**

"Starting as a sandy-footed Irondale kid bicycling around the neighborhood until the street lights came on, I have been lucky enough to call the Olympic Peninsula home. My family is deeply rooted in the community and have taught me to appreciate all the wonderful things about this area. I currently live in Chimacum with my partner, where we

have access to all the fresh food from neighboring farms. Exploring the Olympic Peninsula is my passion, and I love to hike, camp, and pick wild berries in my free time.

I became a real estate agent because it seemed like the perfect opportunity to learn from the community, introduce others to the beauty of this area, and inspire them to find their own place to call home."

Justina works as a real estate broker at Windermere Port Townsend.

George Martin



**Began as JCCC
Volunteer: 2018**

"When we first came to Port Townsend, we stopped at the Visitor Information Center. A gentleman there said welcome and once you get settled in, you can start volunteering! How right he was! The ReaderBoard is my latest volunteer effort.

I also help cook at the Port Townsend Senior Center, have volunteered for the Port Townsend Wooden Boat

Festival, and was elected as a Trustee for the Cape George Colony Club. While in Pullman, I did Meals on Wheels. Communities run on volunteerism and you get a good feeling helping others."

Thank you for your ongoing support of the
Chamber and our Community
President's Circle



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CHAMBER MIXER

**Our Thanks to the Following for Hosting
Business after Business Mixers in 2018:**

Port Townsend Masonic Hall,
Dailey Computer Consulting, Inc.,
Stephen Sklar of Edward Jones,
The Old Whiskey Mill,
Jefferson County Historical Society,
Peninsula Credit Union,
Port Townsend Vineyards,
Key City Public Theatre with Aldrich's
Market,
Port Ludlow area businesses,
Skookum Contract Services,
Habitat for Humanity of East Jefferson
County

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