



BUSINESS NEWS

February 2011 *Bainbridge Island Chamber of Commerce*



Ciscoe Morris



CISCOE MORRIS HEADLINES HOME & GARDEN SHOW

Celebrating Sustainable Living

The unflappable **Ciscoe Morris** returns as a keynote speaker at the Bainbridge Island Home and Garden Show. The show, now in its eighth year, will be held Saturday April 9, from 9 a.m. to 5 p.m., at Woodward Middle School.

A separate event - an **Eco Tour**, featuring green and sustainable homes, buildings, businesses, and winter gardens - will be held Sunday April 24th, corresponding with Island Earth Day celebrations. The self-guided Eco Tour will be held from 11 a.m. - 4 p.m.

The Eco Tour will provide participants with an insider's glance at some innovative commercial and residential green buildings on the island, plus some fabulous year-round gardens.

The H & G Trade Show will feature more than 70 local and regional exhibitors, plus speakers, workshops and demonstrations on everything from home building, home repair, gardening and other money-saving tips for your remodel, to landscaping and gardening projects. This year's theme is "Celebrating Sustainable Living on Bainbridge Island."

Exhibitor fees are \$250 for a 10 x 10 space. A 20% discount will be provided to Chamber members who register before March 25.

Ciscoe Morris doles out gardening advice on his weekly Seattle radio show and TV show - "Gardening With Ciscoe." He will appear at approximately 3 p.m. at the Home & Garden Show. Other H&G Show presenters will be announced in the weeks ahead.

The two events are produced by the Chamber of Commerce in partnership with Premier Sponsors **Puget Sound Energy, Bainbridge Gardens** and **Fairbank Construction Co.** Corporate Sponsorships are still available. For more information, please contact Kevin Dwyer at (206) 842-3700.

Home & Garden Show

Saturday April 9

9 a.m.-5 p.m. Woodward Middle School

A trade show with Exhibitors and Presentations

Eco Tour

Sunday May 1

11 a.m. - 4 p.m.

Self-guided tours of sustainable homes, buildings, businesses, and winter gardens

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EXPECT MORE OF THE SAME IN LOCAL ECONOMY IN 2011



Chris Miller



Tom Cox



Kelly Muldrow

The Bainbridge Island economic picture in the year ahead is not much different than it has been in the past 12 months or so.

Real estate and building activity – the main drivers of the island’s economy – are predicted to be relatively flat in 2011. The one upside is that the unemployment rate in Kitsap County is less than the statewide average of more than 9%.

Chris Miller of Coldwell Banker MacKenzie Associates, **Kelly Muldrow** of Windermere Commercial, and **Tom Cox**, managing partner of Vestory, a money management firm with offices in Seattle, provided a snapshot of the year ahead at the Chamber’s annual Economic Forecast Luncheon.

Miller predicted “modest improvement” in 2011 over 2010, when there were 255 residential sales compared with 213 in all of 2009. The number of days a housing unit stayed on the market before it sold dropped from 197 days in ’09 to 162 in ’10.

The median price of a single family home and/or condo on the island shrank slightly in 2010 to \$540,000 from \$547,000 in 2009.

Not surprisingly, the biggest sale in Kitsap County last year was a home in Port

Madison that fetched \$2.6 million. A condo in our Marina District sold for \$1.3 million.

Miller said job growth in and around Puget Sound, plus “what’s happening in the rest of the economy” will have a bearing on residential sales in 2011. He said he expected foreclosures to continue to rise slightly.

Muldrow, meanwhile, said the retail and office vacancy rates on Bainbridge Island continue to rise. Available retail space jumped to nearly 13 % in ’10 compared to just under 9% in ’09. Office space rose to 17% in ’10, from around 15% in ’09.

“There is a lot of downward pressure on the market right now,” Muldrow noted. He said there are roughly 55 office spaces, 16 retail spaces, and 14 industrial spaces now available on the island.

Sales of commercial property and land have dropped considerably in recent years, from a peak of nearly \$90 million in 2007 to just under \$6 million last year.

Some businesses closed their doors in the past year, such as **Adam & Eve**, **Cake**, the **Winslow Cabinet shop**, and one wine shop, while others opened their doors for the first time. These include **Hitchcock’s**, **Local Harvest**, **Rooster’s Café**, **Bath Junkie**, and the **Go Green** car dealership.

One very visible project taking shape, according to Muldrow, is **Island Gateway**, which will include the new headquarters of **Avalara Inc.**, the **Bainbridge Island Art Museum**, and number of smaller businesses, including one or two restaurants.

Cox predicted the nation’s Gross Domestic Product would rise by just 2.5% in 2011, and said unemployment, which has hung steady in the 9.4% range nationally and inflation (1.5%) would likely remain very much the same.

He said he expects housing prices to “bottom out” in 2011, stocks to keep rising, and Congress to reduce spending. He cautioned investors to watch out for economic collapses such as those happening in Europe, inflation in emerging nations, and the likelihood that the bond market could burst. – Kevin Dwyer

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THE INS AND OUTS OF FORMING A BUSINESS ENTITY OR EMBELLISHING ONE



Bainbridge Chamber member and attorney **Cynthia Massa** delivered an insightful presentation to the Bainbridge Business Connection group on the ins and outs of business formation.

Massa discussed what a prospective or existing business owner should consider – everything from the cost of formation to goals, record keeping, personal liability, taxes, compensation and so forth.

She then highlighted the potential choice of entities. These included, sole proprietorship, general and limited partnerships, limited liability partnerships, C Corporations, S Corporations and Limited Liability Companies (LLCs).

Massa said most small businesses tend to be sole proprietorships or S Corps.

Her advise to small business people is to outline your business plan and include an agreement with your “partners”; form your entity and apply for all applicable business licenses; establish formal business practices; establish record-keeping and accounting procedures; engage appropriate professional counsel as needed; be “involved” with your financials; file federal and state tax returns as required. And, of course, have fun!

MEMBER NEWS

WEST SOUND BUSINESS EXPO FEB 17.

The 4th Annual **West Sound Business Expo**, “The Largest one - day Expo of the Year” will be held at the Kitsap Sun Pavilion, at the Kitsap County Fairgrounds in Bremerton on Thursday, Feb. 17. The event is free and open to the public. Beginning at 1 pm, there will be Speed Networking and a business seminar with author Patrick Snow for exhibitors and chamber members. Doors will open to the public at 3:00 p.m. Chamber After Hours 5-7 pm. For more information, contact your local chamber of commerce or The Logo Loft, Inc. at 360-394-5638.

The West Sound Business Expo is coordinated by the eight Chambers of Commerce in the Kitsap/North Mason region: Bainbridge, Bremerton Area, Gig Harbor, Kingston, North Mason, Port Orchard, Greater Poulsbo and Silverdale.

CONGRATS TO WINNER

Congrats to **Cindy Black** at **Paper Products**, who was the winner of the GIA Cell Guard drawing advertised in last month’s Chamber newsletter flyer.

WINSLOW WAY CONTRACTOR SELECTED – AT LAST!

After more than a decade of hand-ringing, discussion and debate, the City of Bainbridge Island is finally moving ahead with the reconstruction of Winslow Way.

The City has identified Tucci and Sons out of Tacoma to be the lowest general contractor bidder for the the \$4.34 million project. For more info: www.tucciandsons.com. Interestingly enough, there were five bidders and all but one were within 4% of the final bid.

Work is slated to begin on Winslow Way on or around March 28th; preliminary work by the contractor and/or city employees is likely to start in mid-to-late February.

Issues such as a workable employee parking plan and a communications plan for both businesses and the public at large are being finalized. Stay tuned!

WINSLOW WAY SUBJECT OF FEBRUARY LUNCHEON

Acting City Engineer **Chris Wierzbicki**, the city’s point person for the Winslow Way Reconstruction project will be the keynote presenter at the Chamber’s February Luncheon.

Wierzbicki will discuss the many aspects of the multi-million infrastructure project that has been in the works for more than a decade and is slated to begin in earnest in late March.

The **Chamber luncheon** will be held on **Feb. 16** at Wing Point Golf & Country Club. The cost is \$15. You can register online, www.bainbridgechamber.com or call (206) 842-3700.

FEBRUARY AFTER HOURS

Date: Feb. 24 **Time:** 5:30-7 p.m. **Host:** Businesses at **The Winslow**, corner of Ericksen and Winslow Way: **The Island Gallery Inc. My Kids’ Cookies, Carney-Cargill, Inc., Morrow Kidman Tinker, PLLC, Gilbert Thomes Jewelry, RePower Bainbridge, Renew Day Spa, LLC, Morgan Stanley Smith Barney, Northwest Child Neurology, (Stephen T. Glass, MD) .**

Network with business friends and associates at this free Chamber event.

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RENEWING MEMBERS...

The Bainbridge Island Chamber of Commerce commends these businesses for renewing their membership:

Members	Years		
Columbia Bank	63	Harris/Zommers Interiors	9
Brandy's Building	39	Al Philips	9
Bainbridge North Storage	33	Bainbridge Island Physical Therapy	8
Bainbridge Island Electric	33	PAWS of Bainbridge Island / North Kitsap	7
Thornburgh Insurance Agency	32	Thomas Alpaugh, Attorney At Law	7
Bainbridge Island Review	20	Ihland Garden Dental Care	7
Winslow Hardware Building	16	Moff Interactive Inc.	6
Bainbridge Chiropractic Centre	15	Averill Communications	6
Elmquist Associates, Inc.	15	Christine Rolfes WA State Representative	5
Pegasus Investment Management LLC	13	Branley Productions	5
Bainbridge Performing Arts	12	Evergreen Real Estate & Property Management	6
Bainbridge Public Library	12	Carrie Greer-Prudential NW Real Estate	5
Positive Futures Network	12	Guy W Dunn CPA, PS, Inc.	4
Mesolini Glass Studio	10	Islandental	4
Johansson Clarke Real Estate	11	Kaminski & Associates	4
Sound Electric	10	Mathews Devopment Co.	4
Elizabeth B. Greenlees DVM	10	Sharon J. Schellinger PHD	4
Olympic Glass Inc.	10		
Coast Capital Management	9		

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Spotlight on Business

Bainbridge Concierge

Jessica Osborn

(206) 780-4646

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customerservice@bainbridgeconcierge.com

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We treat every home, event, issue and life as if it were our own. Our experience, knowledge and reliable care can help when you need it most, thus helping you save time and achieve a more balanced rewarding life.

As three local women who met during the US Census, we found working together fun. We knew as federal employees we had gone through an extensive background check, and were thus

secure in our decision to blend our work backgrounds into Bainbridge Concierge.

Penny Brewer has a MA in health related behavior, founded a preschool, and was a social worker, patient advocate and clinic office bookkeeper.

Marcy Stoeven, a film editor and photographer, has also consulted on interior and landscape design, was a personal assistant to Hollywood celebrities and is a professional Nanny.

Jessica Osborn, founder of A is for Artists Gallery, was a GM for a 100 room Inn, planning weddings and events, raised animals on her farm and can give insulin shots to small animals.

Check our website, www.bainbridgeconcierge.com for what we have to offer. Don't see what you need? Call us with your request. If we can't fulfill it, we will find someone who can.

Companies are chosen for the Spotlight on Business in a drawing at the Chamber's Monthly Membership Luncheon

Melanie Benson Floral Design

Melanie Benson

Floral design studio on Bainbridge island

206 947 7187

mel@melaniebensonfloral.com

www.melaniebensonfloral.com



Hi everyone it's me, Melanie Benson – owner, designer, bucket washer, secretary, delivery person, and all else that goes with operating a small floral business. Don't worry, I have done all this before – my parents had a flower shop in the San Francisco Area. Sometimes you have to be everything. My husband, Lloyd, and I moved here almost 5 years ago from California and fit right in. He started the Bainbridge Island Yacht club and I worked for Town and Country Market until 3 years ago when I opened Melanie Benson Floral for weddings and other festive occasions. Soon I will have an online store for ordering everyday flowers. I am open by appointment, but drop by anytime or check out my web site for some flower inspiration. Thanks.

Mark Your Calendar for Chamber Events



Wed. 16. Chamber Luncheon 11:30
Wing Point Country Club

Thurs. Feb. 24 After Hours at corner of
Ericksen & Winslow Way

Sat. Apr. 9 Home And Garden Show

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For ads, articles and press releases – Mon. Feb. 14 For inserts – Thurs. Feb 24.
Call to reserve space. We will need a PDF copy emailed to us, and payment online or bring in a check by the deadline. Questions? Contact editor Betsy Leger at the Chamber office, 206-842-3700, or betsy@bainbridgechamber.com.

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