

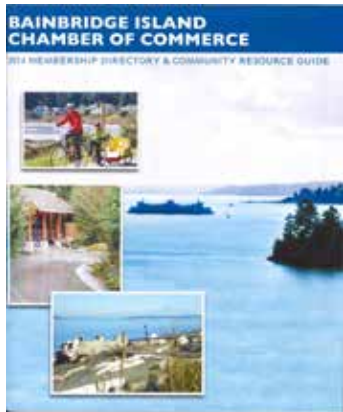


BUSINESS NEWS

“Creating a Strong, Sustainable Local Economy”

September 2014 Bainbridge Island Chamber of Commerce

2015 MEMBERSHIP DIRECTORY & COMMUNITY RESOURCE GUIDE



Maximize Your Marketing Dollars with the Chamber Directory

For more info about advertising, contact Marleen Martinez at the Review: (206) 842-6613 or mmartinez@bainbridgereview.com

Don't Delay Act Now!

Advertising Opportunities For Chamber Members

- 5,000 copies available to all chamber members, mailed to Review subscribers, & included in relocation & tourist packets.
- Two directories in one! Both alphabetical and categorical listings will direct customers right to you
- Informational editorial content begs to be read and kept for ongoing reference
- Your participation will help support the Chamber since a portion of the proceeds goes to the Chamber

Important - Chamber Members:

Be sure your Chamber Listing is up to date.

All chamber members are listed in the directory. Check your listing on our website for accuracy and category, for inclusion in the 2014 directory. To check or update your information, log into your Chamber account on our website. If you need assistance, email Mickey at mickey@bainbridgechamber.com. **Deadline is Oct. 31st.**

Future Members:

Thinking about joining the Chamber? There's no better time. Contact the Chamber to be included in next year's directory.

BAINBRIDGE ISLAND CHAMBER SETS SAIL WITH NEW LOGO

Realizing that simple and easy-to-recognize design is important in today's digital world, the Chamber board asked fellow board member Damien Lawson of DARO Creative to take on the challenge of creating a new logo.

After six months of testing and tweaking representing many hours of donated time, Damien and his team hit the mark with this simple and elegant solution that is iconic of island life.

You will soon see our new logo on our stationery and signage, on our website and social media sites, on the brochures we produce in-house for local dining, lodging, family fun and other visitor information, at our events, and on the new Chamber island street map available now at the Chamber office.



NOMINATIONS NOW OPEN FOR 2014 CHAMBER MEMBERSHIP AWARDS

Did a Chamber member business go above and beyond? Nominate them for an award.



- *Citizen of the Year (Bainbridge resident)*
- *Small Business of the Year*
- *Medium-Sized Business of the Year*
- *Large Business of the Year*
- *Non Profit of the Year*
- *Sustainable Business of the Year*

Nomination forms and more information at BainbridgeChamber.com

Save the Date: February 7 Installation Dinner and Awards Banquet

UPCOMING CHAMBER EVENTS SEPTEMBER BREAKFAST

Fri., Sept 12, 7:30 - 9:00 AM at IslandWood - 4450 Blakely Ave. NE. **Three speakers from the community. Rotary Update** by Larry Judd, President; **B.I. Parks Update** by Douglas Slingerland, Project Manager, B.I. Parks; **City of Bainbridge Update** by Kellie Stickney, Community Engagement Specialist at C.O.B.I. The public is welcome. Sign up online before midnight Sept. 10 and save \$5. (Or call 206-842-3700 before 5 PM Wed, Sept. 10) Current Members \$18, Future Members \$23. *At the Door* Current Members \$23, Future Members \$28.

Cancellation: If you need to cancel your breakfast reservation, please remember that we can refund your payment only if you let us know before 5 PM on the Wednesday before the breakfast.

SEPTEMBER AFTER HOURS

Thurs. Sept. 25, 5:30 - 7 PM. At **Smallwood Construction** at 8356 NE Day Rd E. Free event, no reservations necessary. The public is welcome.

4 JULY PARADE WINNER BLACKBIRD BAKERY GIVES ITS \$1000 PRIZE TO THE BAINBRIDGE LIBRARY



Carl Nordstrom and Katie O'Mara of Blackbird Bakery; Frank Buxton and John Ellis, with Library Board president Linda Meier, Library Branch Mgr Rebecca Judd, and Chamber CEO Rex Oliver. Carl Nordstrom was responsible for coming up with the pie idea and getting it rolling.

OFFICEXPATS SEPTEMBER WORKSHOPS

The September Tuesdays@noon theme will be: **Marketing Trends and Strategies for Small Business.** Review your key marketing tools: (1) your brand and your unique value, (2) your website design and content strategy, (3) your social media, and (4) your e-mail communications. From these workshops, you'll decide if they are serving your needs and the expectations of your audience. You'll get a bit of tried-and-true best practices mixed in with what is needed to stay relevant in a rapidly changing social and technical environment. Register Now!

All workshops are Tuesdays, 12-1pm:

Sept 9, Building a better brand, with Michele Jewett.

Sept 16, Web site trends for usability, content, and design, with Marietta Szubski

Sept 23, Get a social media strategy! with Trish Bittman

Sept 30, Email marketing Do's and Don'ts for success on any device, with Marietta Szubski

Some questions you can expect to hear over and over in this series:

Relevance "How does this topic or project relate to our biz goals?"

Content "Will the story or content resonate with our audience?"

Copy "Is the message memorable?"

Design "Is this project on-brand and professionally polished?"

CTA "What do we want our audience to do next... and why?"

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eagleharborwindowcoverings.com

HunterDouglas
Gallery

Michelle Coddington
Owner / Designer
Email
mc.ehwc@gmail.com

BAINBRIDGE BUSINESS CONNECTION

Friday mornings at **OfficeXpats**, Upstairs in the Pavilion, 403 Madison Ave N, Bainbridge.

- 7:30-8:00 – coffee, visiting, informal networking
- 8:00-8:30 – Group Discussion (topics announced)
- 8:30-9:00 – more networking, sharing, visiting

A free event. Info: BBC Blog at www.bainbridgechamber.com; 206-780-2177, info@officeexpats.com



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THANK YOU TO OUR RENEWING MEMBERS

Members	Years		
Island Health And Rehabilitation Center	42	Zamboanga	16 Mark Ulloa, CPA
Sears & Assoc. Inc. Insurance Agents & Brokers	26	Bremerton Bottling Co. Inc.	15 Tom Whealdon Construction
Custom Printing Co.	25	Bainbridge Chorale	13 Vancil Law Offices, PLLC
Nor'Eastern Trawl Systems, Inc.	25	Madrona School	13 Marc LaRoche Architects
Safeway Inc.	24	Trimble Vocal Institute	13 Asani LLC
Sound Data Systems	23	Kitsap Xerographic, Inc.	12 Studio Hanson / Roberts
Blinx, Women's Clothing and Accessories	17	St. Cecilia's Catholic School and Parish	12 Innovative Baby
		New Motion Physical Therapy, Inc.	10 Martha & Mary REHAB
		Wenzlau Architects	9 Madrona House

NEW CHAMBER MEMBERS

Acorn Tree & Stump Services, Inc.

Carl Koepf 360-297-0041
 Fax: 360-297-0558
 acorntreestump@yahoo.com
 P.O. Box 686 Poulsbo, WA 98370
 acorntreestump.com
Tree Services/Land Clearing

Alehouse on Winslow

Zach Ellen 206-317-6986
 hello@alehouseonwinslow.com
 500 Winslow Way E, Ste 110
 Bainbridge Island, WA 98110
 alehouseonwinslow.com
Tavern

Elizabeth LeMoine Photography

805-746-4326
 info@elizabethlemoine.com
 280 Wyatt Way NE Apt B206
 Bainbridge Island, WA 98110
 elizabethlemoine.com
Photography

Tasdemir Rugs

Murat and Lisa Tasdemir 206-780-6730
 tasdemirrugs@hotmail.com
 154 Winslow Way E
 Bainbridge Island, WA 98110
Rugs, Retail

Jeannette Franks, PhD, Gerontologist

206-755-8461
 jfranks1@comcast.net
 428 Harborview Dr. SE, Unit 141
 Bainbridge Island, WA 98110
Gerontologist

Rock Rent-A-Car, LLC

Jon Hibbs 206-317-6979
 jon@rockrentacar.com
 600 Winslow Way E, Suite 220
 Bainbridge Island, WA 98110
 rockrentacar.com
Car Rental

Rolling Bay Winery

Alphonse de Klerk 206-419-3355
 Fax: 206-937-5079
 deklerk@earthlink.net
 10314 Beach Crest Dr NE
 Bainbridge Island, WA 98110
 rollingbaywinery.com
Winery

Gateway Christian Schools

Mark Costa 360-779-9189
 Mark.Costa@gatewaychristianschools.org
 705 NE Lincoln Road
 Poulsbo, WA 98370
 gatewaychristianschools.org
Education/Schools

J'aime Les Crepes

Paul Pluska 206-780-6730
 paulheather100@hotmail.com
 143 Madrone Lane
 Bainbridge Is, WA 98110
 jaimelescrepes.com
Restaurant

Barrecor

Emiliana Delfino 425-241-7714
 emiliana.delfino@gmail.com
 360 Tormey Lane NW
 Bainbridge Island, WA 98110
Health & Fitness

Kevin Hawkins Public Relations

206-866-1220
 kevin@kevinhawkinspr.com
 403 Madison Ave N, Ste 240
 Bainbridge Island, WA 98110
 kevinhawkinspr.com
Communications

Kid Loves Duck Web Design

Paul Gilmore 206-898-9426
 paul@kldwd.com
 PO Box 4672, Rollingbay, WA 98061
 kldwd.com
Web Design

NEW MEMBER PROFILE

Cafe Trios

Angela Veeder 360-941-6936
 islandbistro2014@gmail.com
 772 Winslow Way E. Bainbridge Island, WA 98110
 cafetrios.com

The NEW Café Trios is open!

After months of preparation our doors are finally open, and we're ready to serve the neighborhood! The space will be very familiar to those who enjoyed Café Trios previously, but ownership is new. Our location is 772 Winslow Way E. in Harbor Square. We offer a delicious bistro-fare menu, premium organic espresso, local draft beers on tap, wine, fast WiFi & more! Our produce is organic and locally grown by Persephone Farm, and our organic coffee is locally and sustainably-sourced by Grounds for Change. We've been told

that our espresso and custom-crafted paninis cannot be beat! We invite you to see for yourself.

Want to wait for your ferry in comfort and watch the Seahawks game? Café Trios resides conveniently close to the ferry terminal, so we invite you to start or end your day here. Hours are tentatively M-F 8-8ish, Sat 9-7ish, Sun 9-5ish. We sport a sophisticated, spacious interior and an outdoor patio complete with umbrellas. And of course we're dog-friendly! Café Trios also welcomes any group rendezvous and will happily accommodate special events. Please call us at 206-201-3170 or visit our website at www.CafeTrios.com for more information.

We're excited to be among the new additions on the Bainbridge Waterfront, and we look forward to serving you! Angela, Michael & the friendly staff at Café Trios thank beautiful Bainbridge Island for the warm welcome.

NEW MEMBER AND NOW HIRING...

BARRECOR, a barre studio, is coming to Bainbridge island!

Barrecor is a fun, safe and challenging workout that incorporates strengthening, stretching exercises at the ballet barre with motivating music and an inspiring atmosphere. Barrecor works on body alignment, improving your posture. The small repetition of movements strengthens, lengthens muscles, tone thighs, arms, abdominals and seats. Barrecor method is a safe and extremely effective way to get your body in shape fast.

Barrecor is hiring instructors. We are looking for individuals passionate about teaching fitness. A background in fitness and experience with barre, pilates, yoga or dance is preferred but not essential. Candidates must have the ability to connect with clients, be confident, energetic and have the ability to count to music.

- Individuals selected to join the Barrecor team will be required to attend and successfully complete training in our unique method to be qualified as Instructors.
- Instructors must be available to teach 4-6 classes per week. The studio will have early morning, mid-morning, noon and evening classes during the week and then Saturday and Sunday mornings.

Interested candidates should submit their contact information, resume, a recent photo and teaching availability to Emiliana.delfino@gmail.com

Guest Article

BUSINESSES CAN AVOID LAYOFFS WITH SHARED WORK PROGRAM

It can happen to any business. Demand for your product or service slips. Maybe the market goes in the tank. All you know is your business is in a fix, and you've got hard decisions to make.

You don't want to lay off your skilled employees, but what else can you do to cut costs?

The **Employment Security Department** provides an alternative. It's called **Shared Work**. Under the program, businesses can reduce the hours of permanent employees, who can then collect partial unemployment benefits to replace a portion of their lost wages. This translates into immediate payroll savings and prevents the loss of skilled employees.

Plus, to make the program more affordable, the federal government will cover more than 92 percent of Shared-Work benefits through June 2015. That means you can participate virtually for free and there will be practically no effect on your unemployment-insurance tax rate.

Sterling Ramberg, co-owner of The Gear Works, had this to say about Shared Work: "We invested hundreds of thousands of dollars in our employees' training and couldn't afford to lose them. Shared Work helped us avoid that."

The flexibility of the program also makes it attractive. Your business can enroll some or all of your employees. You use it only when needed, and you can vary each employee's reduction anywhere from 10 to 50 percent per week.

Recent surveys show that Shared Work helps keep skilled workers, reduces payroll costs and improves employee morale. Employers who have used the program consistently recommend it to others. To learn more, watch our Shared-Work video, visit www.esd.wa.gov/shared-work or call 800-752-2500.

— Chad Pearson, Shared Work Marketing, Employment Security Dept.

Guest Article

SMALL BUSINESSES GAIN FEDERAL CONTRACTS

I am proud to announce that the federal government met its small business federal contracting goal for the first time in eight years. In Fiscal Year 2013, our government awarded 23.39 percent in federal contracts to small businesses. That's \$83.1 billion of contracting dollars, according to SBA's Small Business Procurement Scorecard.

Progress continues in several small business prime contracting categories. The SBA has increased its efforts and collaboration with all federal agencies to broaden opportunities for our small businesses to compete and qualify for federal contracts. The new "Quick Pay" program has accelerated payments from the government to small businesses so small business owners can maintain cash flow to grow their businesses. And, the private sector's equivalent, "Supplier Pay" program supports small businesses as well.

We all know that when small businesses earn federal contracts, it's a 'win-win' for the federal government and for small businesses, the innovative job creators who fuel the nation's economy.

As Regional Administrator, my goal is to ensure our small businesses continue to gain federal contracts to expand their opportunities and fuel the American economy. Therefore, you may be asking: what can my small business do to earn a share of federal contracts?

One of the first steps in becoming a government contractor is to determine if your small business qualifies for government contracts on SBA.gov. If your small business qualifies, you will need to register your business with the federal government's System of Award Management (SAM) website (www.sam.gov/portal/SAM/#1), the primary database of vendors doing business with the federal government.

The SBA offers many additional support programs for America's small businesses such as:

The SBA 8(a) Business Development Program offers an inclusive and broad scope of assistance to firms that are owned and controlled by underserved individuals. This program includes SBA's Mentor Protégé Program, designed to connect successful firms with 8(a) program participants to establish your small business entrepreneurial success.

The "ChallengeHer Initiative", a SBA partnership, with Women Impacting Public Policy and American Express Open, provides women a forum for discussion on federal contracting and connects women-owned businesses to increase their small business network.

And, SBA's SUB-Net is a comprehensive database listing subcontracting opportunities by large prime contractors and other non-federal agencies. This is an excellent and alternative way to gain your share of the federal contracting process. You can find the list of opportunities at www.sba.gov/content/sub-net.

You can learn more about small businesses and federal contracting through the Government Contracting Classroom which can be found at www.sba.gov/gcclassroom.

The SBA is here to help you, so if you have additional questions after exploring the various SBA tools mentioned above, please contact the Seattle District office at 206-553-7310 for additional resources and counseling.

—Calvin W. Goings - Region 10 Regional Administrator for the U.S. Small Business Administration (SBA)

Frogs on the Rock GALA Auction

 Frogs...and
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5:30pm

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Bainbridge Chamber of Commerce

Creating a Strong, Sustainable Local Economy

- Representing the Interests of Business with Government
- Promoting Sustainable Business Practices
- Providing Networking Opportunities
- Promoting the Community

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Newsletter Advertising Rates

Business card-sized ad \$40/month
Newsletter inserts \$75 email PDF to the Chamber
See deadlines below.
More info: betsy@bainbridgechamber.com

Article Submissions: Chamber members: We are looking for content about your industry that would be interesting to others. If you would like to contribute an article of 150 to 500 words about important news happening in your field, or share knowledge that would be of benefit to the membership and community, please contact Betsy Leger, betsy@bainbridgechamber.com. Our editorial board will review all submissions. We reserve the right to edit articles and to schedule them according to the needs of the publication.

BAINBRIDGE ISLAND CHAMBER OF COMMERCE
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