

# BUSINESS NEWS

"Creating a Strong, Sustainable Local Economy"

February 2013 Bainbridge Island Chamber of Commerce

## EXPANDED OPPORTUNITIES TO THE BUSINESS COMMUNITY

#### Meet Your Next Customer

## 2013 Bainbridge Home & Business Expo!

Saturday, March 23, 2013 10 AM to 4 PM at Woodward Middle School

\*Open to Businesses In All Categories\*



"See Your Community Businesses Under One Roof - Everything From Gardens to Web Design - One Stop Shopping - Hourly Prize Drawings." Free admission to the public.

#### **Vendors:**

10 x 10 booths available. Early Bird Special: 20% off (\$200) for Chamber Members who sign up before Friday February 22nd. Regular price \$250. Application Deadline Friday March 8th. Cancellation fee after Mar 8, \$50. Maximum two booth spaces per vendor. Limited electrical spots available. Booths will be reserved once paid for.

**More Information:** see our website at www.bainbridgechamber.com, or betsy@bainbridgechamber.com, or 842-3700.

Sponsorships Available. More Info: roliver@bainbridgechamber.com.



## JOIN YOUR FELLOW CHAMBER MEMBERS AT OUR FIRST CHAMBER BREAKFAST

Fri., Feb. 8, 2013, 7:30 - 9:00 AM at IslandWood 4450 Blakely Ave. NE.

New Day, New Time, New Meal, New Venue

**Suquamish Clearwater Casino** is planning a huge five year explansion which will include:

- ◆ A convention and meeting space that will be larger than anything in the West Sound
- ♦ A new hotel wing, enormous partking grarage,
- ♦ A remodeled casino

Come hear about all the details from CEO of Port Madison Enterprises, Russell Steele.

Sign up online or by phone at 206-842-3700 by midnight Wed. Feb 6th. Current Members \$15. Future Members \$20.

Sign up at the door or by phone after Feb 6th: Current Members \$20, Future Members \$25.



**Proposed Casino area expansion** 

# UPCOMING CHAMBER EVENTS FEBRUARY AFTER HOURS

Thurs. Feb. 28, 5:30-7 PM, Hosted by: **Schmidt's Appliance** at 750 Erickson Ave, Bainbridge. Food, wine, noshing, and cooking demonstrations on Schmidt's appliances. Come nosh and nibble. A free event Public welcome. No reservations necessary.

## BUILDING A SUSTAINABLE ECONOMY LECTURE SERIES

Fri., Feb. 15, 5:30-7 PM, Reception to follow.

**"Food For The Middle"** Fred Kirschenmann, a longtime leader in sustainable agriculture, talks about ethics and agriculture. Free at the Bainbridge Library. RSVP at bainbridgefood.eventbrite.com

# LEARN TO BUILD A WEBSITE IN WORDPRESS OfficeXpats' February Classes

Learn how to build a fresh, attractive website or blog using Word-Press with free or custom themes. OfficeXpat's February Tuesday@noon business skills workshops:

**Feb. 5,** From no website to a basic site up and running in 60 minutes or less. Includes a tour of the WordPress dashboard, menus & the key settings every site or blog must do.

**Feb. 12,** Adding content to your site. We'll cover a range of content types, including artists' and photographers' portolios, writers' samples of work, e-commerce, professional services, and blog posts.

**Feb.19,** Adding design and functionality. Working with plugins, starting with the essential plugins every site should use. Themes: Getting a professional look without having to pay for a graphic designer.

**February 26,** More on design, comments, blogging and essential things you need to know

This is an in-demand topic, so register early (for each session separately). http://www.officexpats.com/build-wordpress-sites/More info@officexpats.com and www.officexpats.com

#### **BAINBRIDGE BUSINESS CONNECTION**

**The BBC** meets weekly on **Friday mornings** at **OfficeXpats**, Upstairs in the Pavilion, 403 Madison Ave N,Bainbridge. More info: 206-780-2177, info@officeexpats.com Fri. Agenda:

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.

Now Also: BBC2 meets 1st Thursdays of the month at 6 PM.



## COMING SOON – MANAGE YOUR OWN CHAMBER ACCOUNT

The Chamber has a new cloud-based member database, WebLink, designed specifically for chambers of commerce. You will be able to:

- update your contact information
- · change your username and password
- pay dues online
- create online coupons
- submit events to the calendar

One of the most exciting features is the referral report which shows the number of times:

- your business listing was viewed in the category list
- · your individual listing details were viewed
- · a map of your location was viewed
- the link to your website was clicked
- visitors sent emails to you from your detailed listing page

Other stats are available for sponsor logo displays, coupon clicks and more.

In early February, watch for an email from the Bainbridge Chamber with your temporary username and password. Go to our home page at bainbridgechamber.com, click on "Member Login" in the navigation menu on the left, and log in. Any changes you submit will display on the website once they have been approved by Chamber staff.

Please contact Mickey Molnaire or Betsy Leger if you have any questions.

#### **MEMBER NEWS**

## NEW RULE MANDATES RECYCLING OF MERCURY LIGHTS

Are you ready? Starting January 1, 2013, it is illegal for businesses and residents to throw mercury-containing lights in the trash. The easiest way to recycle your spent lamps is through the EcoLights prepaid box recycling program. http://www.ecolights.com/store.html

**The Bainbridge Chamber** is a member of the program and you can bring your used CFL bulbs to our office at 395 Winslow Way. (No tube fluorescents)

To help with the transition, Seattle-based light recycling company EcoLights is offering businesses a helpful FAQ on their website that explains the new law, who it affects and what it means for businesses. http://ecolights.com.

#### MILES YANICK RECOGNIZED

The architectural firm of **Miles Yanick and Company** was recently recognized in an article in Westsound Home & Garden Magazine - Winter 2012 addition.

The article featured the remodeled home of Marc and Judy Williamson of Bill Point.

#### A KITCHEN THAT WORKS AWARD

A Kitchen That Works LLC of Bainbridge Island, WA has been awarded "Best Of Houzz for Customer Satisfaction" 2013 by Houzz, the leading online platform for residential remodeling and design. A Kitchen That Works LLC was chosen by the more than 11 million monthly users that comprise the Houzz community.

#### NEW EXEC DIRECTOR AT BI LAND TRUST

Welcome to **Hallie Stevens**, **who** has been selected to replace **Asha Rehnberg** as Executive Director of the Bainbridge Island Land Trust.

## Bainbridge Island Chamber of Commerce 2012 Membership Awards



Citizen of the Year: Jim Chapel



**Awards Presented** by Chamber Board Member Kelly Muldrow

Small Business of the Year: Shirvan Rug Company Owner: Adem Solak



Medium Business of the Year: Paper Products Owners: Joanna Arndt, Terry Arndt, Joseph Arndt



Large Business of the Year: Town & Country Market **Grocery Manager: Steve Vadset** 

#### Citizen of the Year and Grand Marshal of the 2013 **Grand Old Fourth Parade**

Nominees: Jim Chapel John Grinter Susan Thompson Winner: Jim Chapel

#### Small Business of the Year

Nominees: Classic Cycle Cyger Media Millstream OfficeXpats Shirvan Rug Gallery Thornburgh Insurance Winner: Shirvan Rug Gallery

#### Medium Business of the Year

Nominees:

Bainbridge Dance Center Modern Collision

Paper Products

Winner: Paper Products

#### Large Business of the Year

Nominees: Avalara Fairbank Construction Harrison Medical Center **PHC Construction Town and Country Market** Winner: Town and Country Market

Chairman's Choice Award Winner: Akio Suyematsu

#### Sustainable Business of the Year

Nominees:

A Kitchen That Works Asani/Grow Community Coates Architecture Harbour Public House

Winner: Asani/Grow Community

#### Non-Profit of the Year:

Nominees:

Bainbridge Island Rotary Club

Bainbridge Island Schools Foundation

Bainbridge Island Senior Community Center

Helpline House

Housing Resources Board

One Call For All

Sustainable Bainbridge

Winner: Bainbridge Island Rotary Club



Sustainable Business of the Year: Asani/Grow Community. Asani President: Marja Preston

# Bainbridge Island Chamber of Commerce 2012 Membership Awards

January 19, 2013
Webster Hall
at The Island School



Non-Profit of the Year: Bainbridge Island Rotary Club President: Vicki Evans



Chairman's Choice Award: Akio Suyematsu Accepted by his nephews, Al Suyematsu, Ron Suyematsu, and Dean Shibayama



Attendees enjoy wine provided by Eleven Winery



Chamber of Commerce 2013 Board of Directors

Pictured above: Cheryle Elmquist, Chris Miller, Larry Sears Sr, Kelly Muldrow, Els Heyne, Jeff Waite, Arnie Sturham, Rick Pedersen



Chamber Board of Directors, Left to Right: Linda Lincoln, Claire Chavanu, Rhonda Brown, Matt Albee. Not pictured: Howard Block

## Bainbridge Island Chamber of Commerce 2012 Membership Awards



Wine and appetizers start the gala event



Attendees enjoy a fab feast catered by Metro Market Catering and Cafe



Jason Omens of OfficeXPats (nominee) and Els Heyne (Chamber Board)



Bill Carruthers, Founding Principal of Asani, and Marja Preston, Asani President, winners of Sustainable Business of the Year



MC and Chamber President/CEO Rex Oliver with Jim Chapel <See pg 8 for more on award winners>



Bainbridge Island Review partners with Chamber to produce 2013 Chamber Directory. Left, Jeff Waite, Chamber Board President. Right, Review Publisher Donna Etchey

#### **NEW MEMBERS**

#### **Real Estate Concierge**

Jane Singer 206-914-9813 JaneSinger@msn.com www.Real EstateConcierge.com Real Estate Services

#### **Bainbridge Vacation Rentals**

Karen Richter 206-855-9763 karen@bainbridgevacations.com www.bainbridgevacations.com *Lodging* 

## Fetraco Corporation dba Notus Notebooks

Mark Lovejoy 206-842-5321 sales@notusnotebooks.com www.notusnotebooks.com *Notebook Computer Sales* 

Mombors

#### **Heather Flanagan Sales Consulting**

360-379-0322 heather@heatherflanagan.com

heather@heatherflanagan.com www.heatherflanagan.com Business Consulting

#### Bainbridge Auto Consultants, Inc.

206-201-3159

dan@bainbridgeauto.com www.bainbridgeauto.com Auto purchase and sale assistants

#### Vintage Home and Garden

Morgan Miller 206-780-1778 morgan@vintagehomeandgarden.com www.vintagehomeandgarden.com Retail – Home and Garden

#### **Island Grill**

Jason Wang 206-842-9037 jason0108@msn.com www.bainbridgeislandgrill.com *Restaurant* 

#### Make Some Noise: Cure Kids Cancer NW

Jack Sutherland 206-755-7522 jack@makesomenoisekids.org www.makenoise4kids.org Non-Profit Pediatric Cancer

#### **Rauh Family Enterprises**

Vicki Rauh 206-919-4745 Rauh01@msn.com Notary Public

# MEMBER NEWS EARNED INCOME TAX CREDIT INFORMATION

Asset-Building Coalition of Ktisap County is reaching out to residents to inform them of an opportunity to recieve up to \$5,891 through Earned Income Tax Credit. More info: www.kcr.org.

#### THANK YOU TO OUR RENEWING MEMBERS

Vears

Members	rears		
ProBuild	38	B and C Resources	13
Thornburgh Insurance Agency	34	Wilmeth Property Ventures LLC	10
Bainbridge Arts & Crafts	34	Ken Owens Piano Service	9
Puget Sound Property Management	33	Dana Quitsland	9
Bainbridge Rentals	25	Kids Discovery Museum	9
Sears and Associates	24	Ihland Garden Dental Care	7
Bainbridge Island Review	22	Hope House	6
Schmidt's Home Appliances	21	Bon Bon	6
Paper Products Etc	21	Health Promoters	6
Bainbridge Thai Cuisine	20	Steyer Associates Inc	2
Bainbridge Chiropractic Center	17	A2-Anisoglu Architecture LLC	2
Winslow Animal Clinic	17	Elizabeth B Greenlees DVM PS	2
Crystal Spring Construction	14	All Shred Peninsula Services	2
Bell Thompson PLLC	14	Kangen Water Bainbridge	2
Clear Path International	12	Bainbridge Island Brewing Company	1
Dick & Julie Shryock	12		



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#### **NEW MEMBER PROFILES**

#### **Real Estate Concierge**

Jane Singer 206-914-9813 JaneSinger@msn.com www.RealEstateConcierge.com Real Estate Services

#### **Bainbridge Island Real Estate Concierge**

We are the only personalized service on Bainbridge Island to match you with the right real estate agent/broker to suit your individual personality and needs. We recommend the best agents to make your move a seamless reality.

Newcomers can easily access information about listings, but little information is available about the real estate agents who work on Bainbridge Island. Finally there is a service to bridge that gap. We will help you get to know the island and the real estate professionals before you make a commitment. You will be empowered with the information you need to make the best possible decision about who will be your real estate agent. We connect you to all of the Real Estate agencies on the island.

At Real Estate Concierge we offers a unique complimentary service. We do not sell Real Estate.

Buying and selling a home is one of the largest if not the largest investments you make. Why not be as selective about your representative as you are about your home

For serious buyers, our services are complimentary and paid for by a referral fee from the agent of your choice.

#### Green Mountain Technologies, Inc. Pam Heater 5350 McDonald Ave NE Bainbridge Is. WA 98110

802-368-7291 Fax: 802-368-7313 pam@compostingtechnology.com

http://www.compostingtechnology.com

Manufacturing



Green Mountain Technologies (GMT) was founded in 1992 to design and manufacture commercial composting systems for the world market. We are dedicated to helping forward-thinking organizations reduce their environmental footprint, save money and produce high quality compost. With this in mind, GMT has developed a comprehensive product line that includes sophisticated technologies for municipal composting systems and cutting-edge software and equipment. We also manufacture some of the most popular in-vessel systems in the country which include the Earth Flow System™ and



the Earth Tub System<sup>TM</sup>. From educational and institutional customers composting their own food waste to large municipalities and waste haulers processing thousands of tons of material per year, GMT has a composting solution for every organization.

#### **BAINBRIDGE CHAMBER WELCOMS** HEATHER FLANAGAN AS MEMBERSHIP DIRECTOR

Chamber of Commerce focuses on service to business community

Bainbridge Island Chamber of Commerce is pleased to announce the hiring of Heather Flanagan as its new Membership Director. The Bainbridge Island Chamber of Commerce is a voice for the local business community. The core of the Chamber's mission is to support local businesses by creating a context and hub for collaboration and advocacy. This



mission is powerfully supported by attracting new members so that their voices, enthusiasm, and ideas can positively impact the Chamber community.

"We're excited to have Heather onboard to deepen our relation-

ships with local businesses," says Chamber President and CEO, Rex Oliver. "Bainbridge Island is experiencing an economic upswing, especially in real estate. We want to help area businesses partner with us to leverage our growth as a business community. Heather will also take the lead in creating new opportunities for networking and PR for our members starting an Ambassadors Club and scheduling ribbon cuttings to celebrate our members' milestones publicly.'

Heather Flanagan has been living and breathing sales for 25 years. Her business Heather Flanagan Sales Consulting, helps businesses create compelling customer experiences. She leads business building groups for solo entrepreneurs, and provides custom sales training workshops for organizational teams.

She has 10 years of experience working with chambers of commerce. She served as the Membership Director for the Jefferson County Chamber of Commerce in Port Townsend, WA, and is a consultant to the Camarillo Chamber of Commerce (California). She volunteered her facilitation skills and time to many Port Townsend not-for-profits such as Olycap's Working Image, Jumping Mouse Children Center's executive team, and Sunfield School and Farm's Parent Council. She was nominated for the Jefferson County Business Leader of the Year in 2011.

Membership information at www.BainbridgeChamber.com, and 360-379-0322.

#### GUEST ARTICLE

#### DO YOU HATE SALES?

When I enthusiastically tell people I love sales, they look at me like I have said that I eat raw slugs. Many business people absolutely HATE sales. Yet, having a clear sales process and good sales skills are absolutely essential to any business's success! Read this article for the good news about your sales skills.

What are some words you commonly associate with "salesman?" For me, the word salesman brings up the following: sleazy, annoying, inauthentic, manipulative, sneaky, ulterior motive, and "Go away!" It feels like the negativity I have internalized around sales has its roots in early childhood television images. Sales people were almost entirely men and almost entirely sleazy and manipulative. (The media objectifies men, too!)

I remember my first job cold calling. I would be very apologetic, "I am a pesky salesperson calling to see if I could send you some literature?" It actually worked quite well as I got the prospect on the other end laughing and broke through the barrier of our roles. I wanted to be a person, not a role. I especially did not want to be in a manipulative role that caused repulsion. This was one of the most significant discoveries of my sales career: I can do sales and still be a human being.

Many business people hate sales because they don't feel confident in their skills. What makes a good salesperson? I have heard

things said about salespeople like, "He is so good, he could sell ice to an Eskimo!" I can tell you, great salespeople don't have magical manipulation techniques that make others go against common sense. What makes an awesome salesperson is precisely the opposite.

Most of what makes an incredible salesperson is the ability to be authentic and to truly care about the needs of another person. It's not about acting charming; it's about being connected to self and others. The people who hate sales are the very people who have the most innate gifts for being exceptional salespeople. They hate sales because they can't bring themselves to be fake. They have incorrectly concluded that an element of superficiality is required to convince a prospect to buy. We can be so afraid of being manipulative that we don't even ask for the sale. A funny thing happens when we don't ask for the sale. We don't get it.

If you hate sales, you probably already have 90% of what it takes to be a great salesperson, and that is being a great person. There is no super-secret skill-set you need to learn. You have a product or service; your prospects have needs. If they match, help your prospects along by suggesting they "go for it." By trusting your intentions and being authentic, caring, and curious, you have what it takes. Don't withhold your gifts for fear of being a slimy salesperson. Ask for the sale so your prospect's needs may be met!

Heather Flanagan ~ www.heatherflanagan.com

## Chamber 2012 Membership Awards

#### Continued from page 5.

#### Citizen of the Year - Jim Chapel

An island resident for 13 years, Jim has been active in Rotary and the Chamber and has served on the boards of Bainbridge Performing Arts, Housing Resources Board, Health Housing and Human Services Council and the Bainbridge Community Foundation.

Most recently, Jim has been the public face of the Waypoint project – transforming the tiny, overgrown Unocal Superfund site at the corner of Winslow Way and Highway 305 into a beautiful, welcoming gateway for visitors and residents arriving by ferry.

Jim helped organize community input meetings of more than 50 people as well as rustling up a hundred more volunteers donating time and materials to the project. He also helped lead the fundraising efforts, starting with the Rotary Club itself, the project's first donor, with a gift of \$80,000.

"His leadership skills are best exemplified through his generosity of time, his knowledge, his passion for everything he does, and his incredibly positive attitude."

#### NonProfit of the Year - Rotary Club of Bainbridge Island

Chartered in 1947, the **Bainbridge Rotary Club** has been providing volunteer time, monetary grants, resources, and leadership

to the Bainbridge community for more than 65 years.

The annual Auction & Rummage sale, supported by more than 800 community volunteers, supplies funds that are channeled to dozens of local nonprofit organizations and community projects. The club has initiated local projects and initiatives in a number of areas including education, emergency preparedness, job training

areas including education, emergency preparedness, job training for homeless youth, world peace, and conflict resolution. This past year the Club donated \$80,000 in start-up funds to The Waypoint project. Club members also support Rotary International projects all over the world.

#### **Small Business of the Year - Shirvan Rug Gallery**

**Adem Solak** is an expert in the field of oriental carpet repair, cleaning and valuation. He and his wife Birgul moved their business to Bainbridge in 1999. During the past fourteen years they have volunteered much to the community in the form of goods, services, money and time.

Adem has donated oriental rugs and textiles to a number of private school auctions. He has donated free rug cleaning for the Bargain Boutique and local churches. He's an annual volunteer for the Rotary Auction and donates carpets to that as well.

A member of the Bainbridge Chamber and the Downtown

Association, Shirvan Rug Gallery participates in the monthly Art Walks and once a year hosts a Chamber After Hours with a delicious Turkish barbecue.

"If we want to make a great change in our community, it is all of our responsibility to grab hands together and work as a team" – Adem Solak

#### Medium-Sized Business of the Year - Paper Products

**Paper Products, Etc.** has been a foundation of the Bainbridge business community for more than 36 years. Joanna Arndt has owned the company for the past 6 years. Her husband Terry joined the firm when the couple married in 2011.

The recession and Winslow Way reconstruction took a toll on the business, which has now recovered, but even during challenging times, Paper Products has continued to donate time, products and services to the community: local sporting events, auctions, fund raisers and more. Probably the biggest contribution has been to local schools during the Back To School season when the store donated 5% of all sales.

Paper Products encourages islanders to shop local, and they walk the talk themselves, searching for regional and USA made products to offer their customers. All the design and contract work for the store's recent remodel was completed by Bainbridge Island business and 80% of the supplies were purchased on Bainbridge or in Kitsap County.

"There is a difference between being a local business and a community business. A local business sells goods and services to a local community. A community business, in part, is owned by the community. It gives back to the families, businesses, school, community groups and others that go out of their way to support that business. Paper Products, Etc. is proud to be a Community Business." – Terry Arndt

#### Large Business of the Year - Town and Country Market

**T&C** has been an anchor business in downtown Winslow since it opened its doors in 1957. When the Japanese-American Nakata family joined forces with the Croatian-American Loverich family to create what would become an island institution, they brought with them the concept of "kaizen" or continuous improvement.

From Wikipedia: "Kaizen is a daily process, the purpose of which goes beyond simple productivity improvement. It is also a process that, when done correctly, humanizes the workplace, eliminates overly hard work ... and teaches people how to perform experiments on their work using the scientific method and how to learn to spot and eliminate waste in business processes. In all, the process suggests a humanized approach to workers and to increasing productivity: The idea is to nurture the company's human resources... People at all levels of an organization participate in kaizen, from the CEO down to janitorial staff, as well as external stakeholders when applicable."

Like asking their customers what features they want to see in the new remodel of the store. Like giving preference to local suppliers. Like leading the way in sustainable business practices.

T&C has always been quietly generous to the community, helping community groups in a number of ways. They even forego an entire day of revenue so that the community can celebrate the Grand Old Fourth of July in their parking lot.

"We are committed to giving back to - and sharing with - our

communities. We strive to be good neighbors by supporting and partnering with local organizations." – Town and Country Markets website

#### Sustainable Business of the Year – Asani/Grow Community

**Grow Community** has achieved the endorsement by BioRegional as a One Planet development, which goes far beyond LEED as a measure of real sustainability. The Grow homes are built to enable zero carbon energy and offer electric car sharing plus 8 other action plans supporting sustainable principles. Grow is the showing the way to live as a community in harmony with the earth.

Asani has solicited and continues to solicit input from the wider community as the project develops.

The Community Garden program at Grow has provided numerous opportunities for interaction with the wider community. The next phase of construction at Grow Community will involve a community center and office space for community sustainability non-profits. It is Asani's intent that the project becomes a resource for learning about sustainable lifestyles, not only for our island community, but regionally, nationally and internationally.

By sponsoring Chamber and other local events such as Winslow in White, Asani has engaged with positive community-building activities in the community. They also support regional non-profits that work to preserve farmland and sustainable development. Also, Grow has sponsored fund-raising efforts to support Ecotrust Uganda, helping small landowners to plant and preserve forest.

#### Chairman's Choice Award – Akio Suyematsu

**Akio Suyematsu**, the last Japanese American farmer on Bainbridge Island, passed away peacefully at the age of 90. His work ethic and perseverance along with the finest berries, trees and pumpkins have made him a local legend. His farm is the longest operating farm on Bainbridge and has survived against all odds including the family's internment during WWII.

In 2001, Akio sold part of his beloved farmland to the City of Bainbridge Island, not to develop as most others have, but with the right for him to farm it for the rest of his life and with the expectation it be kept in perpetuity as working farmland.

At 90 years of age, Akio could still be found out weeding his pumpkins, tending his rows of raspberries, and maintaining his reputation of having the most immaculate fields ever.

Akio Suyematsu passed away peacefully on July 31, 2012 at the Kline Galland nursing home surrounded by family and supported by friends and colleagues.

During his lifetime, Akio mentored successive generations of master and junior farmers who will carry on his legacy on his land. Each year over a thousand students, visitors and interns come to visit, study and train at the historically recognized Suyematsu Farm. Akio's raspberries are served in the school lunch program at his alma mater and featured as a "Bite of Bainbridge" attraction. Today, the Suyematsu Farm is considered a valuable community asset. Out of Akio's experience of exclusion, his farm has become one of the most diverse and inclusive places on Bainbridge Island.

#### THE CHAMBER THANKS ITS CHAIRMAN'S CIRCLE MEMBERS









#### THE CHAMBER THANKS ITS PATRON LEVEL MEMBERS

Ace Hardware Steve & Becky Mikami (206) 842-9901

AmericanWest Bank Linda Lincoln (206) 842-6929 www.awbank.net

Bainbridge Island Review Donna Etchey 206-842-6613 www.bainbridgereview.com

Bainbridge Lending Group, LLC Matt Culp (206) 842-1444 www.BLGloans.com

> Columbia Bank (206) 842-5651 Ann Bopp www.columbiabank.com

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www.carneycargill.com

Cook Family Funeral Home David Cook 206-842-2642

www.cookfamilyfuneralhome.com

The Doctors Clinic Amy Wedel (360) 782-3600 www.TheDoctorsClinic.com

Goller Grade & Gravel L.L.C. Jeff Goller (206) 842-0581 www.WeDoPonds.com

Hill Moving Services, Inc. Steve & Debbie Hill (800) 833-9555 www.hillmoving.com Kitsap Sun Newspaper Mike Stevens (206) 842-5696 www.kitsapsun.com

Liberty Bay Auto Center Kevin Hogan (360) 697-4066 www.libertybayauto.com

Pinnacle Real Estate Law Group, LLC Craig Jones (206) 780-4151 www.pinnacle-law.com

Reliable Storage Jim Helfrick 206-842-8781 www.reliablestorage.com

Sterling Bank Ludivina Garvin (206) 842-8676 www.sterlingsavings.com Suquamish Clearwater Casino Lisa Rodriguez (360) 598-8700 www.clearwatercasino.com

Town & Country Market Rick Pedersen 206-842-3848 www.townandcountrymarkets.com

> Wells Fargo Bank Kenneth Spencer (206) 842-1860 www.wellsfargo.com

Windermere Real Estate Jim Laws 206-842-5626 www.bainbridgerealestate.com

**Mission Statement**—The Bainbridge Island Chamber of Commerce is a community of people dedicated to enhancing business opportunities and the quality of life on Bainbridge Island making it a great place to live, work and play.

#### BOARD OF DIRECTORS...

Chairman:

#### Jeff Waite 842-0969 First Vice Chair: Arnie Sturham 842-2369 Secretary: Rick Pedersen 842-3848 Treasurer: Els Heyne 842-7939 **Directors:** Matt Albee 780-0905 Howard Block 842-2813

CHAMBER STAFF...

President/CEO
Rex Oliver
Licensing Agent
Kris Rothert
Director of Operations

Betsy Leger

Visitor Center Manager: Mickey Molnaire

Visitor Specialists: Frances Burress, Anita & Bill Crosby, Shannon Foti, Sean Gabriel, Dee Herzog, Francis Jacobson, Dudley and Dorry Jones, Mac Kennedy, Evellyn Reed, Matt Rothe, Lee Stearns,

Evellyn Reed, M Patricia Webber.

## \*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

about your industry that would be interesting to others. If you would like to contribute an article of 150 to 500 words about important things 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.

Article Submissions: We are looking for content

#### BAINBRIDGE ISLAND CHAMBER OF COMMERCE

395 Winslow Way East, Bainbridge Island, WA 98110

360-792-6510

842-6637

780-5007

658-4010

780-6146

945-3420

842-9091

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Printing: Custom Printing

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Rhonda Brown

Claire Chavanu

Linda Lincoln

Kelly Muldrow

Chris Miller

Larry Sears

Cheryle Elmquist

**NEWSLETTER DEADLINES:** Business News is published monthly by the Bainbridge Island Chamber of Commerce and is distributed to its members.

Deadlines for March 2013 Business News: For ads, articles and press releases – Tues. Feb 12. For inserts – Fri. Jan 22. Call to reserve space. For inserts we will need a PDF copy emailed to us, and payment online or bring in a check by the deadline. Submit articles in text format. Questions? Contact editor Betsy Leger at the Chamber office, 206-842-3700, or betsy@bainbridgechamber.com.