

SKAGIT



BUSINESS GUIDE 2022

PACCAR developing next-gen electric fleet

Top 10 stories of 2021

EDASC

- Economic Development
- Programs
- Events
- Finances

Investor Directory



EDASC
Economic Development Alliance
of Skagit County



Port of Skagit

Aerospace Manufacturing

Marine Manufacturing

Value-added Agriculture

Broadband Infrastructure

Economic Development Opportunities

General Manufacturing

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Good Jobs for the Skagit Valley

LETTER FROM THE BOARD PRESIDENT

As I reflect back on 2021, so many thoughts and feelings churn inside me – but only one rises to the top. And it is simply that I am grateful.

I give thanks to our Skagit community for the countless moments of grace you created for all the communities we serve. Your efforts remind me that every day deserves our appreciation and thankful recognition – that our daily acts of caring can bring tremendous and heartfelt joy to others while also fulfilling us. One moment, one simple action or word, can change lives and create a ripple effect.

Whether supporting food banks for the hungry, finding shelter for the unhoused or providing care to the sick during a pandemic, there is deep compassion and ingenuity in this community. There are countless powerful stories that fill my heart and fuel my gratitude. Thank you for being there for our communities – for consistently going above and beyond – even in the toughest of times.

With the devastating floods that recently hit Northwest Washington, I ask for your continued support of our Skagit communities. Many have suffered damage to their homes, and some have been displaced. When one of us is in crisis, we all feel it. What impacts you echoes in the hearts of each of us.

Thank you for making a difference and for showing up when it mattered most. Each of you reflects the extraordinary power of human connection. Our local economic development has course-corrected with the changing landscape as well. Kudos to John and team for pivoting in the midst of the pandemic to continue to provide robust support. Despite the many urgent needs and challenges in 2021, we saw the emergence of EDASC’s Skagit Job Board, the implementation of the Tourism Promotion Area, and the development of an economic recovery plan.

As we turn the page on 2021, I hope you are able to safely gather – or connect remotely – with your family and loved ones and I hope you will stay safe and healthy. Your collective efforts have inspired the promise of a brighter tomorrow. Thank you for continuing to shine.

With sincere gratitude,
Chris Johnston
EDASC Board Chair



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LETTER FROM THE CEO

After the unprecedented disruptions of 2020, we had hoped for a more “normal” 2021 – whatever that might be. For EDASC, it’s time to look forward to 2022, and look back not only at 2021 but the previous 49 years. That’s right – 2022 is EDASC’s Golden Jubilee year! In addition to an annual recap and forecast, we will be honoring the history of EDASC and its accomplishments over the years. EDASC has progressed over 50 years and adapted to meet the needs of the community. If the one constant is change, EDASC anticipates and meets the challenges. It has been my great honor to lead EDASC since 2015, and I’m amazed at the growth and progress in this organization and the community we serve!

On behalf of the EDASC team, this 2022 Skagit Business Guide presents EDASC’s premiere accomplishments of 2021, and plots the course for progress in 2022. Much of this progress will revolve around the implementation of the Economic Recovery Plan EDASC designed for Skagit County. As the commissioners decide which recommendations to implement, EDASC will coordinate the planning, activities, and reporting.

In this issue, we focus on the No. 1 issue cited by Skagit businesses: workforce. On the good news front, as 2021 saw new business announcements and expansions of existing businesses, many also experienced a significant financial recovery as spending increased. Nevertheless, some businesses are still experiencing difficulties, sometimes with issues that actually pre-dated – but were intensified by – the pandemic.

All the while, normal economic development work of expansions of existing companies, new locations, and grassroots business growth continues across the county. Our efforts to generate and maintain sustainable business growth extends to companies large and small, those here and not yet here, in all business sectors, and whether domestic and global.

Many thanks to all EDASC Investors, public and private, large and small, for enabling us to do the work important to the long-term future of our economy, businesses and families, providing a livelihood to owners and employees, and supporting our communities. We are ever grateful to the EDASC Board of Directors and the amazing professionals who make EDASC hum every day. The EDASC team returned to a brand-new modern office (above ground, with parking!) on College Way in July and increased our reach with a positive impact on more businesses than ever before. EDASC’s new partnerships with the Center for Inclusive Entrepreneurship, the Northwest innovation Resource Center, and Business Impact NW will play a large part in our collective impact. Leadership Skagit also returned to in-person learning with the class of 2022, with a full complement of around 30 participants.

EDASC’s practice of intentional economic development reflects all aspects and all members of a prosperous and healthy community that values equity, inclusion, and sustainable, resilient development. It is EDASC’s responsibility to help foster and manage sustainable, responsible growth well-suited to who we are in Skagit County, preserving our natural beauty and promoting a healthy economy into the decades to come. EDASC values its unique mission of facilitating the collaboration among business, government, education and non-profits to promote future prosperity while preserving the nature we love. Thank you for joining in that alliance, partnering with EDASC to achieve these important goals!

**Sincerely yours,
John Sternlicht, CEO**



Mission Statement

EDASC carries out business attraction, retention and expansion, and collaborative engagement to achieve a prosperous, sustainable and equitable community while maintaining Skagit County’s natural beauty and quality of life.

MEET THE 2022 BOARD OF DIRECTORS



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SKAGIT



PACCAR developing next generation of electric trucks

The electric trucking revolution is here, and Skagit County has a front row seat.

PACCAR, a global leader in medium- and heavy-duty truck manufacturing, is developing a new lineup of all-electric trucks. The PACCAR Technical Center, an EDASC Signature Investor located in Mount Vernon, is leading research and development of zero emissions electric trucks thanks in part to a \$33 million matching grant from the U.S. Department of Energy's SuperTruck 3 program.

The project aims to solve two of electrification's biggest quandaries, said PACCAR Advanced Technology Manager Dr. Maarten Meijer: cost and range.

"Those are the key challenges for large-scale adoption of zero emission vehicles," Meijer said. "The range of a long-haul diesel truck is the benchmark, and the total cost of ownership of having an all-electric fleet needs to be competitive without long term federal and state incentives."

By the end of the 5-year project, PACCAR plans to demonstrate electric trucks with increased performance and

significantly reduced cost of ownership, that are ready for large scale production. The program also involves developing and building charging infrastructures.

And, as the prime recipient of the U.S. Department of Energy grant, many of these development activities will take place in Skagit County.

"The PACCAR Technical Center will work closely on this project with the PACCAR truck divisions, Kenworth and Peterbilt and our external partners," said Dr. Philip Stephenson, General

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Manager. “All program aspects will be supported by the Technical Center.”

PACCAR’s local roots date back to 1982 when the Technical Center opened about an hour north of the company’s Bellevue headquarters. The facility leads PACCAR’s development and testing, with rigorous testing facilities, a 1.6-mile banked oval test track, and a durability test track simulating rugged driving conditions.

Globally, PACCAR manufactures light-, medium- and heavy-duty trucks under the brand names of Kenworth, Peterbilt and DAF. Its trucks are deployed all over the world, and so are its facilities with locations in England, The Netherlands, Mexico and Australia, to name a few.

In Skagit County, it’s common to see PACCAR Technical Center trucks, often sporting camouflaged wraps as the trucks are still under development, hauling huge concrete blocks up and down Interstate 5 and on other roads for testing.

The SuperTruck 3 program is the third such emissions reduction project. The U.S. Department of Energy launched the SuperTruck 1 initiative in 2009 to significantly reduce fuel consumption. SuperTruck 2 went a step further, seeking to push the limits of diesel engine and overall powertrain efficiency, to further improve vehicle



and trailer aerodynamics, and to reduce weight.

For SuperTruck 2, PACCAR Technical Center led development of a hybrid powertrain using a diesel engine and an electric motor.

“That program continues and is in the final phase,” said Meijer. “It will push the limits of what can be achieved with diesel engine efficiency, while minimizing the weight of the vehicle which means less fuel is used to deliver the same payload.”

PACCAR received the most funding of all recipients for its SuperTruck 3 program, a testament to its current and past success. SuperTruck 3

development is planned to commence in the second quarter of 2022.

The new project, along with developing its next-generation electric trucks, also focuses on the deployment of its latest generation of all-electric vehicles and the development and construction of new charging infrastructure. Its charging stations will be optimized in terms of fast charging and clean power generation.

“The charging infrastructure could have the flexibility to either be connected to an existing grid or be isolated and generate and store clean energy independently, a concept referred to as a micro grid,” Meijer said.

The current range of an electric truck is up to 200 miles. PACCAR aims to double that, expanding the applications for electric vehicles while providing its customers with low cost and increased uptime solutions.

As part of the electric trucking revolution, automation will play an important role in SuperTruck 3, focusing on driver safety support systems such as lane assist, lane departure warning systems, and automatic braking and steering specifically developed for electric vehicles.

“It won’t replace the driver, but it’ll increase safety and comfort,” Meijer said.



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Economic Development 101

What is economic development? We at EDASC are asked that question frequently.

In short, it is the intentional practice of improving a community's economic wellbeing and quality of life. A lot goes into economic development, much of it behind the scenes as we work confidentially with local, domestic, and overseas businesses.

EDASC breaks down its work

into three pillars. These are business attraction, business retention and expansion, and capacity building. The processes by which we tackle these initiatives are numerous and complex.

Though the pandemic altered the way we've worked the past two years, it also reinforced what we already know about economic development.

That is, the bulk of economic development consists of cultivating and caring for existing businesses and growing grassroots businesses. While

business attraction might be what most people think of (and hear about) when it comes to economic development, expansion of existing businesses counts on average for over 90% of job growth nationwide. That being said, business attraction also brings vital new opportunities into the economy for contracts, jobs, and spending.

Read the next three Economic Development 101 articles to learn about how EDASC executes economic development in Skagit County.

SKAGIT

EDASC serves as go-to organization for companies looking to move to Skagit County

In addition to many smaller business additions, EDASC in 2021 supported the arrival of two new major employers, with Silfab Solar and Commercial Aircraft Interiors opening in Burlington.

Silfab Solar, a solar panel manufacturer headquartered in Canada, plans to employ about 400 at its new Burlington facility, doubling its manufacturing capacity over the existing plant in Bellingham.

Commercial Aircraft Interiors plans to employ about 80 at its plant, providing design, testing, certification, fabrication, and delivery of aircraft interior components.

These two businesses were perfect fits for Skagit County, falling under EDASC's target industries, said EDASC CEO John Sternlicht.

"Advanced Manufacturing is our

biggest wealth producer in Skagit County," Sternlicht said. "These sectors of clean energy and aerospace fit well within our business ecosystem, offering family-wage jobs and high multipliers for indirect local spending."

EDASC is often the first point of contact for businesses like these exploring opportunities to invest and establish operations in Skagit County. Along with identifying potential locations, EDASC staff provide support identifying funding sources, navigating permitting and regulatory processes, making necessary and beneficial connections, and researching and facilitating support services.

EDASC works in close partnership with Skagit County, cities, towns, ports, local brokers, and the Washington State Department of Commerce.

At any given time, EDASC has about a dozen companies in the pipeline at various stages of interest. Most of those companies won't end up here, but that's expected. Business attraction is

usually a marathon instead of a sprint.

"Business attraction requires a time investment," Sternlicht said. "You may be forging a relationship with someone not even in the market to do anything. Some of those leads eventually turn into businesses landing here."

There are many ways in which business attraction leads materialize. Sometimes companies — like canoe manufacturer Mocean Canoes in 2020 — simply reach out directly to EDASC for site selection help. EDASC's website plays a vital role in this stage, serving as a site selector's first impression of the area while offering robust property search tools.

EDASC's online property locator includes a map offering comprehensive census data, including information on labor force, wages, consumer spending, talent pool, housing prices, transportation, energy infrastructure,

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SKAGIT

Developing healthy businesses key to retention, expansion efforts

As part of its business retention and expansion work, EDASC coordinates with planning departments across the county to help small businesses overcome unique hurdles.

For example, in early 2021 EDASC coordinated a meeting between a local planning department and lawmakers with a local food & beverage small business to discuss zoning barriers preventing the owners from expanding and launching a farm-to-table experience.

Meaningful economic development activities don't usually have quick or simple steps and outcomes. EDASC plays the long game for many of these projects, said EDASC CEO John Sternlicht.

"Some expansion or retention proposals may go on for years," Sternlicht said. "And you are never sure about the result until it's done."

Case in point: the aforementioned

small business owners are still seeking a suitable site for their farm-to-table plan with EDASC support.

Through its business retention and expansion efforts, EDASC focuses heavily on developing a healthy environment for those who are already here as well as those not yet here. Consequently, business attraction successes have been a direct byproduct of our business retention and expansion efforts.

Business retention and expansion requires strong planning and expertise, something EDASC is happy to provide in many forms.

EDASC works with local businesses of all sizes to ensure a healthy and thriving community. For instance, it may work with small businesses to help navigate aforementioned zoning barriers, or support larger businesses like Eddyline Kayaks' Burlington relocation in 2020 or Scratch and Peck's expansion in 2021.

Maritime growth has also been a point of emphasis in Skagit County, offering one of the most competitive locations in the Pacific Northwest

for sustained and future maritime growth. With jobs in this sector providing secure family wages, EDASC has done much over the past several years to foster domestic growth and international cooperation.

Since 2019 EDASC has been working with the City and Port of Anacortes, as well as the Chamber of Commerce, to implement the Anacortes Maritime Strategic Plan, a blueprint guiding growth of the sector. EDASC has also hosted multiple international delegations of maritime business leaders and partnered in a regional Joint Innovation Program to win a grant to develop new clean energy fast hydrofoil ferries locally.

EDASC has worked with large companies like PACCAR Technical Center and Hexcel to assist with workforce training and expansion, and with medium-sized companies like Chinook Enterprises for growth opportunities.

EDASC is also constantly helping small businesses with workshops, no-cost advising, and more.

SKAGIT



EDASC fosters healthier, more resilient community through capacity building

To have a healthy and stable economy, a community must have enough residences to prevent housing prices from escalating out of reach, a current problem of Skagit County and the surrounding region.

EDASC in 2021 began facilitating a concerted countywide effort to address this complex issue through the Skagit Housing Consortium, formed through a collaborative effort among government, nonprofit and business leaders to help our community address housing availability and affordability. The consortium, consisting of dozens of broad-based Skagit residents interested in solving the housing dilemma constructively, is working toward independent nonprofit status in 2022.

This work is one facet of capacity building, which involves actions EDASC can undertake or support to make the community stronger and more prosperous.

EDASC takes a holistic approach to capacity building, which is a nontraditional approach for economic development organizations. This means EDASC also looks at education systems, government, childcare, transportation, inclusion, equity and more.

This approach fosters a healthier community and creates a more resilient one during economic downturns.

One example of this holistic approach is EDASC's involvement in improving access to childcare and early learning services, topics most people do not associate with economic development. A parent worried about who is going to take care of their child cannot be as focused at work. It's an issue that affects everyone and is

therefore an economic development issue. Therefore, a proposal to address childcare access was heavily featured in EDASC's Skagit County Economic Recovery Plan.

One new example of EDASC's capacity building work includes the establishment of Skagit County's long-awaited Skagit Tourism Bureau, a new organization formed to promote Skagit County worldwide as a travel destination. The move will help bring visitors from all over the world to enjoy Skagit County, thereby bringing more spending and tax dollars into the county. EDASC is fostering the new organization until Q2 of 2022.

Capacity building can be broken into two categories: human infrastructure and physical infrastructure. Human infrastructure includes programs that

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Fifty years of economic development in the Valley

The Economic Development Alliance of Skagit County is 50!

EDASC has been Skagit County's economic development organization since 1972, leading activities improving the local business landscape and quality of life for all residents.

These activities have evolved significantly, as has the profession of economic development.

EDASC's top priority used to be attracting new businesses to Skagit County and hosting social/networking gatherings.

While EDASC still supports the recruitment and arrival of new businesses — see the attractions of Silfab Solar and Commercial Aircraft Interiors in 2021 — its focus lies more heavily on supporting existing ones and growing businesses locally, especially with the lack of available properties and the fact that on average over 90% of job growth both locally and nationwide results from formation of new and growth of existing businesses

EDASC also adjusted its emphasis on hosting social and fundraising events, pivoting to more mission-related gatherings such as Economic Forecast Night, Maritime Symposia, Investor Appreciation Celebration, business forums, and Opportunity Zones workshops, attempting to avoid duplication with chambers of commerce and other nonprofit organizations in their networking and fundraising events. With staff time more focused on the mission, EDASC is now even more effective at carrying out economic development activities. In addition, with current Covid-19 restrictions and health safety protocols, large events are just not possible.

Still, the core of EDASC's mission has remained through its history, striving to achieve a prosperous community through creation of family-wage jobs and a conducive environment for business growth while maintaining Skagit County's natural beauty and quality of life.

Let's look at EDASC's major accomplishments over 50 years, gleaned from available documents. Please note that as EDASC came into existence before the digital age, some details from its early days may be missing.

We Welcome Your Help

This timeline is just an initial outline — we welcome your input, recollections and information. Please send any information to office@skagit.org and reference 50th Jubilee timeline.

1972 – Skagit County Development Association (SCDA) articles of incorporation filed

Early 1970s – Ian Munce hired as executive director of SCDA

Early 1980s – Sue Mortenson hired as executive director of SCDA

1983 – Organization name changed to Economic Development Association of Skagit County

1987 – Don Wick hired as executive director of Economic Development Association of Skagit County

1988 – EDASC releases first version of the Skagit Business Guide.

1990 – Hexcel and Eddyline open in Skagit County, both major business attraction successes for EDASC



1993 – EDASC builds membership to 140

1996 – EDASC Research and Education Fund incorporates

1998

- Pacific Wood Tech relocates to Skagit County, a major business attraction success for EDASC
- Hexcel expands

2001 – EDASC hosts five major events: Economic Forecast Dinner, Schmooze Fair, Anacortes Waterfront Festival Kickoff Dinner & Dance, Golf Tournament & Wine Fest, Swing into the Holidays Dinner and Dance

2004 – Leadership Skagit launches

2006 – Anacortes selected as location to build the BMW/Oracle — America's Cup Racing Yacht for the 2007 race in Valencia, Spain.

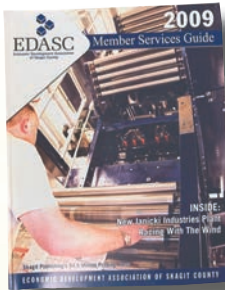
2007 – Sierra Pacific Industries opens



1970 71 72 73 74 75 76 77 78 79 1980 81 82 83 84 85 86 87 88 89 1990 91 92 93 94 95 96 97 98 99

2008 – EDASC Research and Education Fund changes to EDASC Foundation

2010 – BMW Oracle Racing, built in Skagit County, wins America’s Cup



2011 – EDASC begins working with local hoteliers and chambers of commerce on creating the Skagit Tourism Bureau

2012 – EDASC assists Northern Marine, formerly New World Yachts, with a capital development project

2015

- EDASC hires first new executive director in 28 years by bringing on John Sternlicht, an attorney and certified economic developer
- EDASC supports PACCAR Technical Center expansion 2016
- EDASC unveils strategic plan
- Organization name changes to Economic Development Alliance of Skagit County
- “Members” changed to “Investors,” and new Investor levels created, including new Signature Investor program
- Executive director changes to CEO
- New website launches, featuring increased site selection and community economic data
- New business retention & expansion program launches
- Re-launch of Latino Business Retention & Expansion program

2017

- Over 60 site visits conducted and becomes new standard
- EDASC investors grow to about 250
- EDASC facilitates change in ownership at Eddyline Kayaks

2018

- Finalized the Anacortes Maritime Strategic Plan in partnership with the City of Anacortes and Port of Anacortes, laying out a plan promoting and expanding a sustainable maritime economy
- Spearheaded Skagit County’s efforts to obtain opportunity zone designations for Mount Vernon (2), Anacortes and Sedro-Woolley



2019

- EDASC’s Latino Business Retention and Expansion Program reaches milestone, securing over \$3 million in loans for clients
- EDASC merges with the EDASC Foundation, turning into a 501c3, and streamlining operations while opening the door for new funding opportunities
- Leadership Skagit bids farewell to longtime Program Director Kathryn Bennett
- Website receives another update and redesign, further expanding site selection tools
- EDASC hosts delegations of French and Norwegian business leaders
- Skagit County Maritime Symposium held

- EDASC travels with state delegation of policymakers, public officials, research directors and industry leaders to Norway
- EDASC secures \$200,000 Strategic Reserve Fund grant for VT Volant to support expansion

2020

- EDASC awards over \$2 million in grant funds to support small businesses impacted by COVID-19
- EDASC reveals revamped Skagit Business Guide, focusing on strong content with a magazine-like appearance

2021

- EDASC relocates for the first time in at least three decades, moving to E. College Way in Mount Vernon
- Skagit Job Board added to EDASC website, providing unlimited job postings for current Investors at no additional cost
- EDASC and WorkSource host three virtual jobs fairs
- Justice, Equity, Diversity and Inclusion Speaker Series launches
- Skagit Tourism Bureau created with support from EDASC, hoteliers, and chambers of commerce.

2022

- Implement Economic Recovery Plan
- Celebrate EDASC’s 50th Jubilee year
- Skagit Housing Consortium

Leadership Skagit continues developing individual, business and community leadership

Team Syzygy
Leadership in
Alignment

Shoot for the moon. Even
if you miss, you'll land
among the stars.
- Norman Vincent Peale



Leadership
Skagit

The mission of Leadership Skagit is to strengthen and transform our communities by developing individual, business and community leadership that is informed, inclusive and connected through shared learning experiences. Leadership Skagit is a program of the Economic Development Alliance of Skagit County (EDASC) in partnership with Skagit Valley College (SVC).

Leadership Skagit, a program of EDASC in partnership with Skagit Valley College, is an experiential leadership training program for emerging and established leaders. The program transforms our community by developing individual,

business, and civic leadership that is informed, inclusive, and connected through shared learning experiences.

During the 9-month program, participants learn important countywide strengths and needs and how they are interconnected. They develop and practice strategies and tools to become more effective leaders. The program emphasizes justice, equity,

diversity, and inclusion to build skills on addressing systemic racism while expanding professional and personal networks.

Participants also complete a leadership development project with a local nonprofit partner, addressing a need in the community. Graduates can receive 17 academic credits in leadership from Skagit Valley College.

The program has graduated over

550 since it was created in 2003. Glancing at the alumni list reveals a who's who of local leaders, including elected officials, business owners at all levels, executives, and community members. The alumni regularly host networking events, educational programs, and provides community service opportunities for continued education and community building.

The most recent class, which graduated in 2021, completed the 9-month program entirely online, a first for the program. Teams utilized their newly honed leadership and communication skills when they worked with community partners to complete their leadership development projects.

Participants in the Leadership Skagit Class of 2021 reported that they became better leaders, parents, partners, spouses, board members and more. They, along with the many Leadership Skagit alumni, have stated that the program is truly transformational.

Each team completed a powerful and positive project benefiting our local nonprofits and our beloved Skagit County.

TEAMS



Team Name: **Happy Tails**

Members:

Charley Anderson, *Mt. Baker Overhead Garage Doors Inc.*;
 Tamas Bencsik, *Coffman Engineers*; Andrew Dugan, *Skagit Volunteer Lawyer Program*; Silvia Reed, *Mount Vernon Chamber of Commerce*; Justin Smock, *Skagit Valley College*

Advisor: Mary Staley

Partner: Skagit Animals in Need (S.A.I.N)

Project Description:

To keep families and their beloved pets together and as part of our Leadership Skagit community project, "The Happy Tails" team, LS Class of 2021 launched the Skagit Pet Pantries Project. The team partnered with Skagit Animals in Need (S.A.I.N) and various locations in Skagit County where pet pantries were placed and available to those who need pet food.



To learn more about participating in the program visit skagit.org/our-services/ls. To apply, contact Leadership Skagit Program Manager Mary Heffernan Trester at mary@skagit.org.



Team Name: **Stay at Homies**

Members:

Ken Hansen, Alyse Sehlin, James Malcolm Jr., Ben Thompson

Advisor: Danny Hagen

Partner: Northwest Youth Services (NWYS)

Project Description:

Leadership Skagit's 2021 Team "Stay at Homies" partnered with Northwest Youth Services (NWYS) due to their close alignment in mission and values related to the support and enrichment of marginalized youth during life's transitions. Their Survival Drive collected gently used clothing, outerwear, footwear, toiletries, backpacks, tarps, cleaning supplies and monetary donations across Skagit County which directly assisted NWYS in supporting homeless youth and raised awareness of NWYS and the needs of youth in Skagit county. Several hundred pounds of donations were delivered to the NWYS office in Skagit county along with monetary donations including a \$5000 gift from the Washington Education Association.

Leadership Skagit Sponsors

Visionary Sponsor (\$10,000)



Inspiring Sponsor (\$5,000)



Alumni Event Sponsor (\$4,000)



Challenge Day Sponsors (not including the previous)





Team Name: DREAMS TEAM

Members:

Heather Carter, Jessica Culp, Sol Kohlhaas, Claudia Marken

Advisor: Jill Rohrs

Partner: Burlington Chamber of Commerce

Project Description:

The Dreams Team published an interactive Leadership Journal that featured Sky, a ten-year-old girl, who was puzzled with what she wanted to do when she grew up. The journal told the story of Sky and how she was inspired by her surroundings and strong female Skagit County leaders. The journal allowed girls to reflect through journaling, coloring, and other activities. 1,000 copies (250 in Spanish) were distributed.



Team Name: Team Open Table Skagit

Members:

Sarah Hastings, Miranda Wilson, Anita Buchanan-Jones, Steph Vervaart, Samantha Cabaluna

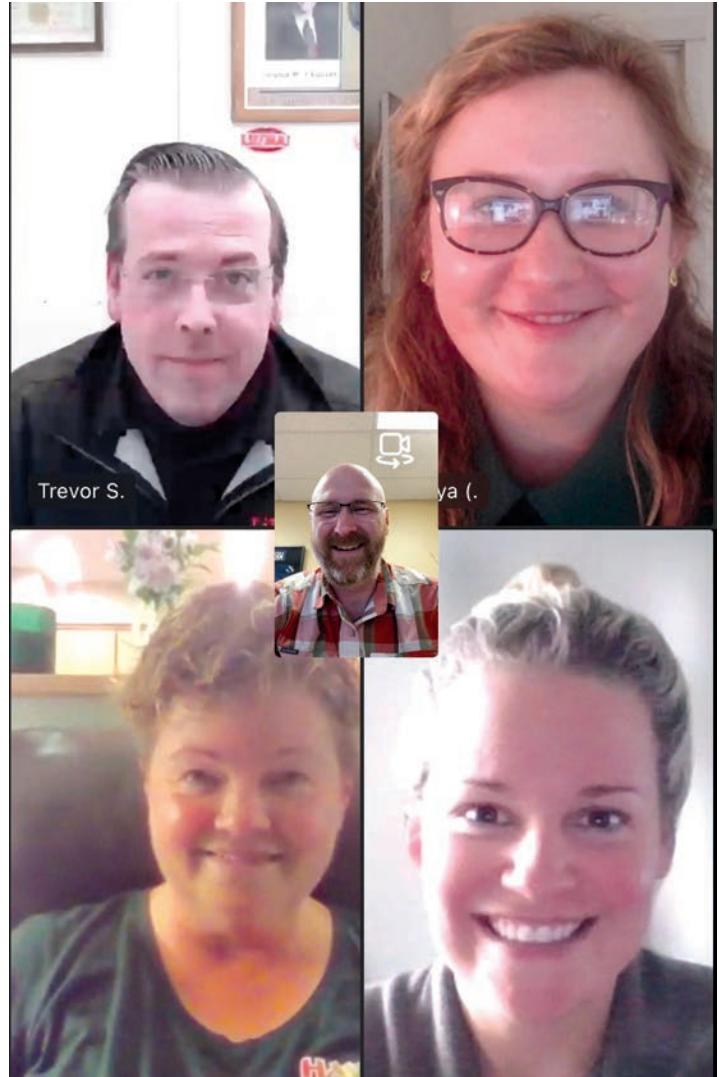
Advisor: Britta Eschete

Partner: Helping Hands Food Bank

Project Description:

Project Open Table Skagit was a collaboration between Leadership Skagit’s Team Open Table (TOT) and the Helping Hands Food Bank (HHFB). TOT built four, free standing, “Little Free Pantries” to serve as an extension of the HHFB services to address food insecurity. This project helped to alleviate the inability of some community members to visit a food pantry during normal business hours and reach

those who were reluctant to ask for help. These pantries are regularly stocked by HHFB with non-perishable food and open 24/7 to the community.



Team: Bread Spreaders

Members:

Yuliya Rybalka, Trevor Smith, Jammie Novak, Leslie Guyton

Advisor: Paul Spencer

Partner: WSU Bread Lab

Project Description:

The Bread Lab partnered with the Bread Spreaders of Leadership Skagit and created an accessible community outreach curriculum for school aged children in Skagit County. The curriculum held a virtual reading of the book Bread Lab! and featured fun activities that educate about the value and importance of whole grains, and how to make your own sourdough culture at home! This collaboration assisted the Bread Lab to test virtual strategies for outreach and fundraising to remain competitive in a post-pandemic environment.

HollyFrontier remains focused on fueling the Pacific Northwest

HollyFrontier Puget Sound Refinery – formerly EDASC Signature Investor Shell Puget Sound Refinery – has a new name, but its focus is the same: safely fueling life in the Pacific Northwest.

In May 2021, HollyFrontier purchased the refinery on March Point in Anacortes.

HollyFrontier’s number one goal is to ensure everyone working at its facilities returns home safely each day and has stated its commitment to protecting the well-being of its workforce, communities and environment.

“The people are the reason for the success of Puget Sound Refinery,” said John White, vice president and refinery manager, HollyFrontier Puget Sound Refinery. “The people at PSR are highly skilled in their fields, dedicated to what they do and focused on keeping people, their communities and the environment safe while reliably producing the products that people need.”

Following the transition, the refinery workforce will remain largely the same – nearly 500 employees, many Skagit County natives, some who are even the second or third generation in their families to work at PSR. According to HollyFrontier, the refinery is the largest taxpayer in Skagit County, helping support critical services in our community.

That workforce helps the refinery produce about one quarter of the Pacific Northwest’s fuel.

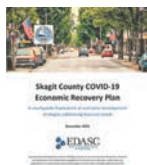
“The Puget Sound Refinery has a strong record of financial and operational performance that we believe will complement our existing refining business,” said Holly Frontier CEO Mike Jennings. “We are committed to the continued safe and environmentally responsible operations of the facility and welcome Puget Sound’s highly skilled workforce to the HollyFrontier family.”

Holly Frontier also plans to keep up its community support, continuing to partner with local nonprofits. It’ll support organizations and programs that fall within its priority areas of STEM education, environmental stewardship and public safety.

EDASC Top 10

Below is a collection of EDASC’s top 10 activities for 2021, presented in no particular order.

Skagit County Economic Recovery Plan



EDASC in late 2021 completed its Skagit County Economic Recovery Plan, a 46-page plan featuring 14 programming recommendations for funding by the county.

Moving forward, EDASC plans to act on the county’s selected recommendations in 2022 and beyond.

Workforce



Answering the needs of its Investors, EDASC launched the Skagit Job Board, available as a no-cost perk to

EDASC Investors. It also hosted three virtual job fairs. See page 17 for more EDASC workforce initiatives.

Business Attraction



EDASC supported the arrival of Silfab Solar, a solar panel manufacturer that plans to employ about 400, and



Commercial Aircraft Interiors, which plans to employ about 80. EDASC was also involved with the arrivals of Mocean

Canoes and Bounty Marine. See page 9 for more information on EDASC’s business attraction efforts.

EDASC Moves



EDASC relocated for the first time in three decades, moving to new offices on E. College Way. The location offers

advantages for EDASC staff and its clientele, including ample off-street parking, a central location near Interstate 5, and a substantial savings in rent.

Awards

EDASC won a pair of awards from the Washington Economic Development Association, including the first award for Diversity, Equity and Inclusion. It also won Emerging Professional for Tamsin Bell.

Grant Funding

EDASC secured a pair of competitive grants from the Northwest Business Development Association (\$30,000) and Umpqua Bank (\$3,500). The funding covers activities for small business and entrepreneurial support, particularly for underserved communities.

Skagit Tourism Bureau

The Skagit Tourism Bureau was formed and hired its first CEO Jake Buganski. The organization was formed to meet the tourism marketing needs of Skagit County, and is a collaborative effort among lodging businesses, municipalities, chambers of commerce and EDASC. See page 19 for more information on the Skagit Tourism Bureau.

JEDI Speaker Series



EDASC in partnership with the county chambers of commerce hosted six Justice, Equity,

Diversity and Inclusion Speaker Series virtual events. These events covered topics such as unconscious bias, strategies for hiring, leveraging JEDI principles as part of your competitive advantage, and more.

Leadership Skagit



Leadership Skagit, a program of EDASC in partnership with Skagit Valley College, resumed

in-person learning with one of its largest classes ever. The program provides experiential leadership training for emerging and established leaders. See page 14 for more information on Leadership Skagit.

Skagit Housing Consortium

EDASC began facilitating the Skagit Housing Consortium, a collective effort to address housing availability and affordability, which is an economic development and community health priority. Moving forward, the consortium plans to form a 501c3 to continue tackling this challenge.



Skagit Job Board

Local businesses are hiring and ready to help you make a career move

Jobs (1,500)

Companies (100)

EDASC initiatives continue addressing workforce shortages

In response to employer needs, EDASC in 2021 launched a pair of programs to address workforce challenges to go along with its existing initiatives.

EDASC launched the Skagit Job Board in June, enabling its Investors to publish unlimited job openings at no cost. It also co-hosted three Northwest Regional Job Fairs, helping connect employers and job seekers virtually.

“Over the past year — and even before that — the first thing we heard from employers was they were having difficulties filling jobs,” said EDASC Economic Development and External Relations Manager Aaron Weinberg. “EDASC has shifted its resources to meet that need.”

In this highly competitive labor environment, employers and indeed the entire community need innovative efforts to attract and retain the workforce they need.

EDASC CEO John Sternlicht

For at least a generation, it has been apparent with the aging of the Baby Boomer skilled workforce, particularly in manufacturing and the trades, that the newer generations were not numerous or trained enough to replace them.

The pandemic only intensified these pre-existing workforce shortages.

EDASC’s workforce development initiatives have aimed to help

businesses fill positions.

The Skagit Job Board, EDASC’s most popular Investor perk, is regularly at capacity with 100 employers advertising open positions. It averaged around 1,500 total listings at any given time. It’s been so successful EDASC is looking at ways to make this service available to more segments of the business community.

The virtual Northwest Regional Job Fairs helped connect over 600 job seekers with positions at over 200 businesses and organizations from Skagit, Whatcom, Island and San Juan counties. These events were made possible through partnerships with WorkSource and Skagit-Island Human

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Office relocation reduces expenses



By AUDRA RAMERMAN
Director of Finance and Administration

EDASC is a county-wide Public - Private Partnership with 54% of 2021 funding coming from local and state public sources, 36% from private sources, and 10% from one-time federal

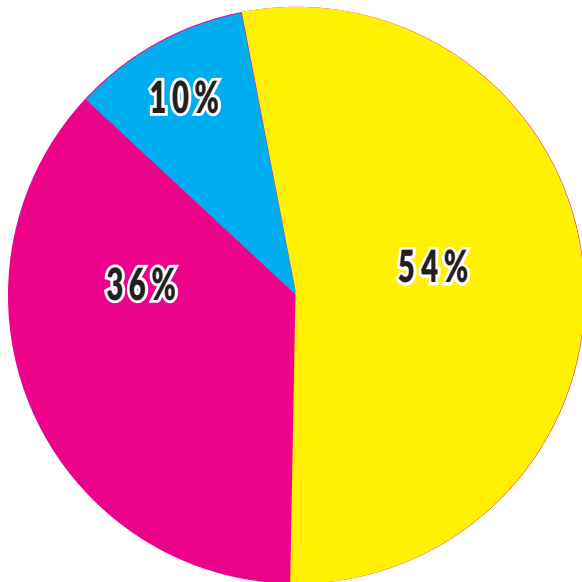
grant funding. Local public revenue sources include Skagit County, Port of Skagit, Port of Anacortes, Skagit PUD, local cities and towns, and a few others. EDASC receives state funding as the designated Associate Development Organization (ADO) for Skagit County in partnership with the Washington Department of Commerce. Private sources are comprised of Signature Investors, Small Business Investors, Sole Proprietors, non-profits, and Private Charitable Foundations and other grant-making organizations. Private Small Business and Signature Investors represent a cross-section of our local Skagit County economy. To ensure a healthy and stable organization, EDASC continually works to diversify funding sources and opportunities to ensure full representation of all local industries.

EDASC prides itself on being a fiscally responsible organization, and we continuously strive to make the best decisions possible with the funds our community has

invested with us. EDASC is a small organization implementing good financial stewardship practices with valuable input and oversight by the Board of Directors and Finance & Audit Committee. EDASC expenses largely focus on program delivery with 62% of all spending allocated toward economic development activities, 29% toward operations support and general administration, and only 9% of expenses designated for fundraising and investor relations.

The most significant operational improvement for the year is our office relocation. In June of 2021, EDASC moved offices from downtown Mount Vernon to College Way. The new offices are smaller, so we no longer have a large training room, where many have attended workshops over the years. This reduced footprint will lower our annual rent expense by nearly 30%. We will rely on partners for their meeting facilities when the need arises.

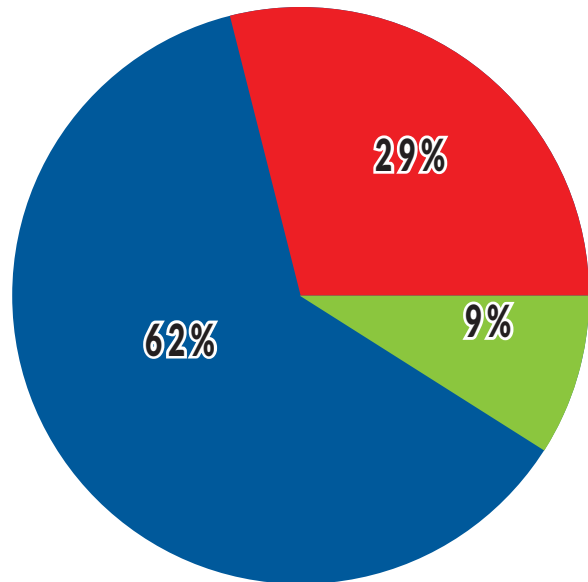
REVENUE



2021 Revenue Sources

- Local and State public sources
- One-time federal grant funding
- Private sources

EXPENSES



2021 Expenses

- Economic development
- Operations support
- Fundraising and investor relations

Newly-formed Skagit Tourism Bureau hires first CEO

The Skagit Tourism Bureau, created to promote the area worldwide as a travel destination, is poised to hit the ground running in 2022 after hiring Jake Buganski as the organization's first CEO.

Buganski joins the organization after most recently serving as vice president of strategy at Tempest, a Philadelphia-based digital marketing and customer relationship management company for the travel and tourism industry. He has also held several public sector and government positions in the tourism industry, serving as executive director at Visit South Jersey, President and CEO of Corning and the Southern Finger Lakes, and as executive director of the New Jersey Division of Travel and Tourism.

"I am thrilled to be joining the Skagit Valley tourism community and helping to establish the county's first destination marketing organization," Buganski said. "I commend the members of the community who have spent years developing an inventory of assets to promote to visitors, and those who recognized the opportunity to leverage the power of tourism as a catalyst for economic development."

The Skagit Tourism Bureau has been formed to meet the tourism marketing needs of Skagit County, and is a collaborative effort among the lodging businesses, municipalities, chambers of commerce, and EDASC to create a strategic destination marketing organization to promote tourism to Skagit County.

EDASC has been serving as the Skagit Tourism Bureau's fiscal agent while performing other organizational duties.

With Buganski at the helm, the Skagit Tourism Bureau will market the region to new and wider audiences to



bring visitors from all over the world to enjoy Skagit County while bringing more revenue to the area, said Andy Mayer, President and CEO of the Mount Vernon Chamber of Commerce.

"We have long recognized the importance of tourism and bringing more visitors to Skagit County," Mayer said, "It helps in terms of revenues generated for our hotels, restaurants, shops, and municipalities, jobs supported, and more exposure created for our region."

Monique Brigham of the Sedro-Woolley Chamber of Commerce also served on the hiring committee.

Skagit County Commissioner Lisa Janicki said Buganski's arrival couldn't be better timed.

"Our hospitality industry needs a boost now more than ever," Janicki said. "It is the perfect moment to put the Skagit Tourism Bureau into action."

Added Kristen Keltz, member of the advisory and hiring committees, "With Jake as the lead, the Skagit Tourism Bureau will strategically brand and market the abundance of tourism activities we have here in Skagit County."

Lennart Bentsen, a member of the advisory and hiring committees, said Jake's hiring is an important milestone.

"This is a critical stage in the development of the Skagit Tourism Bureau," Bentsen said. "We are excited and fortunate to have someone of Jake's talents and experience taking the lead."

SBDC no-cost confidential advising helps businesses succeed



Washington SBDC Advisor Alan Stanford (left) speaks with Research Intern Ian Fisher.

If you're a business owner or entrepreneur with a can-do attitude (what other kind is there?), the Washington Small Business Development Center (SBDC) is ready to help.

The Washington SBDC, funded locally by EDASC through 2021, has been providing one-to-one, no-cost, confidential business advising to small business owners and entrepreneurs in communities across the state since 1980.

When you work with one SBDC

advisor, you have access to the expertise and experience of more than 30 business advisors whose primary goal is to help you succeed. Google searches and Youtube videos can only get you so far. SBDC advisors are here to help you at every phase of business development and in just about any industry.

Over the past three years, SBDC advisors have assisted more than 454 business owners who sought one-on-one technical assistance through the Economic Development Alliance of Skagit County.

Over that same three-year period, SBDC clients reported receiving nearly \$25 million in funding to grow or sustain their businesses. With SBDC assistance, entrepreneurs started 24 new businesses and business owners said they were able to save or create 524 jobs.

Here are just a few of the comments that clients have made on recent client impact and satisfaction surveys. Note the comments are anonymous per confidentiality guidelines.

“SBDC has been invaluable in providing resources to help us navigate the Covid crisis thru webinars, workshops, and one on one counseling via zoom and email. Their team of advisors gave us the ability to navigate through our balance sheets and make good decisions going forward.”

Rural Skagit County business established in 2012; became SBDC client in 2019

HOW WE'RE FUNDED

The Washington SBDC is hosted by Washington State University and is administered through a cooperative agreement between WSU and the U.S. Small Business Administration. Funding is provided by WSU, other institutions of higher education, economic development associations and civic and business groups. These community-based funds are then matched on a 1-to-1 basis with federal money from the SBA.

“SBDC Advice has been valuable to our business for multiple reasons. The first and most important has been extraordinary networking assistance, and a willingness and responsiveness uncommon even in the private sector.”

Mt. Vernon business established in 2019; became SBDC client in 2020

“Great assistance at a detailed level that has been relevant (in) helping my business survive and potentially prosper. (My SBDC advisor’s) knowledge and ability to help and be approachable in a timely way is truly remarkable and made a big positive impact -- way beyond my expectation.”

Mt. Vernon business established in 2009 and became SBDC client in 2019

“I learned so much talking to (my SBDC advisor). She helped me to organize my thoughts, better understand the market and (learn) how to look for customers.”

Preventure client who first contacted SBDC in Dec. 2020

CONTACT US

If you are a small business owner or entrepreneur who would like to talk with an SBDC advisor about your plans to start, grow, buy or sell a business, contact the Washington SBDC at Washington@wsbdc.org or call (833) 492-7232.



Annual Investor Appreciation Celebration postponed due to public health concerns

MOUNT VERNON – Due to the persistence of Covid-19 (and particularly the Delta variant) and the ongoing public health threat associated with large indoor gatherings in late 2021, EDASC postponed its annual Investor Appreciation Celebration.

The event, usually held in November, serves as an opportunity to thank the more than 250 Investors who share the values of sustainable and inclusive economic development. It is held at no cost, featuring snacks, drinks, networking and an update from EDASC CEO John Sternlicht on some of the organization’s top accomplishments for the year, all made possible by Investors.

EDASC tentatively plans on resuming the event during the summer of 2022, when an outdoor gathering is more viable.

“We are disappointed to delay this event as it is always a joy to come together to celebrate and enjoy each other’s company,” EDASC CEO John Sternlicht said. “We are looking forward to next summer when we can hopefully hold this event safely outside during a beautiful Skagit summer afternoon.”

Your investment in economic development supports business attraction, retention and expansion, as well as collaborative engagement to achieve a prosperous, sustainable and equitable community. Investment also offers several perks, including unlimited access to the Skagit Job Board. If you are interested in becoming an Investor, contact Program Support Coordinator Matthew Johnson Money at matthew@skagit.org.



EDASC's Economic Forecast Night video debuts

EDASC on March 11, 2021, debuted its Economic Forecast Night video, presented by title sponsor Chmelik Sitkin & Davis, providing information on economic and business trends shaping Skagit County and the region.

With restrictions on gatherings, the event was held virtually as a pre-recorded video rather than the usual 400-person gathering. The video featured keynote speaker Chip Hunter, dean of Washington State University's Carson College of Business, breaking down how businesses in the Pacific Northwest dealt with the COVID-19 pandemic and what to expect in 2021, citing the results of the college's fourth annual Business in the Northwest Report released in February 2021.

The report surveyed 1,050 businesses from Washington, Oregon and Idaho. Key findings included that the pandemic altered the trajectory of the Pacific Northwest business climate, employers innovated and adapted, working from

home presented challenges particularly for Generation Z employees, and that there is great optimism moving forward.

He also discussed the ever-important issue of income inequality and how the pandemic exacerbated those gaps.

"While many business leaders are optimistic and see a light at the end of the tunnel, there are still many challenges here," Hunter said. "We know that in recent decades, the United States as a whole and our region have seen widening gaps between the haves and have-nots by nearly all measures you can look at."

Hunter provided long-term solutions to the issue, including the need for business education.

EDASC CEO John Sternlicht opened the video with an organization update highlighting major accomplishments from 2020, including CARES Act grant administration, as well as the attraction and expansion of several new businesses.

EDASC administered 10 small-business grant programs, awarding a total of \$2 million to 260 businesses and nonprofits.

EDASC also worked with many companies on their expansions and succession plans, including Mocean Canoes, Eddyline Kayaks and 5b's Bakery.

For business attraction, it helped bring in multiple companies, including Commercial Aircraft Interiors, Bounty Marine, and chocolate manufacturer 8 Degrees.

Sternlicht also highlighted EDASC's focus on Justice, Equity, Diversity and Inclusion (JEDI) principles, which are now incorporated into all EDASC programs and initiatives.



Scan to view the 2021 Economic Forecast Night video or visit tinyurl.com/27yzwu67

PACCAR

continued from pg. 7

Truck electrification also provides new opportunities for big data analytics and connected fleets.

“The fleet and infrastructure will be connected to the cloud to optimize overall operations,” he said.

For instance, a connected vehicle could help define the best charging location and times of day or support the definition of the best truck configuration for the job based on actual vehicle usage by each fleet owner. It’s something PACCAR is already working on with other U.S. Department of Energy programs and this research area will be extended to SuperTruck 3.

Locally, 10 to 30 jobs could be added to support SuperTruck 3. The PACCAR Technical Center currently employs about 420, including engineers, technicians, mechanics, and drivers, making it one of the largest employers in the county. With this expansion into the next generation electric vehicles comes career opportunities for technical and supporting roles.

Clean technology is one of EDASC’s key development sectors, typically offering family wages and innovative products.

EDASC has done much over the years to support and grow this sector through its business retention and expansion efforts. Most recently, EDASC featured PACCAR and its developments at the virtual Skagit County Innovation in Mobility event, connecting Norwegian transportation businesses with companies and governments in the U.S.

The event was held in collaboration with Innovation Norway, an organization of the Norwegian government supporting and developing its enterprises and industry.

EDASC in 2019 also brought a delegation of French business leaders to tour Skagit businesses, including the PACCAR Technical Center. There, the delegation walked through the facilities and even had the chance to drive semi-trucks on its oval track. PACCAR also

showed off an autonomous truck.

“There are amazingly innovative companies across Skagit County,” said EDASC CEO John Sternlicht, “and we are extremely proud to have the PACCAR Technical Center leading the way to clean transportation. EDASC works to support a healthy economic environment for businesses like PACCAR to thrive.”

Added Stephenson, “PACCAR is committed to developing state-of-the-art zero-emission commercial vehicles and next-generation technologies. We are proud of the work we do here at the PACCAR Technical Center and feel fortunate to be based in the Skagit Valley.”

BUSINESS ATTRACTION

continued from pg. 9

telecommunications, broadband availability, educational institutions and more.

Business attraction is also about finding the right businesses for the area. EDASC actively seeks appropriately sized marine, advanced manufacturing, and clean technology companies, as well as agriculture-related opportunities because they fit the business landscape, create family-wage jobs, and enhance our overall economy.

While new businesses could be seen as increased competition for existing ones, EDASC Economic Development & External Relations Manager Aaron Weinberg said that usually isn’t the case.

“New businesses generally help existing ones by bringing in new suppliers, customers and other business opportunities,” he said.

In addition, bringing new blood into the local business landscape helps diversify the Skagit economy, making us more resilient in the face of inevitable downturns in a single industry sector.

New companies tend to fill gaps in local supply chains and bring new skilled workers and professionals to the area. All these benefits make business attraction a desirable and necessary staple of economic development.

CAPACITY BUILDING

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help people, thus contributing to a stronger workforce.

EDASC has its own ongoing services that fall under this category. Leadership Skagit, for instance, is a civic leadership training program for emerging and current leaders. It has produced over 550 graduates since 2004, creating a network of servant leaders who are informed, inclusive and connected.

EDASC is also involved in workforce and human development. EDASC and its partners such as Skagit Valley College, the Northwest Workforce Council, WorkSource, the Northwest Career and Technical Academy, and the Center of Excellence for Marine Manufacturing and Technology work together to proactively solve workforce shortages, often before they occur. In addition, EDASC provides strong partnership and support for early learning, Skagit STEM, apprenticeship opportunities, and more to meet the demand of all employees and businesses.

The second category, physical infrastructure, ensures the proper infrastructure is available for businesses, workers, and community members to thrive. Opportunity Zones – developable land with heavy tax breaks – fall under this category. So does the expansion of broadband, which will serve as a big boost to businesses, especially those in east county. Housing availability and affordability also fall under this category. Since physical infrastructure requires long term planning, funding, and patience, EDASC works with local governments to project needs expressed by businesses and residents and explore methods to meet those needs, particularly with reference to developing infrastructure for properties suitable for business development.

In the end, EDASC’s approach to capacity building ensures Skagit County is better equipped for a sustainable, prosperous and enduring future.



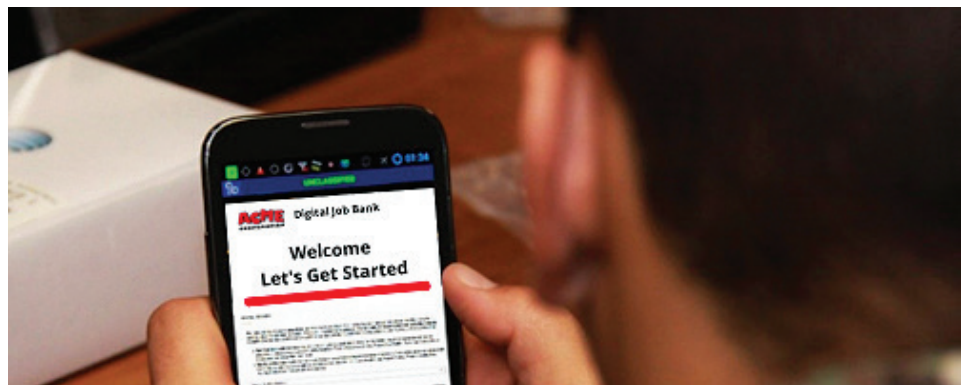
Impact Washington to offer digital job books support in 2022

Impact Washington, an EDASC partner, continues finding innovative solutions to support manufacturers.

Along with its usual offerings of consulting and training, the nonprofit is poised in 2022 to launch a new Digitized Workforce Training program that helps manufacturers create digital job training manuals. This type of consistent and repeatable training program improves process stability, ensuring all employees are trained to perform tasks in the “one best way,” said Impact Washington Account Executive Sarah Stuart.

“We hear employees are coming and going like it is a revolving door,” Stuart said. “If companies are going to survive, they are going to have to figure out how to be the fastest and best trainers ever. These digital job book apps will actually schedule, track, and provide training in a very standard way.”

Once a manufacturer has made the



decision to adopt a digital job book app, Impact Washington’s new Digitized Workforce Training program will help the business break down job tasks, film the work so it makes sense, then add the content to the app so the company can continue on its own.

Digital job books have many applications including:

GENERAL ONBOARDING: Help employees understand the company’s core values and goals.

OPERATING: Employees can be trained on using a machine during normal and exceptional production

conditions.

MANUAL AND ASSEMBLY WORK: Workers can be shown how to fabricate and join parts to construct the final product.

MAINTENANCE: Employees can learn the required actions to repair and conserve a machine operation under near-normal conditions.

Training new employees is something most businesses take as a given process. You can’t expect someone to step into a new role and understand all your expectations. They need to know the company’s

policies, procedures, and structures. Yet, training employees can also be a very costly experience for many businesses. For instance, if an employee isn't adequately trained the first time around, companies need to spend additional money training that worker properly a second time.

Impact Washington has found the adaptation of digital job books to be relatively low in cost and offer a high return on investment. For instance, digital job books increase a manufacturer's quality assurance, provides training stability, and reduces the time demand on organizational trainers.

Digital job books can be accessed via employee-owned mobile devices, too, further reducing costs. This type of digital training also aligns with modern practices, as millennials and

Gen Z employees are comfortable with technology and online training.

Additional benefits of digital job books include:

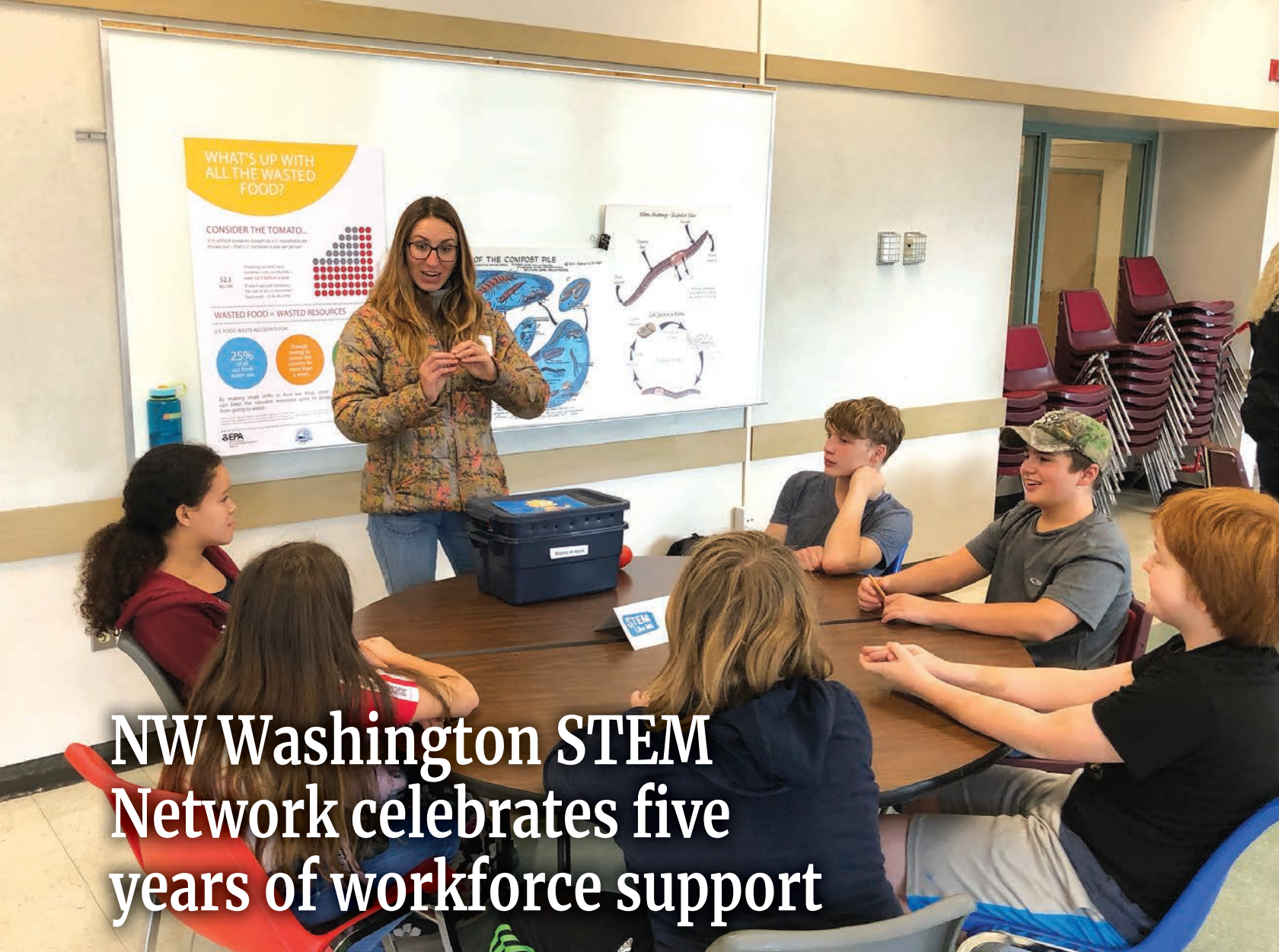
- Digital record-keeping and administration
- Measurable results and reporting

- Convenient and flexible access to training information
- Provides around-the-clock access to training resources

If your manufacturing business is interested in creating a digital job book, contact Impact Washington at info@impactwashington.org.

Impact Washington supports the needs of small- and medium-sized manufacturers. To learn more about Impact Washington's services, visit impactwashington.org or contact them at 425-287-6808 or info@impactwashington.org.





NW Washington STEM Network celebrates five years of workforce support

The Northwest Washington STEM Network, one of EDASC's major workforce partners, celebrates its five-year anniversary in 2022, a major milestone for an organization that's seen impressive growth – and results.

The organization began as the Skagit STEM Network, setting a goal to provide students with the best opportunities to break into high-demand jobs of the future. STEM refers to the fields of science, technology, engineering, and math. Careers in these fields typically offer family-wage jobs.

Now, the organization has evolved and expanded to become the NW

Washington STEM Network, serving as a catalyst for STEM education in Skagit, Island, San Juan, and Whatcom Counties. To support this role, their backbone agency is the Northwest Educational Service District (ESD) 189, supporting all K-12 school districts in these counties.

“The foundation we’ve built over the past five years is strong,” said Jennifer Veltri, NW Washington STEM Network Director and Career Connect Washington NW Regional Co-Director. “We have tremendous momentum to create even more opportunities, make additional connections, and leverage resources to achieve our goal of providing every child access to lucrative and rewarding STEM careers.”

EDASC has supported the organization since its inception, connecting it with businesses looking

to get involved with preparing students for rewarding careers. In 2021, EDASC co-hosted the Career Connect Skagit Summit to explore the partnership between industry and education and look at ways for businesses to get involved.

“The only way to develop a pipeline of qualified workers is to start with children in schools,” said EDASC CEO John Sternlicht. “EDASC strongly encourages businesses to get involved with the NW Washington STEM Network to help cultivate our workforce and help students successfully compete for the jobs of the future.”

Moving forward, the goal of Northwest Washington STEM Network is to continue growing its work while expanding its focus on equity, said Veltri.

“It is amazing to see how the

Network has grown and evolved over the past five years,” she said. “It speaks to the relevance of our work and desire for business, educators and the community to work together to accomplish program goals and leverage each other’s resources.”

In celebration of the Northwest Washington STEM Network’s 5-year anniversary, here are five major accomplishments of the organization (among many more), presented in no particular order.

1. STEM Like ME!: This program is an engaging interaction between local professionals in STEM fields and middle school students. More than 80 business mentors have participated in this program to date, impacting over 2,500 students in every school district across Skagit County. Program goals include increasing student awareness and interest in STEM careers and the education options that lead to those careers.

2. Spotlight on Women in STEM: This annual event brings together hundreds of young women from area schools to learn from successful women in STEM and interact with local industry. The event has included keynote speakers like Congresswoman Suzan DelBene and Shirley Yap, senior vice president of chemicals and products at Shell. In 2021, the event shifted gears due to the pandemic, featuring a series of inspiring videos with interactive classroom materials designed to highlight opportunities for women in IT, healthcare, manufacturing, engineering, and construction. This event began in 2018 and has served over 800 young women in Skagit County.



3. Business outreach events: The Network hosted several other regional events highlighting the intersection of industry and STEM education. The Apprentice Roundtable attracted leaders from northwest Washington to discuss the power of creating a culture of learning and giving all children the opportunity to achieve the American dream through career connected learning and apprenticeship opportunities. A high-tech summit featured local businesses along with GeekWire publisher John Cook. In partnership with EDASC, it also hosted the Career Connect Summit to connect industry and education.

4. \$2 million in scholarships and grant funding: With the help of Northwest Washington STEM Network, more than \$2 million in scholarships have been awarded to over 100 students in Skagit County to pursue STEM and healthcare degrees in the state. The Network has also consistently received grant funding to further amplify its work.

5. Advocacy: During Washington’s legislative sessions, Washington STEM, alongside NW Washington STEM, the nine regional STEM Network partners, and the 150-person Washington STEM advocacy coalition, worked successfully to advance policies that focus on equity, STEM, and creating meaningful change for students who are furthest from opportunity in our state. Efforts focused on five policy asks prioritizing Washington STEM’s focus areas – Career Pathways; Early Learning; Statewide Office of Equity; Broadband expansion & Digital equity; and Equitable access to Dual Credit programs.



Scan to watch the documentary or visit nwwashingtonstem.org/women-in-stem.

Get Involved

Are you interested in working with NW Washington STEM Network to address workforce issues and support local students?

Contact us online here: nwwashingtonstem.org/contact-us.



Broadband in the Skagit Valley

By Linda Tyler, Port of Skagit

Opportunities for broadband access continue to expand throughout Skagit County, a charge led by the Port of Skagit, an EDASC Investor, and a diverse and valuable group of partners.

The effort to improve rural broadband access dates back several years when the Port of Skagit conducted an East County Telecom Survey, uncovering harsh inadequacies in internet service performance, affordability, and availability. Responses revealed that merchants couldn't process business transactions, students couldn't complete their homework, teachers weren't able to develop lesson

plans, healthcare professionals were hindered in providing care to their patients, and more.

These shortcomings were negatively impacting economic opportunities, livelihoods, sustainable jobs and quality of life. People rely on connectivity for education, employment, health care, economic opportunities, public health, safety, and other essential services daily.

In response to this need, the Port began working in coordination with Skagit County, Skagit PUD, EDASC, and cities and towns throughout the county to develop a strategic plan for a community fiber optic network spanning across Skagit County, from Anacortes to Concrete.

From that work, the Port of Skagit and Skagit PUD jointly created

SkagitNet LLC to lead the efforts to design, construct and manage this network. This unique partnership between two public entities has brought great benefit to our community and local broadband effort, successfully securing more than \$10 million in grants and loans from Skagit County, the state Public Works Board and Community Economic Revitalization Board (CERB).

To date, there are six internet service providers (ISPs) operating on the network, which reaches just beyond Sedro-Woolley to the east. These private sector ISPs lease the infrastructure to bring internet service to their customers, which in turn provides operating capital for the network.

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WORKFORCE

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Resources Management Association (SIHRMA).

Many businesses reported successful hires from the job fair, including Burlington boat builder Aspen Catamarans.

“We spoke with multiple qualified candidates during the online job fair,” said Berry Zimmerman, talent manager at Aspen Power Catamarans. “One of the candidates swiftly moved through our interviewing and hiring process to full-time employment in our boat-building factory.”

EDASC is also involved in ongoing workforce initiatives. It collaborates with several organizations to help businesses access funding opportunities to upskill workers. In 2021, EDASC’s work resulted in two successful job upskilling grants for local manufacturers.

New for 2021, EDASC organized and co-hosted the first Career Connect Skagit Summit in partnership with Skagit STEM Network and the Northwest Educational Service District. The virtual workshop showcased the local organizations and programs that help nurture, engage and inspire K-12 through college-age youth. The event led to several businesses

connecting with the Skagit STEM Network to provide workplace learning opportunities to foster career development.

EDASC’s leadership training program, Leadership Skagit, also continues to graduate local emerging leaders ready to make their positive impact on the community and help take their businesses and organizations to the next level. Although not an intentional feature of the program, Leadership Skagit participants often find their careers taking a more meaningful, if not completely different direction during or after their year.

Looking ahead, EDASC has put forth several recommendations through its Skagit County Economic Recovery Plan for the County to consider addressing workforce barriers, such as access to childcare, returnship programs, signing bonuses for manufacturers, a public transportation needs assessment and more.

Said EDASC CEO John Sternlicht, “In this highly competitive labor environment, employers and indeed the entire community need innovative efforts to attract and retain the workforce they need. This involves improving the lives of employees and removing barriers to their employment.”

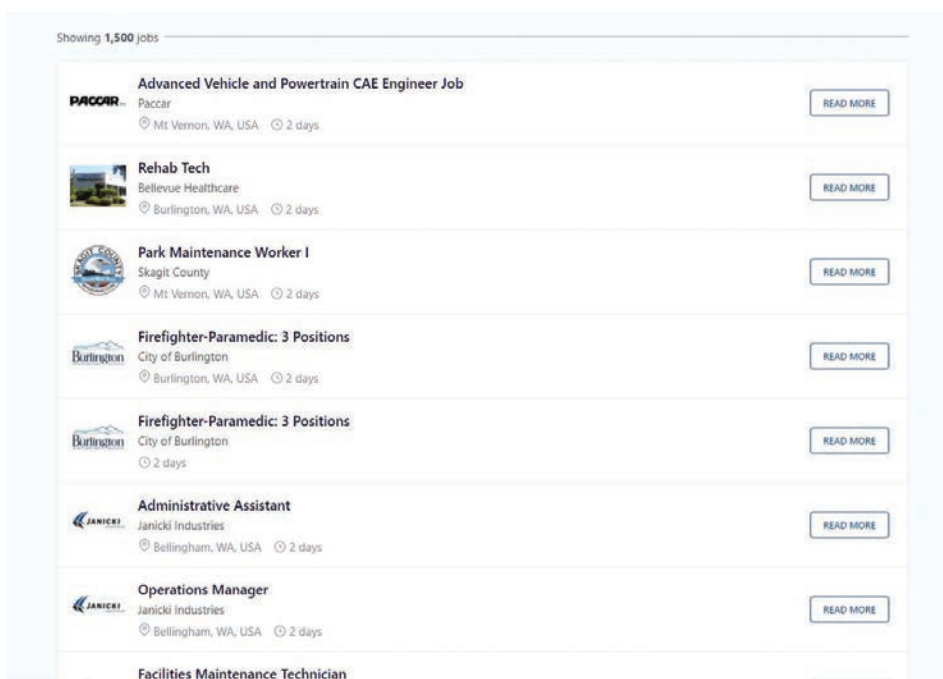
BROADBAND

continued from pg. 28

In addition, several projects beyond the original network scope are underway. The Port is working with EDASC Investor Ziplly Fiber to build out fiber-to-the-premise (FTTP) infrastructure in Lyman, Hamilton, Concrete and Marblemount which will connect 1,200 homes when complete. The Port is working with the Sauk-Suiattle Tribe to build out the network beyond Concrete to Darrington and the highly underserved area of southeast Skagit County. Most recently, the Port received funding to build FTTP infrastructure on Fir Island, to connect 175 homes and businesses and provide critically important redundancy to safeguard the network. The added connectivity will be invaluable to the businesses in those underserved areas, opening the door to compete in the modern digital economy.

Both nationally and locally, the future of broadband deployment is bright. Rural funding opportunities at the federal and state levels are prevalent. GIS mapping to identify needs and opportunities for improving broadband infrastructure throughout Skagit County is complete. And a proven model is in use: a publicly owned network that operates as an open access, carrier grade, multi-provider, competitive environment. The next steps are to continue to match specific funding opportunities with the right segment of our community and present our most compelling statement of need to secure funding for the next area, district, neighborhood, or corner of our valley.

Truth be told, this effort — the emerging technologies, funding sources, legislation, collaborative partnerships and more — is like a fast-moving train. By the time you read this article it likely will already be outdated. But for the business owner, teacher, employee, doctor, student, or family who requires more and better from this essential service, there is no work of greater importance than seeking out the partners, collaborations and funding needed to help Skagit County citizens thrive in this digital world.



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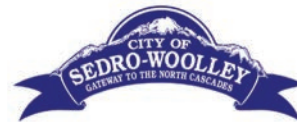
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Interested in becoming an EDASC Investor? Contact EDASC’s Economic Development & External Relations Manager Aaron Weinberg at aaron@skagit.org or 360-336-6114. Investor information is also available online at skagit.org.

SKAGIT

AGRICULTURE & FORESTRY

Crop Production



Companies in Skagit:

101

Average Employment: **2,650**

The Skagit Valley Value-Added Agriculture Innovation Partnership Zone nurtures partnerships to enhance the local agricultural industry, producing new jobs and a robust economy centered on the area's rich agricultural resources and heritage.

Animal Production



Companies in Skagit:

43

One recent outcome from the IPZ was the creation of the Genuine Skagit Valley origin mark, applying to anything grown or produced primarily in Skagit County. Visit genuineskagitvalley.com to learn more. USE SAME GSV logo from last year.



Forestry & Logging



Companies in Skagit:

17

*All stats from Employment Security Department Q2 2021 *unless otherwise noted*

Agriculture & Forestry

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www.baybabyproduce.com | Michele Youngquist

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www.agbizcenter.org | David Bauermeister

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jenn.sbfarms@gmail.com | Brad Smith

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www.tulips.com | Leo Roozen



SKAGIT

ARTS & TOURISM



Companies in Skagit:

53

Employment:

532

Skagit County's Tulip Fields, well preserved historic communities, artisan restaurants, and farms attract visitors from around the world. Skagit County has long attracted artists and writers, from the painters of the Northwest School modernist art movement to Beat Generation writers who manned North Cascades fire lookouts. Today the county and its communities boast nationally renowned galleries, museums, and arts offerings.

Leading Attractions

- Skagit Valley Tulip Festival
- Museum of Northwest Art
- Celtic Arts Foundation
- Cascade Loop Scenic Byway
- Chuckanut Drive Scenic Byway
- Skagit County Historical Museum
- Heritage Flight Museum
- Bow-Edison Food Trail

(source: skagit.org)

All stats from Employment Security Department Q2 2021, unless otherwise noted

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Arts & Tourism

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Meredith McIlmoyle

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www.mcintyrehall.org | Nida Tautvydas

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(360) 466-4446 | joannas@museumofnwart.org
www.monamuseum.org | Joanna Sikes

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www.scottmilo.com | Katherine Khile

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Dr. Tom Keegan
President
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skagit.edu

SKAGIT

CONSTRUCTION & CONSTRUCTION-RELATED

Construction



Companies in Skagit:

556



Employment:

3,751



Average Annual Wage:

\$65,368

INTERESTING FACTS

“

The Skagit County Construction industry has collectively created 2,200 new jobs since 2011.

”

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Fisher Construction Group



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We point out that our deep roots in Skagit County are responsible for the hard work and ingenuity we bring to every job. Our 40+ years of doing business the 'Skagit-way' has served our customers well. And it will continue to do so as we move forward.

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For TRICO, Thrilling the Customer is a Business Model, Not a Tagline

TRICO, a Burlington, Washington-based construction company, was founded in 1979 with an initial focus on heavy mechanical/refinery and civil projects. Over the past four decades the company has been responsible for the creation of regional infrastructure that includes hundreds of miles of roads, sewers, franchise utilities, pump stations, and more. TRICO's footprint has expanded considerably, and with roughly 100 employees the company currently manages projects throughout the Northwest — and even as far away as Mississippi. While it still performs bid work in civil construction, its competencies in that market have increasingly been leveraged to benefit an expanding set of industries ranging from food processing and cold storage plants to manufacturing facilities, industrial, commercial and professional office buildings.

While thriving under the ownership of Brian Wolfe, TRICO's growth accelerated some twelve years ago when Bruce Berglin joined the company. Berglin brought with him a background and expertise in commercial and food industries, which led to major changes in the company's business model and corporate structure through the creation of two new divisions to serve those markets. Berglin and Nate Wolfe became principals in 2013, and in 2019 Berglin assumed the roles of CEO and president. TRICO's resulting market expansion coincided with a transition away from traditional bid contracts, which were prevalent in the civil construction market, and toward a design-build proposal model with the goal of "thrilling the customer"

through a more value-added relationship.

The design-build delivery model has proven to be an efficient and effective way for TRICO to deliver a project. Since it is predicated on the company's ability to engage with customers early in the decision making process, the approach has been instrumental in managing project costs as well as improving the speed of delivery. In particular, TRICO's design-build aptitude adds value by allowing customers to focus on their core businesses rather than invest time and resources in the planning and logistics that would otherwise go into creating bid documents, while further benefiting from the latest industry developments that TRICO's divisions bring to a project.

As TRICO's business flourished, its operations exceeded the capacity of its site on Josh Wilson Road. With its decision to construct a new headquarters, the company followed its own design-build methodology. TRICO's recently recruited president, Christopher Kiel, thinks of his company's new building as a perfect case study. "We started the way we would with any customer," he explains, "by determining the types of decisions we would have to make at the outset to give us the quality and utility that we wanted from this building." Included in the construction was a five bay service garage and storage areas for the company's vehicles and equipment. Along with expanded administrative space, the new building was also designed to enhance the company's most important asset: its employees.

"Our people are our family," Kiel notes, "and we promote from within to maintain a great culture — so while we recognized

the need for more office space, the major portion of the new facility is a training center where we can grow our people as we grow our business."

The hiring of Kiel as president marks another significant phase in TRICO's 40-year history: the transition to a next generation of senior leadership. With 30 years of executive-level management experience — primarily in the building trades industry — Kiel sees his role as guiding this evolution, "to ensure stable growth and allow our senior leadership team to focus on what they do best as we transition from one generation to the next."

One of TRICO's key business units is led by Nate Wolfe. "Nate started out sweeping floors at TRICO 29 years ago," Kiel says. "TRICO's growth further accelerated with the addition of Andy Connor, who runs our civil division, and Jason Solie, who runs our commercial division as Senior Leaders and Principals. As Bruce Berglin transitions into more of a strategy and long-term growth position as CEO, I'll handle the day-to-day business activities of running the company — which will allow time for all our business units to develop their own succession plans over the next couple of years."

Like so many other businesses, TRICO has felt the impact of the recent pandemic. Supply chain disruptions, longer lead-times in critical process areas such as permitting, and the general economic uncertainty that has affected capital expenditure plans combined to cause a company-wide slow down. Rather than respond with layoffs, however, TRICO was determined to keep all of its employees.

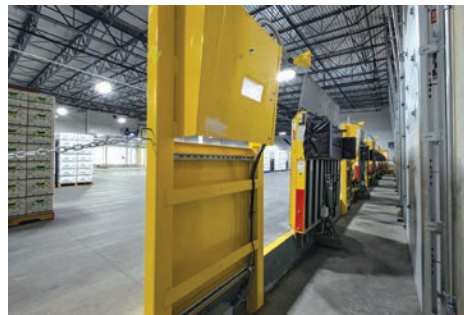
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This decision benefited greatly from the timing of the new building's completion and its resulting state-of-the-art training facilities. "We focused on keeping all of our people working," says Kiel, "and that included additional training. We weren't as profitable as a result, but we ended up with better people for having invested in them, and coming out of 2021 we have maintained a core staff in what is a very competitive labor field."

The new training center delivered another benefit during COVID by enabling face-to-face meetings while maintaining social distancing. "The technology allowed us to host meetings from the training center with small and medium size groups who were able to share and review documents with remote teams," says Kiel. "As COVID protocols progressed, TRICO was also able transition from strictly online meetings to having customers come in who could be safely taken to a space for in-person meetings."

Looking ahead five years, Kiel envisions a very different TRICO from the one he recently joined. "There is a lot of work in building a business plan based on an aggressive growth plan, and our mix of civil, commercial, and food projects is going to be different as a result. We see huge potential for all our divisions, and while our civil division will most likely continue to account for about the same percent of our business overall, a much bigger portion of what it does will be self-performing work for our other two units. When you combine our design-build model with our ability to self-perform such a large portion of the work — earth work, underground utilities, etc. — there is a real advantage to our customers from a planning, management, and cost perspective." Another key element of TRICO's current growth phase has been the creation of a service group that extends the company's customer relationships into longer term collaborations that maintain the life and utility of major capital expenditures.

Technology will also continue to be a competitive edge for TRICO. The use of drones for 3D modeling makes it possible to fly over a piece of property and map it three dimensionally. As Kiel explains, "The ability to walk into a room with a laptop and capture an image and



instantly transform it into a 3D diagram for engineering and design is a game changer, and we want to keep pushing those developments."

One aspect of TRICO's continuing evolution that will remain constant are the values that attracted Christopher Kiel to the company in the first place — particularly its emphasis on safety. TRICO's culture is one of empowerment from the ground up on all safety measures, with decisions around safety trumping everything else for every employee. "The worst possible thing that can happen to a business in a day is if one of your employees goes home in different shape than they came to work in," Kiel says. With a safety rating that reflects a zero-tolerance for violations, TRICO not only performs self-checks and self-audits, the company also has a paid third-party

site inspector who does safety audits on all project sites across three states. The resulting reports go directly to top management.

Aside from protecting the workplace safety of its employees, TRICO is betting its future on their professional development. The company's leadership team promotes a management style that pushes decision making as far down as possible and empowers the people who need to make them. TRICO's new president allows that there will always be mistakes to learn and move on from, but whenever questioned about how to make the right decision, he offers the following advice: "I tell people that if they are uncertain about what to do, always go back to our core values. You'll make the right decision 99% of the time. That's what's so great about TRICO."

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SKAGIT



EDUCATIONAL SERVICES



Skagit Valley College, an EDASC Gold Investor, offers 4-year degrees in applied science, 2-year degrees in over two dozen fields, and professional & technical certificates in 30 programs.



Washington State University-Everett, an EDASC Gold Investor and located just south of Skagit County, provides industry-aligned undergraduate programs with an interdisciplinary focus on the Puget Sound region.



Western Washington University, an EDASC Silver Investor and located in neighboring Bellingham, offers 175 academic programs.

Skagit County is located within 75 miles of a broad network of U.S. and Canadian four-year universities and world-leading research institutions including:

- **Western Washington University**
- **University of Washington**
- **Seattle University**
- **Washington State University**
- **University of British Columbia**
- **University of Victoria**
- **Simon Fraser University**

All stats from Employment Security Department Q2 2021*unless noted otherwise

Educational Services

Burlington Edison School District

Non-Profit Investor

927 E Fairhaven Avenue
Burlington WA, 98233 | (360) 757-3311
lbrowning@be.wednet.edu
https://www.be.wednet.edu/ | Laurel Browning

Cascade Motorcycle Safety

Small Business Investor

PO Box 159
Burlington WA, 98233 | (360) 969-1710
jesse@cascaDEMOTOSAFETY.COM
cascaDEMOTOSAFETY.COM | Jesse Murphy

Hair Spa

& Extensions Academy

Small Business Investor

1100 Roosevelt Ave # A
Mount Vernon WA, 98273 | (360) 428-4247
ContactUs@HairSpaAndExtensions.com
www.hairsPaAcademy.com | Araceli Ibarra

La Conner

School District #311

Non-Profit Investor

PO Box 2103 | La Conner WA, 98257
360) 466-3171 | wnelson@lc.k12.wa.us
www.lcsd.wednet.edu | Will Nelson

Let Us Show You Learning

Sole Proprietor Investor

204 S 27th St | Mount Vernon WA, 98274
(800) 851-0536 | BrianW@LUSYlearning.com
www.LUSYLearning.com | Brian Williams

MiddleWay

Acupuncture Institute

Small Business Investor

321 W Washington Street, Suite 334
Mount Vernon WA, 98273
(360) 336-6129 | linda@mwai.edu
www.mwai.edu | Linda Ballantine

Mount Vernon School District

Non-Profit Investor

124 E Lawrence Street
Mount Vernon WA, 98273 | (360) 428-6195
bvargas@mvsd320.org
www.MountVernonSchools.org | Belle Vargas

Sedro-Woolley

School District #101

Non-Profit Investor

801 Trail Rd | Sedro-Woolley WA, 98284
(360) 855-3500 | mmickelson@swsd101.org
www.swsd.k12.wa.us | Miriam Mickelson

Skagit Preschool

and Resource Center (SPARC)

Non-Profit Investor

320 Pacific Place | Mount Vernon WA, 98273
(360) 416-7570 | amanda@sparckids.org
www.sparckids.org | Amanda Sloan

Skagit Valley College

Gold

2405 East College Way
Mount Vernon WA, 98273 | (360) 416-7997
presidentsoffice@skagit.edu
www.skagit.edu | Thomas Keegan

Through the

Garden Gate Preschool

Small Business Investor

2611 Oakes Ave
Anacortes WA, 98221 | (360) 202-1655
marilyn@gardengatepreschool.com
throughthegardengatepreschool.com
Marilyn Mers-Hardison

Washington State University Everett

Gold

915 N Broadway | Everett WA, 98201
(425) 405-1719 | www.everett.wsu.edu
Cori Wilder

Western Washington University

Silver

516 High Street | Bellingham WA, 98225
(360) 650-2153 | chris.roselli@wwu.edu
www.wvu.edu | Chris Roselli



SVC | Skagit Valley College



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Possible job titles after completion:

- Data research support
- Business data analyst
- Market research data analyst
- Junior operations analyst
- Junior data engineer

Learn more:

skagit.edu/imds

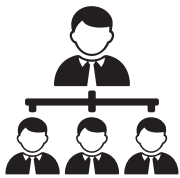


category directory
SKAGIT
FINANCIAL SERVICES



Companies in Skagit:

112



Employment:

1,475



Average Annual Salary:

\$96,788

Companies in this category make up the largest number of EDASC Signature Investors, those that invest \$5,000 or more. These companies include **Peoples Bank, Banner Bank, US Bank, Larson Gross CPAs & Consultants, and VSH Certified Public Accountants.**

All stats from Employment Security Department Q2 2021, unless otherwise noted

Financial Services

Bank of the Pacific *Small Business Investor*
 PO Box 646
 Burlington WA, 98233 | (360) 757-1618
 SDeGraw@bankofthepacific.com
 www.bankofthepacific.com | Scott DeGraw

Banner Bank *Gold*
 301 East Fairhaven Ave | Burlington WA, 98233
 (360) 757-9080 | rbking@bannerbank.com
 www.bannerbank.com | Roland King

Barrett Financial, Ltd. *Small Business Investor*
 1809 Commercial Ave - Suite 100
 Anacortes WA, 98221 | (360) 293-6287
 pat@barrettfinancialtd.com
 www.barrettfinancialtd.com | Patrick Barrett

Columbia Bank *Small Business Investor*
 PO Box 805 | Burlington WA, 98233
 (360) 757-0100 | jhoines@columbiabank.com
 www.columbiabank.com | Josh Hoines

Edward Jones
- Jeffery Pleet *Small Business Investor*
 630 SE Midway Blvd
 Oak Harbor WA, 98277 | (360) 679-2558
 jeffery.pleet@edwardjones.com
 www.edwardjones.com/jeffery-pleet
 Jeffery Pleet, CLU, ChFC

Fortiphi, LLC *Small Business Investor*
 811 Cleveland Avenue
 Mount Vernon WA, 98273 | (360) 424-5507
 mary.smith@fortiphi.com | fortiphi.com
 Mary Smith

Heritage Bank *Team*
 PO Box 302 | Burlington WA, 98233
 (360) 757-5056 | Dianna.Bodin@
 HeritageBankNW.com
 www.HeritageBankNW.com | Dianna Bodin

John R. Brown
Accounting, Inc. *Small Business Investor*
 PO Box 1232 | Mount Vernon WA, 98273
 (360) 336-6511 | info@jrbaccounting.net
 www.johnrbrowncpa.com/ | Jennifer Brown

Larson Gross CPAs and Consultants *Gold*
 245 E George Hopper Rd
 Burlington WA, 98233 | (360) 757-2700
 contact@larsongross.com
 www.larsongross.com | Kelli Visser

McGregor Benefits *Small Business Investor*
 3789 Biz Point Road
 Anacortes WA 98221 | (360) 299-2626
 tammy@mcgregorbenefits.com
 www.mcgregorbenefits.com | Tammy Masalonis

Mountain Pacific Bank *Small Business Investor*
 110 Cascade Mall Dr | Burlington WA, 98233
 (360) 953-5100 | jhowe@mp.bank John Howe

North Coast Credit Union *Small Business Investor*
 1100 Dupont Street | Bellingham WA, 98225
 (800) 696-8330 | jgischer@northcoastcu.com
 www.northcoastcu.com | John Gischer

Northwest Farm
Credit Services *Small Business Investor*
 265 E George Hopper Rd
 Burlington WA, 98233 | (360) 707-2353
 tim.vanhofwegen@northwestfcs.com
 www.NorthwestFCS.com | Tim Van Hofwegen



Wow! 2022 marks Wallace & Associates' 77th Anniversary! Our team is excited to continue serving our Skagit neighbors right from the heart of the Skagit Valley.

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 Burlington, WA 98233
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CPAs & Consultants

Larson Gross 
CPAs & Consultants

Larson Gross CPAs & Consultants is a full-service public accounting and consulting firm that helps businesses, nonprofit organizations and individuals secure strong financial futures and create meaningful legacies through a comprehensive and personal service approach. The firm has offices in Burlington, Bellingham, Lynden and Yakima with more than 125 team members providing a range of tax, assurance, bookkeeping and consulting services.

Larson Gross CPAs & Consultants
245 East George Hopper Road
Burlington, WA 98233
360-757-2700

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Ed Zavala
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Oostra Rouw & Associates *Small Business Investor*
 PO Box 2404 | Mount Vernon WA, 98273
 (360) 336-1040 | randy@oostrarouw.com
 www.oostrarouw.com | Randy Oostra

Peoples Bank *Gold*
 1801 Riverside Drive
 Mount Vernon WA, 98273 | (360) 404-2204
 Mike.Fredlund@peoplesbank-wa.com
 www.peoplesbank-wa.com | Mike Fredlund

Robert W. Baird & Co. *Small Business Investor*
 1404 E College Way, Suite 103
 Mount Vernon WA, 98273
 (360) 848-0348 | rwcarter@rwbaird.com
 www.rwbaird.com | Rodney Carter

SaviBank *Team*
 208 East Blackburn, Suite 200
 Mount Vernon WA, 98273
 (360) 755-6589 | rcann@savibank.com
 www.SaviBank.com | Rod Cann

US Bank *Gold*
 121 W Holly St | Bellingham WA, 98225
 (360) 738-2747 | michael.burke@usbank.com
 www.usbank.com | Michael Burke

VSH Certified Public Accountants *Gold*
 200 E George Hopper Rd
 Burlington WA, 98233 | (360) 707-4290
 matt@vshcpa.com | www.vshcpa.com
 Matt Roetcisoender

Wallace & Associates Insurance *Small Business Investor*
 PO Box 405 | Burlington WA, 98233
 (360) 755-0631 | eric@wallace-insurance.com
 www.wallaceins.com | Eric Dykstra

Wycoff Insurance Agency *Small Business Investor*
 PO Box 1010
 Mount Vernon WA, 98273 | (360) 336-2112
 donniek@wycoffinsurance.com
 www.wycoffinsurance.com | Donnie Keltz

Savi Bank



SaviBank is the only local community bank headquartered in Skagit County. We believe banking should be both convenient and personalized, and that's what we offer as a true community bank. Come see why SaviBank is "the wise choice" for families and businesses who want banking services from dedicated professionals.

208 E Blackburn, Suite 200
 Mount Vernon, WA 98273
 Mike Cann, Chairman of the Board
 Andy Hunter, President and CEO
 P: 888.707.2060 | F: 360.873.8521



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SaviBank.com



Anacortes
 360.755.3436 3201 Commercial Ave
 Burlington
 360.707.2272 1020 S Burlington Blvd
 Bellingham
 360.685.0080 1910 Broadway

Concrete
 360.853.8171 45872 Main St
 Freeland
 360.331.3717 1737 Main St
 Mount Vernon Blackburn
 360.419.0300 208 E Blackburn, Suite 100

Mount Vernon College Way
 360.336.0102 1725 E College Way
 Oak Harbor
 360.720.2202 315 NE Midway Blvd
 Sedro Woolley
 360.755.3496 203 Ball Street

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SKAGIT

FOOD & BEVERAGE



Companies in
Skagit:

317

Employment:

4,024



From the first commercial crop of cultivated potatoes in 1853, the Skagit Delta has been supplying the region, state, and world with nearly every crop imaginable. The Valley produces almost 95% of U.S. table beet seed (50% of the world supply), 75% of U.S. spinach seed, 25% of global cabbage seed stocks, and more tulip, daffodil, and iris bulbs than any other U.S. county, according to Genuine Skagit Valley.



*All stats from Employment Security Department Q2 2021*unless noted otherwise*

Food & Beverages

Calico Cupboard

Cafe & Bakery

121-B Freeway Dr

Mount Vernon WA, 98273 | (360) 336-3107

brenda@calicocupboardcafe.com

www.calicocupboardcafe.com | Brenda Schmidt

Small Business Investor

Farmstrong Brewing

Company

110 Stewart Road

Mount Vernon WA, 98273 | (360) 873-8852

todd@farmstrongbrewing.com

www.farmstrongbrewing.com | Todd Owsley

Small Business Investor

Fidalgo Coffee Roasters

856 North Hill Blvd | Burlington WA, 98233

(360) 757-8818 | David@fidalgocoffee.com

www.fidalgocoffee.com | David Evans

Small Business Investor

Food Services, Inc.

PO Box 218

Mount Vernon WA, 98273 | (360) 416-5117

sandy_cobbin@foodservicesinc.com

www.foodservicesinc.com | Sandy Cobbin

Team

Healthier Vending NW

500 NW 200th Street

Shoreline WA, 98177 | (206) 355-6359

laurie@healthiervendingnw.com

www.HealthierVendingNW.com

Laurie Albrecht

Small Business Investor

Mr. T's Family Cafe

27346 Lake Cavanaugh Rd

Mount Vernon WA, 98274

(360) 318-3019 | Mrtscafe503@gmail.com

Mrtscafe.com | Brandie Mergens

Small Business Investor

North Cascade Sports Bar

and Restaurant

44991 Concrete Road

Concrete WA, 98237 | (360) 724-8913

andreaplummer1979@gmail.com

Andrea Dunn

Small Business Investor

Pasek Cellars Winery

2629 Old Highway 99 S, B

Mount Vernon WA, 98273 | (360) 336-6877

pasekwinery@hotmail.com

www.pasekcellars.com | Judy Pascale

Small Business Investor

Ristretto Inc

416 S 1st St

Mount Vernon WA, 98273 | (206) 228-3888

ristrettocoffeelounge@gmail.com

www.ristrettocoffeelounge.com | Sean O'Leary

Small Business Investor

Samish Bay Cheese

PO Box 202 | Bow WA, 98232

(360) 766-6707 | cheese@samishbay.com

www.samishbay.com | Roger Wechsler

Small Business Investor

Skagit Valley Food Co-op

202 South 1st Street

Mount Vernon WA, 98273 | (360) 336-9777

TonyW@skagitfoodcoop.com

www.skagitfoodcoop.com/ | Tony White

Team

Skagit Valley Malting

11966 Westar Lane

Burlington WA, 98233 | (360) 982-1262

emily@skagitvalleymalting.com | Emily Baker

Small Business Investor

Skagit's Best Salsa Co.

14135 Bradshaw Road

Mount Vernon WA, 98273 | (360) 610-9022

kirtrohrs@hotmail.com | Kirt Rohrs

Small Business Investor

Skiyou Ranch LLC

26910 Duffy Rd | Sedro Woolley WA, 98284

(360) 708-3292 | skiyouranch@gmail.com

www.skiyouranch.com | Tarie Benson

Small Business Investor

Terramar Brewstillery

5712 Gilkey Ave | Bow WA, 98232

(360) 510-6747 | chris@terramarcraft.com

www.terramarcraft.com | Chris Barker

Small Business Investor

The Brown Lantern

Alehouse

412 Commercial Ave

Anacortes WA, 98221 | (360) 293-2544

brownlantern.com | Cheryl Rogers

Small Business Investor

Walton Beverage Co.

1350 Pacific Place

Ferndale WA, 98248 | (360) 380-1660 x105

les.blouin@waltonbeverage.com

www.waltonbeverage.com | Les Blouin

Small Business Investor



Port of Skagit



Port of Skagit

Port of Skagit serves as an economic development engine for Skagit County by concentrating on our mission, Good Jobs for the Skagit Valley.

The Port owns and operates four main enterprises that are home to 90 businesses and 1,700 jobs.

Skagit Regional Airport:

Located on Bayview Ridge, Skagit

Regional focuses on business

aviation that supports and generates

job creation throughout Skagit

County. US Customs & Border

Protection Services were added in

2019 to accommodate international

flight arrivals, providing even

more opportunity for economic

development.

Bayview Business Park:

With a nearly constant 100%

occupancy rate, Bayview Business

Park is home to 40 businesses

and 1,000 jobs. While most of the

companies focus on general, marine

and aerospace manufacturing, there

are also more than a dozen businesses

working in value-added agriculture.

La Conner Marina:

Opened in 1970, the La Conner

Marina celebrated 50 years of service

to our community in 2020. Today,

the La Conner Marina is a premier

destination for recreational boaters,

commercial fishers and marine-related

businesses and manufacturers.

SWIFT Center:

Sedro-Woolley Innovation for

Tomorrow Center, the former

Northern State Hospital, is the

Port's newest enterprise. The vision

for SWIFT is to become a Center

for agricultural and environmental

innovation and technology that does

good things for the world.

15400 Airport Drive

Burlington, WA 98233

Administration Office

360.757.0011

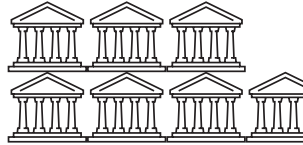
SKAGIT

GOVERNMENT

Government Agencies in Skagit County



Federal: **10**



Local: **7**



State: **27**



Employment:
11,242

Government employers supplied 22 percent of Skagit County jobs in 2021. Most of these jobs are attributed to local K-12 school districts.



Average Annual Salary:
\$64,968

All stats from Employment Security Department Q2 2021*unless noted otherwise

Government

Cascades Job Corps

2060 Powerhouse Drive
Sedro-Woolley WA, 98284 | (360) 854-2145
hamilton.macklin@jobcorps.org
https://cascades.jobcorps.gov/
Macklin Hamilton

Team

City of Anacortes

PO Box 547
Anacortes WA, 98221 | (360) 299-1950
coa.mayor@cityofanacortes.org
www.cityofanacortes.org | Matt Miller

Public

City of Burlington

833 S Spruce St | Burlington WA, 98233
(360) 755-0531 | cityhall@ci.burlington.wa.us
www.burlingtonwa.gov | Steve Sexton

Public

City of Mount Vernon

910 Cleveland Ave
Mount Vernon WA, 98273 | (360) 336-6211
mvmayor@mountvernonwa.gov
www.mountvernonwa.gov | Jill Boudreau

Public

City of Sedro-Woolley

325 Metcalf Street
Sedro-Woolley WA, 98284 | (360) 855-1661
swmayor@ci.sedro-woolley.wa.us
www.ci.sedro-woolley.wa.us | Julia Johnson

Public

Port of Anacortes

100 Commercial Ave | Anacortes WA, 98221
(360) 293-3134 | danw@portofanacortes.com
www.portofanacortes.com | Dan Worra

Public

Port of Skagit

15400 Airport Drive | Burlington WA, 98233
(360) 757-0011 | Saray@portofskagit.com
www.portofskagit.com | Sara Young

Public

Samcor Incorporated

PO Box 567
Anacortes WA, 98221 | (360) 726-2488
careythurston@samcor.biz | Carey Thurston

Small Business Investor

Skagit Council of Governments

315 South 3rd St, Suite 100
Mount Vernon WA, 98273 | (360) 416-7876
kmurphy@scog.net | www.scog.net
Kevin Murphy

Small Business Investor

Skagit County

1800 Continental Pl #100
Mount Vernon WA, 98273 | (360) 416-1300
trishal@co.skagit.wa.us
www.skagitcounty.net | Trisha Logue

Public

Skagit PUD

1415 Freeway Drive
Mount Vernon WA, 98273 | (360) 424-7104
pud@skagitpud.org | www.skagitpud.org
George Sidhu

Public

Town of Concrete

PO Box 39 | Concrete WA, 98237
(360) 630-4303 | goodwords@frontier.com
http://www.townofconcrete.com/ | Jason Miller

Public

Town of Hamilton

PO Box 528
Hamilton WA, 98255 | (360) 826-3027
c.vandiver.hamiltonmayor.wa@gmail.com
Carla Vandiver

Public

Town of La Conner

PO Box 400 | La Conner WA, 98257
(360) 466-3125 | Mayor@townoflaconner.org
www.townoflaconner.org | Ramon Hayes

Public

Town of Lyman

PO Box 1248 | Lyman WA, 98263
(360) 826-3033 | info@townoflyman.com
www.townoflyman.com/ | Eddie Hills

Public

WorkSource Skagit / Employment

Security Department
2005 E College Way
Mount Vernon WA, 98273 | (360) 230-1044
Teresa.davis@esd.wa.gov
https://worksourcewa.com/ | Teresa Davis

Non-Profit Investor



The Port of Anacortes is a community partner, environmental steward, and hub for local, regional, and international commerce. Together with public agencies and private businesses, the Port sustains more than 1,100 jobs and supports excellent quality of life in Anacortes and Skagit County.

The Port offers abundant opportunities on more than 80 acres of property overlooking Fidalgo and Padilla bays, including the world-class Cap Sante Marina, public parks and waterfront access, marine terminals, commercial facilities, a regional airport, and more.

100 Commercial Ave.
Anacortes, WA 98221
(360) 293-3134
Executive Director:
Dan Worra
portofanacortes.com



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supporting local businesses



providing community events



protecting our environment

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3

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80+

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24/7

operations at ANACORTES AIRPORT

\$65M

in environmental CLEANUPS



SKAGIT

HEALTHCARE & SOCIAL ASSISTANCE

Skagit County offers comprehensive, high quality healthcare facilities, with close access to world-leading specialty healthcare in Seattle. Local healthcare one of the leading employment sectors, generating over 10% of Skagit County's total employment.

Skagit Regional Health, an EDASC Platinum Investor, is the county's largest employer, with over 3,000 employees, according to a 2020 report from Western Washington University.

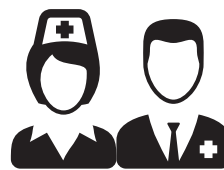
PeaceHealth United General Medical Center, also an EDASC Platinum Investor, was the county's No. 13 employer, according to the same report.

Health Care & Social Assistance



Companies in Skagit:

803



Employment:

5,271



Average Salary:

\$44,800

*All stats from Employment Security Department Q2 2021*unless noted otherwise*

Health Care & Social Assistance

Bellevue Healthcare *Small Business Investor*
1337 South Goldenrod Road
Burlington WA, 98233 | (360) 999-5635
Burlington@bellevuehealthcare.com
https://www.bellevuehealthcare.com
Bryce Schaffner

Cascade Facial Surgery and Aesthetics, PLLC *Small Business Investor*
1600 Continental Pl, Ste 103
Mount Vernon WA, 98273 | (360) 336-1947
jong@cascadeface.com | www.cascadeface.com
Jonathan Grant, M.D.

Country Meadow Village *Small Business Investor*
1501 Collins Rd | Sedro-Woolley WA, 98284
(360) 856-0404 | sandraj@villageconcepts.com
www.villageconcepts.com | Sandra Jensen

Hawthorne Funeral Home & Memorial Park *Small Business Investor*
PO Box 398 | Mount Vernon WA, 98273
(360) 424-1154 | kirk@hawthornefh.com
www.hawthornefh.com | Kirk Duffy

Hilde Family Dentistry *Small Business Investor*
239 S Burlington Blvd
Burlington WA, 98233 | (360) 707-5343
reception@HildeFamilyDentistry.com
www.HildeFamilyDentistry.com | Jason Hilde

PeaceHealth United General Medical Center *Platinum*
2000 Hospital Drive
Sedro-Woolley WA, 98284 | (360) 856-6021
cjohnston@peacehealth.org
www.peacehealth.org/united-general-medical-center
Chris Johnston

Riverside Health Club *Small Business Investor*
2225 Riverside Dr
Mount Vernon WA, 98273 | (360) 424-4200
karen@riversidehealthclub.com
riversidehealthclub.com | Karen Westra

Skagit Regional Health *Gold*
PO Box 1376
Mount Vernon WA, 98273 | (360) 814-2370
bivie@skagitregionalhealth.org
www.skagitregionalhealth.org | Brian Ivie

PeaceHealth



PeaceHealth United General Medical Center in Sedro-Woolley is a 25-bed critical access hospital and Level IV trauma center serving communities in Skagit and Island counties. We provide exceptional care with a full complement of primary, emergency and specialty medical services, including:

- Cancer care: Advanced diagnostic imaging, medical and radiation oncology and support services.
- General and orthopedic surgery: General and specialized procedures provided by accomplished surgeons.
- 24/7 emergency care: Immediate treatment for medical emergencies and coordination of safe patient transport when necessary.
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- Rehabilitation therapies: Comprehensive rehabilitative care - both inpatient and outpatient - from a team of highly-skilled nurses and licensed therapists for patients in need of physical, occupational or speech therapy. Our 10-bed Acute Care Rehabilitation Center offers specialized inpatient care and one-on-one therapy.
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Skagit Regional Health is an integrated health care system providing advanced, quality and comprehensive services to the people of Skagit, Island and Snohomish counties. The system includes Skagit Valley Hospital in Mount Vernon and Cascade Valley Hospital in Arlington, both offering acute and emergency care, and more than two dozen clinic locations providing primary, specialty and urgent care.
www.SkagitRegionalHealth.org

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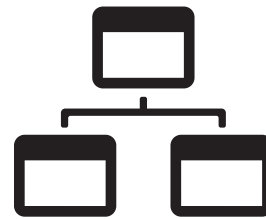
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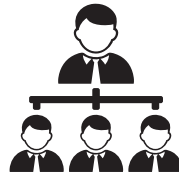
INFORMATION TECHNOLOGY

EDASC Investors **Comcast** and **Zipty Fiber** provide high-speed internet throughout Skagit County.



Companies in Skagit:

41



Employment:

283



Average Salary:

\$100,964

All Stats from Employment Security Department Q2 2021*unless noted otherwise



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<https://corporate.comcast.com/> | Vincent Buys

Dimensional Communications *Small Business Investor*
1220 Anderson Rd | Mount Vernon WA, 98274
(360) 424-6164 | ryanh@dimensional.net
www.dimensional.net | Ryan Hagman

NP Information Systems *Silver*
2103 Grant Street | Bellingham WA, 98225
(360) 671-4906 | vincep@npinfo.com
www.npinfo.com | Vince Preece

Sierra Microproducts *Team*
506 30th St.,
Anacortes WA, 98221 | (360) 298-6746
sean@sierramicroproducts.com
www.sierramicroproducts.com | Sean Gallagher

ZiPLY Fiber *Team*
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www.ziPLYfiber.com | Jennifer Harvey

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SKAGIT

MANUFACTURING

Did You Know?



Although Skagit County is often perceived as an agriculture-driven economy, the manufacturing sector ranks as its No. 1 revenue producer.

Skagit County is home to innovative world leaders in specialized advanced manufacturing:

- **Aerospace**
- **Advanced composites**
- **Precision tools**
- **Metals**
- **Prototypes**
- **Engineering services**

Manufacturing



Companies in Skagit:

185



Employment:

5,929



Average Annual Wage:

\$74,160

All stats from Employment Security Department Q2 2021*unless noted otherwise

Manufacturing

Aspen Power

Catamarans, LLC

Small Business Investor

11656 Knudson Road
Burlington WA, 98233 | (360) 668-4347
steve@aspempowercatamarans.com
www.aspempowercatamarans.com | Steve Graf

Bayview Composites, LLC

Small Business Investor

13593 Bayview Edison Rd
Mount Vernon WA, 98273 | (360) 466-4160
arte@bayviewcomposites.com
https://bayviewcomposites.com/ | Art Espinoza

Chinook Enterprises

Non-Profit Investor

2026 N LaVenture Rd
Mount Vernon WA, 98273 | (360) 428-0140
nwagner@chinookenterprises.org
www.chinookenterprises.org
Nicolette Wegner

EDCO, INC.

Small Business Investor

14508 Ovenell Road
Mount Vernon WA, 98273 | (360) 424-6600
leslie@edcometalfabricators.com
edcometalfabricators.com | Leslie Smith

Eddyline Kayaks

Team

1970 Walton Drive | Burlington WA, 98233
(360) 757-2300 | scott@eddyline.com
www.eddyline.com | Scott Holley

Goodwinds Composites

Small Business Investor

1829 Railroad Ave | Mount Vernon WA, 98273
(360) 588-4785 | amelia@goodwinds.com
www.goodwinds.com | Amelia Cook

Hexcel Corporation

Team

15062 Steele Road | Burlington WA, 98233
(360) 757-7212 | david.carlson@hexcel.com
www.hexcel.com | David Carlson

HollyFrontier Corporation

Gold

PO Box 622
Anacortes WA, 98221 | (360) 293-1552
cory.ertel@pugetsoundref.com
www.shell.us/pugetsoundrefinery | Cory Ertel

Janicki Industries, Inc.

Team

1476 Moore St | Sedro-Woolley WA, 98284
(360) 856-5143 | jjanicki@janicki.com
www.janicki.com | John Janicki

Legend Brands, Inc.

Small Business Investor

15180 Josh Wilson Rd | Burlington WA, 98233
(360) 757-7776 | m.neu@legendbrands.com
Legendbrands.com | Marcia Neu

Marathon Petroleum Corporation

Gold

PO Box 700
Anacortes WA, 98221 | (360) 293-9149
MPGill@marathonpetroleum.com
www.tsocorp.com | Matthew Gill

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Mount Vernon WA, 98273 | (360) 757-5200
phil.stephenson@paccar.com
www.paccar.com | Phil Stephenson

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MARITIME



Companies in Skagit:

43

Employment:

1,186

Average Annual Salary:

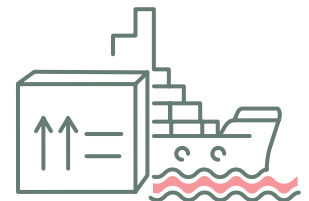
\$49,863



Skagit County has a vibrant marine industry strategically located near major shipping routes and recreation areas.

The sector include:

- **Cargo handling and logistics**
- **Fishing and seafood processing**
- **Ship and boat building**
- **Repair and maintenance**
- **Recreational boating**
- **Other maritime**



In 2019 EDASC, the City of Anacortes, and the Port of Anacortes developed the Anacortes Maritime Strategic Plan, a blueprint to strengthen the maritime industry for the next decade.



All Stats from Employment Security Department Q2 2021*unless noted otherwise

Maritime

Aspen Power Catamarans, LLC *Small Business Investor*
 11656 Knudson Road
 Burlington WA, 98233 | (360) 668-4347
 steve@aspenpowercatamarans.com
 www.aspenpowercatamarans.com | Steve Graf
Dakota Creek Industries, Inc. *Gold*
 PO Box 218 | Anacortes WA, 98221
 (360) 293-9575 | mike@dakotacreek.com
 www.dakotacreek.com | Mike Nelson

La Conner Maritime Service *Small Business Investor*
 920 W Pearle Jensen Way
 La Conner WA, 98257 | (360) 466-3629
 isaaco@laconnermaritime.com
 www.laconnermaritime.com | Isaac Oczkewicz
Reisner Distributor, Inc. *Small Business Investor*
 PO Box 409
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 daverill@reisnerdistributor.com
 www.reisnerdistributor.com | Dan Averill

Seattle Yachts / Northern Marine *Team*
 2415 T Avenue, Suite 112
 Anacortes WA, 98221 | (360) 299-0777
 peter@seattleyachts.com
 seattleyachts.com | Peter Whiting
Tomco Marine Group, Inc. *Small Business Investor*
 PO Box 600 | La Conner WA, 98257
 (360) 466-9277 | mike@americantugs.com
 www.americantugs.com | Mike Schoppert
TRANSPAC MARINAS, INC. *Small Business Investor*
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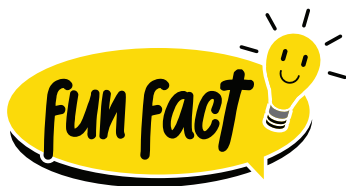
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NON-PROFIT



EDASC in 2020 became a 501c3 nonprofit after merging with the EDASC Foundation. The move streamlined operations while opening doors to new grant funding opportunities.

As part of the curriculum, Leadership Skagit participants form groups and partner with a local nonprofit to address a need in the community.

Skagit Valley Family YMCA



When you join the Skagit Valley Family YMCA, you're not just joining a gym – you're becoming part of a community. TheY is a cause-driven organization focused on youth development, healthy living, and social responsibility. Our many programs enable youth to realize their potential, empower people to live healthier lives, and promote justice and equity amongst our communities.

Skagit Valley Family YMCA
1901 Hoag Road,
Mount Vernon, WA 98273
360-336-9622
www.skagitymca.org

Non-Profit

Anacortes Chamber of Commerce *Non-Profit Investor*
 819 Commercial Avenue, Suite F
 Anacortes WA, 98221 | (360) 293-7911
jstickles@anacortes.org | www.anacortes.org
 Jessica Stickles

Associated General Contractors of Washington *Non-Profit Investor*
 2950 Newmarket Street, Suite 101, #309
 Bellingham WA, 98225 | (360) 961-5323
lcalloway@agcwa.com | www.agcwa.com
 Lance Calloway

Boys & Girls Clubs of Skagit County *Non-Profit Investor*
 3302 Cedardale Road
 Mount Vernon WA, 98274 | (360) 419-5244
rmchenry@skagitclubs.org
www.skagitclubs.org
 Ron McHenry

Burlington Chamber of Commerce *Non-Profit Investor*
 PO Box 1087
 Burlington WA, 98233 | (360) 757-0994
steph@burlington-chamber.com
www.burlington-chamber.com
 Stephanie Vervaart

Camp Korey *Non-Profit Investor*
 24880 Brotherhood Rd
 Mount Vernon WA, 98274 | (360) 416-4120
ltheaker@campkorey.org | <http://campkorey.org>
 Liz Theaker

Children's Museum of Skagit County *Non-Profit Investor*
 432 Fashion Way | Burlington WA, 98233
 (360) 757-8888 | cate@skagitcm.org
www.skagitchildrensmuseum.net
 Cate Anderson

Community Action of Skagit County *Non-Profit Investor*
 330 Pacific Pl
 Mount Vernon WA, 98273 | (360) 416-7585
info@communityactionskagit.org
www.communityactionskagit.org | Bill Henkel

Concrete Chamber of Commerce *Non-Profit Investor*
 PO Box 743 | Concrete WA, 98237
 (360) 853-8784 | chamber@concrete-wa.com
www.concrete-wa.com | Val Stafford

Friendship House *Non-Profit Investor*
 PO Box 517
 Mount Vernon WA, 98273 | (360) 336-6138
tina@skagitfriendshiphouse.org
www.skagitfriendshiphouse.org | Tina Tate

GSBA *Non-Profit Investor*
 400 E Pine St, Ste 322 | Seattle WA, 98122
 206 - 363-9188 | markr@thegsba.org
<http://www.thegsba.org/> | Mark Rosen

Helping Hands Food Bank *Non-Profit Investor*
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www.hometrustedofskagit.org | Jodi Dean

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PO Box 1610 | La Conner WA, 98257 | (360) 466-4778 | director@laconnerchamber.com
www.lovelaconner.com | Heather Carter

Lincoln Theatre Center Foundation *Non-Profit Investor*
PO Box 2312 | Mount Vernon WA, 98273
(360) 419-7129 | roger@lincolntheatre.org
www.lincolntheatre.org | Roger Gietzen

Mount Vernon Chamber of Commerce *Non-Profit Investor*
PO Box 1007
Mount Vernon WA, 98273 | (360) 428-8547
andy@mountvernonchamber.com
www.mountvernonchamber.com | Andy Mayer

Mount Vernon Downtown Association *Non-Profit Investor*
PO Box 1801
Mount Vernon WA, 98273 | (360) 336-3801
director@mountvernondowntown.org
mountvernondowntown.org | Ellen Gamson

Mount Vernon Farmers Market *Non-Profit Investor*
PO Box 2053
Mount Vernon WA, 98273 | (360) 540-4066
mountvernonfarmersmarket@hotmail.com
www.mountvernonfarmersmarket.org
Tia Entrikin

North Cascades Institute *Non-Profit Investor*
810 State Route 20 | Sedro-Woolley WA, 98284
(360) 854-2599 | info@nccascades.org
www.nccascades.org | Bec Detrich

North Puget Sound Carpenters Local 70 *Non-Profit Investor*
401 E Hickox Rd | Mount Vernon WA, 98273
(360) 424-1532 | 70@northwestcarpenters.org
www.ubclocal70.org | Eric Torset

Secret Harbor *Non-Profit Investor*
225 N Walnut St | Burlington WA, 98233
(360) 755-5700 | jenn.ryan@secretharbor.org
www.secretharbor.org | Jennifer Ryan

Sedro-Woolley Chamber of Commerce *Non-Profit Investor*
810 Metcalf Street | Sedro-Woolley WA, 98284
(360) 855-1841 | director@sedro-woolley.com
www.sedro-woolley.com | Monique Brigham

Sherwood Community Services *Non-Profit Investor*
2021 E College Way
Mount Vernon WA, 98273 | (425) 923-0343
aramsey@sherwoodcs.org
www.sherwoodcs.org | Angie Ramsey

Skagit Adult Day Program *Non-Profit Investor*
116 N Skagit Street
Burlington WA, 98233 | (360) 755-1235
Leighann@skagitaduldayprogram.org
www.skagitaduldayprogram.org
Leigh Ann Benson

Skagit Community Foundation *Non-Profit Investor*
PO Box 1763 | Mount Vernon WA, 98273
(360) 419-3181 | maddy@skagitcf.org
www.skagitcf.org | Maddy MacKenzie

Skagit Habitat For Humanity *Non-Profit Investor*
1022 Riverside Drive
Mount Vernon WA, 98273 | (360) 428-9402
tina@skagithabitat.com
www.skagithabitat.com | Tina Tate

Skagit Island Human Resource Management Association *Non-Profit Investor*
PO Box 1543
Anacortes WA, 98221 | info@sihirma.org
www.sihirma.org | Agnieszka Samsel

Skagit Land Trust *Non-Profit Investor*
PO Box 1017 | Mount Vernon WA, 98273
(360) 428-7878 | info@skagitlandtrust.org
skagitlandtrust.org | Molly Doran

Skagit Valley Family YMCA, Inc. *Non-Profit Investor*
1901 Hoag Rd | Mount Vernon WA, 98273
(360) 336-9622 | d.snider@skagitymca.org
www.skagitymca.org | Dean Snider

Skagit Valley Tulip Festival *Non-Profit Investor*
PO Box 1784 | Mount Vernon WA, 98273
(360) 428-5959 | info@tulipfestival.org
www.tulipfestival.org | Cindy Verge

Skagit Watershed Council *Non-Profit Investor*
PO Box 2856
Mount Vernon WA, 98273 | (360) 419-9326
rbrocksmith@skagitwatershed.org
www.skagitwatershed.org | Richard Brocksmith

Skagit Women's Alliance and Network *Non-Profit Investor*
PO Box 261
Burlington WA, 98233 | (360) 672-9419
kristysouthardrealestate@gmail.com
www.swanskagit.com | Kristy Southard

United Way of Skagit County *Non-Profit Investor*
PO Box 451 | Burlington WA, 98233
(360) 755-9521 | craig@unitedwayskagit.org
www.unitedwayskagit.org | Craig Chambers

Washington Vocational Services *Non-Profit Investor*
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slesh@wvs.org | Sue Lesh



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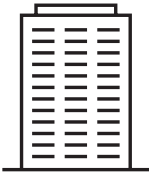


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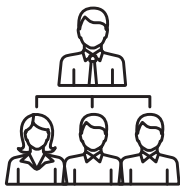
PROFESSIONAL SERVICES

Professional Services



Companies in Skagit:

327



Employment:

1,684



Average Annual Wage:

\$79,764

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- Marketing
- Publishing
- Accounting
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barronsmithlaw.com | Sallye Quinn

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Mount Vernon WA, 98273
(360) 336-0152 | info@brandquery.com
https://www.brandquery.com/ | Jacque Beamer

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(360) 333-0860 | lenbentsen@brenselhc.com
brenselhc.com | Lennart Bentsen

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mark.hagen@expresspros.com
www.expresspros.com | Mark Hagen

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www.GoodVibesBodyArt.com | Darius Sessions

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Craig Parrish

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(360) 336-6611 | slt@wncpa.com
www.wncpa.com | Steve Tobiason

Wilson Engineering, LLC

Small Business Investor

805 Dupont Street, Suite 7
Bellingham WA, 98225 | (360) 733-6100
info@wilsonengineering.com
www.wilsonengineering.com | Andy Law



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mark.hagen@expresspros.com
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SKAGIT

REAL ESTATE

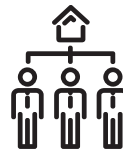
The
2020 annual median
price for homes in Skagit
County was \$421,800.

Real Estate



Companies in Skagit:

129



Employment:

496



Total Housing Units:

55,293

(according to GIS Planning)

Real Estate

Bouslog Properties *Small Business Investor*
11190 Bayview Edison Road
Mount Vernon WA, 98273 | (360) 708-1283
jbouslog@frontier.com | John Bouslog

Brown McMillen Real Estate *Small Business Investor*
PO Box 541 | Burlington WA, 98233
(360) 757-6013 | info@brownmcmillen.com
www.brownmcmillen.com | Shelah Inman

Chicago Title Company *Small Business Investor*
425 Commercial Street
Mount Vernon WA, 98273 | (360) 424-1700
judy.williams@ctt.com | www.titlebyjudy.com
Judy Williams

Dahlstedt Family Properties *Team*
13048 Farm to Market Rd
Mount Vernon WA, 98273 | (360) 424-3004
bdahlstedt@comcast.net | Norman Dahlstedt

Erik Pedersen Group *Small Business Investor*
425 Commercial Street, Suite 200
Mount Vernon WA, 98273 | (360) 391-0000
erikpedersengroup@gmail.com
www.erikpedersengroup.com | Erik Pedersen

Hill Investment Company *Sole Proprietor Investor*
PO Box 700 | Mercer Island WA, 98040-0700
(206) 232-7509 | mark@hillinvestment.com
hillinvestment.com | Mark Scalzo

Julie Krause Real Estate *Small Business Investor*
3110 Commercial Ave, Ste 101
Anacortes WA, 98221 | (425) 785-9534
juliekrause@cbbain.com
juliekrause.coldwellbankerbain.com
Julie Krause

**Land Title and Escrow Company
of Skagit County** *Small Business Investor*
PO Box 445 | Burlington WA, 98233
(360) 707-2158 | eldon@ltco.com
www.ltco.com | Eldon Brown

Learned Commercial, Inc. *Small Business Investor*
108 Gilke Road | Burlington WA, 98233
(360) 757-3888 | clay@claylearned.com
www.learnedcommercial.com | Clay Learned

RE/MAX Territory NW *Small Business Investor*
320 S Burlington Blvd
Burlington WA, 98233 | (360) 755-9494
Burlington@remaxterritorynw.com
www.skagitvalleyrealestate.com | Wilma Louia

Real Estate Unlimited *Sole Proprietor Investor*
705 37th St | Anacortes WA, 98221
(360) 661-5515 | mba2368@gmail.com
Mary Bourke

Realty One Group *Sole Proprietor Investor*
317 S 2nd St, Ste 143
Mount Vernon WA, 98274 | (360) 421-9090
jorgeandjenna@Teamestefan.com
www.JorgeandJenna.com | Jorge Estefan

Wallace Industrial LLC *Small Business Investor*
PO Box 569 | Burlington WA, 98233
(360) 757-0981 | jack@wallacespuds.com
www.wallacespuds.com | Jack Wallace

**Windermere Real Estate
/ Anacortes Properties** *Small Business Investor*
3018 Commercial Ave | Anacortes WA, 98221
(360) 293-8008 | nscott@windermere.com
www.anacortesrealestate.com | Nate Scott

**Windermere Real Estate
/ Skagit Valley** *Small Business Investor*
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98273
(360) 424-4901 | jjscott@windermere.com
www.windermereskagit.com | Josh Scott

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SKAGIT

REPAIR & MAINTENANCE

Repair & Maintenance



Businesses in Skagit:

112



Employment:

624



Average Salary:

\$51,340



All stats from Employment Security Department Q2 2021*unless noted otherwise

Repair & Maintenance

All Phase Heating and AC Inc

230 Lila Lane

Burlington WA, 98233 | (360) 707-8521

office@allphaseheatingandac.com

allphaseheatingandac.com | Melissa Ceradsky

Small Business Investor

Birch Equipment Rentals & Sales

PO Box 30918

Bellingham WA, 98228 | (360) 428-7788

mountvernon@birchequipment.com

www.birchequipment.com | Cara Buckingham

Team

CPI Plumbing and Heating Inc.

1900 Railroad Avenue

Mount Vernon WA, 98273 | (360) 399-6810

marketing@cpiplumbing.com

www.cpiplumbing.com | Sarah Eckenrode

Small Business Investor

Dwayne Lane's Auto Family

10515 Evergreen Way | Everett WA, 98204

(425) 551-4971 | scb@dwaynelane.com

www.dwaynelane.com

Sheila Countryman-Bean

Team

Foothills Toyota

PO Box 629

Burlington WA, 98233 | (360) 757-7575

tyler.steinman@foothillstoyota.com

www.foothillstoyota.com | Tyler Steinman

Team

Foss Heating & Cooling

333 E Blackburn Rd Suite A

Mount Vernon WA, 98273 | (360) 336-1517

alex@fossheating.com | www.fossheating.com

Alex Gravley

Small Business Investor

Pacific Party Canopies, Inc.

455 Pease Rd

Burlington WA, 98233 | (360) 707-2115

gregg@pacificpartycanopies.com

www.pacificpartycanopies.com

Greg Greenfield

Small Business Investor



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Mount Vernon, WA 98273

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E: info@wncpa.com

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Anacortes, WA 98221

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SKAGIT



RETAIL

“

★ ★ ★ ★ ★ ★ ★ ★

Retail trade is the No. 3 gross regional product in Skagit County and the second largest industry for jobs

★ ★ ★ ★ ★ ★ ★ ★

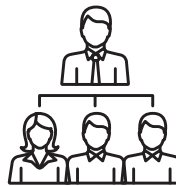
”

Retail



Companies in Skagit:

410



Employment:

6,779



Average Annual Salary:

\$42,848

All stats from Employment Security Department Q2 2021*unless noted otherwise

Retail

Balloon Splendor *Small Business Investor*
 5423 Emerald Ct | Mount Vernon WA, 98273-6011
 (206) 992-3817 | Rachel.Porter@balloonsplendor.com
 balloonsplendor.com Rachel Porter

Brecky's *Small Business Investor*
 1015 N Belair Dr | Mount Vernon WA, 98273
 (206) 619-8977 | breckysplace@gmail.com
 www.skagitsoapery.com | www.infraredcamerasales.com
 www.tattoolightening.com Brecky Bihary

Chuckanut Lighting *Small Business Investor*
 938 Fountain St. | Burlington WA, 98233
 (360) 757-2195 | brian@chuckanutlighting.com
 chuckanutlighting.com Brian Helgeson

Easton's Books *Small Business Investor*
 701 S 1st St
 Mount Vernon WA, 98273 | (360) 336-2066
 diannacornelius@hotmail.com Dave Cornelius

Judd & Black Appliance *Small Business Investor*
 2520 Cedardale Road | Mount Vernon WA, 98274
 (360) 336-6515 | dlund@juddblack.com
 www.juddblack.com Derek Lund

Mobile Merchandisers, Inc. *Small Business Investor*
 2611 Henson Rd | Mount Vernon WA, 98273
 (360) 336-3187 | gina@mobmerch.com
 www.mobilemerchandisers.com Gina Wells

Northwest

Hot Spring Spas, Inc *Small Business Investor*
 507 Fisher Lane | Burlington WA, 98233
 (360) 757-1888 | dan@nwhotspring.com
 www.nwhotspring.com Dan Hyatt

Petals By Linda *Small Business Investor*
 615 S 2nd St
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 waldewood@comcast.net Linda Walde-Wood

Rallye Auto Sales Inc *Small Business Investor*
 1010 Old Hwy 99 N Rd | Burlington WA, 98233
 (360) 757-7770 | info@rallyeauto.com
 www.rallyeauto.com Doyle Guffie

Strauss Jewelers *Small Business Investor*
 401 S 1st Street | Mount Vernon WA, 98273
 (360) 336-2843 | strauss@straussjewelers.com
 www.straussjewelers.com Lynn & Barbara Strauss

Warren Jewelers, Inc *Small Business Investor*
 12559 116th Ave NE | Kirkland WA, 98034
 (425) 821-1444 | susan@warrenjewelers.net
 www.warrenjewelers.net Susan Osborn

WCP Solutions *Team*
 1550 Walton Dr | Burlington WA, 98233
 (541) 915-4180 | badam@wcpolutions.com
 https://www.wcpolutions.com/
 Adam Bieghler

Skagit Publishing



Skagit Publishing encompasses a diverse mix of more than 50 high-quality products and services. From newspapers and digital platforms to commercial printing and direct mail, Skagit Publishing continues to evolve as an innovative, diversified and expanding news, information, and advertising source. We are here to serve Skagit County residents and businesses by providing compelling and credible local news and advertising. Backed by our understanding of the marketplace and complemented by our assortment of products and services, Skagit Publishing reaches more customers and delivers greater results than any other local multimedia organization. Family-owned Skagit Publishing produces the Skagit Valley Herald and five weekly newspapers: the Anacortes American, Your Fidalgo,

Courier-Times, The Argus, and Stanwood Camano News. Special sections include Explore Skagit and the Farm Map. The paid subscriber base reaches from Island and Whatcom counties to Arlington, with the highest penetration in Mount Vernon, Burlington, Anacortes, Camano Island and Sedro-Woolley. Gokagit.com merges content from all its newspapers and publications and also hosts a free community calendar.

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 Mount Vernon, WA 98274
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SKAGIT

TRANSPORTATION

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Skagit County has three airports: **Skagit Regional Airport**, **Anacortes Airport** and **Concrete Airport**.

Anacortes is the terminus for the **Washington State Ferries** route serving the San Juan Islands.

The **Port of Anacortes**, a natural deep-water seaport, hosts major shipbuilding and repair facilities with capabilities for dry bulk cargo exports, vessel moorage, industrial projects and a spacious marina.

Skagit County is conveniently located near additional deep-water port facilities, including the **Port of Bellingham**, **Port of Everett**, **Port of Seattle** and **Port of Tacoma**.

*All stats from Employment Security Department Q2 2021*unless noted otherwise*

Transportation

Oak Harbor
Freight Lines, Inc. *Small Business Investor*
PO Box 1469 | Auburn WA, 98071
(800) 285-6254 | ed.vanderpol@oakh.com
Edward Vander Pol

Reisner Distributor, Inc. *Small Business Investor*
PO Box 409
Anacortes WA, 98221 | (360) 293-2197
daverill@reisnerdistributor.com
www.reisnerdistributor.com | Dan Averill

Skagit Transit *Small Business Investor*
600 County Shop Lane | Burlington WA, 98233
(360) 757-8801 | dobrien@skagittransit.org
www.skagittransit.org | Dale O'Brien

Skagit Transportation, Inc. *Small Business Investor*
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www.skagittrans.com | Daniel Boffey



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Executive Director: Dale O'Brien

E: dobrien@skagittransit.org | skagittransit.org

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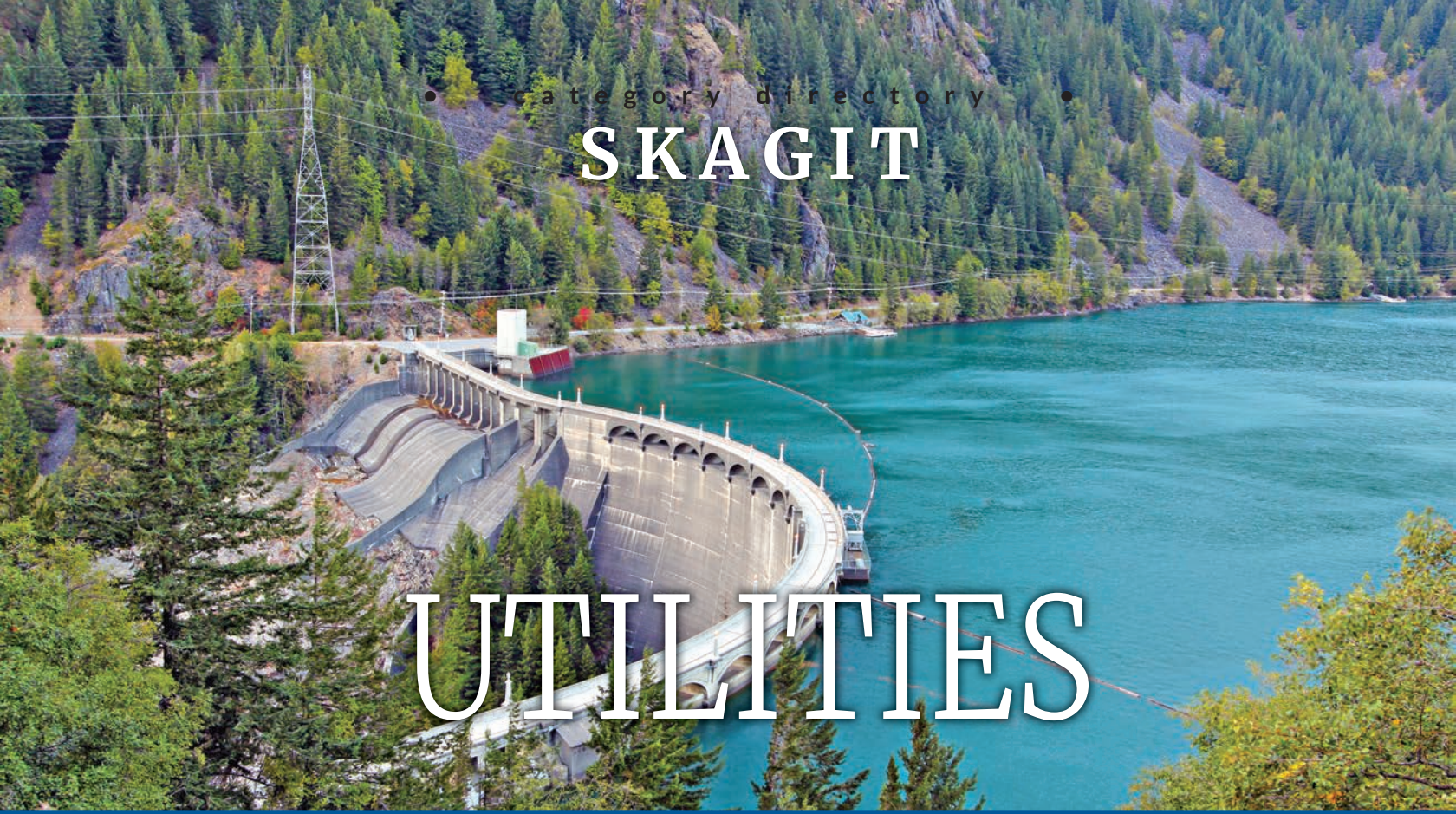


1553837

www.skagittransit.org | (360) 757-4433

SKAGIT

UTILITIES



“

★★★★★★

EDASC Silver Investor **Cascade Natural Gas** distributes natural gas in Skagit County to Mount Vernon, Anacortes, Burlington, La Conner, and Sedro-Woolley.

EDASC Public Investor **Skagit Public Utility District** Operates the largest water system in the county.

★★★★★★

”



Companies in Skagit:

10



Employment:

240



Average Annual Wage:

\$100,592

All stats from Employment Security Department Q2 2021*unless noted otherwise

Utilities

Cascade Natural Gas Corporation *Silver*
 1520 S 2nd St | Mount Vernon WA, 98273
 (888) 522-1130 | travis.alvord@cngc.com
 www.cngc.com | Travis Alvord

Lautenbach Industries *Team*
 13084 Ball Rd
 Mount Vernon WA, 98273 | (360) 757-4000
 troy@lautenbachrecycling.com
 www.lautenbachrecycling.com
 Troy Lautenbach

Puget Sound Energy *Gold*
 1660 Park Lane | Burlington WA, 98233
 (425) 424-5101 | robert.knoll@pse.com
 www.pse.com | Robert Knoll

Republic Services *Team*
 54 South Dawson St
 Seattle WA, 98134 | (206) 390-7630
 pvargas@republicservices.com | Pinky Vargas

Skagit PUD *Public*
 1415 Freeway Drive
 Mount Vernon WA, 98273 | (360) 424-7104
 pud@skagitpud.org | www.skagitpud.org
 George Sidhu

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Thiara, MD



Nadezhda
Volsky, MD



Feng
Zhao, DO

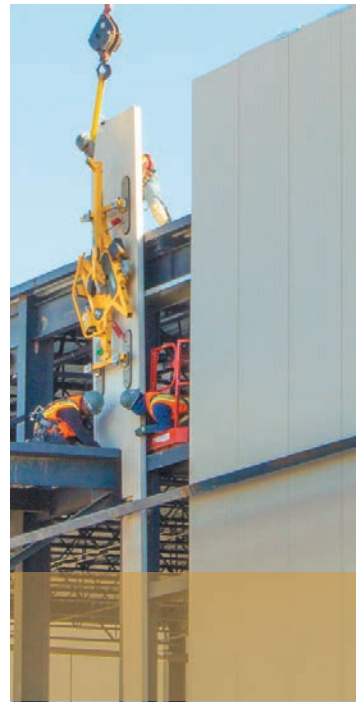
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