



# 2019 Skagit Business Guide

**BUSINESS FOCUS:**  
Skagit Regional Health  
Medical Technology  
Advances

**EDASC**  
Programs & Events

**LEADERSHIP SKAGIT:**  
Employing New Skills  
for Direct Community  
Benefit

**SBDC: Advising Small  
Businesses**

**EDASC**  
Financial Report

**EDASC**  
Investor Directory

**About Skagit Regional  
Health:**

Skagit Regional Health is a health care leader in northwest Washington and the largest employer in Skagit County with 2,544 employees. The growing organization includes acute care hospitals in Mount Vernon and Arlington and more than 20 clinic locations in Skagit, Island and Snohomish counties.





# Port of Skagit

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Your Business. Your Community.

# THANK YOU

to the 2018 EDASC Business Investors and Partners for building economic opportunity and growth throughout the Skagit Valley.





Surgeon Joel Dean, MD performs minimally invasive colorectal surgery using the da Vinci® Xi™ robotic system.



During a public demonstration, community members had the opportunity take the controls of the precision surgical robot.



Orthopedic Surgeon Michael Picco, DO, talks with a patient.

**FROM THE COVER:**

Cover photo is General Surgeon Allison Porter, MD.

# Leading the way in surgical technology

Skagit Regional Health is a growing, integrated healthcare system providing advanced, quality and comprehensive services to the people of Skagit, north Snohomish and Island counties. The organization embraces the latest in technology, pursues its commitment to expand services, and actively recruits providers to create access to a full range of healthcare services.

Skagit Regional Health partners with a medical staff totaling nearly 500 providers offering primary care and 30 specialties ranging from orthopedics and sports medicine to endocrinology. The system's clinics conduct more than 300,000 outpatient visits per year, and more than 54,000 Emergency Department visits annually at the two acute care hospitals.

In 2018, Skagit Regional Health added the latest in surgical services technology with the purchase of the da Vinci® Xi™ robotic system at Skagit Valley Hospital. Surgeons with extensive training use the robotic computer and optical technologies to perform complex procedures through small incisions as an alternative to both traditional open surgery and conventional laparoscopy.

"We are truly thrilled to be a leader in this field and look forward to continuing to bring technology and services, including these

minimally invasive surgical options, to the patients we serve," said Brian Ivie, President and Chief Executive Officer of Skagit Regional Health. "The robotic-assisted system is shown to improve patient outcomes, reduce recovery time and shorten hospital stays."

Skagit Regional Health is also home to the only cardiac catheterization labs in Skagit County, providing emergent and preventive procedures to heart patients, including angioplasty, stent placements and pacemaker implants. The latest lab equipment went online in December, 2018, offering state-of-the-art optics to benefit patient care.

Another advancement in technology is the new Electronic Health Record system in place across all Skagit Regional Health facilities that allows patients and their information to move seamlessly through the entire continuum of health care. Patients benefit from easy access to their health records through the MyChart patient portal accessible via computers and mobile devices.

**About Skagit Regional Health:** The organization includes two acute care hospitals, Skagit Valley Hospital in Mount Vernon and Cascade Valley Hospital in Arlington, plus more than 20 outpatient clinic locations offering primary, specialty and urgent care services in the region.



Electrophysiologist Ramy Hanna, MD performs a procedure in a cardiac catheterization lab at Skagit Valley Hospital.



Oncologist Kiarash Kojouri, MD is part of the comprehensive cancer care team at the Regional Cancer Care Center.

# LETTER FROM THE BOARD CHAIR

As my second term as EDASC Board Chair nears completion, I look back at the great work of EDASC staff members led by John Sternlicht, the thoughtful, collaborative work of the Board of Directors, and private and public investors deeply committed to a thriving Skagit community. As Board Chair and President of Skagit Valley College, I have seen first-hand the impact that economic development has had on the people and businesses in Skagit County.

As I look forward to 2019, I am excited for all the wonderful possibilities. EDASC's Strategic Plan establishes and articulates a vision for the future of economic development in Skagit County. It is inclusive and designed to serve all members of our community. As we know, ALL must have the opportunity to fully participate—economically, socially, culturally—for each of us to truly prosper.

Not only do we have a vision—and a commitment to including all—we have community leaders who are dynamic, collaborative, and forward-thinking. At the same time, we value the rich history of the Skagit Valley and its many valuable resources. EDASC serves as a

wonderful bridge with public and private partners to make this a very special place. It is clear to me that EDASC, our Ports, Cities, County, educational institutions and private businesses are committed to a forward-thinking, sustainable economic development model.

This continues to be an exciting time for the Economic Development Alliance of Skagit County: We have a vision, we are seeing results, and we are doing this important work in concert with many, many others. Quite simply, we couldn't do this work without the continued support and investment of our public and private partners.

If you are a current partner in our alliance—thank you! If you haven't had the opportunity to take part yet—I encourage and urge you to join in on this important work as we pursue a strategic, sustainable and inclusive approach to economic development.

Sincerely,  
Tom Keegan, Board Chair



**TOM KEEGAN**  
BOARD CHAIR, EDASC  
President, Skagit Valley  
College

# LETTER FROM THE CEO

Reflecting on my first three years as CEO of EDASC, I am filled with gratitude for the community supporters, partners, investors, Board, and especially team members who have created all the progress and innovation at EDASC during that time. It takes years, heavy lifting, patience, funding, and lots of collaboration to build the relationships that lead to success in supporting businesses expanding in, starting up in, or arriving in Skagit County.

One of the best things about our home is how well everyone works together towards the common goal of lifting up our entire community. During 2018, EDASC has been in the forefront of efforts to enhance our workforce, through STEM education, Career-Connected Learning, Early Learning, and connecting individual companies with partners and resources to assist with expansions or upskilling. Economic development serves as the connective tissue between all educational levels (K-20) and businesses to make sure graduates obtain the required skill sets for success in the workplace. EDASC has also been involved in finding ways to create

opportunity for increased housing development, particularly for workforce availability.

EDASC's attraction and expansion efforts have borne fruit as well, in the form of companies such as LAVLE, Garden Path Fermentation, and Breed Precision Tooling.

Others in the pipeline will likely be announced in early 2019. Recruitment efforts focus on companies that fit Skagit County in scope and sector for more sustainable development. Your partnership, expressed in investments of collaboration, support, and dollars, makes our efforts possible as we all work towards a more prosperous and healthy community for every resident of Skagit County! Thank you for the privilege of leading this model organization and of being part of this amazing community.

Sincerely yours,  
John Sternlicht, CEO



**JOHN STERNLICHT**  
CEO, EDASC



# 2019

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# EDASC STAFF

## **JOHN STERNLICHT, CEO**



John Sternlicht, attorney and certified economic developer, was selected as the third leader of EDASC and the EDASC Foundation in its 45+ year history. He brings to the organization senior executive expertise in law, economic development, community relations, public policy, finance, and government relations with a domestic and international focus. John has over 20 years high-level experience negotiating and executing multi-billion-dollar business locations and expansions involving public and private sector financing, higher education, infrastructure, and legislative initiatives. John currently serves on the Board of Directors of the International Economic Development Council, and speaks nationally and abroad on various topics in economic development, including the design, protection and assessment of incentives, economic development practices in the United States, the process of negotiation, building public consensus, strategic planning, commercialization and innovation.

Additional languages spoken: French, German, Spanish

## **AUDRA RAMERMAN, DIRECTOR OF FINANCE AND ADMINISTRATION**



Audra Ramerman joined EDASC from VT Volant, a division of ST Aerospace, a Burlington, Washington-based manufacturer and refurbisher of aircraft interiors. There she served as Senior Finance Manager and Controller. Before that, Audra performed managerial roles in finance, IT, strategic planning, budgeting, and market research for OutBack Power Technologies, Samson Rope Technologies, and US Marine/Bayliner. She earned her BS in Environmental Science from WWU and her MBA from Columbia College of Missouri, the latter while working full-time at Bayliner. Audra is an experienced professional driven to investigate and analyze questions to find unexpected answers that drive critical business decisions and develop strategic direction. In her time outside work, Audra is the Volunteer Race Director for Community Action of Skagit's Have a Heart 5k, member of the Friendship House Board of Directors, and on the Finance Committee for Compass Health.

## **SUNNY SIERS, PROGRAM SUPPORT COORDINATOR**



Sunny Siers joined EDASC in 2017 as program support coordinator, providing administrative support for EDASC's investor relations activities and EDASC Foundation's Leadership Skagit program. Previously, Sunny was executive assistant to the general manager at Outback Power Technologies, a renewable power electronics company in Arlington, Washington. Prior to that, Sunny held administrative and executive support positions at Intermec Technologies, US Marine/Bayliner and Pacific International Engineering. With experience in a variety of industries including engineering, finance and marketing, Sunny brings event planning, data management and top notch organizational skills to EDASC. Born and raised in Seattle, Sunny appreciates the Pacific Northwest and its diversity. She is a former winery tour guide, river rafting guide and animal shelter volunteer.

# EDASC STAFF

## **DIANA MORELLI-KLIMA, DIRECTOR OF LATINO BUSINESS RETENTION AND EXPANSION**



Diana Morelli-Klima earned her Ph.D. in Romance Languages, Literature and Linguistics from the University of Washington. From 2004 through 2012, and again from 2015 to the present, she has served as Director of the EDASC Latino Business Retention and Expansion program, the only program of its kind to have found long-term success in Washington. The success of this program has been documented in her article in the International Economic Development Journal, “Mindsets that Build Bridges across Cultures and Champion Latino Small Businesses.” With years of experience in education, business and entrepreneurial assistance, she feels we are well-prepared to meet the needs of our talented, underserved population—to the ultimate benefit of our entire community.

Additional language fluency: Spanish

## **KATHRYN BENNETT, DIRECTOR OF LEADERSHIP SKAGIT**



In her position as the Director of Leadership Skagit, Kathryn Bennett is responsible for the program’s ongoing development, delivery and direction. Prior to joining the EDASC Foundation as the director of its community leadership program, Kathryn served in executive positions with the American Red Cross, the Leukemia and Lymphoma Society of Washington and Alaska and the Island Hospital Foundation.

For most of her thirty-plus year career in non-profit management, Kathryn served with the American Red Cross in Washington State and Hawaii. As Chief Executive Officer of the American Red Cross for the state of Hawaii and the American Territories of the Pacific, she was responsible for the management, delivery and funding of Red Cross health, safety and disaster services throughout Hawaii, American Samoa, Guam and the Northern Mariana Islands.

The National American Red Cross twice honored Kathryn as a recipient of its highest honor, the Tiffany Award for Management. Kathryn taught “Ethical Decision Making” and “Frontline Leadership” nationally for the American Red Cross and was responsible for coaching new Red Cross executives in the organization’s Star Track program.

Appointed by Governor Inslee, Kathryn is in her second term as a trustee of Skagit Valley College. She also serves as SVC’s representative on the state-wide Legislative Committee of the Washington Association of Community and Technical Colleges. A self-professed leadership junkie, Kathryn is passionate about “engaging and encouraging” community leadership and was recognized as the 2014 SWAN Woman of the Year for her role in mentoring others.

## **CINDY BROOKS, SMALL BUSINESS DEVELOPMENT CENTER CERTIFIED BUSINESS ADVISOR**



Cindy Brooks joined the SBDC network in 2017 bringing 25 years of experience in the health and wellness industry, and entrepreneurship. She is interested in the relationship between local business ecosystems and community resilience. Cindy serves Skagit, Island and San Juan Counties in her business advisor role.

Cindy has experience starting, growing and managing small service-based businesses, new product development and product launch. Cindy has an MBA in Sustainable Systems from Presidio Graduate School. As a student, Cindy instigated an organizational change Fellowship at Seattle Children’s Hospital to research and propose an anchor mission, creating a framework through which to address community health upstream. She has volunteered with

The Regenerative Business Summit, The Center for Inclusive Entrepreneurship, Social Venture Partners and Element 8 Angel Investors.



# EDASC

## OFFICERS AND BOARD OF DIRECTORS

### 2018 BOARD OFFICERS



**Dr. Tom Keegan**  
Chair  
President,  
Skagit Valley  
College



**Heather Hernandez**  
Vice Chair  
CEO & Publisher,  
Skagit Publishing



**Alice Takehara**  
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Senior Vice  
President &  
Commercial  
Lending Officer,  
Peoples Bank



**Rod Cann**  
Treasurer  
Senior Vice  
President/Chief  
Lending Officer,  
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**Lennart Bentsen**  
Member At  
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Principal,  
Brensel  
Hospitality  
Consulting



**Lisa Janicki**  
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Large  
Skagit County  
Commissioner



**Frank Chmelik**  
Principal,  
Chmelik Sitkin &  
Davis P.S.

### OF COUNSEL

### 2018 BOARD MEMBERS



**Justin Clary**  
General Manager,  
Lake Whatcom Water  
& Sewer District



**Darrell Drummond**  
Owner,  
Eagle Haven Winery



**Brian Gentry**  
President,  
Landed Gentry  
Development, INC



**Scott Holley**  
President,  
Eddyline Kayaks



**Michelle Hurteau**  
Principal and COO,  
TRICO Companies, LLC



**Christopher Johnston**  
Chief Administrative Officer,  
PeaceHealth United General



**Patsy Martin**  
Executive Director,  
Port of Skagit



**Tammy Masalonis**  
Owner,  
McGregor Benefits



**Jason Miller**  
Mayor,  
Town of  
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**Mike Nelson**  
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**Ryan Sakuma**  
Farm Manager,  
Sakuma Bros Farms, INC



**Dr. Phil Stephenson**  
General Manager,  
PACCAR Technical Center



**Dan Worra**  
Executive Director,  
Port of Anacortes

# EDASC PROGRAMS

## 2019 EDASC WORK PLAN

### Business Retention & Expansion

- Expansions
- Entrepreneurship
- Business Advising
- Business Transitions

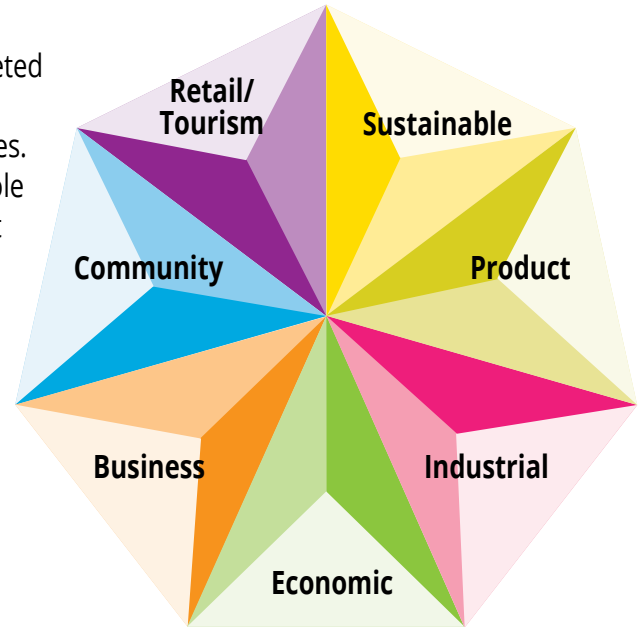
### Business Attraction

- Global Promotion of Region
- Business & Investment
- Formation/Transitions

### Capacity Building

- Workforce
- Career Connected Learning/Education
- Childcare/Early Learning
- Poverty/Equity & Inclusion/Healthy Community

Skagit County economic development is a multifaceted and overlapping process involving these (7) strategies. Each plays an important role in the overall development process.



Economic development is the intentional practice of improving a community's economic well-being and quality of life. It includes a broad range of activities to attract, create, and retain jobs, and to foster a resilient, pro-growth tax base and an inclusive economy. The practice of economic development consists of a collaborative effort involving industry, government and myriad community stakeholders.

## ECONOMIC DEVELOPMENT CATEGORIES DEFINED

**Economic Development:** Creating an attractive environment for inclusive, sustainable, equitable economic growth and making it visible in the marketplace

**Community Development:** More combined now with economic development – relates particularly to capacity building and equity and inclusion, over-arching issues that make a community a better, healthier place to live and work

**Industrial Development:** Historically referred to recruitment, retention and expansion of primary sector businesses, although growth in service sector makes the term less accurate (subset of ED)

**Product Development:** Community as a marketable product (subset of CD/ED)

**Business Development:** Work to help local producers increase sales outside the region through trade shows, export promotion, facilitating connections with companies and resources, economic gardening

**Retail/Tourism Development:** Promoting the area as an overnight destination with attractions, recreation and shopping, and supporting entrepreneurs in these sectors (brew pubs, B&B, small cafes, shops). This practice is heavily dictated by regional demographics. Adds to tax base enabling more community asset development.

**Sustainable Development:** Over-arching goal to meet present needs while building future capacity and minimizing negative impacts on resources and burdens on future generations

# EDASC PROGRAMS OVERVIEW

As Skagit County's leading organization dedicated to advancing economic development, EDASC offers a diverse range of services supporting businesses and communities within the county, as well as people, businesses, and organizations from around the world interested in investing and building partnerships here. EDASC's program of work is built around three core initiatives: business retention and expansion, business attraction, and capacity building.

## BUSINESS RETENTION AND EXPANSION PROGRAM

EDASC's business retention and expansion program supports entrepreneurs and companies of all sizes and sectors in growing and sustaining their businesses in Skagit County. EDASC provides customized assistance tailored to businesses' needs, including through specialized research and analysis, and business referral services through its statewide network of partnerships and resources. EDASC offers comprehensive small business support services, including free expert business and management advising in partnership with the Washington Small Business Development Center (SBDC); early stage business support provided by the Service Corps of Retired Executives (SCORE); and strategic guidance for entrepreneurs and inventors through the NW Innovation Resource Center (NWIRC). EDASC's unique Latino business retention and expansion program provides one-on-one business counseling and broad-based support for Latino entrepreneurs and business owners, making sure language does not create a barrier.

## BUSINESS ATTRACTION

EDASC is the first point of contact for businesses and site selectors exploring opportunities to invest and establish operations in Skagit County. EDASC assists in identifying potential locations, navigating the permitting and regulatory processes, and researching and facilitating connections related to workforce resources, infrastructure, access to capital, incentives, customers and suppliers, and other support services. EDASC works in close partnership with Skagit County, cities, towns, and ports, and the Washington State Department of Commerce in these activities.

## CAPACITY BUILDING

EDASC supports broader initiatives that support Skagit County economic development through capacity building activities that contribute to a resilient Skagit County economic ecosystem. These include support for workforce development initiatives, in partnership with the NW Workforce Council, Skagit STEM Network, K-16 education, and leading employers. The EDASC Foundation is the governing entity for Leadership Skagit, and also provides leadership in building coalitions on issues of early learning, STEM, and other programs in the community to strengthen our future workforce. EDASC also offers professional development training and mentorship through the NEXTExec program for existing and emerging business and civic leaders in a wide array of industries.



**"EDASC has been a fabulous partner over the years. Whether it was helping create the Leadership Skagit program, supporting Skagit County Agriculture, creating agritourism industries or bringing new agricultural businesses to the area to show them everything Skagit County can offer them.... EDASC does it all. They even sponsor and speak at the Skagit Ag Summit. Thanks for all that you do, EDASC!"**

**Don McMoran  
County Extension Director and Faculty  
WSU Skagit County Extension**





# BUSINESS RETENTION & EXPANSION

During 2018 EDASC proactively supported Skagit County businesses in growing and expanding their companies, while also working to retain businesses of all sectors and sizes within Skagit County and its communities. These included through tailored support to businesses looking to expand their operations and address workforce needs; continued activities through EDASC's industry cluster initiative to identify and promote sector-specific economic development goals; and active engagement with local and state partners to connect Skagit County businesses and communities with economic development resources.

Small business is a significant focus of EDASC's business retention and expansion activities. Through its partnership with Washington SBDC, EDASC supported 100 small business clients leading to: >\$2.8 Million of capital infusion, 10 business start-ups, 22.5 jobs created, 27 jobs retained, and >\$1.3M in sales growth.

EDASC's Latino business retention and expansion program provides one-on-one business counseling and broad-based support for Latino entrepreneurs and business owners looking to start or expand their business. Our customized bilingual approach focuses on building bridges with the local community through cultural awareness and collaborative educational opportunities. We do this by advocating for our clients, providing access to capital, business education aimed at financial literacy, and support with strategic planning, marketing, resource awareness, and networking. Since its establishment in 2004, this program has assisted Latino business owners in securing over \$2 million in loans, and is being replicated across Washington as a model program.

## 2018 HIGHLIGHTS:

- Developed and finalized the Anacortes Maritime Industry Strategy, in full partnership with the City of Anacortes and Port of Anacortes, which lays out a comprehensive plan for promoting and expanding a sustainable maritime economy in Anacortes and Skagit County, while preserving the authentic maritime culture of Anacortes. This strategy actually preceded and informed the Statewide Maritime Strategy.
- Held inaugural Innovation Speakers Forum highlighting world-leading Skagit County businesses and technologies, as part of the annual Spotlight on Skagit event in April
- Worked with local companies to find new sites for expansion, resulting in increased employment and investment, both manufacturing and agriculture/food-related
- Helped business owners find buyers/sellers, investors, new customers/markets
- Assisted companies with permitting, finding support and resources, connecting with governmental bodies and elected representatives
- Afforded networking and collaborative opportunities through annual events and workshops
- Spearheaded Skagit county's efforts to obtain Opportunity Zone designations for cities seeking this investment incentive. Mount Vernon received designation for two zones, while Sedro-Woolley and Anacortes received one designation apiece.



**“John and his team have been earnest advocates of not just our manufacturing company but many in our community. EDASC’s commitment to supporting STEM education and the efforts to shift the paradigm of success for our youth is to be championed as we all work toward the continued success of not just business, but our communities as a whole.”**

**Leslie Smith, President,  
EDCO, INC.**



# Business Advising Brings Success: EDASC and SBDC



**Skagit  
Hand  
THERAPY**

## Sometimes you have to be the change you want to see

Donna Klein had been an occupational therapist specializing in hand therapy for more than 20 years and had worked under a variety of management structures. In 2016 she began managing a busy practice, along with seeing patients, and she realized she enjoyed the business side of the work as well.

Life was good, but she knew it could be better--for her and her patients, and for several of her colleagues, as well. In early 2018 she went to them with a proposal to start a small, locally-owned hand therapy clinic in Mount Vernon. "I think I can make a better life for all of us if we do this," she said. They agreed, so Klein began the work of creating Skagit Hand Therapy.

But there was a problem. Klein couldn't get financing without a business plan and she didn't think she had the time or expertise to create one. In late February she contacted an online business plan service. Unfortunately, the plan she got back was incomplete and inaccurate. Then, on the advice of a friend, she called the Washington Small Business Development Center (SBDC) for assistance.

She began meeting with Cindy Brooks, the SBDC advisor in Mount Vernon. The Washington SBDC is a network of more than two dozen business advisors who work in communities across the state to assist business owners who want to start, grow or transition a business.

Klein credits Brooks with not only helping her with the business plan, but with helping her think through myriad issues about how she wanted to structure her business. The two spent about 10 hours working together over the course of a couple weeks and in late April Klein submitted her loan application to several banks. A few weeks later she learned that Heritage Bank had approved her for a \$150,000 line of credit.

Skagit Hand Therapy opened for business in August in offices co-located with Balance Point Physical Therapy. She was joined by Neil Plume, also a certified hand therapist, and they now have five people working in support positions. Klein also has a bookkeeper, accountant and payroll service.

A lot of people have helped Klein get where she is now, but Cindy Brooks at the Washington SBDC was a big part of it. "I could not have done it without her," Klein said. "Thank you isn't enough."



Cindy Brooks is one of more than two dozen SBDC advisors across the state who work one-on-one with small business owners who want to start, grow or buy/sell a business. Brooks, who was a small business owner and entrepreneur in the health and wellness industry for more than 25 years has a master's degree in Sustainable Systems from The Presidio Graduate School.

SBDC advising services are paid for by a matching-funds grant from the U.S. Small Business Administration (SBA) that is administered by Washington State University. Each year the Washington SBDC must secure matching funds from state and local sources including community colleges and economic development agencies. The SBDC office in Mount Vernon is co-located with the Economic Development Alliance of Skagit County.

# EDASC's Latino Support Efforts: Celebrating a Year of Impact (2017-2018)

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In 2018, EDASC's Latino Business Retention & Expansion (LBRE) program consulted with an average of two new Latino businesses per month, covering a broad range of entrepreneurial activities: agriculture; hand-crafted jewelry; community center; home health care; house-cleaning service; counseling service for immigrants; restaurants and hospitality; accounting; food truck; gardening and landscaping, and a drywall company. There were numerous corresponding requests for information, such as how to find Spanish-speaking accountants and bankers; write a business plan; get a loan or line of credit; apply for a business license; open a business; budget and pay taxes; obtain Minority Certification; find an immigration or personal injury attorney; effectively manage Latino employees; and begin a new career. These consultations and services for LBRE clients were particularly impactful, given the part-time nature of the program.

In April, Skagit Valley College (SVC), NW Agriculture Business Center (NABC), and EDASC designed and presented a Symposium on the "Secrets of Marketing to Latinos." Presenters from various industries focused on specific experiential examples of how to develop trust and establish Latino loyalty; the most effective channels to reach Latinos in Skagit County; understanding the cultural values that most affect the buying habits of Latinos; and how and why Latinos select specific products and services.

With EDASC's assistance, NABC and SVC won a USDA Grant (for Socially Disadvantaged Groups) that allowed them to sponsor two series of computer classes for Latinos. We are proud to announce that nearly 70 potential entrepreneurs have graduated from two series of beginning/intermediate computer classes, many focused on future Latino enterprises.

EDASC also assisted the Latino Educational Training Institute (LETI) with applying for a National Science Foundation Grant to support the Latino Leadership Initiative (LLI) program (winners to be announced in 2019.) In collaboration with SVC and LETI, EDASC and Leadership Skagit program staff helped to double the number of SVC students enrolled in this year's LLI program.

The LLI program and the computer training course—which is conducted in Spanish – were created in response to the need for training to prepare young Latinos to be leaders in their communities and the larger society.

Often, Latinos at the high school and college level have limited opportunities to learn and apply leadership skills or acquire computer proficiency. LLI attempts to fill this gap and strives to put young Latinos on their path to leadership and service to their broader community, town, state, and beyond.

The first LLI training course took place in 2012 and has continued every year since. It included traditional aspects of leadership such as individual leadership, communication skills, personality types, and managing teams. It also incorporated multicultural leadership components such as the history of the Latino community in Washington State, Latino values and approaches to leadership, critical analysis of society and education, and activism. In addition, LLI students conduct a hands-on community project with middle schools and high schools, which is an essential component of their training experience. This allows LLI students to connect with and mentor K-12 Latino students to help them understand and prepare for college and to apply their knowledge and skills learned at the LLI sessions. Furthermore, they are exposed to many opportunities to further their education.

Over the years, each LLI cohort has performed over 1,000 hours of community service. Many LLI students move on to four-year colleges and earn their Bachelor's degree, while others begin working for legislators and organizations, such as Washington State University's Latino Community Studies and Outreach program and LETI. Additionally, other LLI participants are elected as leaders of student clubs or have founded new ones, and others continue mentoring Latino middle school students after they move on to college. Ultimately, the expected long-term impact is an increased civic engagement of Latino young adults including positions of leadership, visibility, and influence at the local and regional level.

EDASC and its partners strive to make LLI a replicable model that provides leadership skills in a culturally and linguistic appropriate manner to Latino college students. The LLI model has become an established and well-respected multicultural leadership training opportunity for Latino college students in the state of Washington.

EDASC's successful LBRE program and collaboration with LETI, SVC, and NABC on these programs help to promote diversity, economic and social justice, inclusiveness, equity and Latino civic engagement in Skagit County.



# Growing the Opportunity Pie

## From Surviving to Thriving, Building Skagit's Small Business Infrastructure

"At its core, [entrepreneurship] is a mindset – a way of thinking and acting. It is about imagining new ways to solve problems and create value. Fundamentally, entrepreneurship is about ... the ability to recognize [and] methodically analyze [an] opportunity, and ultimately, to capture [its] value."<sup>1</sup>

– **Bruce Bachenheimer**, *clinical professor of management and executive director of the Entrepreneurship Lab at Pace University.*

Every community has an existing entrepreneurial ecosystem in which businesses can take root and grow. Firms that grow and thrive do so because their internal talent, vision and capabilities are supported by a network, or business support infrastructure, of public and private players that nurture and sustain them. The health of the business ecosystem depends on the quality of the infrastructure that supports it. According to Maria Meyers of the University of Missouri-KC Innovation Center, "Building a [business support] infrastructure helps a community beyond helping businesses one at a time by creating a system that moves the entire community forward."<sup>2</sup>

A well-designed infrastructure is made up of local businesses, a variety of lenders and investors, and business support organizations. It provides a full spectrum of small businesses with the three things they seek, access to capital, easy to find support services, and connection. Structuring a streamlined continuum of services pays huge dividends. Measurable impacts include growth in the number of businesses successfully

started, capital formation, and the increase in number of jobs.

What's even more important about business support infrastructure development is the resulting renewal of vibrancy and character in communities. This phenomenon is led by a variety of small businesses in an interwoven network of relationships. Vibrancy is the expression of energy and life which is palpable when small businesses are able to grow and thrive by connecting with customers in meaningful ways. We feel the impact as community members when we identify with local farms and restaurants, local innovative product development, and the array of services that enhance our quality of life.

Communities across the nation are reporting how attention to business support infrastructure development attracts more investment and innovation, effectively growing the opportunity pie. Livable and resilient communities in this place depend upon supporting small businesses and organizations that are well aligned with the unfolding potential of Skagit County in the 21st Century. What is possible for Skagit County in 10 years? How can a collaborative small business support infrastructure contribute to this evolution? What role could your business or organization play?

We invite businesses, lenders, business support organizations and community members to join us this year in facilitated conversations designed to improve Skagit's business support infrastructure. Your voice is essential.

<sup>1</sup> Retrieved from <https://www.businessnewsdaily.com/7275-entrepreneurship-defined.html>.

<sup>2</sup> Meyers, M. (2017). *Beyond Collisions, How to Build Your Entrepreneurial Infrastructure*. Wavesource.



**"I was inspired to bring a Women's Conference to Skagit County after attending another EDASC sponsored event in March of 2018. In the course of a few months, I formed the WE Ignite planning committee and we have created an event that will offer women to connect with each other and area resources, inspire one another, and learn how to both individually and collectively impact our community. As Founder and Conference Chair of WE Ignite, EDASC's partnership with the WE Ignite Women's Conference has been instrumental in our first year. Our hope is for this partnership to grow, allowing EDASC and WE Ignite to increase the collective impact of women on our community."**

**Erin Long**  
Founder and Conference Chair, WE Ignite



# BUSINESS ATTRACTION

EDASC continued to expand its business and investment attraction activities during 2018. This program of work focuses on the advanced manufacturing (including aerospace, composites, and clean tech), value-added agriculture, and maritime industry sectors. EDASC develops business attraction leads through direct contacts by investors and businesses; partnerships with the Washington State Department of Commerce and other state and regional allies including the Port of Skagit and Port of Anacortes; business and investor delegations visiting Washington State; and participation in industry trade shows and business missions. EDASC actively reaches out to all Skagit County cities, towns and ports to identify potential sites that could match with business attraction project leads, and to support recruitment projects these communities are working on.

Since 2016, EDASC has developed and maintained a pipeline of approximately three dozen business attraction leads, which includes active projects as well as longer-term prospects.

As part of these efforts, EDASC actively works to introduce Skagit County and Northwest Washington to broader business audiences, not only across Washington State, but also nationally and internationally. EDASC team members regularly present on Skagit County to visiting business delegations and are called upon to give regional perspective on economic development and international trade topics to regional and national-level audiences, including through the International Economic Development Council (IEDC).

## 2018 HIGHLIGHTS:

- More than 60 business attraction-related contacts.
- Participated in five domestic and international industry trade shows, including the SelectUSA Investment Summit in Washington, DC; GLOBE in Vancouver, Canada; Aerospace and Defense Suppliers Summit and Pacific Marine Expo in Seattle; and China International Import Expo (CIIE) in Shanghai, China.
- Supported LAVLE USA, a joint venture of Japanese battery company 3DOM and Anacortes-based Ockerman Automation, as the company explores opportunities to expand its operations in Skagit County and Washington State. LAVLE established its headquarters in Anacortes in June 2018, with assistance from EDASC.
- Promoted Skagit County opportunities to international businesses and investors as part of two international business delegations, including the Americas Competitiveness Exchange entrepreneurship and innovation mission to Israel and Germany, and a Washington State-led delegation to China for CIIE.
- Introduced Skagit County, its economy, and investment opportunities to visiting business and R&D delegations from France and Japan.
- Partnered with counterparts in Whatcom, Island, and San Juan Counties to develop Northwest Washington regional economic development promotional materials distributed at trade shows, and to share information related to international business development activities.

## OPPORTUNITY ZONES

Opportunity Zones are a new federal tax incentive program designed to encourage investment in rural and underdeveloped communities across the country. EDASC worked closely with the Washington State Department of Commerce, Skagit County, the cities of Anacortes, Mount Vernon, and Sedro-Woolley, and the Samish Indian Nation, to identify and propose several potential Opportunity Zones in Skagit County. Governor Inslee formally nominated Opportunity Zones in all three cities, which were approved by the federal government. EDASC is working closely with these communities and other partners to develop strategies and maximize the potential of these zones to attract new investment and development, with particular focus on workforce housing.

# CAPACITY BUILDING

The third pillar of EDASC’s strategic plan, capacity building, focuses on efforts to strengthen Skagit County’s economy, infrastructure, and human resources to achieve a more attractive, sustainable, diversified, inclusive, and equitable community. Most economic development experts agree that building the capacity of a community and its residents should be a higher priority than offering financial incentives to companies with prospective new location or expansion projects, because a stronger community makes more of a lasting difference in its appeal, resolves real issues for all companies, creates a higher and more sustainable standard of living, and best of all, is not taxable!

## SOME AREAS IN WHICH EDASC FOCUSES EFFORTS:

- **Workforce, education and training:** The foremost challenge employers face is finding suitably and adequately trained workers. EDASC collaborates with K-16 education, businesses, public and private agencies, and training centers to support effective training programs for the jobs in demand currently and in the future. EDASC has been actively involved with Career Connect NW, Skagit STEM, Early Learning, child care, and other avenues to foster career opportunities for all.
- **Housing:** EDASC, along with private developers, municipalities, and the Skagit Council of Governments (SCOG), has worked to develop policies that will foster more housing stock at every level. Job growth cannot happen where housing demand exceeds the supply.
- **Individual growth among individual residents:** EDASC and the EDASC Foundation sponsor both Leadership Skagit, which develops civic and volunteer leadership potential, and NextExec, which offers monthly opportunities to learn more about business topics required in successful career-building. The talent, experience, and mentorship available in Skagit County is astounding!
- **Equity and inclusion:** EDASC and the EDASC Foundation sponsor an annual Women’s Funding Alliance program promoting women’s involvement in business and politics. In 2019 EDASC will sponsor We Ignite WA, a locally-based program fostering resources and mentorship for women in the workplace. EDASC’s efforts to increase business success and various competencies among Latinx residents continue, through the Latino Business Retention and Expansion program (enabling local businesses to obtain advising in Spanish), classes sponsored in conjunction with the Northwest Agricultural Business Center (NABC), and the Latino Leadership Initiative.

In many respects, these EDASC efforts take place behind the scenes and, by nature, take a long time to produce visible gains. Nevertheless, they form the mainstay of what will make Skagit’s economy strong and vibrant into the future.



**“EDASC has partnered with Skagit County Public Health to communicate the connections between housing and economic development. A robust housing infrastructure is essential for building an equitable community—providing a place for people to live and allowing us to attract and retain employers who provide living wage jobs.”**

**Kayla R. Schott-Bresler,  
Skagit County Public Health**



**“Sharing a vision of a vibrant, healthy, and prosperous community, United Way of Skagit County is proud to work hand-in-hand with the Economic Development Alliance of Skagit County. Our close partnership brings people together to better understand the value of civil discourse, true equity and inclusion of all members of community. It is an exciting time to create a bright future – together.”**

**Debra Lancaster, Executive Director  
United Way of Skagit County**





# Capacity Building: Leadership Skagit



## Leadership Skagit 2018 Employs New Skills for Direct Community Benefit

Leadership Skagit's mission to develop leadership and teambuilding skills is well-known. But this EDASC program also conducts service projects that directly assist various local organizations in their work by using skills honed during the Leadership Skagit program. During the past year, as in previous years, each Leadership Skagit team conceived of, raised funds for, and carried out a service project to benefit local children and address their needs. In fact, this resulted in Leadership Skagit being presented with the Brigid Collins 2018 Community Service award for bettering the lives of children in Skagit County.



Our most recent class of Leadership Skagit, members of the class of 2018, graduated with 17 credits in leadership at Skagit Valley College and a new-found commitment to building their leadership skills at work and in the community.

## SIX TEAMS, EACH IMPACTING CHILDREN'S WELL-BEING (AS DESCRIBED BY EACH TEAM)

### Helping Children And Families In Crisis

The Anacortes Family Center's (AFC) mission is to serve homeless women, children and families in crisis. We identified a building that housed unorganized and unknown donations, so we decided to turn it into a



"I'm grateful for having had the opportunity to participate in Leadership Skagit. The challenges and interaction with my peers better equipped me to serve as Mayor by enhancing communication skills and developing better awareness of governments and agencies within our community."

**Julia Johnson, Mayor  
City of Sedro-Woolley**



'Hub of Hope' that would be available 24/7 and could house all perishable and non-perishable donations in a welcoming environment. We redesigned and expanded The Hub's space by nearly 50%. We installed a freezer and refrigerator for cold food storage, in addition to new shelving. We stocked the shelves with clothing, food, toys, books, kitchenware and more. Each team member contributed a unique strength to this experience and we leveraged those strengths to ensure our project was fit-for-purpose and meaningful to everyone.

### Helping Special Olympians

After meeting with Skagit Valley Special Olympics, we identified several areas where we could help. We provided the team with new uniforms to replace the 20+ year old ones that they had been reusing. The functional website we created now enables the public to find out about the program, volunteer opportunities, practice schedules, and donating options. We also provided bike helmets and obtained sponsorships for end of season pizza parties for years into the future. Perhaps even more significantly, we developed wonderful friendships and sharpened our leadership skills throughout the process.

## Helping Children With Major Medical Conditions

Camp Korey is one of only nine recognized Paul Newman's 'Serious Fun Camps' in the United States. The camp provides programs to children who are diagnosed with one of over 30 major medical conditions. After touring the camp, we found that their amphitheater was in serious disrepair and we wanted to provide an accessible place for performances and entertainment, as well as create community awareness of Camp Korey's important mission. We renovated the seating area to make it wheelchair accessible and safe; upgraded the stage by enlarging it and adding a roof, a safety railing, and ramping to ensure wheelchair accessibility; rebuilt the bridge to replace rotted wood; and provided a new equipment shed for storage. Together we created a sustainable, renovated area that provides one of the best experiences a child at Camp Korey can have, to have fun and be a kid in spite of medical challenges.

## Helping Children Be Kindergarten Ready

Our team chose to partner with the United Way to bring Born Learning Trails to Storvik Park in Anacortes and Hillcrest Park in Mount Vernon. We wanted to address the challenge of making sure all Skagit County kids are kindergarten-ready, as only 40% of kindergartners currently meet that standard. Through our project, we sought to assist the 70% of Skagit County kids who are cared for privately by family, friends and

**“Leadership Skagit was a unique experience! The activities and classes challenged me to think about what leadership really is and inspired me to grow as a leader. Leadership Skagit helped me gain skills that apply to the organization I represent. I grew as a leader from the experiences and discussions that we had in our class. This program also helped me to create connections with other current and emerging leaders in our community.”**

**Diana R. Peregrina**  
**Human Resources Manager**  
**Sakuma Brothers Farms**



**“Participating in Leadership Skagit added an invaluable learning experience to my career. My “take-aways” include focused professional leadership skills, new and strengthened community-wide relationships and training resources relevant for use with my team at Hotel Services Group and to all of the hotels we serve.”**

**Kristen Keltz**  
**Senior Director, Sales and Marketing**  
**Hotel Services Group**



neighbors and may not be exposed to activities that help prepare them for kindergarten. The Born Learning Trail fosters growth in motor skills, letters, numbers, nature observation, imagination, and social/emotional interactions. The stations are fun and encourage interaction between adult and child. The Born Learning Trail is free and presented in both English and Spanish, which supports our goal of equitable access to early learning for all children in Skagit County.

## Helping Children Engage In Steam

After stakeholders in Skagit County schools told us they wanted more after-school STEAM (Science, Technology, Engineering, Art, and Math) opportunities for early learning and lower elementary school kids, we partnered with the Children's Museum of Skagit County to imagine, create, and install a sturdy, portable planetarium exhibit. The new exhibit will give our youngest residents a fun and motivating early childhood experience of outer space—inside the museum and on the road. To really make sure all Skagit families can access this exciting learning opportunity, we invested 10% of our budget in complimentary family memberships and passes that remove barriers to access for underserved communities.

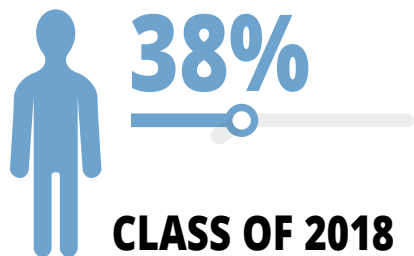
## Helping Children Eat Healthy

United General District 304 focuses on projects that increase general health and improve the quality of life for Skagit County residents. One such program, Concrete F2S (Farm to School), teaches students about the benefits of healthy eating habits, gardening, and cooking all while increasing their access to locally sourced food. We set out

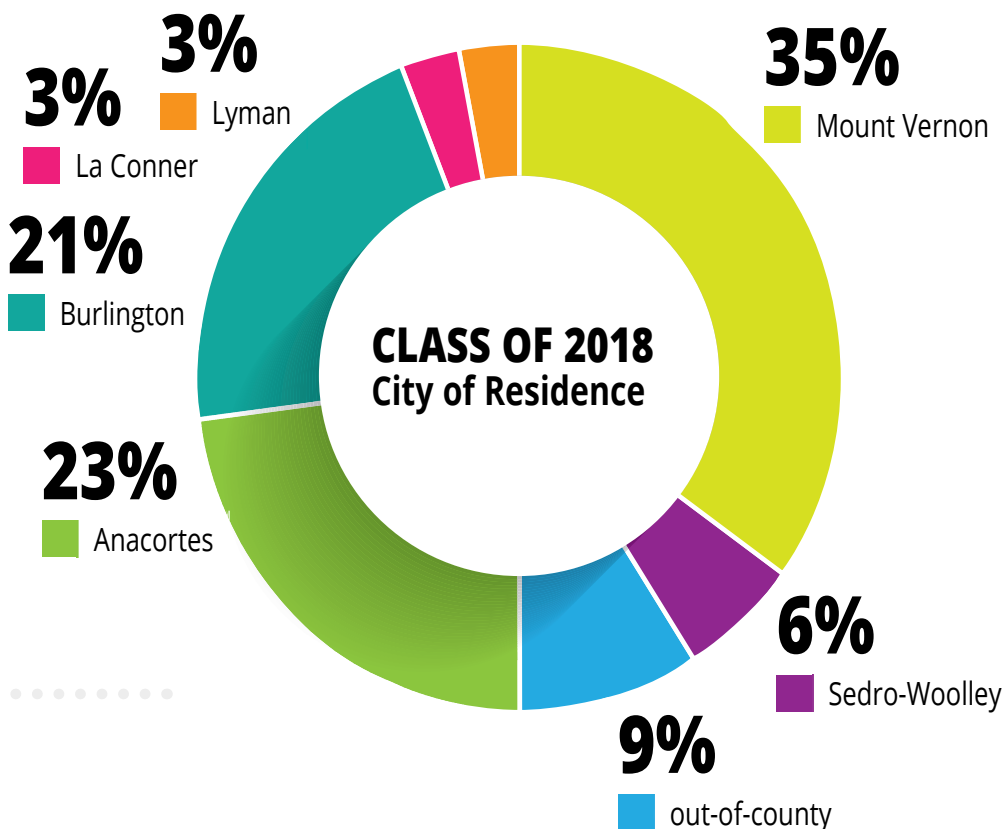
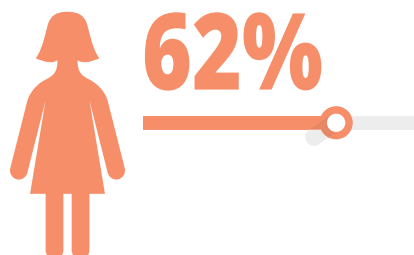
to procure quality classroom equipment and to renovate the classroom space for Concrete F2S to support a safe, consistent, and polished educational space for Concrete students. This unique opportunity to support an underserved community in Skagit County benefited the health of Concrete residents and equipped students with

skills that will foster independence and healthy living. Team members rolled up their sleeves to renovate the classroom and also enjoyed a scratch-made, healthy lunch on the renovation days. Understanding and partaking in healthy, mindful food truly connects us as a community!

## REPORTING OUT: LOOKING AT THE DEMOGRAPHICS OF LEADERSHIP SKAGIT 2018



**CLASS OF 2018**  
Male/Female Ratio



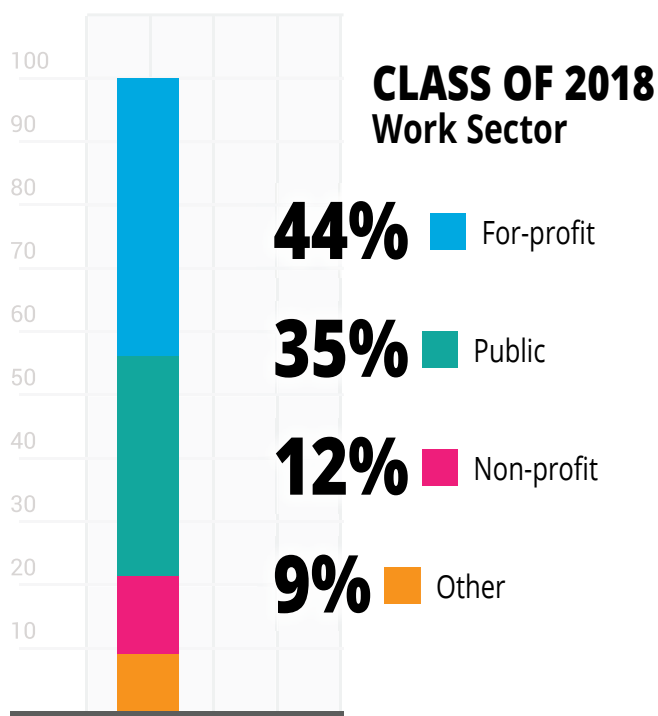
### CLASS OF 2018 Diversity

**3%** African American

**3%** Other

**9%** Hispanic

**85%** Caucasian







“My experience with Leadership Skagit has been invaluable to me both personally and professionally. Having grown up in Skagit Valley, I believed I was keenly aware of what our beautiful Valley had to offer. Yet, the Leadership Skagit program was completely eye-opening! The program raised my awareness of so many areas that I was previously unfamiliar with. Leadership Skagit allowed me the opportunity to develop my personal leadership skills and expand my knowledge about services available in our community. Through this experience I am better equipped to better serve those around me and help make an impact here in Skagit Valley.”

**Danielle Baird Russell**  
**John L. Scott - Skagit**  
**Baird & Russell Real Estate**  
**Team**



“Leadership Skagit 2016 provided me the opportunity to examine personal strengths and focus on areas of improvement going forward. To achieve the task of bringing about meaningful change requires cooperation, collaboration and acknowledging the different backgrounds and life experiences which comprise every Leadership Skagit group. Working together, our cohort embraced the leadership journey given by our Leadership Skagit team members and coaches and welcomed the commitment to grow professionally, personally and give back to our community!”

**Steve Omdal, Commissioner**  
**Port of Anacortes**



## INVESTING IN A FOUNDATION OF LEADERSHIP THROUGHOUT SKAGIT COUNTY:

### Leadership Skagit’s Major Sponsors

- Shell Puget Sound Refinery
- Marathon Petroleum Corporation
- Swinomish Indian Tribal Community
- North Coast Credit Union
- Port of Skagit
- Skagit County
- Skagit Valley College



**Puget Sound Refinery**



**NORTH COAST**  
 CREDIT UNION



**SWINOMISH INDIAN**  
**TRIBAL COMMUNITY**



**Port of**  
**Skagit**

# EDASC

## EVENTS & WORKSHOPS

### ECONOMIC FORECAST NIGHT

McIntyre Hall, February 08, 2018

400+ guests came to McIntyre Hall for a panel review of the economic trends shaping Skagit County and the world's economy today and tomorrow.

Event speakers included industry leaders in tourism economic development and international economics. **Rita D. McClenny, President and Chief Executive Officer of the Virginia Tourism Corporation**, spoke about her experience leading Virginia's successful tourism promotion campaigns and the benefits they continue to produce for Virginia's economy. **Christopher Lawless, Chief Economist of the British Columbia Investment Management Corporation**, watches the BC and Canadian economies, and spoke about the cross-border connection with the Pacific Northwest.

The networking and social hour began with heavy hors d'oeuvres, before transitioning into the theater for the presentation. After the program, attendees enjoyed more networking time as sweet treats and coffee were served.

*Title Sponsors:* Chmelik Sitkin & Davis, P.S. and Skagit Bank

*Supporting Sponsor:* Home Trust of Skagit

*Special thank you to our generous in-kind donors:* Washington Bulb Co., Skagit River Brewery, Wells Nursery, and Hotel Services Group!





## SPOTLIGHT ON SKAGIT

### Van Zyverden's Warehouse, April 19th, 2018

Spotlight on Skagit (formerly Schmooze Fair), is northwest Washington's premier business-to-business trade show. This annual event featured over 70 booths and drew 550+ attendees. Changing the name to "Spotlight on Skagit" focuses the attention on innovative and exciting companies making amazing products right here in Skagit County! It is the place to be if you are looking to cultivate existing business relationships, engage prospective new clients, and learn about the diverse industries, businesses, and non-profits that contribute to Skagit County's and the region's economy.

New to Spotlight on Skagit in 2018, the Innovation Speakers' Forum highlighted local businesses with exciting innovations and projects that are changing the world and the way we do business. Guest Speakers were: Adam Foy, Vice President of Business Development, **Skagit Valley Malting**; Jorge Lozada, Senior Project Engineer, **PACCAR Technical Center**; Sarah VanTassel, President, **Janicki Bioenergy**; and Andries Breedt, Owner & Chief Engineer, **Breedt Production Tooling and Design**.

**Title Sponsors:** Swinomish Casino & Lodge and Interpreting Technology

**Supporting Sponsors:** Washington State University Everett, GeoTest Services, Inc., SaviBank, Express Employment Professionals and Pacific Party Canopies, Inc.

**Innovation Speakers' Forum Sponsor:** Future Pulled

**Thank you to our generous in-kind donors and volunteers:** Pacific Party Canopies, Inc., Ideal Rent-All, Lincoln Theatre, People's Bank, Leadership Skagit and Port of Skagit

**Food provided by:** Swinomish Casino & Lodge, Majestic Inn & Spa, and Shambala Bakery

**Beer and Wine provided by:** Skagit River Brewery, Cardinal Craft Brew, and Eagle Haven Winery

**Special thank you to Van Zyverden's Warehouse for hosting this popular event each year!**





# EDASC GOLF TOURNAMENT

Avalon Golf Links, July 19, 2018

Golfers played in a 27-hole scramble format where 40+ teams of four competed for the tournament trophy. Twenty hole sponsors provided entertainment at nearly every turn with games, snacks, drinks, freebies, and fun! The awards banquet after the tournament celebrated all the players and sponsors, especially the tournament and raffle winners.

Congratulations to our tournament winners:

**Swinomish Casino & Lodge Golf Team!**

*Title Sponsor: Swinomish Casino & Lodge*

*Awards Dinner Sponsor: Chmelik Sitkin & Davis P.S.*

*Cabana Sponsor: Skagit Transportation*

*Beverage Cart Sponsor: GeoTest Services, Inc.*

*Lunch Sponsor: Skagit Bank*

*Hole Sponsors: Angel of the Winds Casino Resort, Boys & Girls Clubs Of Skagit County, Dwayne Lane's Auto Family, Evergreen Business Capital, Industrial Resources Inc., Lakeside Industries, Lautenbach Industries, Williams & Nulle, PLLC, Hexcel Corporation, Janicki Industries, Skagit Regional Health, Swinomish Casino & Lodge, Burton Jewelers, Cascadia Eye, Country Financial, Erik Pedersen Group, Lincoln Theatre Center Foundation, Peoples Bank, Primerica, Team Corporation, Sign Dog NW*

*Special thank you to the many volunteers and the 40+ raffle & giveaway donors who helped make this such a fun day!*





# EDASC INVESTOR APPRECIATION CELEBRATION

Museum of Northwest Art, November 5, 2018

Current EDASC Investors and their special guests joined EDASC for the 3rd annual celebration where we thanked the 250+ businesses and community partners who support our local economy by investing in the Economic Development Alliance of Skagit County. The event was held at the Museum of Northwest Art in La Conner. The evening opened with networking with sips and snacks from La Conner Seafood & Prime Rib House. We were entertained by the North Stars Chamber quartet. EDASC Board Chair, Dr. Tom Keegan, and EDASC CEO John Sternlicht provided brief updates about EDASC, and introduced Allen Grant, Executive VP of LAVLE, Inc., Skagit County's newest in-bound company.

**Entertainment Sponsor:** Chmelik Sitkin & Davis P.S.

**Supporting Sponsors:** TRICO Companies, LLC, and EDCO, Inc.

**Volunteer Photographer:** Becky Taft

*Special thank you to our event volunteers and to Museum of Northwest Art for hosting our event!*



“We are proud and lucky to be part of the EDASC family. We have enjoyed meeting so many generous and selfless people. Camp Korey kids and families are very thankful for organizations like EDASC who help create leaders by strengthening the community around them.”

**Bruce Allenbaugh, CEO  
Camp Korey**

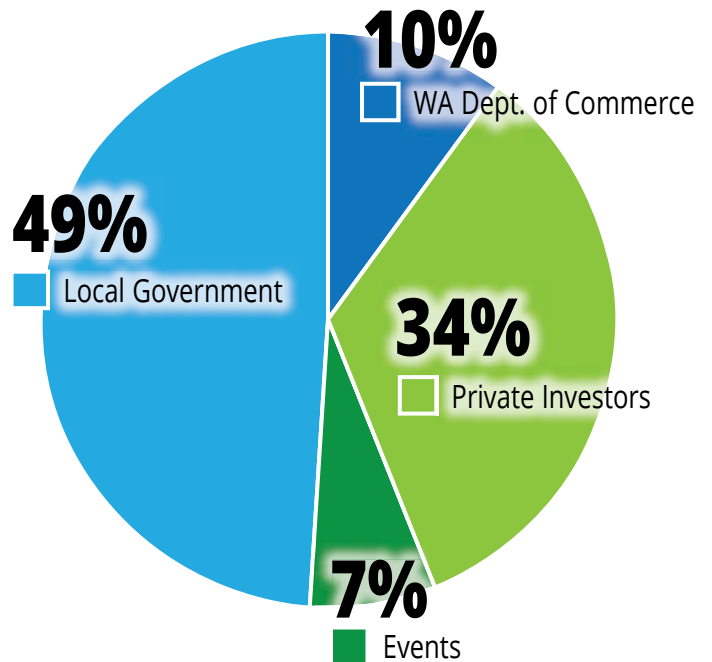


# EDASC

## FINANCES

EDASC is a county-wide public – private partnership with 59% of funding coming from public sources, and 41% from private sources including fundraising events. Public revenue sources include primarily Skagit County, Port of Skagit, Port of Anacortes, local cities and towns, and the Washington Department of Commerce. Private sources include mainly Small Business Investors, Signature Investors, and events.

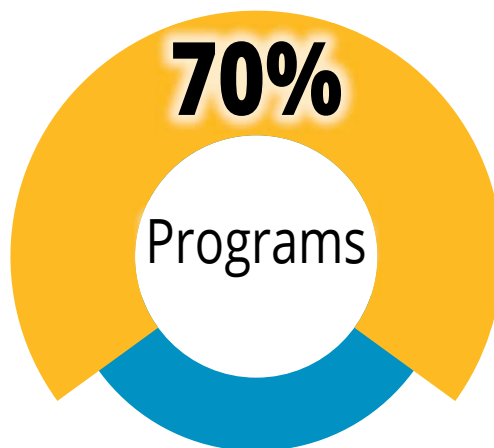
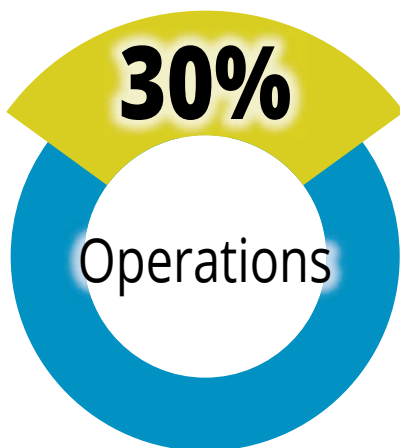
Private Small Business and Signature Investors represent a cross-section of the local economy. For 2018, Professional Services and Financial and Banking Services combined represented 47% of EDASC’s total private Investors. Healthcare, Manufacturing and Oil & Minerals rounded out the top five sectors, which closely matches the economic profile of Skagit County’s major employers. Total private investment exceeded total contributions from local ports, cities and towns. Skagit County is the single largest Investor, representing roughly 35% of EDASC’s total funding. 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 is a small organization implementing good financial stewardship practices with oversight by the Board of Directors and Finance & Audit Committee members. Economic development depends upon talented individuals to carry out the programs, which means the largest expenses are staff related. Expenses focus on service delivery to the county with 70% of all spending allocated toward programs and 30% for operations including rent, operations support, and general administration.

Private Investors support EDASC in the mission to fuel innovative and collaborative programs to create and sustain good jobs in Skagit County by supporting our existing business community. EDASC recruits and helps build companies to diversify and strengthen our economy. Through the SBDC Small Business Advisor, EDASC assists start-ups and small businesses in getting the help they need to establish or grow their dream business. EDASC programs develop infrastructure, talent, and resources, which promote prosperity and success county-wide.

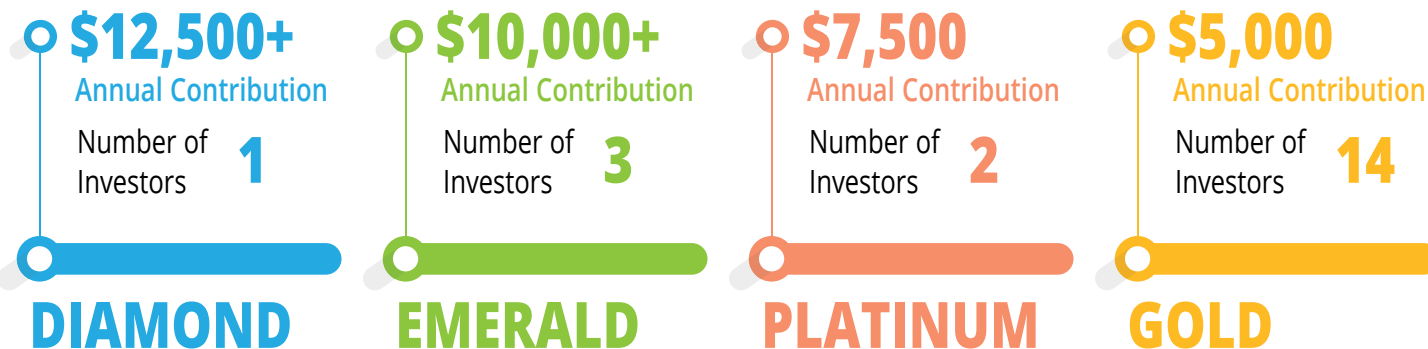
By connecting industry leaders, public agencies, community organizations, and individuals with customized support and access to resources, EDASC helps build a strong and resilient Skagit County. Investors at every level enable EDASC to convene diverse interests to accomplish shared goals for the long-term prosperity and well-being of our communities, and promote Skagit business interests to local, national, and international audiences.



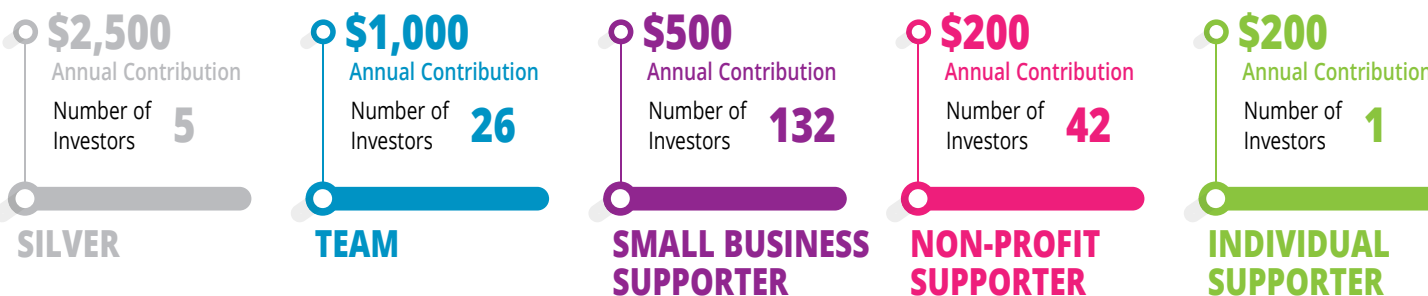


# EDASC PARTNERSHIPS

## SIGNATURE INVESTOR LEVELS (Total \$127,500)



## PRIVATE INVESTOR LEVELS (Total \$113,000)



## PUBLIC PARTNERS (Total Annual Contribution Varies)

Number of Investors **19**

“EDASC and the Port of Skagit work together to build a platform for a thriving economy. Through collaboration, business recruitment and support and development of vital business infrastructure we are growing a thriving Skagit Valley.”

**Patsy Martin,**  
Port of Skagit

“EDASC has played an indispensable role in Eddyline’s transition from a family-owned company to a leading paddlesports manufacturer. EDASC introduced the company to new management and investors to facilitate the buyout of the founders’ equity, and they’ve continued to support the company’s operational growth thereafter. Whether it is advising on international expansion, identifying and introducing new vendors and partners, or facilitating government relations, EDASC has been a key partner that we can count on.”

**Scott Holley, President**  
Eddyline

\*As of December 31, 2018. See business listings for details. Go to [www.skagit.org](http://www.skagit.org) for updated list of current investors.

# EDASC PARTNERSHIPS

## 2019 SIGNATURE INVESTORS

### Diamond



### Emerald



**Heritage**  
BANK

**PACCAR** Inc



### Platinum

CHMELIK SITKIN & DAVIS P.S.  
ATTORNEYS AT LAW



### Gold



**Larson Gross**  
CPAs & Consultants

**Peoples Bank**  
*A higher level of service*



## SIGNATURE PUBLIC PARTNERS



# EDASC PARTNERSHIPS

Partnerships are essential to successful economic development. EDASC offers support to small businesses and entrepreneurs through its partnerships with the Small Business Development Center (SBDC), SCORE, the Northwest Innovation Resource Center (NWIRC), and our own Latino business retention and expansion program.

## Small Business Development Center (SBDC)



EDASC partners with the Washington SBDC to provide no-cost expert business advising, management training, and market research for Skagit County small

and mid-sized business owners. SBDC certified business advisors offer one-on-one technical assistance to support small business owners with strategic planning and long-term growth issues. Certified business advisors are knowledgeable professionals who have extensive experience owning, managing, or guiding businesses in a wide variety of industries. The Skagit County SBDC is co-located with EDASC and serves Skagit, Island, and San Juan Counties.

SBDC is a partnership between the U.S. Small Business Administration (SBA), Washington State University, and other Washington higher education institutions and economic development organizations, funded in part through a cooperative agreement with the SBA.

## SCORE



SCORE is a non-profit association dedicated to helping small businesses get off the ground, grow, and achieve their goals

through education and mentorship. SCORE works in partnership with SBA and provides volunteer mentors, business tools, and workshops.

## NW Innovation Resource Center (NWIRC)



Are you an entrepreneur with an innovative product, process, or idea looking to get your business started? EDASC partners with the NWIRC, which assists

entrepreneurs and inventors throughout Skagit County create the strategies they need to evaluate their ideas and obtain the resources they need to bring the ideas to life. NWIRC works with EDASC to identify resources in the business community that will aid the entrepreneur along the path from idea to reality. Their Enterprise Program assists the entrepreneur from innovative idea

to startup business. The Build It Program helps inventors develop their product and get it to the market. Support is provided at no cost, but upon success, entrepreneurs may make a pay-it-forward donation.

## Latino Leadership Initiative



EDASC helps coordinate the Latino Leadership Initiative in Skagit County, in partnership with Skagit Valley College, to train and prepare young Latinos and Latinas to be leaders in their communities and at work.

In addition, EDASC works closely with the following community, county-wide, and state-level partners to support economic development in Skagit County.

Skagit County	Concrete Chamber of Commerce
Washington State Department of Commerce	Skagit Council of Governments
Port of Anacortes	Skagit Valley College
Port of Skagit	Washington State University
City of Anacortes	Western Washington University
City of Burlington	Washington State Employment Security Department
City of Mount Vernon	Northwest Workforce Council
City of Sedro-Woolley	Skagit STEM Network
Town of Concrete	Skagit County Population Health Trust Advisory Committee
Town of La Conner	Viva Farms
Town of Lyman	National Development Council
Town of Hamilton	International Economic Development Council
Swinomish Indian Tribal Community	Washington State China Relations Council
Samish Indian Nation	French-American Chamber of Commerce of the Pacific Northwest
Upper Skagit Indian Tribe	Northwest Agriculture Business Center
Anacortes Chamber of Commerce	
Burlington Chamber of Commerce	
Mount Vernon Chamber of Commerce	
Sedro-Woolley Chamber of Commerce	
La Conner Chamber of Commerce	



# EDASC AND SKAGIT COUNTY IN THE NEWS - 2018

## **Electric maritime company comes to Anacortes**

- Skagit Valley Herald, December 27, 2018

## **GDP by county released for first time**

- Skagit Valley Herald, December 18, 2018

## **What trade war? US state representatives lining up business at China Import Expo**

- South China Morning Post, November 9, 2018

## **Janicki Industries expands manufacturing capability**

- Skagit Valley Herald, August 18, 2018

## **Skagit Regional Airport signs lease with Customs**

- Skagit Valley Herald, August 3, 2018

## **EDASC making international connections**

- Skagit Valley Herald, August 2, 2018

## **Local industries brace for impacts of trade disputes**

- Skagit Valley Herald, July 8, 2018

## **Get to Know: SBDC Business Advisor Cindy Brooks**

- Skagit Valley Herald, July 3, 2018

## **Maritime plan highlights industry needs, strengths**

- Anacortes American, June 13, 2018

## **Spanish speakers graduate from computer course**

- Skagit Valley Herald, May 27, 2018

## **Port, PUD form broadband company**

- Skagit Valley Herald, May 17, 2018

## **Tax breaks set for some Skagit County areas**

- Skagit Valley Herald, May 5, 2018

## **Group discusses recreation in Skagit County**

- Skagit Valley Herald, April 21, 2018

## **Passion Never Rests: Leadership Skagit Develops Community Champions**

- Shell Puget Sound Refinery, April 9, 2018

## **NDC's Skagit County Revolving Loan Fund to Increase Lending and Training for Small Businesses**

- National Development Council (NDC), March 19, 2018

## **Tourism, cross-border business highlights of EDASC event**

- Skagit Valley Herald, February 9, 2018

## **Rising to the top: Local flour mill has successful first year**

- Skagit Valley Herald, February 8, 2018

## **Skagit County sees employment increase in 2017**

- Skagit Valley Herald, February 1, 2018

## **The Bread Lab: Organic Ag Research Builds a Regional Rural Economy**

- Clif Bar Stories, January 31, 2018



"EDASC has been a wonderful partner to the Skagit STEM Network in pursuit of our goal that Skagit students will be career and future ready. The Skagit Valley is currently attracting new businesses, and existing companies are evolving to require increasing levels of 21st Century skill-based employees. EDASC's leadership has enabled us to effectively engage the business community as partners in creating talent and preparing our students to be job ready. I believe that this community wide collaborative effort will result in long lasting benefits for the region's youth, economy and general community."

**Michelle Judson, Director  
Skagit STEM Network**





# Banner Bank

More than 125 years ago, we started with core values that will never go out of style: listen, learn and help people and businesses reach their goals. Here in the Skagit Valley and throughout our footprint, our team of experts focuses completely on you, providing the tailored solutions, expert guidance and local decision-making you need to succeed.

Our focus on offering outstanding value is why Money Magazine named Banner the Best Bank in the U.S. Pacific Region. Moreover, our financial strength and stability are key reasons Forbes ranked us No. 35 on its 2018 list of the 100 Best Banks in America, and why Bauer Financial has repeatedly assigned Banner its top, five-star rating.

Of equal importance is the community spirit upon

which Banner Bank was founded as a small thrift in 1890. With more than \$11.4 billion in assets and over 200 locations throughout Washington, Oregon, California and Idaho, we understand our role in the economic ecosystem and we take that responsibility seriously. In addition to being a source of capital to personal banking clients and businesses of all sizes, we place a high importance on contributing to the communities we serve. In 2017, Banner Bank donated nearly \$2.5 million to more than 2,300 community organizations, and our employees volunteered more than 23,500 hours of their time.

From thoughtfully designed personal banking services to full-service, leading-edge commercial banking solutions, we're proud to earn your business and help you dream big and achieve more.

## Banner Bank

301 E. Fairhaven Ave.  
Burlington, WA 98233

P: 360-755-0411  
Toll Free: 800-272-9933

Branch Manager:  
John Howe  
www.bannerbank.com  
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Did  
you  
know ?

Banner Bank was founded right here in Washington state.

# Creating tomorrow, together.

From financing community projects to our employee involvement with local non-profits, we're dedicated to helping the Skagit Valley grow and thrive. We invite to you stop by and say "hello" or visit us anytime at [bannerbank.com](http://bannerbank.com).



800-272-9933

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# Contractor Exceeds Expectations

## Chad Fisher Construction, LLC

15900 Preston Place  
Burlington, WA 98233

P: (360) 757-0580  
F: (360) 419-4590  
E: info@cfisherconstruction.com  
www.cfisherconstruction.com

Chad Fisher, Dan Fisher,  
Duke Fisher

Specializing in commercial construction and tenant improvement projects, Chad Fisher Construction delivers high-quality projects on time and within budget. Our team, with more than 40 years of experience, possesses an excellent reputation throughout the Pacific Northwest for exceeding expectations of our customers.

Chad Fisher Construction utilizes low overhead, extremely competitive labor rates and a strong following of competitive subcontractors and suppliers that support our process. We also offer a variety of contracting methods (Design/Build, Negotiated Guaranteed Maximum Price and Competitive Bid/Build) as well as pre-construction and construction services,

giving customers options that best meet their needs.

Our diverse list of clients includes Janicki Industries, Hexcel Corporation, Holiday Market, Port of Skagit and Immaculate Conception Catholic Church. We invite you to learn more about our recent projects, our team and our approach at [www.cfisherconstruction.com](http://www.cfisherconstruction.com).

Hard work, honesty, integrity and family are at the core of Chad Fisher Construction. We are not just another contractor – we are the client’s partner in success. If interested in discussing your project and vision, please call us at (360) 757-0580.

## Chad Fisher Construction



Did you know ?

The Fisher family has been a fixture in Skagit County since the late 1800s. Much has changed since then, but our caring for the Valley and its citizens is the basis of our business today.

1846232



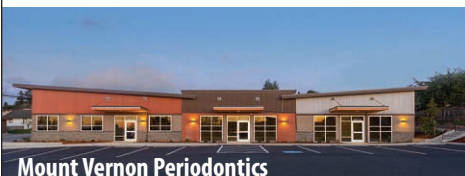
Bay Baby Produce, Mount Vernon



Hansen's Furniture, Mount Vernon



Holiday Market, Burlington



Mount Vernon Periodontics



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[www.cfisherconstruction.com](http://www.cfisherconstruction.com)  
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CHMELIK SITKIN & DAVIS P.S.  
ATTORNEYS AT LAW

# Chmelik Sitkin & Davis P.S.

## Chmelik Sitkin & Davis P.S.

1500 Railroad Avenue  
Bellingham, WA 98225

P: (360) 671-1796  
Principal: Frank Chmelik

[www.chmelik.com](http://www.chmelik.com)

Chmelik Sitkin & Davis P.S. is a leading Northwest Washington regional law firm that represents businesses, municipal governments, and insurance carriers primarily in Whatcom, Skagit, San Juan and Island Counties but throughout the State of Washington and Alaska.

Clients expect that our attorneys will provide timely, cost-effective and sound advice in all areas of business, business transactions, representation of municipal governments, land use issues, representation of general and subcontractors, employment and labor issues, real estate and development issues, environmental cleanups, environmental insurance coverage issues and industrial storm water compliance issues.

Clients know that our attorneys work with their accounting firms to deliver sophisticated estate planning solutions, closely held business succession planning

and efficient probate administration.

Clients rely on our litigation attorneys to skillfully represent them in state court actions in Washington and Alaska, the Federal District Courts, the State Shorelines Hearings Board, and the Western Washington Growth Management Hearings Board.

Clients count on our attorneys to help them negotiate resolution of issues with various state agencies including DNR, Revenue, Ecology, FAA, USACE and US EPA.

We are a team of attorneys that work hard to deliver timely, cost-effective and sound legal advice.



Did you know ?

That our law firm is the only law firm north of Everett that has had multiple attorneys selected to the annual Super Lawyers list for eleven years in a row.

## Focus. Commitment. Expertise.



**Strength in numbers.** Knowledge of all aspects of labor and employment law. Expertise to guide business planning and formation. Experience in negotiating and documenting transactions. Understanding of construction. Mastery of environmental law. Innovative approaches to land use issues. Common sense estate planning. Success in complex litigation. Responsiveness to our public and private clients. **It takes a team.**

Chmelik Sitkin & Davis is committed to exceeding client expectations. We appreciate the trust and confidence of our clients throughout the State.

CHMELIK SITKIN & DAVIS P.S.  
ATTORNEYS AT LAW

BUSINESS | LABOR & EMPLOYMENT | CONSTRUCTION | ENVIRONMENTAL | LAND USE | LITIGATION | ESTATE PLANNING & PROBATE

1500 Railroad Avenue, Bellingham, WA 98225

Phone: 360 671-1796

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# Dimensional Communications

**Dimensional Communications**  
1220 Anderson Road  
Mount Vernon, WA 98274

P: (360) 424-6164  
Contact: Ryan Hagman

[dimensional.net](http://dimensional.net)

Why do you think the Seattle Seahawks chose Dimensional Communications to provide sound for them in their very own football stadium? It's because Dimensional has been preferentially selected by an ever-growing number of critical clients, large and small, for their most important systems projects based not on promises, but upon their proven ability to deliver on their promises. They expect all of their people to create the best project outcomes possible for their clients and have spent years perfecting the disciplined processes, skills and product relationships required to deliver world-class systems.

They are one of the select Washington State based audio-communication installation companies that maintains an in-house, State recognized, Electronic Systems Technician Apprenticeship Program. They are also active members of nationally and internationally recognized industry trade associations, including INFOCOMM International, CEDIA and the National Systems

Contractors Association (NSCA). Using the best products from the world's leading manufacturers of audio, visual, data and communications equipment they know how to select the proper components to solve your complete system needs—simple or complex—efficiently and effectively. This includes using their own in-house wood, metal, paint and speaker manufacturing facilities and personnel to create specialized or one-off solutions.

Whether they are providing systems for your boardroom, school, church, office, home, performing arts center or even an entire NFL football stadium, Dimensional has the right system solutions and skills, delivered and maintained by the best trained people, all on time and on budget.



Did you know ?

Dimensional Communications manufactures a line of invisible speakers that are shipped to over 25 countries around the world

1848253



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1552262





# Express Employment

## Express Employment

1806 Riverside Drive STE D  
Mount Vernon, WA 98273  
P: (360) 336-1980

Bellingham  
P: (360) 734-3812

Everett  
P: (425) 339-8400

Owners: Mark and Sandy Hagen  
E: Mark.Hagen@expresspros.com  
Expresspros.com

**E**xpress Employment Professionals – Jobs Affecting the Economy

Skagit County is a special place to live. The people, businesses, communities and organizations in the area have helped the growth of Skagit County. Express Employment Professionals and the staffing industry are a vital piece to this growth, providing jobs for people looking for work and employees for companies looking to expand.

Express of Mount Vernon began when Mark Hagen and his wife, Sandy, felt passionately about starting up their own business. A CPA at the time, Mark left his accounting firm to accomplish their dream. What better way to build a business than to help provide jobs for people? This is exactly what Mark and Sandy Hagen did by opening their first Express office in 1996. By 1998 they opened

a second office in Bellingham. Today they own their third location in Everett. Mark and Sandy have worked hard to provide the very best resources for the sake of their clients.

Mark and Sandy are active in the local community donating time and money to the local Rotary Club, Skagit County Community Action, and the Skagit Valley College Foundation among others.

Express is a family-owned franchise. Today there are more than 700 offices worldwide. Express is always looking forward; an industry that offers a promising future and plenty of room to grow.



Did you know?

Express put over 4,000 people to work last year in Skagit, Snohomish and Whatcom county.

1846293

# STAFFING SOLUTIONS TO FIT YOUR BUSINESS NEEDS

Express Employment Professionals has a solution for your hiring needs. Whether you want temporary help now, or you're looking for the perfect fit for a long-term position, Express has skilled workers ready when your business needs them.

Call or go online today to see how Express can help.

### Solutions include:

- Accounting/Finance
- Office Services
- Industrial
- Temporary Hire
- Evaluation Hire



**Mount Vernon** (360) 336-1980  
**Bellingham** (360) 734-2457  
**Everett** (425) 339-8400



1544559

ExpressPros.com





**Fisher Construction Group**

625 Fisher Lane  
Burlington, WA 98233

P: (360) 757-4094  
President: Dan Powers  
E: info@fishercgi.com  
fishercgi.com

# Ingenuity and Lasting Building Performance.

We often point to our deep roots in Skagit County as responsible for the hard work and ingenuity we bring to every job. This ‘Skagit-way’ of doing business has been at the core of our business since we started in the 1970’s—and it continues to be as we lean into the future.

Fisher Construction Group’s brand of hard-work and ingenuity includes continually growing and strengthening our design | build team to provide better building solutions for our customers. Whether we’re building a hotel, distribution center, or an airport terminal, our team is geared to solve problems and keep a project on track. As a design | build general contractor, our professional staff now includes architectural design, structural engineering, food process experts, civil

and site construction, and thermal envelope specialists.

While we’ve grown to become one of the largest builders in the state with projects that take us around the US and to Canada, we continue to focus on the commitment that got us here—work hard, treat the customer well, and deliver lasting value-added building performance.

It’s a commitment we established when we first opened our doors and one that will always be the driving spirit of our company. Give us a call at 360-757-4094 we’d like to go to work for you.

Builder of the new Paine Field Passenger Terminal



## Did you know?

Fisher provides complete construction services which include:

- Architecture and Engineering
- General Contracting
- Process Engineering and Installation
- Thermal Envelope Design and Installation
- Civil and Site Construction

1846263

- Marine
- Aerospace
- Automotive
- Clean Water
- Alternative Energy
- Telecommunications



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360-399-6522 • Jan@JanEllingson.com

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1844083



**Dan Ollis, Whidbey Coffee**

*Family man*

*Mud runner*

*Coffee connoisseur*

Each and every one of us is an original. Shaped by unique influences that make us who we are today. Here at Heritage Bank, we think differences can build a better bank, too. That's why we share the best ideas from across all of our branches and local communities with one goal in mind: to serve our customers better every day. By sharing our strengths, we're able to offer customers like Dan Ollis—and you—more than a community bank. But rather, a community of banks.

**WHAT'S YOUR HERITAGE?**



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# Hexcel Corporation

**Hexcel Corporation**  
15062 Steele Road  
Burlington, WA 98233

P: (360) 757-7212  
Plant Manager: Jim Collins

hexcel.com

Hexcel Corporation is a leading advanced composites company that manufactures and markets lightweight, high-performance structural materials, including carbon fibers, reinforcements for composites, prepregs, honeycomb, matrix systems, adhesives and composite structures, used in commercial aerospace, space and defense and industrial applications.

In 1946, two young Navy engineers – Roger C. Steele and Roscoe T. “Bud” Hughes – with more enthusiasm than experience, started up a company they called California Reinforced Plastics in Hughes’ cramped basement workshop in Lafayette, California with \$519. After a couple of years of investigating, inventing, and innovating, Steele and Hughes incorporated the company in September 1948,

marking the official beginning of what was later known as Hexcel Corporation.

Today, Hexcel offers an unmatched breadth and depth of products and services to the composites industry. It manufactures the full spectrum of advanced material solutions including everything from fiber to fabrics and resin formulation to thermosetting prepregs, new solutions for out of autoclave processing, molding materials, composite tooling, honeycomb and machined core. As a complete composites solutions provider, it is able to vertically integrate its quality products through all phases of its customers’ needs.

With such an expansive portfolio, Hexcel’s product lines are applied across a variety of markets which spurs a constant drive for innovation and cost-competitive production. This culture of innovation allows it to embrace the exploration of new ideas, to challenge the impossible and succeed beyond expectations to support and anticipate customer requirements. Hexcel has been a pioneer at the forefront of this industry for over 60 years and will continue to pave the way for the future.

## Did you know ?

Hexcel used to be in the tennis shoe business. The company developed a special resilient thermoplastic honeycomb for high-performance athletic shoes.



## Creating the building blocks for a stronger future

The world’s leading aircraft are built with Hexcel composite materials. From HexTow® carbon fiber and HexPly® prepregs to HexWeb® honeycomb and more, Hexcel materials help aircraft designers achieve a perfect balance between weight, cost and performance. Hexcel provides enhanced design flexibility and support to not only aerospace, but also space and defense, wind energy, automotive and other industrial customers worldwide with lighter, faster and stronger composite solutions.

Learn more by visiting us at [www.hexcel.com](http://www.hexcel.com)



1552263





# Industrial Resources, Inc.

**Industrial Resources, Inc.**  
P.O. Box 507  
Clearlake, WA 98235

**P: 360-856-6700**  
**F: 360-856-6777**  
**President: Jay Follman**  
**General Manager: Peter Rasco**  
**E: [info@industrial-resources.com](mailto:info@industrial-resources.com)**

Since 1987, Industrial Resources, Inc (IRI) has been providing industrial and marine and fabrication services as either a general contractor or subcontractor. IRI is known for excellent welding quality and completing tough projects in remote locations.

Our new Sedro-Woolley, WA shop fabricates large structures in carbon steel, aluminum, and stainless steel to support Department of Defense Contracts and modification and construction of fish processing plants.

From Dutch Harbor, AK we provide industrial services including new building construction, repair, and modification of process plants, and welding services. Our year around staff

supports 4 fish processing plants as well as municipalities and tribal corporations.

From our Clearlake, WA office and yard, we support remote Alaska and lower 48 manufacturing projects as well as marine work including modifications to trawler/processors and tugs.

IRI hires welders, pipefitters, carpenters, and construction managers, if you are interested, please contact us!



**DID YOU KNOW?**

IRI has a new 15,000 sq. ft fabrication shop in Sedro-Woolley, WA from which we fabricate fish tanks, wing blade form supports, mezzanines, stairs, and modular piping systems. IRI also has also added a waterjet to cut flanges, structural frames, and doors to support our marine and industrial projects.



## Industrial and Marine Construction/Fabrication/Modification

Office/Yard: Clearlake, WA  
Fab Shop: Sedro-Woolley, WA  
Office/Yard: Dutch Harbor, AK



*Dutch Harbor, Alaska Freezer Terminal*



*False Pass, Alaska RSW Stainless Tanks*

Since 1987, IRI has been providing services to seafood processing, fishing, marine customers as well as Department of Defense subcontractors. Our services include welding, piping, refrigeration, hydraulic, mechanical, and structural modification. Our new Sedro-Woolley, WA fabrication shop supports our customers in the Lower 48, Alaska, and Hawaii. We are a great place to work and continually focus on improving our operations. Learn more at our website, call, or email us at [info@industrial-resources.com](mailto:info@industrial-resources.com).

**1-360-856-6700**

**[www.industrial-resources.com](http://www.industrial-resources.com)**

**P.O. Box 507 Clearlake, WA 98235**

1847803



# Janicki Industries

**Janicki Industries**  
719 Metcalf Street  
Sedro-Woolley, WA 98284  
P: (360) 856-5143  
janicki.com

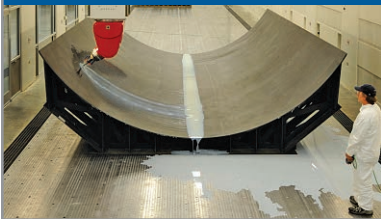
Janicki Industries is a privately owned, full-service engineering and manufacturing company with facilities in Washington and Utah. In 1993, Peter Janicki, an engineer, Founder and CEO of Janicki Industries answered innovation's call and revolutionized composites fabrication for the marine industry. He developed a method of producing molds by utilizing large-scale, high-precision CNC machining. The results were beyond impressive. Projects that once took several months to finish were being completed in two weeks or less.

In the two decades since its founding, Janicki Industries is now known as an industry leader specializing in manufacturing parts, prototypes and tools made of advanced composite materials and metals for customers across Aerospace, Marine, Energy, Transportation and Architecture industries. Janicki is fully capable of building large

projects utilizing large-scale facilities, high precision 5-Axis mills, large autoclave and non-destructive inspection. This large-scale capability is the primary factor that sets the company apart from others in the industry. We have extensive experience manufacturing with composite systems such as: putty, fiberglass, carbon fiber; hybrids; and with metal tools made of Invar, Aluminum and Steel. We have over 900 employees of which about 150 are engineers. We work together with our customers to design their solutions. Our goal is to provide exceptional and personalized customer service. We have a commitment to honesty and high ethical standards. We believe our most valued assets are the creative people, working together to solve customers' challenges.

We are hiring. Check out job openings at [www.janicki.com](http://www.janicki.com).

1846291



Did you know ?

The largest privately held employer in Skagit County is Janicki Industries with over 900 employees in the Sedro-Woolley area.



## Large-Scale Composite & Metal Manufacturing

Janicki Industries is an engineering and manufacturing company that specializes in composite parts and tools for aerospace, marine, wind energy, military and transportation industries. From space ship parts to wind blades to fish tanks, we work on some of the most exciting new technologies in the world.

[www.janicki.com](http://www.janicki.com)  
360.856.5143



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Visit [www.janicki.com/careers/job-openings](http://www.janicki.com/careers/job-openings) for job openings.



**Larson Gross**  
CPAs & Consultants



## Larson Gross CPAs & Consultants

### Larson Gross CPAs & Consultants

245 E. George Hopper Rd.  
Burlington, WA 98233

P: 360-757-2700  
E: [contact@larsongross.com](mailto:contact@larsongross.com)  
CEO: Aaron Brown

[www.larsongross.com](http://www.larsongross.com)

Larson Gross is a homegrown professional service firm founded in 1949. From the beginning, we've provided a comprehensive and personal service approach to neighbors and friends who are just as committed to the strength of this community as we are. Even with the incredible growth we've achieved throughout the years, we've continued to stay true to the values the firm was built upon — connectedness, initiative, integrity, investment, personal relationships and success.

We deliver a broad range of tax, accounting, financial statement and consulting services, including multi-state tax expertise, business valuation, business transition planning and financial and estate planning. But we believe it's how we cultivate personal relationships with our clients that truly sets us apart.

"People often think of accountants as being all about the numbers, but we're actually a group of individuals who just really care about people and

helping them succeed. We see it as our mission to connect in genuine relationships while making lives better and businesses stronger," says Aaron Brown, CEO.

At Larson Gross, we consider it our role to bring relevant issues and ideas to our clients without waiting to be asked, and want them to count on us as a consulting member of their team.

"We take a very different approach — one that focuses on how we can play an advisory role, growing a relationship that allows us to help our clients reach their goals," says Brown. "It's a special experience to stand beside our clients as they achieve success, and it's something we never take for granted."

Manufacturers, farmers, contractors, nonprofits, healthcare professionals and many other types of business owners in Skagit County depend on Larson Gross to help them create healthier organizations, stronger financial futures and meaningful legacies.

1846241

Did  
you  
know ?

Larson Gross provides much more than what's traditionally known as accounting. We help individuals and businesses of many shapes and sizes with business valuations, financial and estate planning, ownership transitions, strategic business advising and much more.



## Hug your CPA.

Because they understand your hopes and dreams.

Because they care about you as a person.

Because they think about you often.

And if they don't...

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## Mount Vernon Downtown Association

325 S Pine, Suite A  
Mount Vernon, WA 98273

(360) 336-3801

Ellen Gamson, Executive Director  
director@mountvernondowntown.org  
mountvernondowntown.org

# Rooted in History, Cultivating Growth

Celebrating over 10 years as a Washington State Main Street, the Mount Vernon Downtown Association is both a state and nationally accredited Main Street organization. The mission of the MVDA is to promote a vibrant and prosperous downtown through celebrating its historic character.

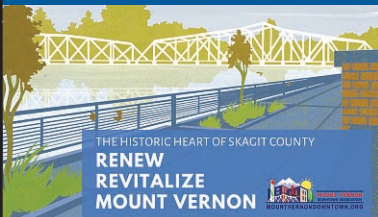
Extraordinary transformation happens when community leaders, investors, small & large business owners, local government, and volunteers collaborate to develop and implement a vision for the future. Through increasing prosperity in our district and preserving our community's unique historic fabric, we can build a prosperous future on the foundations of the past.

The MVDA uses the Main Street Approach, a comprehensive revitalization strategy built around our community's unique history and attributes.

We were proud to serve as one of two pilot communities in the state of Washington to employ the Main Street Refresh, beginning in 2018. Since 2008, we have seen a 65% reduction in street-level vacancies, beautiful restorations to nine historic downtown buildings, and the addition of our wonderful Riverwalk Plaza. The MVDA welcomes several new businesses and building owners in 2019. We look forward to an exciting year of community events and collaborations as we further our work strengthening the traditional commercial and cultural heart of our community.

The Mount Vernon Downtown Association is a 501(c)3 nonprofit, funded primarily through donations under the WA Main Street Tax Credit Incentive Program, and proceeds from the annual Tulip Festival Street Fair.

184726



### Did you know ?

This year, MVDA welcomes representatives from all 50 states for our Growing with the Grain tour during the National Main Street Now 2019 conference in Seattle. The tour celebrates Skagit Valley's thriving agriculture industry, and the restaurants, bakeries, and breweries that integrate these local flavors into their businesses. MVDA's tour showcases local businesses' success implementing Washington State's Innovation Partnership Zone program.



THE HISTORIC HEART OF SKAGIT COUNTY  
**RENEW  
REVITALIZE  
MOUNT VERNON**





# PeaceHealth United General Medical Center

## PeaceHealth United General Medical Center

2000 Hospital Drive  
Sedro-Woolley, WA 98284  
360-856-6021

[peacehealth.org/  
united-general](http://peacehealth.org/united-general)  
[peacehealth.org/phmg](http://peacehealth.org/phmg)

PeaceHealth United General Medical Center in Sedro-Woolley is a 25-bed critical access hospital serving United General District 304, including Burlington, Sedro-Woolley, Bayview, Samish Island, Concrete, Marblemount, Clear Lake and areas of Mount Vernon. United General joined PeaceHealth, a health care system serving Alaska, Washington and Oregon, in 2014 to ensure continued local access to specialized, sustainable and innovative health care.

Major medical services at PeaceHealth United General Medical Center include:

- Breast Care Suite
- Cardiology
- Cancer Center
- Diagnostic Imaging
- Nutrition Services

- Pulmonary Rehabilitation
- Rehabilitation Services
- Surgery & Orthopedics Center
- Level IV Trauma

Additionally, our experienced doctors and health care providers offer care in a number of medical specialties at PeaceHealth Medical Group clinics and in PeaceHealth hospitals in both Skagit and Whatcom counties.

PeaceHealth carries on the healing mission of Jesus Christ by promoting personal and community health, relieving pain and suffering, and treating each person in a loving and caring way. We look forward to caring for you, your family and Skagit County.

*Every person receives safe, compassionate care; every time, every touch.*

1846278



## Did you know ?

Since 1975, the cancer center at PeaceHealth United General Medical Center has provided cancer prevention, detection, diagnosis and treatment for patients in Skagit and Island counties. Today, we continue to provide comprehensive cancer care, close to home.

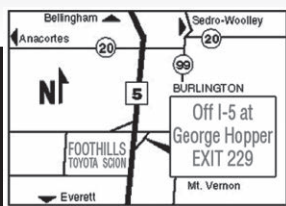


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1849791



Skagit County  
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## Skagit County Board of Commissioners



Ken Dahlstedt



Lisa Janicki



Ron Wesen

1800 Continental Place  
Mount Vernon, WA 98273  
360-416-1300

[www.skagitcounty.net](http://www.skagitcounty.net)

Property data • Tax statements • Real-time emergency updates  
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1707932



# Peoples Bank

## Local Bankers - Local Branches - Local Solutions

### Mount Vernon Financial Center

1801 Riverside Drive  
Mount Vernon, WA 98273

Banking: (360) 424-3319  
Business Loans: (360) 848-8872  
Home Loans: (360) 424-2056  
Toll Free: (800) 584-8859

[peoplesbank-wa.com/skagit](http://peoplesbank-wa.com/skagit)

Peoples Bank is committed to the communities of Skagit County with four branches in key Skagit communities, including Mount Vernon, Burlington, and Anacortes.

Our stable and ongoing growth is predicated on the same values that we started with nearly 100 years ago: be responsible and dedicated to our clients and serve our local communities beyond the business of banking.

Businesses in Skagit County choose Peoples Bank for many reasons. We have financing solutions for big businesses, small businesses and everything in between. We offer cutting-edge technology to take the work out of banking, and local banking and lending experts who put their knowledge to work for you.

Our local bankers are dedicated to the residents and businesses of Skagit County and can provide you with all your banking needs, including:

- Business Loans
- Merchant Services
- Treasury Management
- Business Deposit Accounts
- Personal Loans
- Mortgages
- Consumer Loans

Founded in 1921 in Lynden, WA, Peoples Bank is headquartered in Bellingham, WA, operates 23 branches throughout Washington, and has more than \$1.7 Billion in assets.



Did you know ?

Peoples Bank is a locally owned community bank, with four branches in Skagit County, and local bankers dedicated to the residents and businesses of Skagit County.

1846217

## Your Skagit County Business Team.



**John Voth**  
Commercial Banking  
Market Leader



**Bill Irving**  
Commercial Banking  
Officer



**Alice Takehara**  
Commercial Banking  
Officer



**Dennis Boe**  
Commercial Banking  
Officer



**Mike Fredlund**  
Commercial Banking  
Officer



**Eric Fohn**  
Commercial Banking  
Officer



**Jim Slowik**  
Commercial Banking  
Officer

*A community bank  
dedicated to growing  
Skagit County businesses.*

# Peoples Bank

Commercial Loans (360) 848-8872  
Banking (360) 424-3319

[peoplesbank-wa.com/business-banking](http://peoplesbank-wa.com/business-banking)



Member FDIC





### Port of Anacortes

100 Commercial Ave.  
Anacortes, WA 98221

P: (360) 293-3134

F: (360) 293-9608

Executive Director: Dan Worra

[portofanacortes.com](http://portofanacortes.com)

# Jobs and Economic Growth

In our role as facilitators of economic growth and development, the Port of Anacortes concentrates on developments for which we are uniquely qualified; primarily marine related activities, transportation and environmental clean-ups.

As an economic generator for our community, the Port gives priority to the fostering of economic developments which directly, or indirectly, lead to the creation and maintenance of family-wage jobs. Tenants on Port property employ more than 1,100 people.

The Port of Anacortes has successfully completed more than \$60 million in

environmental clean-ups in the past ten years in partnership with the Washington State Department of Ecology.

The Port appreciates the work of our elected leaders and the key roles each of you have in creating policy that moves Washington State forward.

Ken Goodwin, Commissioner

Jon Petrich, Commissioner

Kathy Pittis, Commissioner

John Pope, Commissioner

Joe Verdoes, Commissioner



## Did you know?

The Port of Anacortes was formed by a vote of its citizens of Anacortes on November 22, 1926. The Port is governed by five Commissioners, each representing their own district, including Fidalgo, Guemes, Sinclair, Cypress and Samish Islands, Shelter Bay, and Bayview. Total population of the Port district is approximately 22,000.

The Port owns and manages a popular 1,000 slip public marina, a busy multi-pier marine terminal and a general aviation airport.

1847663



# Port of Anacortes



### CAP SANTE MARINA

- Moorage Slips available from 40'-66'
- Fuel Dock offers Ethanol-Free fuel



### MARINE TERMINAL:

Desirable location, and a main hub to North America, Canada, Alaska, Asia, South America and Europe.



### VENUES AVAILABLE FOR RENT:

- Seafarers' Memorial Park Building (capacity for 120)
- Transit Shed (capacity 350+)



### ANACORTES AIRPORT

- Aviation fuel available 100LL and Jet A
- Tie Down Spaces Available

100 Commercial Avenue Anacortes, WA 98221 • [portofanacortes.com](http://portofanacortes.com) or contact 360-293-3134



## Port of Skagit

**Port of Skagit**  
 15400 Airport Drive  
 Burlington, WA 98233  
 Executive Director: Patsy Martin  
 P: 360-757-0011  
 La Conner Marina  
 P.O. Box 1129, 613 N. Second  
 La Conner, WA 98257  
 P: 360-466-3118  
[portofskagit.com](http://portofskagit.com)

# Port of Skagit – Creating Good Jobs and Growth

Since its formation by a vote of the people in 1964, the Port of Skagit has been dedicated to creating good jobs in Skagit County by managing facilities and encouraging opportunities for economic growth.

Port-owned properties include the La Conner Marina, Skagit Regional Airport, Bayview Business Park and Sedro-Woolley Innovation for Tomorrow (SWIFT) Center. Combined, these four facilities are home to 106 businesses that employ 1,743 people. The port staff also works hand-in-hand with local economic development officials to provide prospective tenants with information about conditions and opportunities throughout Skagit County.

Bayview Business Park offers lease properties for industrial, business and corporate office park development. The

port has invested in high-quality infrastructure, including a fiber optics network, to support a wide range of business types.

Boaters enjoy easy access to the San Juan Islands and beyond from the La Conner Marina. The marina has 500 wet moorage slips and 178 dry storage spaces plus two modern guest docks. It is home to a variety of maritime businesses and services.

Skagit Regional Airport is a premier destination for corporate jet aircraft and general aviation in Northwest Washington. At the airport are terminal facilities, high-quality runways, airplane fueling and maintenance services, and newly added services from U.S. Customs and Border Protection.



## Did you know?

Buildings on Port of Skagit property total nearly 1.3 million square feet and maintain an occupancy rate of nearly 100 percent.

1846274

## Noel Communications Inc.™

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- Colocation
- Managed network services
- NOC services

Managing your business communications is no easy task. Finding the right protection for your network and reliable business class internet access requires experts with specialized skills and experience. Consult with the pros at Noel Communications.

### Did you know?

Noel Communications has a 100Mbps capability ring running right through Skagit County? Our Ethernet ring runs from Seattle to Everett to Mt Vernon and Burlington to Everett to Vancouver BC then back to Seattle via an undersea route for exceptional reliability.

Contact:

Shelly Burton | 509-961-4451 | [shelly@noelcomm.com](mailto:shelly@noelcomm.com)  
 Diane Bennett | 206-972-7745 | [dbennett@noelcomm.com](mailto:dbennett@noelcomm.com)

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# Sakata Seed America, Inc.

## Sakata Seed America

11857 Bay Ridge Drive  
Burlington, WA 98233

Phone: 360-336-9727

Fax: 360-419-3035

[www.sakatavegetables.com](http://www.sakatavegetables.com)

Sakata Seed America is a major research, seed production and marketing-distribution for the NAFTA market. Sakata Seed America is a subsidiary of Sakata Seed Corporation, established in 1913 in Japan. Since opening our doors in a small San Francisco office in 1977, the company has expanded all over the US to include a headquarters in Morgan Hill, California, as well as research stations in Salinas, California; Yuma, Arizona; Burlington, Washington; Woodland, California; and Fort Myers, Florida. These facilities, including our local

Washington facility, focus on vegetable breeding and trialing of innovative vegetable and flower genetics. Our overall mission is to quickly and efficiently meet industry expectations for quality seed, strong performance and excellent yields, as well as retail and consumer demand for delicious fruits and vegetables as well as ornamental annuals and cut flowers.



## Did you know?

Did you know that the first flower to bloom in space was Sakata Seed's Profusion Orange zinnia? It bloomed on January 16th, 2016 on the International Space Station and was grown by astronaut, Scott Kelly. If you eat broccoli, chances are you're consuming a Sakata variety! Sakata broccoli accounts for 70% of broccoli consumed in the US.

1846253

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PASSION



### Sakata Pacific Northwest Operations

11857 Bay Ridge Drive, Burlington, WA 98233 • Phone: 360.336.9727 Fax: 360.419.3035 • [www.sakatavegetables.com](http://www.sakatavegetables.com)





### SaviBank

208 East Blackburn, Suite 100  
Mount Vernon, WA 98273

P: (888) 707-2060  
Chairman of the Board &  
CEO: Mike Cann  
F: (360) 707-2375  
E: mcann@savibank.com  
savibank.com

## Local roots and new branches: SaviBank's commitment to homegrown banking

We're not just a community bank. We're this community's bank. In fact, we are the only local community bank headquartered in Skagit County.

Using knowledge and expertise, our mission is to bring long-term success to our clients and our community. Whether you own a business, a house, or a dog, we are equal opportunity advocates, helpers, and champions of our clients. And whether you need assistance with your retirement, a new boat, your business, or just a good checking account, we are determined to help improve your life.

That means service with a smile. Convenient branches. Empathetic bankers. Plus, a commitment to keep bank funds local to help further the needs of the local economy.

But we're not content with the status quo.

Our new branch, at 1725 E. College Way in Mount Vernon, provides another easily accessible location for us to serve the region.

"We're excited to open our new Mount Vernon branch," said Mike Cann, CEO and Chairman of the Board of SaviBank. "It furthers our pledge to serve this local community. We believe banking should be both convenient and personalized, and that's what we offer as a true community bank."

The new Mount Vernon location will be SaviBank's 6th branch in the region along with our Anacortes Loan Center. Come see why SaviBank is "the wise choice" for families and businesses who want banking services from dedicated professionals who live and work in the community they serve.

1846289



Did you know ?

With several branches in the community, SaviBank is the only local community bank headquartered in Skagit County. Local ownership means SaviBank has a vested interest in seeing our community succeed. Bank funds are put to work building the businesses and future of Skagit County and the surrounding area.

# Homegrown and growing.

Our roots run deep in this community. And those roots are growing with an expansion that gives our community convenient ways to experience the financial expertise that brings long-term success to our clients.

Our expansion begins with a new branch at 1725 E. College Way, with future expansion and branch improvements to follow. More convenient banking is just another way that we are investing back into our community—making it stronger for all of us.

Come visit us at any of our branches and see why we are the wise choice.



**Burlington**  
360.707.2272  
1854 S Burlington Blvd

**Freeland**  
360.331.3717  
5575 Harbor Ave, Suite 100

**Mount Vernon** College Way  
360.336.0102  
1725 E College Way

**Anacortes**  
Loan Production  
360.755.3436  
1015 14th St, Suite B

**Bellingham**  
360.685.0080  
1910 Broadway

**Mount Vernon** Blackburn  
360.419.0300  
208 E Blackburn, Suite 100

**Oak Harbor**  
360.720.2202  
390 NE Midway Blvd, B-107

**SaviBank.com**



# Sims Honda

**Sims Honda**  
1615 S. Goldenrod Road  
Burlington, WA 98233

P: (360) 757-7467  
General Manager:  
Bobby Maynard

[www.simshonda.com](http://www.simshonda.com)

The seed of the Sims organization began over 60 years ago with the dreams of a young logger and his desire to bring quality automotive products wrapped in an environment of old fashioned customer service to the area he grew up in. Vern Sims began his automotive career as a salesperson for Berglund Motors in Sedro Woolley.

In the summer of 1979, a new franchise was added, Honda. Now the Sims automotive group includes three successful Honda stores in Washington State, owned and operated by Vern Sims and his sons Dan and Lance.

Sims Honda is nationally recognized as one of the top Honda dealerships in the country. Sims Honda consistently remains in the top

percentile of Honda dealerships for customer service excellence. Sims has also received numerous "President Award" honors from Honda over the past 30+ years for maintaining a top level of sales and service criteria, reflected by their customer base.

Walking in to Sims Honda is a different experience than most auto stores. You will feel the difference from the moment you are greeted. It is an environment of friendship and service without the typical hard sell atmosphere. Sims Honda has a wonderful selection of new Hondas and a large selection of all make used from domestic to import, cars to trucks.

See why more people across the state of Washington are turning to Sims.



Did you know ?

Honda is the #1 gas engine producer in the world. The owners of Sims Honda have lived, worked, and raised families in the area of the world they love most, Skagit Valley.

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on I-5 Burlington George Hopper Exit 229

1847586



# Skagit Publishing

## Skagit Publishing

1215 Anderson Road  
Mount Vernon, WA 98274

P: (360) 424-3251  
Publisher: Heather Hernandez  
E: ads@skagitads.com

skagitpublishing.com  
gaskagit.com  
goanacortes.com  
scnews.com

Skagit Publishing encompasses a diverse mix of more than 50 high-quality products and services. From newspapers and websites 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.

Skagit Publishing produces the daily *Skagit Valley Herald* and six weekly newspapers: the *Anacortes American*, *Your Fidalgo*, *Courier-Times*, *The Argus* and *Stanwood Camano News* (and the *ADvertiser*).

Special sections include Real Estate Weekly and 360, our local weekly entertainment guide.

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.

- Skagit Publishing's targeted publications include:
- Tourism Publications such as *Explore Skagit Valley*.
- Directories – EDASC Skagit Business Guide, Sedro-Woolley Chamber Member Directory
- Fairs and Festivals Guides

As a strong community partner, Skagit Publishing also hosts the most-visited website in Skagit County, gaskagit.com, with close to a million average page views per month. Gaskagit.com merges content from all of its newspapers and publications and also hosts a free community calendar, 360 Calendar and local event ticketing site My360tix.com. Additional sites include goanacortes.com, scnews.com, My360tix.com, skagitvisitor.com and skagitfarms.com.



## Did you know?

Skagit Publishing offers marketing solutions from traditional print and online advertising to targeted digital marketing and direct mail campaigns. We can create any custom campaign to fit your needs!



## Complete Marketing Solutions for Online & Print Media

From design concept to finished product, we're here for you every step of the way!

- Print & Online Advertising • Targeted Digital Marketing • Branding packages
- Commercial printing • Direct Mail • Email campaigns • Websites • Graphic design • Social media



1215 Anderson Road • Mount Vernon, WA 98274

Local area: 360.424.3251 • In Washington state: 800.683.3300 • Fax: 360.424.5300

Email: ads@skagitads.com • Website: skagitpublishing.com

1847437





# Skagit Regional Health

## Skagit Regional Health

P.O. Box 1376  
Mount Vernon, WA 98273

Phone: 360-814-2293

Fax: 360-428-2416

Website:  
[www.SkagitRegionalHealth.org](http://www.SkagitRegionalHealth.org)

Skagit Regional Health includes Skagit Valley Hospital, Cascade Valley Hospital and nearly two dozen clinic locations in Skagit, Island and Snohomish counties. This integrated health care system provides advanced, quality and comprehensive services to the people of our communities.

Skagit Valley Hospital in Mount Vernon, licensed for 137 beds, features a full range of services including comprehensive cancer care; surgical services; a Level III Emergency Department; a well-appointed Family Birth Center; comprehensive diagnostics; and advanced heart and vascular care.

Cascade Valley Hospital in Arlington, licensed for 48 beds, features an award-winning wound care center; free-standing surgery center; Family

Birth Center; a level IV Emergency Department and a wide array of diagnostic imaging services.

Skagit Regional Health also operates a network of outpatient health care facilities providing primary, specialty and urgent care services in the region. Patients move seamlessly through the entire continuum of health care, from primary and specialty outpatient services to inpatient acute care, with a top-tier electronic health record creating “one patient, one record” for all encounters.

Skagit Regional Health is committed to providing and enhancing health care services and has a vision to “transform healthcare by improving access, service, quality and efficiency in support of our goal of a healthier community.”

18A7422



### Did you know ?

Skagit Regional Health is the first healthcare organization to operate a da Vinci® Xi™ robotic surgical system north of Everett. For more information, go to [www.SkagitRegionalHealth.org](http://www.SkagitRegionalHealth.org).

## MyEClinic

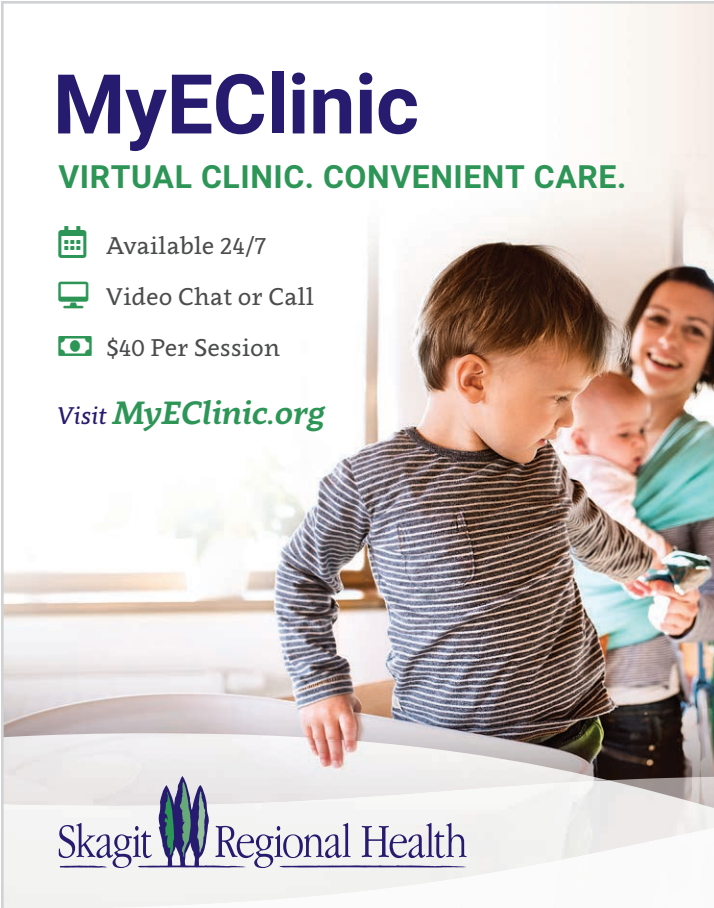
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\$40 Per Session

Visit [MyEClinic.org](http://MyEClinic.org)



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*(Closed Christmas Day)*

### MOUNT VERNON

1400 E. Kincaid St.  
Mount Vernon  
360-428-6434

### RIVERBEND

2320 Freeway Dr.  
Mount Vernon  
360-814-6850



CHECK WAIT TIMES ▶ [SkagitRegionalHealth.org](http://SkagitRegionalHealth.org)



# Skagit Transit

**Skagit Transit**  
P: (360) 757-4433  
Executive Director: Dale O'Brien  
E: [dobrien@skagittransit.org](mailto:dobrien@skagittransit.org)  
[skagittransit.org](http://skagittransit.org)

**Quality Public Transportation** for a Growing Community. Skagit Transit exists to provide safe, convenient and high quality public transportation to our growing community. Our services are vital for a rising number of residents who rely on Skagit Transit for the freedom and independence most take for granted.

An increasing number of local residents are choosing public transit over their private vehicles because of the safety, comfort and significant cost savings it offers.

**Fixed Route Service.** Skagit Transit provides 13 fixed routes, which serve Skagit County from Concrete to the ferry terminal in Anacortes.

**Dial-A-Ride.** Dial-A-Ride offers a public transit option for those who cannot easily use the fixed-route bus stops, and who qualify for the service, allowing us to serve more residents and increase our efficiency.

**Vanpool.** Vanpools are one of our most

popular and growing offerings. Groups of five to 15 commuters can use a Skagit Transit van at a low monthly fee to save money on fuel and reduce traffic congestion.

**County Connector.** The County Connector is a regional public transportation service coordinated by Skagit Transit, Island Transit and Whatcom Transportation Authority. This service has proven to be an incredibly popular option for commuters traveling within the tri-county area.

**Everett Express.** The Everett Express provides a convenient, comfortable and affordable ride between Skagit County and Everett Station each weekday. The route's schedule is coordinated with Sound Transit's Sounder commuter rail departure times from Everett Station for passengers traveling on to Seattle.



**Did you know?**

Skagit Transit bus routes are available on Google Maps. You can reach that link on our home page to help you plan a trip throughout the Puget Sound Region.

1848236

# Freedom. Independence.

Being able to go to work, to shop, to see your doctor and visit your friends is a privilege most take for granted. Skagit Transit provides safe and dependable public transportation. Both for those who need it and for those who choose it to improve their quality of life.



# SKAGIT TRANSIT

Fixed Routes • County Connector • Everett Express • Dial-A-Ride • Vanpool



1553837

[www.skagittransit.org](http://www.skagittransit.org) | (360) 757- 4433





Skagit Valley College

2405 East College Way  
Mount Vernon, WA 98273

Dr. Tom Keegan  
*President*

(360) 416-7997

thomas.keegan@skagit.edu  
www.skagit.edu

# Skagit Valley College

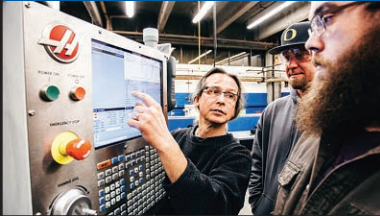
With a focus on excellence, Skagit Valley College aligns its programs with regional and state economic development strategies. By maintaining strong connections with community leaders and key partnerships with business and industry, SVC provides training that responds to employer needs and supports student achievement.

Among the many exciting initiatives taking place at SVC, students can now earn a Bachelor of Applied Science in Applied Management degree. This two-year, 90-credit program is designed for associate degree holders and provides students with contextualized business skills and knowledge for advancement to a managerial position or to operate an entrepreneurial venture. SVC's degree is flexible, affordable, and is designed to accommodate motivated working adults who want to build their management skill set and advance

professionally. The program includes streamlined entry requirements and integrated instruction to maximize opportunities for educational attainment. [www.skagit.edu/basam](http://www.skagit.edu/basam)

From aircraft to boats to heavy machinery, Washington's rapidly growing manufacturing, composites, and aerospace industries are creating jobs that require highly skilled technicians. In response to that need, SVC has expanded its Manufacturing and Composites facility. Students gain hands-on, high demand skills that employers expect in manufacturing, composites, robotics, technical design, CAD design, technical drawing, and quality assurance. Within the composites sector, SVC has taken a leadership role in composite material recycling and reclamation, and technician certification with the American Composites Manufacturer's Association. [www.skagit.edu/manufacturing](http://www.skagit.edu/manufacturing)

1847424



Did you know ?

Skagit Valley College, along with EDASC and leaders from business and industry, healthcare, and education, participate in the SVC President's Round Table on Workforce Development. The Round Table allows for strategic conversations to ensure the College is aligning its workforce programs with regional and state economic development strategies. By maintaining strong connections with community leaders and key partnerships with business, SVC provides training that responds to employer needs.



**Bachelor of Applied Science in Applied Management**

## Focused on Excellence

Skagit Valley College's Bachelor of Applied Science in Applied Management degree and the expanded Manufacturing and Composites facility at the Mount Vernon Campus are among the many exciting initiatives taking place at SVC.

.....  
**Darren Greeno**  
Dean of Workforce Education  
360.416.7729  
darren.greeno@skagit.edu  
www.skagit.edu



**Manufacturing Technology**

# SVC

SKAGIT VALLEY COLLEGE





# Skagit Valley Family YMCA

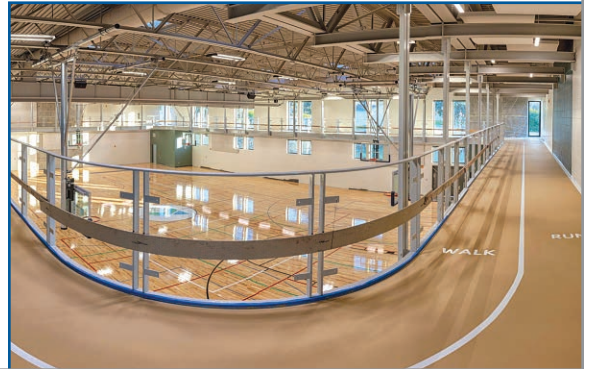
**Skagit Valley Family YMCA**  
 1901 Hoag Rd.  
 Mount Vernon, WA 98273  
 P: (360) 366-YMCA (9622)  
 W: [www.skagitymca.org](http://www.skagitymca.org)

The Skagit Valley Family YMCA is opening a brand new facility in mid-January located at 1901 Hoag Rd., Mount Vernon. The new facility includes a lap pool, play features pool with a lazy river, steam rooms, hot tub, NCAA basketball court, 4 pickleball courts, lifting equipment, fitness studios, learning kitchen, and so much more! Visit the Skagit Valley Family YMCA to see the latest photos and sign-up for a tour, or check out their Facebook page for a virtual tour!

Everyone is welcome at the Y. The Skagit Valley Family Y offers fitness classes for active older adults, free child care in the Kids Adventure Rooms while mom and dad exercise, sports

leagues for teens, swim lessons for kids, and more for the whole family. Non-members are also welcome to sign-up for all paid programming including swim lessons and sports leagues.

When you join the Y, you're committing to more than simply becoming healthier. You're supporting the values and programs that strengthen our community. At the Y, children learn what they can achieve, families spend quality time together, and we all build relationships that deepen our sense of belonging.



## Did you know?

For a limited time only, the Skagit Valley Family YMCA is offering a **\$0 joining fee** for all new members. Discounts are available for corporate memberships, military members, students, and more. Call (360) 336-YMCA (9622) or visit [www.skagitymca.org](http://www.skagitymca.org) to join the Skagit Valley Y family today!

1847455

## SAY HELLO TO THE NEW SKAGIT VALLEY Y

JOIN OUR Y FAMILY TODAY



OPENING  
 JAN. 2019

### YOUR Y MEMBERSHIP



- LAP POOL
- HOT TUB
- STEAM ROOMS
- PLAY FEATURES POOL
- GROUP FITNESS CLASSES

- BASKETBALL
- VOLLEYBALL
- SOCCER
- PICKLEBALL
- STRENGTH TRAINING EQUIPMENT
- AEROBIC EQUIPMENT



1847454

### CONTACT US

(360) 336-YMCA (9622) • [skagitymca.org](http://skagitymca.org) • 1901 Hoag Rd. Mount Vernon, WA



FOR YOUTH DEVELOPMENT®  
 FOR HEALTHY LIVING  
 FOR SOCIAL RESPONSIBILITY



# Swinomish Casino & Lodge

12885 Casino Dr,  
Anacortes, WA 98221  
888-288-8883  
www.swinomishcasinoandlodge.com

Located in Anacortes, Washington, Swinomish Casino & Lodge is the ultimate entertainment destination for locals and visitors alike. Owned by the Swinomish Indian Tribal Community, the property sits on the shores of Padilla Bay and overlooks the San Juan Islands, Mount Baker, and the mountains of British Columbia.

The 98-room Lodge offers guests luxurious accommodations while maintaining a comfortable atmosphere. Enjoy a stay in one of the top-notch suites, bay-view rooms, or standard rooms at a competitive price. Swinomish Casino & Lodge provides free WiFi for all lodge and casino guests.

The 9,000 square foot Wa Walton Event Center, Waterfront Park, and various other meeting spaces can be customized for any

conference, retreat, or event. The onsite IT team and menus tailored by award-winning chefs create an unforgettable experience for all event guests.

With Fatburger, Manchu WOK, Carver's Café, and more, Swinomish Casino & Lodge can satisfy any food craving. 13moons, a steak and seafood restaurant, serves delicious culinary creations that feature flavors of hand-cut alder wood grilled seafood, meats and the Pacific Northwest's freshest ingredients. The gaming space offers variety including more of your favorite slot titles and table games, including Blackjack, Craps, Roulette, Pai Gow, and Keno.



## Did you know?

Did you know that Swinomish Casino & Lodge has finished a renovation? Additions include renovated gaming space, a food court, and a 24/7 café. The food court features Fatburger and Manchu WOK, which were selected based on guest surveys requesting burger and Asian dining options.

1848337

# WORK & PLAY



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The Language Exchange, Inc.

Translation and Interpreting Services

## The Language Exchange, Inc.

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716 E Fairhaven (next to Post Office)  
Burlington, WA 98233

P: (360) 755-9910  
President: Jaye Stover  
E: [schedule@languageexchangeinc.com](mailto:schedule@languageexchangeinc.com)

[www.languageexchangeinc.com](http://www.languageexchangeinc.com)

# The Language Exchange, Inc.

The Language Exchange, Inc. was established, in Skagit County in 1986, by Jaye Stover. It continues as a certified Woman-Owned and Small Business. We invoice over a million annually for translations and interpreting, for private and public sector clients locally, nationally and internationally. We contract with over 500 professional linguists with an office staff of 8 assessing projects, scheduling, bidding, managing projects for translation, editing and graphics in over 65 languages.

Translation services (written communication to/ from foreign languages) are provided for maritime, agriculture, general business, legal, medical and technical documents. These include equipment manuals, regulations in

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**VISIT US AT: [WWW.LANGUAGEEXCHANGEINC.COM](http://WWW.LANGUAGEEXCHANGEINC.COM)**



**TRICO Companies, LLC**  
 15066 Josh Wilson Road  
 PO Box 409  
 Burlington, WA 98233

P: (360) 757-2373  
 E: info@tricompanies.com

[www.tricompanies.com](http://www.tricompanies.com)

## TRICO Companies, LLC

TRICO Companies, LLC is a full service construction company delivering innovative and cost effective solutions helping our clients successfully grow their businesses.

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TRICO team members are problem solvers who go out of their way to understand your unique needs and deliver superior projects. Each person shares a passion for making TRICO distinctively better for our customers, employees and community. Our people instill motivation and energy, along with a healthy dose of humor, while adding value to every project.

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Certified Public Accountants

**VSH CPAs, PLLC**

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Mount Vernon, WA 98273

P: (360) 707-4290  
E: info@vshcpa.com

www.vshcpa.com

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18-46296

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P: (360) 755-0631  
F: (360) 755-9389  
President: Eric Dykstra  
E: wallace@wallace-insurance.com  
www.wallaceins.com

# Wallace & Associates Insurance

Wallace & Associates Insurance has been helping Skagit County residents and businesses for over 74 years. Our success is reflected in our motto: "Our Homegrown Team Works for You!" As an independent insurance company, Wallace represents, not just one, but MANY quality carriers. This allows us to search for the best services for your specific needs.

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## Williams & Nulle, PLLC

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 E: info@wncpa.com

1101 8th Street, Suite D  
 Anacortes, WA 98221

P: (360) 293-6913  
 F: (360) 293-9084

wncpa.com

Williams & Nulle's professional staff believes that today's complicated business climate requires more than a traditional accountant's services. Successful companies require a full range of business and financial management services in order to plot the most profitable course for their business and personal financial futures. Williams & Nulle does this simply by working closely with business owners and managers providing tax, accounting, auditing, and management advisory services. Specialized industry expertise for management consultation and decision making includes:

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With offices in Anacortes and Mount Vernon, Williams & Nulle is the largest CPA firm in Skagit, Island, and San Juan Counties. The 63-year-old firm is licensed and accredited through successful completion of a practice monitoring peer review program conducted by the American Institute of Certified Public Accountants. All professional staff members are licensed, local CPAs who are sincerely interested in the success of each client and the community.

Principals include:

- Mike Cunningham
- Mark Reed
- Steve Tobiason

1849786



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#### Mount Vernon

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# Wycoff Insurance

**Wycoff Insurance**  
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Partners: Donnie Keltz, Chris Eisses,  
Bill Feeney  
[wycoffinsurance.com](http://wycoffinsurance.com)

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# 2019 EDASC Investor Business Industry Directory



The following companies are Investors in the Economic Development Alliance of Skagit County

AGRICULTURE & FORESTRY		Investor Level
<b>Arbor-Pacific Forestry Services, Inc.</b> PO Box 1234, Mount Vernon, WA 98273 (360) 336-2836   forest.apf@gmail.com Ken Osborn	<i>Small Business</i>	
<b>Azusa Farm and Gardens</b> 14904 State Route 20, Mount Vernon, WA 98273 (360) 424-1580   info@azusafarm.com http://www.azusafarm.com/   Everett Chu	<i>Small Business</i>	
<b>Bay Baby Produce</b> PO Box 2429, 20282 Conway Frontage Road, Mount Vernon, WA 98273 (360) 755-2299   mail@amffarms.com www.baybabyproduce.com   Michele Youngquist	<i>Small Business</i>	
<b>Chrishaven Trees</b> 11710 Pulver Road, Burlington, WA 98233 (360) 757-8996   sue@chrishaventrees.com www.chrishaventrees.com   Suzanne Christianson	<i>Small Business</i>	
<b>Janicki Logging &amp; Construction Co., Inc.</b> 103 N Township Street, Sedro-Woolley, WA 98284 (360) 856-2068   info@janickilogging.com www.janickilogging.com   Mike Janicki	<i>Small Business</i>	
<b>Northwest Agriculture Business Center</b> PO Box 2924, 419 S 1st Street, Suite 200, Mount Vernon, WA 98273 (360) 336-3727   david@agbizcenter.org www.agbizcenter.org   David Bauermeister	<i>Non-Profit</i>	
<b>S &amp; B Farms, Inc.</b> 18154 W Stackpole Road, Mount Vernon, WA 98273 (360) 424-5850   jenn.sbfarms@gmail.com Brad Smith	<i>Small Business</i>	
<b>Sakata Seed America, Inc.</b> 11857 Bay Ridge Drive, Burlington, WA 98233 (360) 336-9727   sleanos@sakata.com www.sakata.com   Sonya Leanos	<i>Small Business</i>	
<b>Sakuma Bros. Farms, Inc.</b> PO Box 427, Burlington, WA 98233 (360) 757-6611   ryans@sakumabros.com www.sakumabros.com   Ryan Sakuma	<i>Small Business</i>	
<b>Sierra Pacific Industries</b> 14353 McFarland Road, 14654 Ovenell Road, Mount Vernon, WA 98273 (360) 424-7619   lperry@spi-ind.com www.spi-ind.com   Lisa Perry	<i>Small Business</i>	
<b>Viva Farms</b> PO Box 1714, Mount Vernon, WA 98273 (360) 969-7191   info@vivafarms.org www.vivafarms.org   Michael Frazier		<i>Non-Profit</i>
<b>Washington Bulb Company, Inc.</b> 16031 Beaver Marsh Road, Mount Vernon, WA 98273 (360) 424-5533   leo@wabulb.com www.tulips.com   Leo Roozen		<i>Small Business</i>
ARTS & TOURISM		
<b>Anacortes Arts Festival</b> 505 O Avenue, Anacortes, WA 98221 (360) 293-6211   aafdirector@anacortesartsfestival.com anacortesartsfestival.com   Meredith McIlmoyle		<i>Non-Profit</i>
<b>Avalon Golf Links</b> 19345 Kelleher Road, Burlington, WA 98233 (360) 757-1900   avalon@avalonlinks.com www.avalonlinks.com   Ron Hass		<i>Small Business</i>
<b>Candlewood Suites Burlington</b> 1866 S Burlington Boulevard, Burlington, WA 98233 (360) 755-3300   KatieHayton@hotelservicesgroup.com www.candlewoodsuites.com/burlingtonwa   Katie Hayton		<i>Investor</i>
<b>Fairfield Inn &amp; Suites By Marriott Burlington</b> 9384 Old Hwy 99 N Road, Burlington, WA 98233 (360) 757-2717   Sandy.kish@marriott.com www.marriott.com/otsfs   Sandy Kish		<i>Small Business</i>
<b>Hampton Inn &amp; Suites by Hilton - Burlington, WA</b> 1860 S Burlington Boulevard, Burlington, WA 98233 (360) 757-7100   KatieHayton@hotelservicesgroup.com www.burlingtonsuites.hamptoninn.com   Katie Hayton		<i>Investor</i>
<b>Heritage Flight Museum</b> 15053 Crosswind Drive, Burlington, WA 98233 (360) 424-5151   admin@heritageflight.org www.heritageflight.org   Julie Shelby		<i>Non-Profit</i>
<b>Hotel Services Group</b> 1111 Cleveland Avenue, Suite 201, Mount Vernon, WA 98273 (360) 404-2117   kristen@hotelservicesgroup.com www.hotelservicesgroup.com   Kristen Keltz		<i>Silver</i>
<b>La Conner Country Inn and Channel Lodge</b> PO Box 573, 107 S Second Street, La Conner, WA 98257 (360) 466-1500   sales@laconnerlodging.com www.laconnerlodging.com   Emily Haber		<i>Small Business</i>

<b>Lincoln Theatre Center Foundation</b> PO Box 2312, Mount Vernon, WA 98273 (360) 419-7129   roger@lincolnthatre.org www.ilovethelincoln.com   Roger Gietzen	<i>Non-Profit</i>	<b>Foss Heating &amp; Cooling</b> 333 E Blackburn Road, Suite A, Mount Vernon, WA 98273 (360) 336-1517   alex@fossheating.com www.fossheating.com   Alex Gravley	<i>Small Business</i>
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<b>McIntyre Hall - Performing Arts Center</b> 2501 E College Way, Mount Vernon, WA 98273 (360) 416-7727   nida.tautvydas@skagit.edu www.mcintyrehall.org   Nida Tautvydas	<i>Non-Profit</i>	<b>GeoTest Services, Inc.</b> 741 Marine Drive, Bellingham, WA 98225 (360) 733-7318   jaclynp@geotest-inc.com www.geotest-inc.com   Jaclyn Phillips	<i>Small Business</i>
<b>Museum of Northwest Art</b> PO Box 969, 121 S First, La Conner, WA 98257 (360) 466-4446   joannas@museumofnwart.org www.monamuseum.org   Joanna Sikes	<i>Non-Profit</i>	<b>HKP Architects, PLLC</b> 204 W Montgomery Street, Mount Vernon, WA 98273 (360) 336-2155   jblazek@hkpa.com www.hkpa.com   Julie Blazek	<i>Team</i>
<b>Skagit County Historical Museum</b> PO Box 818, 501 S 4th Street, La Conner, WA 98257 (360) 466-3365   jwolfe@co.skagit.wa.us www.skagitcounty.net/museum   Jo Wolfe	<i>Non-Profit</i>	<b>Industrial Resources Inc.</b> PO Box 507, 12842 Hwy 9, Clear Lake, WA 98235 (360) 856-6700   jay@industrial-resources.com www.industrial-resources.com   Jay Follman	<i>Small Business</i>
<b>Skagit Symphony</b> PO Box 1302, Mount Vernon, WA 98273 (360) 848-9336   execdir@skagitsymphony.com www.skagitsymphony.com   Marna Fletcher	<i>Non-Profit</i>	<b>Lakeside Industries</b> PO Box 729, 11497 Havekost Road, Anacortes, WA 98221 (360) 293-2168   rodg@lakesideind.com www.lakesideindustries.com   Rod Gilmore	<i>Team</i>
<b>Swinomish Casino and Lodge</b> 12885 Casino Drive, Anacortes, WA 98221 (360) 299-1607   jschwinden@swinomishcasino.com www.swinomishcasinoandlodge.com   Jumada Schwinden	<i>Gold</i>	<b>Landed Gentry Homes &amp; Communities</b> 504 E Fairhaven Avenue, Burlington, WA 98233 (360) 755-9021   brian@landedgentry.com www.landedgentry.com   Brian Gentry	<i>Team</i>
<b>CONSTRUCTION &amp; CONSTRUCTION-RELATED</b>			
<b>Axthelm Construction, Inc.</b> PO Box 2947, 3610 Cedardale Road, Unit C, Mount Vernon, WA 98273 (360) 424-6848   Cindy@Axthelmconstruction.com www.axthelmconstruction.com   Brandon and Cindy Axthelm	<i>Small Business</i>	<b>Martin Marietta Materials</b> 20411 Hickox Road, Mount Vernon, WA 98274 (360) 424-3441   ira.taylor@martinmarietta.com www.martinmarietta.com   Ira Taylor	<i>Small Business</i>
<b>Carletti Architects P.S.</b> 116 E Fir Street, Suite A, Mount Vernon, WA 98273 (360) 424-0394   peter@carlettiarchitects.com www.carlettiarchitects.com   Peter Carletti	<i>Small Business</i>	<b>Maul Foster &amp; Alongi, Inc</b> 1329 N State Street, Suite 301, Bellingham, WA 98225 (503) 407-1036   pwiescher@maulfoster.com www.maulfoster.com   Phil Wiescher	<i>Team</i>
<b>Chad Fisher Construction</b> 15900 Preston Place, Burlington, WA 98233 (360) 757-0580   chadf@cfisherconstruction.com www.cfisherconstruction.com   Chad Fisher	<i>Team</i>	<b>Miles Sand &amp; Gravel Company</b> PO Box 280, Mount Vernon, WA 98273 (360) 757-3121   danc@gravelpits.com www.miles.rocks   Dan Cox	<i>Team</i>
<b>CPI Plumbing and Heating Inc.</b> 1900 Railroad Avenue, Mount Vernon, WA 98273 (360) 428-5636   mks@cpiplumbing.com www.cpiplumbing.com   Kelly Schols	<i>Small Business</i>	<b>PENDER Construction</b> PO Box 1114, Burlington, WA, 98233 (360) 708-9538   Michael@Pendercon.com Pendercon.com   Michael Pendergrast	<i>Small Business</i>
<b>Dahl Electric, Inc.</b> 521 E Victoria Avenue, Burlington, WA 98233 (360) 755-1145   rod@dahlelectric.com www.dahlelectric.com   Rod Dahl	<i>Small Business</i>	<b>Presidio Construction, Inc.</b> 116 E Fir Street, Suite B, Mount Vernon, WA 98273 (360) 336-3339   mgr@presidioconst.com www.presidioconst.com   Ed Olsen	<i>Small Business</i>
<b>Fisher Construction Group</b> 625 Fisher Lane, Burlington, WA 98233 (360) 757-4094   info@fishercgi.com www.fishercgi.com   Dan Powers	<i>Team</i>	<b>Quantum Construction, Inc.</b> 12761 Quantum Lane, Anacortes, WA 98221 (360) 293-0656   mikeb@quantumci.com www.quantumci.com   Karin & Mike Baldwin	<i>Small Business</i>



**Ravnik & Associates** *Small Business*  
PO Box 361, Burlington, WA 98233  
(360) 707-2048 | jravnik@ravnik.net  
www.ravnik.net | John Ravnik

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(360) 424-9566 | john@semrau.com  
www.semrau.com | John Semrau

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PO Box 398, Clear Lake, WA 98235  
(360) 826-3077 | office@skagitaggregates.com  
skagitaggregates.com | Steven Dahl

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(360) 661-1021 | GregH@smokeypointconcrete.com  
Smokeypointconcrete.com | Greg Hall

**Skagit/Island Counties Builders Association** *Non-Profit*  
15571 Peterson Road #A, Burlington, WA 98233  
(360) 757-6916 | info@sicba.org  
www.sicba.org | Wayne Crider

**Snelson Companies, Inc.** *Small Business*  
601 W State Street, Sedro-Woolley, WA 98284  
(360) 856-6511 | aepstein@snelsonco.com  
www.snelsonco.com | Alex Epstein

**Sound Development Group, LLC** *Small Business*  
PO Box 1705, 1111 Cleveland Avenue, Suite 202, Mount Vernon, WA 98273  
(360) 404-2010 | pat@sdg-llc.com  
www.sdg-llc.com | Pat Severin, P.E.

**Spane Buildings, Inc.** *Team*  
1611 Buck Way, Mount Vernon, WA 98273  
(360) 424-1505 | jim@spanebuildings.com  
www.spanebuildings.com | Jim Spane

**Strandberg Construction, Inc.** *Small Business*  
PO Box 319, Anacortes, WA 98221  
(360) 293-7431 | nels@strandbergconstruction.com  
www.strandbergconstruction.com | Nels Strandberg

**TRICO Companies, LLC** *Gold*  
PO Box 409, 15066 Josh Wilson Road, Burlington, WA 98233  
(360) 757-2373 | info@tricompanies.com  
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**Wilson Engineering, LLC** *Small Business*  
805 Dupont Street, Suite 7, Bellingham, WA 98225  
(360) 733-6100 | alaw@wilsonengineering.com  
www.wilsonengineering.com | Andy Law

## EDUCATIONAL SERVICES

**Burlington Edison School District** *Public*  
927 E Fairhaven Avenue, Burlington, WA 98233  
(360) 757-3311 | jldalton@be.wednet.edu  
https://www.be.wednet.edu/ | Jennifer Dalton

**Cascades Job Corps College & Career Academy** *Team*  
PO Box 819, 1950 Northern State Road, Sedro-Woolley, WA 98284  
(360) 854-2145 | hurst.brian@jobcorps.org  
cascadesjobcorpsscca.com | Brian Hurst

**La Conner School District #311** *Public*  
PO Box 2103, 305 N 6th Street, La Conner, WA 98257  
(360) 466-3171 | wmeissner@lc.k12.wa.us  
www.lcsd.wednet.edu | Whitney Meissner

**MiddleWay Acupuncture Institute** *Small Business*  
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 #320** *Public*  
124 E Lawrence Street, Mount Vernon, WA 98273  
(360) 428-6110 | cbruner@mv.k12.wa.us  
www.MountVernonSchools.org | Carl Bruner

**Sedro-Woolley School District #101** *Public*  
801 Trail Road, Sedro-Woolley, WA 98284  
(360) 855-3500 | pbrockman@swwsd.k12.wa.us  
www.swwsd.k12.wa.us | Phil Brockman

**Skagit Preschool and Resource Center (SPARC)** *Non-Profit*  
320 Pacific Place, Mount Vernon, WA 98273  
(360) 416-7570 | amanda@sparckids.org  
www.sparckids.org | Amanda Sloan

**Skagit Valley College** *Gold*  
2405 E College Way, Mount Vernon, WA 98273  
(360) 416-7997 | presidentsoffice@skagit.edu  
www.skagit.edu | Thomas Keegan

**Washington State University Everett** *Gold*  
915 N Broadway, Everett, WA 98201  
(425) 405-1715 | pep@wsu.edu  
www.everett.wsu.edu | Paul Pitre

## FINANCIAL SERVICES

**Allstate - Booth Insurance Agency** *Small Business*  
130 S 15th Street, Suite 102, Mount Vernon, WA 98274  
(360) 848-0939 | annettebooth@allstate.com  
https://agents.allstate.com/annette-booth-mount-vernon-wa.html  
Annette Booth

**Bank of the Pacific** *Small Business*  
325 E George Hopper Road, Suite 107, Burlington, WA 98233  
(360) 757-1618 | SDeGraw@bankofthepacific.com  
www.bankofthepacific.com | Scott DeGraw

**Banner Bank** *Small Business*  
110 Cascade Mall Drive, Burlington, WA 98233  
(360) 757-9080 | kati.collins@bannerbank.com  
www.bannerbank.com | Kati Collins

**Banner Bank** *Gold*  
PO Box 285, 301 E Fairhaven Avenue, Burlington, WA 98233  
(360) 755-0411 | ken.johnson@bannerbank.com  
www.bannerbank.com | Ken Johnson

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

<b>Edward Jones - Jeffery Pleet</b> 630 SE Midway Boulevard, Oak Harbor, WA 98277 (360) 679-2558   jeffery.pleet@edwardjones.com www.edwardjones.com   Jeffery Pleet, CLU, ChFC	<i>Small Business</i>	<b>R I S Insurance</b> 901 24th Street, Anacortes, WA 98221 (360) 293-2135   bill@risnet.com www.risnet.com   Jim Jermyn	<i>Small Business</i>
<b>Fortiphi, LLC</b> 811 Cleveland Avenue, Mount Vernon, WA 98273 (360) 424-5507   Justin.Kulhanek@fortiphi.com fortiphi.com   Justin Kulhanek	<i>Small Business</i>	<b>Regence BlueShield</b> 1800 9th Avenue, MS-400, Seattle, WA 98101 (206) 332-5082   andrew.over@regence.com www.regence.com   Andrew Over	<i>Small Business</i>
<b>Heritage Bank</b> PO Box 302, 1800 S Burlington Boulevard, Burlington, WA 98233 (360) 757-3416   matthew.lehman@heritagebanknw.com www.HeritageBankNW.com   Matt Lehman	<i>Emerald</i>	<b>Robert W. Baird &amp; Co.</b> 1404 E College Way, Suite 103, Mount Vernon, WA 98273 (360) 848-0348   rwcarter@rwbaird.com www.rwbaird.com   Rodney Carter	<i>Small Business</i>
<b>John R. Brown, CPA, Inc., P.S.</b> PO Box 1232, 1129B Riverside Drive, Mount Vernon, WA 98273 (360) 336-6511   john@johnrbrowncpa.com http://www.johnrbrowncpa.com/   John Brown	<i>Small Business</i>	<b>SaviBank</b> 1854 S Burlington Boulevard, Burlington, WA 98233 (360) 707-2272   mcann@savibank.com www.SaviBank.com   Michal Cann	<i>Team</i>
<b>Larson Gross CPAs and Consultants</b> 245 E George Hopper Road, Burlington, WA 98233 (360) 757-2700   contact@larsongross.com www.larsongross.com   Aaron Brown	<i>Gold</i>	<b>State Farm Insurance - Keith Sorestad Agency</b> 820 Township Street, Sedro-Woolley, WA 98284 (360) 855-1831   keith@ksorestad.com www.ksorestad.com   Keith Sorestad	<i>Small Business</i>
<b>McGregor Benefits</b> PO Box 626, Anacortes, WA, 98221 (360) 299-2626   tammy@mcgregorbenefits.com www.mcgregorbenefits.com   Tammy Masalonis	<i>Team</i>	<b>US Bank</b> 121 W Holly Street, Bellingham, WA 98225 (360) 738-2747   michael.burke@usbank.com www.usbank.com   Michael Burke	<i>Gold</i>
<b>Moss Adams LLP</b> 2219 Rimland Drive, Suite 215, Bellingham, WA 98226 (360) 676-1920   todd.kooiman@mossadams.com www.mossadams.com   Todd Kooiman	<i>Team</i>	<b>VSH Certified Public Accountants</b> 2200 Rimland Drive, Suite 205, Bellingham, WA 98226 (360) 734-8715   info@vshcpa.com www.vshcpa.com   Meg Weber	<i>Gold</i>
<b>National Development Council</b> 1218 3rd Avenue, Suite 1403, Seattle, WA 98101 (509) 860-4599   mlafayette@ndconline.org ndconline.org   Melissa LaFayette	<i>Non-Profit</i>	<b>Wallace &amp; Associates</b> PO Box 405, 200 E Fairhaven Avenue, Burlington, WA 98233 (360) 755-0631   eric@wallace-insurance.com www.wallaceins.com   Eric Dykstra	<i>Small Business</i>
<b>North Coast Credit Union</b> 1100 Dupont Street, Bellingham, WA 98225 (800) 696-8330   jgischer@northcoastcu.com www.northcoastcu.com   John Gischer	<i>Small Business</i>	<b>Williams &amp; Nulle, PLLC</b> 407 Pine Street, Mount Vernon, WA 98273 (360) 336-6611   slt@wncpa.com www.wncpa.com   Steve Tobiason	<i>Small Business</i>
<b>Northwest Farm Credit Services</b> 265 E George Hopper Road, Burlington, WA 98233 (360) 707-2353   Trevor.faucett@northwestfcs.com www.NorthwestFCS.com   Trevor Faucett	<i>Small Business</i>	<b>Wycoff Insurance Agency</b> PO Box 1010, 501 S 2nd Street, Mount Vernon, WA 98273 (360) 336-2112   donniek@wycoffinsurance.com www.wycoffinsurance.com   Donnie Keltz	<i>Small Business</i>
<b>Oostra Rouw &amp; Associates</b> PO Box 2404, Mount Vernon, WA 98273 (360) 336-1040   randy@oostrarouw.com www.oostrarouw.com   Randy Oostra	<i>Small Business</i>	<b>FOOD &amp; BEVERAGES</b>	
<b>Opus Bank</b> 528 E College Way, Mount Vernon, WA 98273 (360) 336-5007   kkennedy@opusbank.com www.opusbank.com   Kari Kennedy	<i>Small Business</i>	<b>Calico Cupboard Cafe &amp; Bakery</b> 121-B Freeway Drive, Mount Vernon, WA 98273 (360) 336-3107   brenda@calicocupboardcafe.com www.calicocupboardcafe.com   Brenda Schmidt	<i>Small Business</i>
<b>Peoples Bank</b> 1801 Riverside Drive, Mount Vernon, WA 98273 (360) 848-8872   john.voth@peoplesbank-wa.com www.peoplesbank-wa.com   John Voth	<i>Gold</i>	<b>Deception Distilling LLC</b> 9946 Padilla Heights Road, Anacortes, WA 98221 (360) 588-1000   deceptiondistilling@hotmail.com www.deceptiondistilling.com   Harold Christenson	<i>Small Business</i>
		<b>Draper Valley Farms</b> 1500 E College Way, Suite A, PMB 449 1000 Jason Lane, Mount Vernon, WA 98273 (360) 419-7899   lee.hiner@perdue.com www.drapervalleyfarms.com   Lee Hiner	<i>Small Business</i>



**Eagle Haven Winery** *Small Business*  
8243 Sims Road, Sedro-Woolley, WA 98284  
(360) 856-6248 | info@eaglehavenwinery.com  
http://www.eaglehavenwinery.com/ | Darrell Drummond

**Fidalgo Coffee Roasters** *Small Business*  
856 N Hill Boulevard, Burlington, WA 98233  
(360) 757-8818 | David@fidalgocoffee.com  
www.fidalgobaycoffee.com | David Evans

**Food Services, Inc.** *Team*  
PO Box 218, 17889 McLean Road, Mount Vernon, WA 98273  
(360) 416-5117 | sandy\_cobbin@foodservicesinc.com  
www.foodservicesinc.com | Sandy Cobbin

**Healthier Vending NW** *Small Business*  
500 NW 200th Street, Shoreline, WA 98177  
(206) 355-6359 | laurie@healthiervendingnw.com  
www.healthiervendingnw.com | Laurie Albrecht

**Nell Thorn Restaurant** *Small Business*  
PO Box 1250, 205 Washington Street, La Conner, WA 98257  
(360) 466-4261 | casey@nellthorn.com  
www.nellthorn.com | Susan & Casey Schanen

**Skagit's Best Salsa Company** *Small Business*  
14135 Bradshaw Road, Mount Vernon, WA 98273  
(360) 610-9818 | jillrohrs@live.com | Jill Rohrs

**Taylor Shellfish Farms** *Team*  
130 SE Lynch Road, Shelton, WA 98584  
(360) 426-6178 | wes@taylorshellfish.com  
www.taylorshellfish.com | Weston Taylor

## GOVERNMENT

**City of Anacortes** *Public*  
PO Box 547, 904 6th Street, Anacortes, WA 98221  
(360) 299-1950 | coa.mayor@cityofanacortes.org  
www.cityofanacortes.org | Laurie Gere

**City of Burlington** *Public*  
833 S Spruce Street, Burlington, WA 98233  
(360) 755-0531 | badministration@burlingtonwa.gov  
www.burlingtonwa.gov | Steve Sexton

**City of Mount Vernon** *Public*  
910 Cleveland Avenue, Mount Vernon, WA 98273  
(360) 336-6207 | mvmayor@mountvernonwa.gov  
www.mountvernonwa.gov | Jill Boudreau

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

**Mount Vernon Community Services Office** *Public*  
900 E College Way, Suite 100, Mount Vernon, WA 98273  
(360) 416-7301 | ribermw@dshs.wa.gov  
https://www.dshs.wa.gov/location/dshs-cso-029 | Mike Riber

**Port of Anacortes** *Public*  
100 Commercial Avenue, Anacortes, WA 98221  
(360) 293-3134 | danw@portofanacortes.com  
www.portofanacortes.com | Dan Worra

**Port of Skagit** *Public*  
15400 Airport Drive, Burlington, WA 98233  
(360) 757-0011 | patsy@portofskagit.com  
www.portofskagit.com | Patsy Botsford-Martin

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

**Skagit Council of Governments** *Public*  
315 S 3rd Street, Suite 100, Mount Vernon, WA 98273  
(360) 416-7876 | kmurphy@scog.net  
www.scog.net | Kevin Murphy

**Skagit County** *Public*  
1800 Continental Place #100, Mount Vernon, WA 98273  
(360) 336-9498 | timh@co.skagit.wa.us  
www.skagitcounty.net | Tim Holloran

**Town of Concrete** *Public*  
PO Box 39, Concrete, WA 98237  
(360) 853-8401 | goodwords@frontier.com  
http://www.townofconcrete.com/ | Jason Miller

**Town of Hamilton** *Public*  
PO Box 528, Hamilton, WA 98255  
(360) 826-3027 | hamilton.wa.mayor@gmail.com  
Joan Cromley

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

**Town of Lyman** *Public*  
PO Box 1248, Lyman, WA 98263  
(360) 826-3033 | info@townoflyman.com  
http://www.townoflyman.com/ | Eddie Hills

**WorkSource Skagit**  
**/ Employment Security Department** *Non-Profit*  
2005 E College Way, Mount Vernon, WA 98273  
(360) 416-3545 | jlund@esd.wa.gov  
Jennifer Lund

## HEALTH CARE & SOCIAL ASSISTANCE

**Atkinson Family Dentistry** *Small Business*  
727 Trail Road, Sedro-Woolley, WA 98284  
(360) 856-4540 | kbacus@welovesmiles.com  
www.atkinsonfamilydentistry.com | Katie Bacus

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

**Cascadia Eye Associates** *Small Business*  
2100 Little Mountain Lane, Mount Vernon, WA 98274  
(360) 416-6735 | jodih@ncascade.com  
www.ncascade.com | Jodi Hulst

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

**Hawthorne Funeral Home & Memorial Park** *Small Business*  
PO Box 398, 1825 E College Way, Mount Vernon, WA 98273  
(360) 424-1154 | kirk@hawthornefh.com  
www.hawthornefh.com | Kirk Duffy

**Hilde Family Dentistry** *Small Business*  
120 E George Hopper Road, Suite 210, Burlington, WA 98233  
(360) 707-5343 | reception@HildeFamilyDentistry.com  
www.HildeFamilyDentistry.com | Jason Hilde

**Island Hospital** *Silver*  
1211 24th Street, Anacortes, WA 98221  
(360) 299-1300 | voliver@islandhospital.org  
www.islandhospital.org | Vince Oliver

**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

**Rosario Skin Clinic** *Small Business*  
1600 Continental Place #101, Mount Vernon, WA 98273  
(360) 336-3026 | patientservices@rosarioskinclinic.com  
www.rosarioskinclinic.com | Amber Fowler

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

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

## INFORMATION TECHNOLOGY

**3D Corporation** *Silver*  
2103 Grant Street, Bellingham, WA 98225  
(360) 671-4906 | davek@3dcorp.us  
www.3Dcorp.us | David Koshinz

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

**Interconnect Systems** *Small Business*  
1822 Franklin Street, Bellingham, WA 98226  
(360) 671-4444 | felicity@interconnectsys.com  
interconnectsys.com | Felicity Dye

**Interpreting Technology** *Small Business*  
PO Box 1063, 203 E Fairhaven Avenue, Burlington, WA 98233  
(360) 419-5555 | team@intppt.com  
www.interpretingtech.com | Adrian Santangelo

**Noel Communications Inc.** *Small Business*  
901 Pitcher Street, Yakima, WA 98901  
(800) 800-5347 | dbennett@noelcomm.com  
www.noelcommunications.com | Diane Bennett

**Wave** *Team*  
PO Box 1630, 511 Morris Street, La Conner, WA 98257  
(360) 393-1029 | chfitzgerald2@wavebusiness.com  
www.wavebroadband.com | Chris FitzGerald

## MANUFACTURING

**Air Liquide Large Industries U.S. LP** *Team*  
8581 S Texas Road, Anacortes, WA 98221  
(360) 293-6171 | margaret.ferenz@airliquide.com  
www.airliquide.com/united-states-america | Margaret Ferenz

**BBC Biochemical** *Small Business*  
PO Box 1320, 409 Eleanor Lane, Mount Vernon, WA 98273  
(360) 542-8400 | adrianjb@bbcus.com  
www.bbcus.com | Adrian Biesecker

**Breedt Production Tooling and Design, LLC** *Small Business*  
1809 Railroad Avenue, Mount Vernon, WA 98273  
(206) 380-4805 | abreedt@bptdesign.com  
www.bptdesign.com | Andries Breedt

**Chemtrade West US LLC** *Small Business*  
8579 N Texas Road, Anacortes, WA 98221  
(360) 299-1588 | jtippett@chemtradelogistics.com  
www.chemtradelogistics.com | Jerry Tippett

**Chinook Enterprises** *Small Business*  
2026 N LaVenture Road, Mount Vernon, WA 98273  
(360) 428-0140 | sreed@chinookenterprises.org  
www.chinookenterprises.org | Steve Reed

**Dry Air Technology** *Small Business*  
313 N Oak Street, Burlington, WA 98233  
(360) 755-9176 | lori@dryairtech.com  
http://www.dryairtech.com/contact.php | Lori Buswell

**EDCO, INC.** *Small Business*  
14508 Ovenell Road, Mount Vernon, WA 98273  
(360) 424-6600 | leslie@edcoonline.com  
www.EDCOonline.com | Leslie Smith

**Eddyline Kayaks** *Team*  
11977 Westar Lane, Burlington, WA 98233  
(360) 757-2300 | scott@eddyline.com  
www.eddyline.com | Scott Holley

**Goodwinds Composites** *Small Business*  
1829 Railroad Avenue, Mount Vernon, WA 98273  
(360) 588-4785 | amelia@goodwinds.com  
www.goodwinds.com | Amelia Cook

**Hexcel Corporation** *Gold*  
15062 Steele Road, Burlington, WA 98233  
(360) 488-2433 | Jim.Collins@hexcel.com  
www.hexcel.com | Jim Collins

**Janicki Industries, Inc.** *Team*  
1476 Moore Street, Sedro-Woolley, WA 98284  
(360) 856-5143 | jjanicki@janicki.com  
www.janicki.com | John Janicki



**LAVLE USA, Inc** *Small Business*  
916 8th Street, Anacortes, WA 98221  
(360) 202-3126 | liz.stout@lavle.com  
www.lavle.com | Liz Stout

**Legend Brands** *Small Business*  
15180 Josh Wilson Road, Burlington, WA 98233  
(360) 757-7776 | info@legendbrands.net  
www.legendbrands.com | Marcia Neu

**Marathon Petroleum Corporation** *Gold*  
PO Box 700, 10200 W March Point Road, Anacortes, WA 98221  
(360) 293-9149 | matthew.p.gill@andeavor.com  
www.tsocorp.com | Matthew Gill

**Martin Commercial Fueling, Inc.** *Small Business*  
PO Box 408, 1010 Goldenrod Road, Burlington, WA 98233  
(360) 757-7001 | john@mcfueling.com  
http://www.mcfueling.com/ | John Martin

**PACCAR Technical Center** *Emerald*  
12479 Farm-to-Market Road, Mount Vernon, WA 98273  
(360) 757-5200 | phil.stephenson@paccar.com  
www.paccar.com | Philip Stephenson

**Reisner Distributor, Inc.** *Small Business*  
PO Box 409, 310 Commercial Avenue, Anacortes, WA 98221  
(360) 293-2197 | daverill@reisnerdistributor.com  
www.reisnerdistributor.com | Dan Averill

**Shell Puget Sound Refinery** *Gold*  
PO Box 622, Anacortes, WA 98221  
(360) 293-0819 | shirley.yap@shell.com  
www.shell.us/pugetsoundrefinery | Shirley Yap

**Team Corporation** *Team*  
11591 Watertank Road, Burlington, WA 98233  
(360) 757-8601 | debbie.eaton@teamcorporation.com  
www.teamcorporation.com | Debbie Eaton

**TruckVault** *Small Business*  
PO Box 734, 315 Township Street, Sedro-Woolley, WA 98284  
(360) 855-0464 | al@truckvault.com  
www.truckvault.com | Al Chandler

## MARINE

**Dakota Creek Industries, Inc.** *Gold*  
PO Box 218, 820 4th Street, Anacortes, WA 98221  
(360) 293-9575 | mike@dakotacreek.com  
www.dakotacreek.com | Mike Nelson

**Dunlap Towing Company** *Team*  
PO Box 593, La Conner, WA 98257  
(360) 466-3114 | mikeh@dunlaptowing.com  
www.dunlaptowing.com | Mike Harlan

**La Conner Maritime Service** *Non-Profit*  
920 W Pearle Jensen Way, La Conner, WA 98257  
(360) 466-3629 | isaaco@laconnermaritime.com  
www.laconnermaritime.com | Isaac Oczkewicz

**Tomco Marine Group, Inc.** *Small Business*  
PO Box 600, 800 S Pearle Jensen Way, La Conner, WA 98257  
(360) 466-9277 | mike@americantugs.com  
www.americantugs.com | Mike Schoppert

**TRANSPAC MARINAS, INC.** *Small Business*  
PO Box 1169, 702 R Avenue, Anacortes, WA 98221  
(360) 293-8888 | daver@transpacmarinas.com  
www.transpacmarinas.com | Dave Ryland

## NON-PROFIT

**Anacortes Chamber of Commerce** *Non-Profit*  
819 Commercial Avenue, Suite F, Anacortes, WA 98221  
(360) 293-7911 | shamilton@anacortes.org  
www.anacortes.org | Stephanie Hamilton

**Burlington Chamber of Commerce** *Non-Profit*  
PO Box 1087, 520 E Fairhaven Avenue, Burlington, WA 98233  
(360) 757-0994 | burlingtonceo@burlington-chamber.com  
www.burlington-chamber.com | Peter Browning

**Camp Korey** *Non-Profit*  
24880 Brotherhood Road, Mount Vernon, WA 98274  
(425) 440-0850 | bharrington@campkorey.org  
http://campkorey.org | Brian Harrington

**Children's Museum of Skagit County** *Non-Profit*  
550 Cascade Mall Drive, Burlington, WA 98233  
(360) 757-8888 | cate@skagitcm.org  
www.skagitchildrensmuseum.net | Cate Anderson

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

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

**Friendship House** *Non-Profit*  
PO Box 517, 1002 S 3rd Street, Mount Vernon, WA 98273  
(360) 336-6138 | tina@skagitfriendshiphouse.org  
www.skagitfriendshiphouse.org | Tina Tate

**GSBA** *Non-Profit*  
400 E Pine Street, Suite 322, Seattle, WA 98122  
(206) 363-9188 | louise@thegsba.org  
http://www.thegsba.org/ | Louise Chernin

**Home Trust of Skagit** *Non-Profit*  
PO Box 2444, Mount Vernon, WA 98273  
(360) 428-0014 | jodimonroe@hometrustedskagit.org  
www.hometrustedskagit.org | Jodi Monroe

**Housing Authority of Skagit County** *Non-Profit*  
1650 Port Drive, Burlington, WA 98233  
(360) 428-1959 | mcorey@skagitcountyha.org  
www.skagitcountyha.org | Melanie Corey

**La Conner Chamber of Commerce** *Non-Profit*  
PO Box 1610, 413 Morris Street, La Conner, WA 98257  
(360) 466-4778 | director@laconnerchamber.com  
www.lovelaconner.com | Heather Carter

**Mount Vernon Chamber of Commerce** *Non-Profit*  
PO Box 1007, 301 W Kincaid Street, Mount Vernon, WA 98273  
(360) 428-8547 | andy@mountvernonchamber.com  
www.mountvernonchamber.com | Andy Mayer

**Mount Vernon Downtown Association** *Non-Profit*  
PO Box 1801, 325 Pine Street, Suite A, Mount Vernon, WA 98273  
(360) 336-3801 | director@mountvernondowntown.org  
mountvernondowntown.org | Ellen Gamson

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

**North Cascades Institute** *Non-Profit*  
810 State Route 20, Sedro-Woolley, WA 98284  
(360) 854-2599 | info@ncascades.org  
www.ncascades.org | Saul Weisberg

**North Puget Sound Carpenters Local 70** *Non-Profit*  
401 E Hickox Road, Mount Vernon, WA 98273  
(360) 424-1532 | 70@northwestcarpenters.org  
www.ubcja70.org | Lisa Marx

**OIC of Washington** *Non-Profit*  
2005-A E College Way, Mount Vernon, WA 98273  
(509) 665-3719 | lmora@yvoic.org  
www.yvoic.org | Louisa Mora

**Rotary Club of Burlington** *Non-Profit*  
PO Box 185, Burlington, WA 98233  
(360) 707-5422 | stephanieh7@icloud.com

**Secret Harbor** *Non-Profit*  
225 N Walnut Street, PO Box 828, Burlington, WA 98233  
(360) 755-5700 | brian.carroll@secretharbor.org  
www.secretharbor.org | Brian Carroll

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

**Skagit Community Foundation** *Non-Profit*  
PO Box 1763, 1204 Cleveland Avenue, Mount Vernon, WA 98273  
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www.skagitcf.org | Mary Mcgoffin

**Skagit Domestic Violence & Sexual Assault Services** *Non-Profit*  
PO Box 301, Mount Vernon, WA, 98273  
(360) 336-9591 | Heidir@skagitdvsas.org  
www.skagitdvsas.org | Heidi Roy

**Skagit Habitat For Humanity** *Non-Profit*  
PO Box 2565, 1022 Riverside Drive, Mount Vernon, WA 98273  
(360) 428-9402 | teresa@skagithabitat.com  
www.skagithabitat.com | Teresa Pugh

**Skagit Valley Family YMCA, Inc.** *Non-Profit*  
215 E Fulton Street, Mount Vernon, WA 98273  
(360) 336-9622 | d.snider@skagitymca.org  
www.skagitymca.org | Dean Snider

**Skagit Valley Tulip Festival** *Non-Profit*  
PO Box 1784, 311 Kincaid Street, Mount Vernon, WA 98273  
(360) 428-5959 | info@tulipfestival.org  
www.tulipfestival.org | Cindy Verge

**Skagit Watershed Council** *Non-Profit*  
PO Box 2856, 815 Cleveland Avenue, Suite 201, Mount Vernon, WA 98273  
(360) 419-9326 | rbrocksmith@skagitwatershed.org  
www.skagitwatershed.org | Richard Brocksmith

**United Way of Skagit County** *Non-Profit*  
PO Box 451, Burlington, WA 98233  
(360) 755-9521 | debra@unitedwayskagit.org  
www.unitedwayskagit.org | Debra Lancaster

**Volunteers of America Western Washington - Skagit Dispute Resolution Center** *Non-Profit*  
117 N First Street Suite 30, Mount Vernon, WA 98273  
(360) 419-4249 | skagitdrc@voaww.org  
www.voaww.org/drc | Donnell Austin

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**Anacortes American** *Investor*  
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(360) 293-3112 | cweeks@goanacortes.com  
goanacortes.com | Colette Weeks

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(360) 733-0212 | bdlaw@barronsmithlaw.com  
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(360) 707-5422 | sales@baysidespecialties.com  
www.baysidespecialties.com | Darrell & Stephanie Hooper

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815 Cleveland Avenue, Suite 200, Mount Vernon, WA 98273  
(360) 336-0152 | jbeamer@brandquery.com  
www.brandquery.com | Jacque Beamer

**Chmelik Sitkin & Davis, P.S.** *Platinum*  
1500 Railroad Avenue, Bellingham, WA 98225  
(360) 671-1796 | fchmelik@chmelik.com; jsitkin@chmelik.com  
www.chmelik.com | Jon Sitkin | Frank Chmelik

**Chuckanut Valley Veterinary Clinic** *Small Business*  
896 N Burlington Boulevard, Burlington, WA 98233  
(360) 757-3722 | christy@chuckanutvet.com  
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www.expresspros.com | Mark Hagen

**Signs Plus** *Small Business*  
766 Marine Drive, Bellingham, WA 98225  
(360) 671-7165 | jeremy@signsplusnw.com  
www.signsplusnw.com | Jeremy Loween

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(360) 336-1000 | Laura@skagitlaw.com  
www.skagitlawgroup.com | Laura Minton Breckenridge



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 (360) 416-2100 | hhernandez@skagitpublishing.com  
 goskagit.com | Heather Hernandez

*Emerald***Skagit Valley Herald**

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 (360) 416-2135 | news@skagitpublishing.com  
 goskagit.com | Collette Weeks

*Investor***The Argus**

PO Box 578, 1215 Anderson Road, Mount Vernon, WA 98273  
 (360) 416-2153 | cparrish@skagitpublishing.com  
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*Investor***The Language Exchange, Inc.**

PO Box 750, Burlington, WA 98233  
 (360) 755-9910 | jayejs@langex.com  
 https://www.LanguageExchangeInc.com | Jaye Stover

*Small Business***Vander Wel, Jacobson & Kim, PLLC**

2201 Highland Drive, Anacortes, WA 98221  
 (360) 299-9900 | gary@vjbm.com  
 www.vjbm.com | Gary Jacobson

*Small Business***REAL ESTATE****Baird & Associates Real Estate, Inc.**

2204 Riverside Drive, Suite 110, Mount Vernon, WA 98273  
 (360) 202-0715 | pamanddanbaird@msn.com  
 www.BairdandRussell.com | Pam & Dan Baird

*Small Business***Bay Ridge Business Park**

11190 Bayview Edison Road, Mount Vernon, WA 98273  
 (360) 708-1283 | jbuslog@frontier.com  
 John Bouslog

*Small Business***Bouslog Properties**

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 (360) 708-1283 | jbuslog@frontier.com  
 John Bouslog

*Small Business***Brown McMillen Real Estate**

PO Box 541, 235 W Rio Vista Avenue, Burlington, WA 98233  
 (360) 757-6013 | info@brownmcmillen.com  
 www.brownmcmillen.com | Tim Reichert

*Small Business***Chicago Title Company**

425 Commercial Street, Mount Vernon, WA 98273  
 (360) 424-1700 | marty.lehr@ctt.com  
 www.martylehr.com | Marty Lehr

*Small Business***Dahlstedt Family Properties**

13048 Farm-to-Market Road, Mount Vernon, WA 98273  
 (360) 424-3004 | bdahlstedt@comcast.net  
 Barbara Dahlstedt

*Team***Ellingson Home Group**

425 Commercial Street, Suite 200, Mount Vernon, WA 98273  
 (360) 399-6522 | jan@janellingson.com  
 www.ellingsonhomegroup.com | Jan Ellingson

*Small Business***Erik Pedersen Group**

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

*Small Business***Guardian Northwest Title & Escrow**

PO Box 1667, 1301B Riverside Drive, Mount Vernon, WA 98273  
 (360) 424-0115 | michelle.vanwyck@gnwttitle.com  
 www.gnwttitle.com | Michelle Van Wyck

*Small Business***Land Title and Escrow Company of Skagit County**

PO Box 445, 111 E George Hopper Road, Burlington, WA 98233  
 (360) 707-2158 | eldon@ltco.com  
 www.ltco.com | Eldon Brown

*Small Business***Learned Commercial, Inc.**

108 Gilkey Road, Burlington, WA 98233  
 (360) 757-3888 | clay@claylearned.com  
 www.learnedcommercial.com | Clay Learned

*Small Business***RE/MAX Territory NW**

320 S Burlington Boulevard, Burlington, WA 98233  
 (360) 755-9494 | burlington@remaxterritorynw.com  
 www.skagitvalleyrealestate.com | Wilma Louia

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 (360) 757-0981 | jack@wallacespuds.com  
 www.wallacespuds.com | Jack Wallace

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 (360) 661-5351 | john@johnmitzel.com  
 John Mitzel

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3018 Commercial Avenue, Anacortes, WA 98221  
 (360) 293-8008 | nscott@windermere.com  
 www.anacortesrealestate.com | Nate Scott

*Small Business***Windermere Real Estate / Skagit Valley**

1030 E College Way, Mount Vernon, WA 98273  
 (360) 424-4901 | jjscott@windermere.com  
 www.windermereskagit.com | Josh Scott

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PO Box 30918, Bellingham, WA 98228  
 (360) 428-7788 | mountvernon@birchequipment.com  
 www.birchequipment.com | Cara Buckingham

*Small Business***Dwayne Lane's Auto Family**

10515 Evergreen Way, Everett, WA 98204  
 (425) 551-4971 | scb@dwaynelane.com  
 www.dwaynelane.com | Sheila Countryman-Bean

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PO Box 629, 1881 Bouslog Road, Burlington, WA 98233  
 (360) 757-7575 | tyler.steinman@foothillstoyota.com  
 www.foothillstoyota.com | Tyler Steinman

*Small Business***Pacific Party Canopies, Inc.**

55 Pease Road, Burlington, WA 98233  
 (360) 707-2115 | gregg@pacificpartycanopies.com  
 www.pacificpartycanopies.com | Greg Greenfield

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1010 Old Hwy 99 N Road, Burlington, WA 98233  
 (360) 757-7770 | info@rallyeauto.com  
 www.rallyeauto.com | Doyle Guffie

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**Sims Honda**

1615 S Goldenrod Road, Burlington, WA 98233  
 (360) 757-7467 | sales@simshonda.com  
 www.simshonda.com | Lance Sims

*Small Business***Skagit Transportation, Inc.**

PO Box 400, Mount Vernon, WA 98273  
 (360) 419-6289 | dboffey@skagittrans.com  
 www.skagittrans.com | Daniel Boffey

*Small Business***RETAIL****Cascade Mall**

201 Cascade Mall Drive, Burlington, WA 98233  
 (360) 757-2072 | tlong@merlonegeier.com  
 www.shopcascademall.com | Taylor Long

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2520 Cedardale Road, Mount Vernon, WA 98274  
 (360) 336-6515 | rsylte@juddblack.com  
 www.juddblack.com | Rachael Sylte

*Small Business***Northwest Hot Spring Spas, Inc.**

507 Fisher Lane, Burlington, WA 98233  
 (360) 757-1888 | marketing@nwhot.spring.com  
 www.nwhot.spring.com | Josh Englund

*Small Business***Plumeria Bay, Inc.**

37960 Theo Lane, Birdsvie, WA 98237  
 (360) 826-3600 | steve@plumeriabay.com  
 https://www.plumeriabay.com | Stephen Clay

*Small Business***Skagit Farmers Supply**

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 (360) 757-6053 | Tomb@skagitfarmers.com  
 www.skagitfarmers.com | Tom Boland

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 (360) 293-7188 | randyc@sunlandtopsoil.com  
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 (360) 757-3548 | burlington@horizongroup.com  
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*Small Business***TRANSPORTATION****Brown Line LLC**

3814 Old Hwy 99 S Road, Mount Vernon, WA 98273  
 (360) 424-1720 | billj@lynden.com  
 www.shipbll.com | Bill Johansen

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13540 Rosario Road, Anacortes, WA 98221  
 (360) 293-7332 | William Wooding

*Small Business***Skagit Transit**

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

*Public***XPO Logistics**

16183 Mclean Road, Mount Vernon, WA 98273  
 (734) 757-1636 | john.martell@xpo.com  
 John Martell

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1520 S 2nd Street, Mount Vernon, WA 98273  
 (360) 336-6156 | tiffany.urland@cngc.com  
 www.cngc.com | Tiffany Urland

*Silver***Lautenbach Industries**

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

*Small Business***Public Utility District #1 of Skagit County**

PO Box 1436, 1415 Freeway Drive, Mount Vernon, WA 98273  
 (360) 424-7104 | pud@skagitpud.org  
 www.skagitpud.org | George Sidhu

*Public***Skagit River Steel & Recycling**

PO Box 376, Burlington, WA 98233  
 (360) 757-6096 | curbick@hotmail.com  
 www.skagitriversteel.com | Charlie Urbick

*Small Business***Waste Management of Skagit County**

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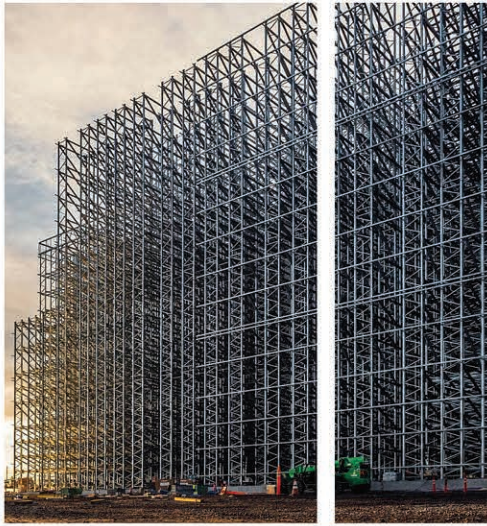
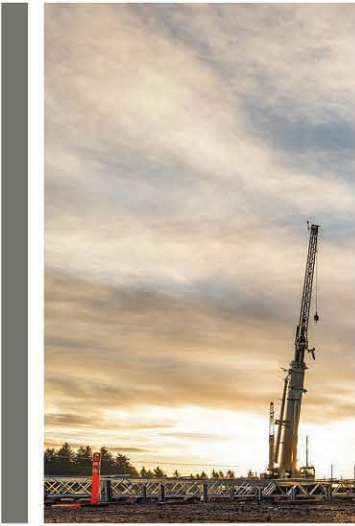
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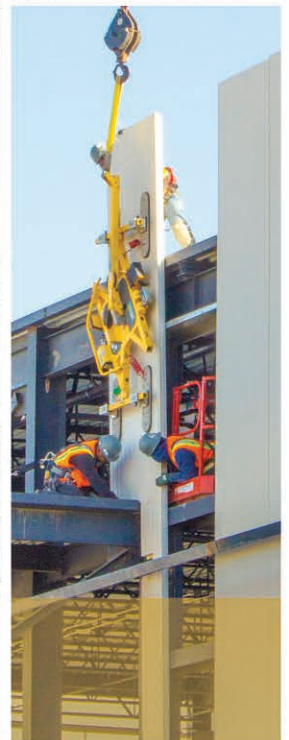




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