

# LUNCHEON SPEAKER

Monday, January 8 –  
12pm to 1pm

Elks Lodge (555 Otto St., PT)



Speaker  
Siobhan  
Canty,  
Jefferson  
Community  
Founda-

tion, will talk about  
“The Role of Community  
Foundations in Supporting  
Economic Development”.

Sponsor Shirley Rudolf,  
Lighthouse

Monday, January 22  
12pm-1pm

The Commons, Fort Worden



Speakers,  
Betsy Davis  
& Kevin  
Ritz, NW  
School of  
Wooden  
Boat.

"Looking to  
the Future:  
Teaching  
marine sys-  
tems at the Boat School."

Sponsor: H2O at Home

Supplement to the  
December 27, 2017



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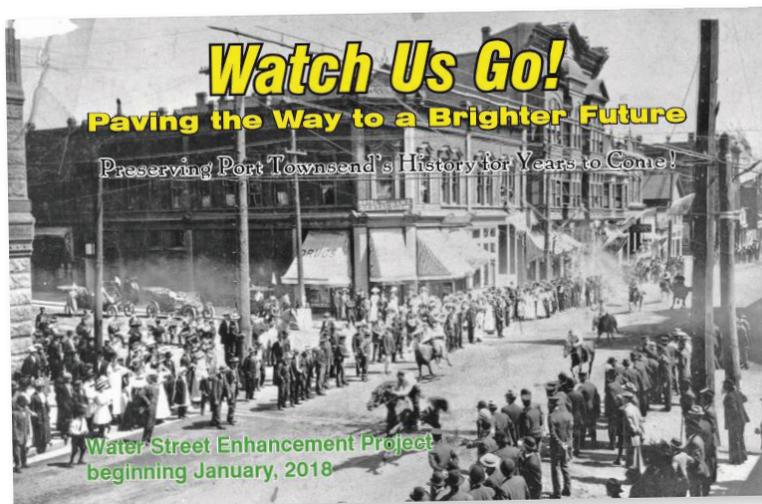


The Chamber  
OF JEFFERSON COUNTY

January 2018

# Business Insider

Serving the Businesses and Citizens of Jefferson County



## Paving the Way to a Brighter Future

The new year marks a new beginning --The Water Street Enhancement Project starts in January. The six-month, \$2.7 million project will replace aging infrastructure, improve public safety and walkability, and lay the foundation for undergrounding utilities. It will create a new pedestrian plaza on Tyler Street and enhance the character of the downtown commercial historic district.

The Port Townsend Main Street Program is working with the local partners and merchants on the “Paving the Way to a Brighter Future” campaign to encourage community support of our downtown businesses. Come see history in the making, and help our local entrepreneurs survive and thrive during construction. The campaign features money-saving coupon books, engaging special events and activities for all ages centered on downtown.

The Port Townsend Main Street Program, a 501c3 nonprofit, has reached some key goals in planning for the project.

Thanks to collaboration with local partners, Port Townsend Main Street Program was successful in its application to host the

RevitalizeWA Main Street Conference in Port Townsend --270 guests are expected to attend April 23-25, 2018.

The Port Townsend Main Street Program secured a \$35,000 economic development grant from the First Federal Foundation. “The purpose of the grant is to expand the marketing campaign funded by the City of Port Townsend and help businesses be more sustainable during the project,” says Cindy Hill Finnie, First Federal Foundation member. The grant funds will provide educational resources for business owners, increase downtown’s social media presence, expand media buys, boost the LENT Low Interest Loan Fund, provide support for the Main Street conference and promote transportation options.

Sign up for the Port Townsend Main Street newsletter via [ptmainstreet.org](http://ptmainstreet.org). Follow on Facebook, Instagram and Twitter to keep in the loop. Visit <http://www.cityofpt.us/dsd/capitalprojects.html> for updates.

**VOLUNTEERS ARE NEEDED** throughout the Construction Project. Want to volunteer? Call Main Street (360)385-7911.

## 2018 Special Events and Activities

**January—June** Port Townsend “Believe or Knot?” Game—a fun excuse to come downtown and check out unbelievable facts (or fiction!) about our salty seaport. Complete the game and be entered in monthly prize drawings.

**January 16th** Port Townsend Main Street Membership and Awards Party “In the Zone”

**January—June** “Celebrity Concierges”—friendly volunteer greeters “In the Zone” from 1 to 3 pm on Saturdays during Construction.

**February 8th** Port Townsend Main Street Program Volunteer Appreciation Party

**March** Downtown Walking Tours with the Jefferson County Historical Society ~ Saturdays in March. [www.jchsmuseum.org](http://www.jchsmuseum.org)

**April** “Step It Up!” Get your steps in and check in with participating stores downtown to be entered in a prize drawing while you are shopping and dining downtown.

**May** See Art Wave—Hundreds of pieces of children’s art on display in the stores. Theatre and arts-related events are also planned—stay tuned.

**June** Tyler Street Plaza Wrap-Up Party—Celebrate the completion of the construction project and a beautiful new public space created on Tyler Street. Music, food and fun!

*Events subject to change*

# YOUNG PROFESSIONALS NETWORK PROFILE



## JAMES LAGERGREN

### *Rainshadow Home Inspection*

**Hometown:** Raleigh, NC. I lived in 9 different states before I settled here.

**Why did you move here:**

I actually found Port Townsend by accident, I was traveling and stayed here overnight and really just fell in love with it. I was able to quickly get plugged into a community of people who shared my interests and soon met my future wife.

**What did you want to be when you grew up?**

I wanted to be an engineer, I was interested in solving problems and fixing things. And although I'm not an engineer, that is exactly what I do.

**How did you make your first Dollar?**

I had a paper route when I was 10. It was a small local newspaper. They said I had to be 12 years old to start. But I was relentless and badgered them until they relented. I got a note from my parents and off I went. I was really pleased with the \$6 I earned a week. When I was 14 I stated working for a General Contractor and began working in the industry in which I would build my career.

**Tell us something about you that would surprise people:**

My favorite book is Sherlock Holmes (but I never seen any of the TV series or movies), I fancy myself a bit of a detective and enjoy applying that to my work.

**What inspires you about your work?**

I started my home inspecting business early in 2017 after a career working in various aspects of home building. I'm a trained and experienced General Contractor, tile layer, and actually have worked

in all phases of residential construction, including project managing, which in some ways was the most informative and challenging.

What I love about this work is that I get to be a nerd and a detective. I meet a client and look at their home and see how all the pieces work together and when something doesn't I get to be a detective.

I also appreciate the fact that I am one of the first people that many newcomers meet when they move to our community. For me I am building long term relationships, they may have another home inspected by me at some point, but we will certainly see each other at the grocery store and around town in the meantime. We are effectively neighbors, this is part of the reason that ethics in my work is important to me, we are all in community together. I inspect every home like it was my wife buying it. Home buying is the most significant purchase in most people's lifetime. I am honored when someone chooses to be my client.

Communicating is a big part of my work and I like to meet my clients where they're at, regardless if they have bought and sold

8 or 9 homes or perhaps they are first-time home buyers. I look at each home the same way, but I tailor my inspection to the needs of the clients. With first-time home owners I focus on education and supporting them to understanding the home and how they can make it work for them. I educate all my clients on the various systems and components of their home.

**Call to Action:**

I recommend that everyone interview their home inspector. Ask about their background, look up their reviews on google from other home buyers, and make your own decision.

**Inspired by James' approach to his work?** Contact him at: 360-301-2035 or [James@RSinspect.com](mailto:James@RSinspect.com). Or to see some of his quickly accumulating testimonials visit [www.rsinspect.com](http://www.rsinspect.com).

**Young Professionals Network (YPN)** is a community of over 550 Jefferson County folks in their 20's-40's who are working together to build a resilient and thriving Jefferson County while preparing to be the next generation of leaders. Check us out on our facebook group "Young Professionals Network (YPN)".

## How to Manage New Sick Time Policy in Your Business

Washington State's paid sick leave initiative, I-1433, will go into effect on January 1, 2018. While this initiative covers new minimum wage rates for future years and important language regarding tips and service charges, most of the initiative revolves around the new requirement of Washington State employers to provide paid sick leave to employees. Wondering if this applies to your business? Chances are good that it does!

As a part of the State's Minimum Wage Act, as of January 1st, employers must provide most employees with 1 hour of paid sick leave for every 40 hours worked. Employees entitled to paid sick leave are those covered by the Minimum Wage Act. The initiative covers when and how employees may use their paid sick leave, exact increments of sick leave accrual vs. usage, for whom paid sick leave can be used, notification and reporting requirements, regulations on record-keeping, and employer parameters around reasonable notification and lawful use.



If you are interested in learning more about how implementation of this initiative will impact your business, two local workshops will be held at the Jefferson County Chamber & EDC Team Jefferson: January 11, and January 25. Each will include a core presentation from Washington State Department of Labor & Industries, followed by a question and answer session with Clarity's HR expert Lisa Minnihan, and attorney Eileen Baratuci of AIM Services.

Co-presenting partners include Clarity, Jefferson County Chamber of Commerce, EDC Team Jefferson, Washington State Department of Labor and Industries, and AIM Services.

There are a limited number of spaces in each workshop, so register today! For details and to secure your spot send your name, the name of your business, and your contact information to Lisa Minnihan: [lisa@clarityei.com](mailto:lisa@clarityei.com).

# NEW MEMBER SPOTLIGHT

## OLYMPIC DIRECT CARE

### *Putting Your Health First*

Frustrated with your healthcare? Rising insurance premiums, unpredictable co-pays, shrinking coverage, delayed services, and denied claims plaguing your budget? Are convoluted insurance coding systems hampering your doctor's treatment choices and taking valuable time that could be spent on your care?

Legislative solutions seem slow in coming, but healthcare providers, purchasers, and other interconnected stakeholders, have been working on innovative strategies to deliver care based on value to the patient, and on new approaches to paying for it. One such successful medical practice model is direct care, in which basic services—unlimited doctor visits, consultations, primary care procedures, and annual lab tests, can all

be covered under a modest monthly membership fee, with additional therapies and services available at discounted prices for members.

Olympic Direct Care delivers a unique range of conventional family medicine and naturopathic services with specialties including pain management, massage, mental health, and weight loss. Membership packages for small businesses are available, as well as medical exams for commercial driver certification.

Dr Lauren Wilson chooses the least invasive intervention available to reach the patient's goals. "Every person is different," he said, "So finding the right medicine is a collaborative process between myself and the person I am supporting." See [olympicdirectcare.com](http://olympicdirectcare.com) for more about having a doctor in your corner. Call (360) 900-1044 to schedule a free consultation.

Olympic Direct Care, 1233 Lawrence Street, Suite 102, Port Townsend.



## EARTH & SKY HEALING

Earth & Sky Healing is a holistic healing practice employing physical therapy and energy healing for chronic pain, stress and imbalances of the mind, body and spirit. The owner, Trudy Roush, believes that healing from long-standing imbalances and pain often happens on many levels, and she has the skills to address symptoms from many perspectives. She believes that the body has its own innate wisdom and that, by listening to the subtle movements of the physical and the energy bodies, one can heal more fully. Her primary goal is to support and guide others toward their own natural healing tendencies.

Trudy's physical therapy specialties are neurologic and vestibular rehabilitation and chronic pain management. Manual Therapy techniques include Craniosacral Therapy (John Upledger) and Myofascial Release (John Barnes.) Exercise programs for strength, flexibility, stability and balance are often given.

Energy balancing of the chakras and the aura is helpful to clients who need to get clearer, feel more grounded and more balanced in their lives. Reiki energy can be transmitted during body work or as a stand-alone treatment.

Typical treatment areas include: closed brain injury, concussive syndrome, vestibular dysfunction (dizziness/imbalance), chronic back, neck and headache pain, postural dysfunctions, fibromyalgia, TMJ disorder, insomnia, chronic effects of motor vehicle accidents and other injuries, generalized anxiety and PTSD.

Treatment time is usually 1½ hours. Special package rates and gift certificates available.

Contact Trudy at 360-390-0797. Or as [trudyroush.com](http://trudyroush.com). Earth & Sky Healing is located at 536 Foster St. in Port Townsend.



## Power Trip Energy

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**Tuesday January 9th**

6pm to 8pm @ Chimacum Grange  
9572 Rhody Dr, Chimacum, WA 98325

Featuring Guest Speakers: **Carlotta Donisi -USDA**  
**Ryan McCarthey - Dungeness Valley Creamery**

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### Are you a small business looking to go green?

Small businesses in Jefferson County can apply for a 25% USDA grant towards a renewable energy project.

Attend our seminar to learn about the products and incentives available for solar in Washington. Hear from the USDA on how to apply and benefit from this grant.

Hear from Dungeness Valley Creamery about their 22kW solar installation and how using this grant has impacted their business.

**Call Power Trip Energy @ 360-643-3080 to learn more**

# NEW MEMBER SPOTLIGHT

## GALLERY 9

Since 2004, Gallery 9 has provided a welcoming and spacious gallery space for North Olympic Peninsula artists and craftspeople to show their art. In a Water Street building that was once a car repair garage, the artists themselves painted walls, developed quality lighting and built dozens of displays to make it a great place to exhibit art. Over the years, Gallery 9 built itself as funds were available and weathered economic downturns that put many other Water Street stores out of business. Several members from the original founders are still there, proof that the artist-owned-and-operated model is a successful one.

Gallery 9 is proud of its regional flavor, with its 20 members all living in the area. The multi-disciplinary collection on display conveys the scenic beauty and natural harmony of the Olympic Peninsula. Many of the current Gallery 9 artists, some with large national audiences, consider Gallery 9 as their home base because they believe

in the importance of contributing to the vitality of Port Townsend as a thriving arts community.

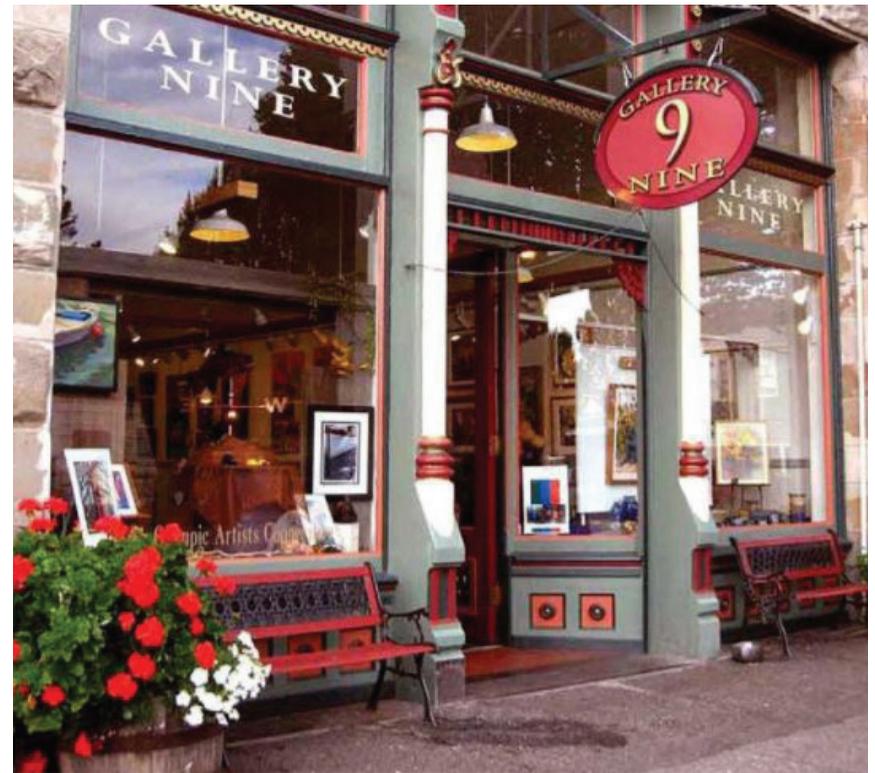
As a collaborative organization, each member helps with various business tasks to make it all work. Artists also work shifts at the front desk – so, every day, Gallery 9 visitors are greeted by one of these current members:

2D Artists – Ann Arscott, Doug ‘Selley’ Byrd, Gary Rainwater, Jim Fagiolo, Larry Eifert, Meg Kaczyk, Michael Hale, Nancy Cherry Eifert, Sandra Smith-Poling, Susan Martin Spar

2D/3D Artists – Carolyn Doe, Linda Lundell

3D Artists – Carlos Roberto Costa Ribeiro, Jim Conway, Judith Komishane, Marie Delaney, Michael Kenney, Mitchell Poling, Nancy Rody, Robin McKann, Tom Stewart

Gallery 9 is located at 1012 Water Street, open daily from 10-6. Gallery artists encourage questions about the art, the gallery, and new member opportunities. Call 360-379-8881 or visit [gallery-9.com](http://gallery-9.com).



## Jeff. Co. is Unique – and Lean is a Big Part of that Story

Jefferson County’s Lean journey received great interest at the recent Mid-Atlantic Lean Conference (MALCON) in Baltimore. The reactions there reinforced that we are the only community that is making a concerted effort to adopt Lean Thinking throughout our County: including businesses, non-profits and government.

As we presented, our start was driven by a coalition looking for a way to grow our community. Leading this effort was The Chamber along with EDC Team Jefferson. Combining the talents of local Lean experts and the work being accomplished at Jefferson Healthcare enabled a course of action that for the past five years has grown our grass-

roots Lean community.

Our first workshop, in 2012, brought together many prominent members of our community. The positive response from the workshop created momentum and we continued to build, step by step, a program to introduce Lean Thinking to the broader community. By 2014, a core set of training options was in place. A multi-week class is our core. This is supported by one to two hour seminars on specific aspects of improvement. As with everything in lean thinking, the class has been subject to continuous improvements each year.

Since its start, there have been 12 classes involving over 150 people from over 20 organizations in the business,



non-profit and government sectors. Some of the results are: Toland HomeGarden has seen production increase nearly 100%, Discovery Behavioral health was able to reduce the time to meet with new clients by 80%, Jefferson County library was able to reduce

the time to return damaged books to the shelf by 85%. For us teaching the class, we have replaced almost all of the examples in our class with local, alumni examples. Speaking of alumni, the organizations that have taken the class have been most generous in sharing their experiences.

Another remarkable activity is in the non-profit arena. Here we have been able to hold several ½ day workshops geared to Lean in non-profits. Staff from the Bill and Melinda Gates Foundation, in Seattle, have been extremely generous with their time and knowledge. And we will have another workshop this spring.

We also have community support from our libraries

with Lean books available. We entered the realm of social media with our Facebook page “Jefferson County Thinks Lean”.

These results are what make Lean in Jefferson County unique. Extending Lean to all sectors has not been done elsewhere, and we are now being recognized for it. For those of us teaching and leading the initiative, it is rewarding to see the number of organizations who continue to send additional staff to our class as well as suggest to others that they, too, should attend.

More information about Lean is available through EDC Team Jefferson and the Chamber. You can contact Jay Bakst at [lean@edcteamjefferson.org](mailto:lean@edcteamjefferson.org).

# Port Townsend Vineyard Downtown Tasting Room

By Brooke Weber

Port Townsend Vineyards Downtown Tasting Room at 215 Taylor Street has a rustic elegance. When the Visitor Information Center volunteers visited mid-November for a guided wine tasting, the long, pale, pine-wood bar gleamed with enough glasses for twelve. The space is attractive, welcoming, and the doors were tried several times during the tasting, though the Tasting Room wasn't open yet for the day. The location has been transformed since it was occupied by a Kitsap Bank branch. Its fidelity to the flavor of the downtown district speaks to a love of place, and to a commitment to the town and to the region.

A love of place is central to the vision for Port Townsend Vineyards. It was founded with the dream of creating a farm-to-table experience with wine immersion. As it is, the vineyard is young and not all the grapes are grown here. Some grapes, like cabernet, can't grow in this climate. However, Port Townsend Vineyard strives to make wines that go with the our local food, using regionally sourced grapes.

Port Townsend Vineyards celebrates the relationship between local food and wine, collaborating with many local producers to create the food plates that compliment the wine tastings. They commis-

sioned Pane d'Amore Bakery to create grissini and crackers, and buy cheese from Chimacum Valley Dairy and Mt. Townsend Creamery. Elevated Candy provides chocolate bark and marzipan for sweet plates and dessert wines. Port Townsend Vineyards works with these and other businesses as part of the thriving cultural ecosystem of Port Townsend.

Port Townsend Vineyards pays considerable mind to their role within the ecosystem. At the Vineyard on Portuguese Hill they raise their grapes using organic farming techniques, and harvest by hand. Their eco-consciousness includes wine-making as they work to use only one gallon of water to every gallon of wine produced. In comparison, the industry standard is five or six gallons of water to every gallon of wine produced. They showcase the grape varietals specifically suited to the area's climate and geography. Port Townsend area is in the same latitude as the Champagne region, and they look forward to being able to produce sparkling wines.

There are many experiences and learning opportunities available at all three sites of Port Townsend Vineyard. The Downtown Tasting Room is open from 4pm to 7pm, Mondays through Thursdays, noon to 8pm Fridays and Saturdays with live music in the evening, and noon to 7pm on Sundays. The Winery Tasting Room is open from noon to 6pm Saturdays through Thursdays, and noon to 8pm on Fridays.



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# CHAMBER MEMBER PROFILE

## PORT TOWNSEND VINEYARDS

Port Townsend Vineyards welcomes guests to experience each of our three locations created to take you on a sensory wine journey. Each is within city limits and features its own learning opportunities, scenic vistas, and tastings.

Born out of hard work, innovation, and a long-term vision for future generations, Port Townsend Vineyards introduced a new line of locally produced wine to the city in June of 2017. This venture was imagined by long-time residents of Port Townsend and was brought to life in collaboration with a nationally respected local winemaker, Ben Thomas, and represents the honest hard work, coastal character, persistent curiosity, and caring relationships of the Port Townsend culture. Our goal is to create something that the community will be proud of, that will integrate community partnerships, as well as create new jobs, especially for the younger generation.

### Our Winery:

Winery • Tasting Room • Event Pavilion • Custom Crush Facility

2640 W. Sims Way

Port Townsend Vineyards' winery features a new co-op production facility to support sustainable winemaking and highlights the care put into the wine. All of the grapes grown locally, as well as those sourced from top regional vineyards, are cared for in this brand new wine production facility.

We also serve as a custom-crush facility with the opportunity to make your own wine in consultation with our winemaker. Whether you want to create an exclusive wine and private label to enjoy and share as gifts, or you want to go all out – sourcing grapes, making decisions on pressing, extraction, barrel choice and more – we can help you make this reality.

### Our Vineyard:

Vineyard on Portuguese Hill  
3405 Jackman Street

Port Townsend Vineyards was launched through the planting of a vineyard using hand-harvesting and organic farming techniques in 2015. This vineyard was carefully planned to showcase the unique grape varieties that thrive in this geography and coastal climate.

The Vineyard on Portuguese Hill welcomes guests by appointment onto the land



to immerse them into a world of winemaking. Walk the vineyard rows and observe the subtleties between Iskorka and Garanoir, as well as Chardonnay and Pinot Noir and many more.

### Downtown Tasting Room:

215 Taylor Street

Our Downtown Tasting Room offers an intimate experience and features live music every Friday and Saturday evening. Guests are welcome to taste and enjoy wine in both the winery and downtown tasting room. Wines are served from a tap system, which translates to less glass being recycled. Guided tastings are offered by our knowledgeable wine staff.

### Events:

We are delighted to host regular events at our winery, downtown tasting room, and separate pavilion space. Please contact our Event Manager, Molly Klupfell: [molly@porttownsendvineyards.com](mailto:molly@porttownsendvineyards.com) or (360) 531-2593 for a list of upcoming events.

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

Visit the winery for the "Red Wines & Chocolate Tour", Feb 10 & 11 and Feb 17-19, when we join 10 Olympic Peninsula Wineries & Cideries during this annual event.

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# BRIEFLY

**Mon. Jan 8 – Noon-1pm:** Chamber Luncheon @ The Elks, 550 Otto St., PT

**Tues. Jan 9 - 5:30-7pm:** Chamber Mixer @ Port Townsend Masonic Lodge, 1360 Jefferson Street, PT

**Thurs. Jan 11 – 5:30 -7pm:** Class: How to Manage New Sick Leave in your business

**Thurs. Jan 17 - 4:30 -6pm:** Board of Directors Meeting @ Chamber Office (2409 Jefferson Street, PT)

**Mon. Jan 22 – 5:30-8pm:** YPN DIALOG – Menu for the Future @ Jeff. Co Library

**Thurs. Jan 25 – 5:30 -7pm:** Repeat Class: How to Manage New Sick Leave in your business

**Thurs. Jan 25 – 5:30 -7pm:** Port Ludlow Conversations @ Kitsap Bank (74 Breaker Lane, PL)

## CHAMBER CONTACTS

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**Lloyd Mullen**  
The Leader

**Kris Nelson**  
The Old Whiskey Mill, Sirens Pub,  
Alchemy Bistro

The content of this publication is prepared by the Jefferson County Chamber of Commerce for its members. We welcome submissions. Send articles and photos to [director@jeffcountychamber.org](mailto:director@jeffcountychamber.org) or mail to 2409 Jefferson Street, Port Townsend, WA 98368. For Advertising Inquiries please contact Jen Clark at [jclark@ptleader.com](mailto:jclark@ptleader.com) or Catherine Brewer at [cbrewer@ptleader.com](mailto:cbrewer@ptleader.com).

## VISIONARIES



Chamber Volunteers & staff experiencing the delicious treats at the PT Vineyards downtown tasting room.

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## CHAMBER FUN AT THE MIXER



Eaglemount provided delicious tasting flights of their ciders at the Dec Mixer. Yum! Photos courtesy Steve Mullensky

Place label here

We engaged in "Referral Networking" at the mixer to help us build relationships and inform who we will refer in the future.



Chamber members referring other members is powerful, use the Chamber Directory as a guide.

## CHAMBER MIXER

Join Us At  
Port Townsend Masonic Hall



Great Referral Networking  
Food and Drink

DATE & TIME  
Tuesday, January 9  
5:30 to 7:00pm

LOCATION  
1360 Jefferson Street  
Port Townsend, WA



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