

Due to the COVID-19 crisis, many events of our Chamber members as well as the Chamber have been postponed to future dates. Please check the Chamber Website for details and frequent updates: [www.jeffcountychamber.org/events](http://www.jeffcountychamber.org/events)



April 2021

# Business Insider

Serving the Businesses and Citizens of Jefferson County

## Explore the Sound with Olympic Kayak Tours

Article Courtesy of the Chamber of Jefferson County

Kentucky native Sam Kaviar of Olympic Kayak Tours started his relationship with the Northwest as a backcountry intern at the Olympic National Park. An avid canoeer, Sam spent his youth canoeing on rivers in Kentucky and Indiana with his family. His passion for being on the water never really left.

While completing his undergrad degree at the Evergreen State College in Olympia, Sam got into sea kayaking due to his interest in animal behavior. While researching harbor seals, Sam acquired kayaks from the college to further his study. "I became intensely interested in the scientific literature I was reading about Orca social behavior, and I knew I needed a job for the summer and wanted to figure a way I could afford to observe orcas myself. So, I made my way to the San Juan Islands to interview for a kayak guide position and was hired that day by Sea Quest Expeditions, mostly for my biology and naturalist skills and was later trained to be a competent kayak guide."

After graduating and with several summers of kayak guiding under his belt, Sam was hired by the US Geological Survey conducting salmon habitat research and monitoring in the Nisqually Delta, where he would continue utilizing his kayak skills by going into the field to collect data. Sam also studied at UCSD while working on a PhD in animal behavior and ecology.

"For a long time I looked at guiding as a side gig to make money while I worked to become



a wildlife biologist, but in my years of guiding and also working in public sector and research, I decided I truly loved helping people connect with wildlife and the environment and to embrace my guiding career full time," shared Sam. "When I left the PhD program in San Diego, I moved back to the Nisqually Delta to begin my sea kayak guiding company because I knew the area well, had connections in the local community, and was able to partner with nonprofits."

After three years in the low tourism area of the Nisqually Delta, Sam decided a change was in order. "I decided to move to Jefferson County because I hope my business will be even more successful here, also I had come to miss the larger waters

and more powerful tidal rips I had learned to guide upon in the San Juan Islands. I have a deep love for the peninsula and it's awesome to be nestled between the Olympic Mountains and Strait of Juan de Fuca!"

Sam started his business late in the kayaking season in the midst of the pandemic. Olympic Kayak Tours adapted to the challenges it faced and helped other kayak companies while learning to adjust to shifting guidelines.

"We helped organize other kayak businesses across Washington state to engage with the state government and helped set guidelines and re-open kayak tours. We sanitize our equipment between uses, and when we are unable to fully

socially distance (such as during on-shore orientations or "rafting up" on the water) we require a mask or bandana over both the mouth and nose from everyone involved. We are hoping to have more of an opportunity to become known in the Jefferson County community this year!"

If you are looking for a unique kayak experience, Olympic Kayak Tours offers something no one else does. "As far as we know, we are the only sea kayak company in Washington (and as far as we know anywhere) that offers the free use of waterproof binoculars on our daytime tours. We also came up with our own method for determining bioluminescent plankton blooms, and when conditions are right (about 10 nights a month in the summer) offer nighttime bioluminescent tours!"

Visit [olympickayaktours.com](http://olympickayaktours.com) to schedule a guided tour of the beautiful waters in Jefferson County.



PO Box 974,  
Port Hadlock, WA 98339

(360) 453-7135  
[www.olympickayaktours.com](http://www.olympickayaktours.com)



Supplement to the  
MARCH 31, 2021

Port Townsend & Jefferson County Leader  
226 Adams Street, Port Townsend WA 98368 [ptleader.com](http://ptleader.com)

# DIRECTOR'S REPORT

## Grants Update

The Chamber of Jefferson County has been awarded three grants in its role as Destination Marketing Organization for the city to revitalize and expand the tourism.



Arlene Alen

The Chamber was awarded the Tourism Marketing Support Program Grant for the second time in three years by the Port of Seattle. With this grant, they will produce videos showcasing our indigenous history as well as trails and adventure options for visitors to the region. The Chamber will target states that heavily traffic the Seattle Tacoma International Airport with the videos through social media marketing. This grant includes a contest to increase branding as well as visitation through our online itinerary builder. Potential visitors can fill in their dream itinerary for a weekend getaway and an opportunity to actually experience their itinerary, as close as is feasible, if it is chosen through a random raffle.

The Chamber was also awarded the Spotlight Seattle and a Holiday

Spotlight through the Port of Seattle. Both opportunities involve advertising locations within the Seattle Tacoma International Airport to showcase beautiful tourist destinations in the state reaching the airports diverse community of travelers. Our area will be featured at prime locations and advertised as a premier tourism destination on the Peninsula.

These marketing opportunities are designed to bolster the local business community through increased revenue and lodging taxes. These opportunities will build on the revitalization projects already started by the Chamber and their community partners through the workshops and classes the Chamber has provided at no cost, regardless of membership, to businesses in Jefferson County. To view more information about upcoming and current Chamber projects, please visit our websites; [jeffcountychamber.org](http://jeffcountychamber.org), [enjoypt.com](http://enjoypt.com) and [visitjeffersoncountywa.org](http://visitjeffersoncountywa.org)

### Leadership Awards

We had a great response to nominations for the 2021 Jefferson County Community Leadership Awards and our finalists have been notified. So many people have become more deeply engaged, during this pandemic year, in our County's commitment to revitalizing

our local economy and enhancing our future sustainability.

We are grateful to our early-bird sponsors. Platinum sponsors include: **Coldwell Banker Best Homes, Port of Port Townsend, 1st Security Bank, and Mr. Richard Tucker.** Silver sponsors include: **Peninsula Legal Secretarial Services, Nadine's Kitchen, The Artful Sailor, and The Pizza Factory.**

Congressman Derek Kilmer is our keynote speaker whose work on our behalf is legendary, will provide his insight into Leadership.

Early ticket purchasers are able to receive a hand delivered personal pizza (pepperoni or vegetarian) to decorate along with Finnriver's cider and a fabulous local favorite cookie delivered to their home or office on the day of the event. Prizes will be awarded for the most creative and yummy looking pizza's as well as for a "Chef/ food inspired chapeau (cap/hat)". The gift baskets we will be awarding for contests and door prizes are exciting and the only disappointment will be that the Chamber board and staff are not eligible to participate. Have you registered for the event? [www.jeffcountychamber.org](http://www.jeffcountychamber.org).

A few sponsorships remain for extensive Chamber marketing and advertising providing several months of



community exposure for your business along with advertising in the Leader plus the Annual Leadership Awards insert, a highly collectable edition. Reach out to [Membership@jeffcountychamber.org](mailto:Membership@jeffcountychamber.org) or [detchey@ptleader.com](mailto:detchey@ptleader.com).

There will be a few surprises this year along with more fabulous local musical talent including Grace Love, and Emiliano Marino and Pami-Sue Alvarado of the Artful Sailor. Plan on joining this virtual event to celebrate our dedicated community leaders and the projects they are championing.

## CHAMBER CONTACTS

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*The content of this publication is prepared by the Jefferson County Chamber of Commerce. We welcome submissions from Chamber members. Send articles and photos to [director@jeffcountychamber.org](mailto:director@jeffcountychamber.org).*

## MEMBER UPDATE

# Port Townsend Foundry

*Article Courtesy of the Chamber of Jefferson County*

Seeking to fill job openings as the pandemic lockdown anniversary approaches, Port Townsend Foundry's Pete Langley notes how the shortage of skilled labor has been highlighted in 2020 for his, and similar businesses nationwide. Pete and Cathy founded their business in 1983, inspired by the original Port Townsend Foundry & Machine Co. of 1883, and they have been dedicated to their craft & community, mentoring youth, and training an extended workforce ever since through combined heritage casting techniques and modern technologies.

Tens of millions of boaters every year typically prepare for boating season with a few trips to the chandlery. With the Pandemic lockdown, millions of those boat owners saw an opportunity for major refits that have required skilled marine trades and boatyards. "We are seeing an extreme boom in demand," Pete explains, "but we are also having some problems finding the needed manpower. How do you weigh one client over another? It's tough to juggle jobs when the project calendar could be weeks out."

90% of Pete's clients are maritime, needing structural, architectural, and generally beautiful parts used on traditional boats and for historical restoration. The foundry has also cast park benches and artful city trash bins, made scientific prototypes, and creations for monuments such as the Iwo Jima Memorial. A current project with the Seaport Museum in Philadelphia may include a replica ship's bell from the SS Olympia, the oldest steel ship still afloat and credited with transporting the body of the Unknown Soldier to its resting place in Arlington Cemetery. Pete appreciates the ship's connection to Irondale here in Jefferson County, where some of the materials to build it in 1889 were sourced.



Pete is passionate about local history and serves on the JC Historical Society board. He is equally passionate about the environment, sourcing all above ground non-ferrous alloys, meaning, all recycled into certified alloy. The Pandemic interrupted parts of his supply chain, "more due to early confusion," says Pete, "than lack of product." Pete says the drawback for suppliers is finding new help and sees this transition playing out over the next years, "There are big changes in the supply chain for those picking up on that change by way of new business opportunities. Companies are upgrading with new equipment while others are re-training."

Looking forward, Pete sees 2021 being very good for the marine trades. "Most of us have worked through this last year and we've got the bugs worked out. Commercial vessels coming to the Port of PT need

work done to remain in business and there is plenty of work on recreational vessels. These are exciting times for most working waterfronts with folks being proactive in keeping a foothold, and now with the establishment of the first National Maritime Heritage Corridor here in WA, bringing more awareness of how essential we are all around the world." Visit [porttownsendfoundry.com](http://porttownsendfoundry.com) to learn about their history, process, products and job opportunities.



**251 Otto Street,  
Port Townsend,  
WA 98368**  
(360) 385-6425  
[porttownsendfoundry.com](http://porttownsendfoundry.com)

## MEMBER UPDATE

# Peninsula Credit Union

*Article courtesy of the Peninsula Credit Union*

At Peninsula Credit Union we are all glad that 2020 is behind us! We are also all hopeful that 2021 will return to the normal that we were familiar with a year ago.

The pandemic has impacted the financial comfort level for many of you. If you are experiencing any financial challenges, we always are interested in listening to you and working together on a plan that can help restore your financial health as well.

What brings us hope as we look towards financial challenges at any time is how we see many members do so well after we have these conversations.

- Jessica in Poulsbo ran into some unforeseen expenses and was unsure how to handle the situation. She sat down with Mary Ellen who was able to identify that a VISA card with a limit to satisfy her immediate needs could be addressed so that Jessica would not need to stress about that during the holidays.
- Tony in Port Orchard had been trapped in a payday loan cycle for several months. Keiko took the time to understand what was happening and provide some financial counseling. He applied for an unsecured loan to get caught up on his bills, including his power bills. He will now be able to pay his rent on time that month which will save another \$100 late fee.
- Shawna in Shelton was faced with falling just short on her credit score in order to get a mortgage loan. Our Mortgage Loan Officer, put Shawna in touch with our Community Financial



Educator Scot who was able to explain to her about the usefulness of a share secured loan – no credit check, low interest, and the result would be to improve her credit score. Shawna was able to build up some savings, apply for a VISA Platinum Card, improve her score and qualify for a mortgage loan.

All PCU Team members receive certifications as financial counselors and training on how to listen to your needs. We also provide a variety of ways for you to meet you where your financial life might be. You can check out these options on our website at [www.pcfcu.org](http://www.pcfcu.org) at the “Plan & Grow” menu:

- Investment Services – For longer term goals such as retirement planning and other life stages, feel free to reach out to Monaye Nelson, CFS Financial Advisor, CUSO Financial Services, L.P. at 858-530-4495 or [mnelson@cusonet.com](mailto:mnelson@cusonet.com).
- Second Chance Offerings – Since life happens to all of us, we can help you make a fresh start and take control of your financial life. Our

Port Townsend member Leah shared “When I walked in for the first time, I felt noticed, but in a good way, These people wanted to help me achieve my goals.”

- Financial Fitness – Peninsula’s financial coaching can help you get back on track towards financial wellness. BALANCE is a program that provides basics of personal finance with education modules, online tools, webinars, and identity theft toolkits. Check out what BALANCE has to offer at: [www.pcfcu.balancepro.org](http://www.pcfcu.balancepro.org)
- Digital Banking – The credit union upgraded its digital banking offering in November. There are two great services available to you called Credit Sense and Trends. Credit Sense helps you track your credit score for free. Trends can assist you in establishing a budget, set financial goals, and send you alerts.

Over the upcoming year, Peninsula Credit Union will be here to continue working with you as we have with these members.



**1250 W Sims Way #3058,  
Port Townsend, WA 98368**  
(360) 385-5575 · [www.pcfcu.org](http://www.pcfcu.org)

## Explore the county through local farms

*Article Courtesy of the Chamber of Jefferson County*

As the weather starts warming up, there is no better way to experience the beautiful countryside in Jefferson County than to check out the numerous agricultural businesses dotting the surrounding picturesque pastures and valleys. Check out some of the agricultural experiences you can have as Spring starts to bloom!

### Wilderbee Farm

Wilderbee Farm, located in Port Townsend, opens this season on May 5th. Visitors can relax and explore the fields and nature trails, bring a picnic, view and learn about rare British Soay sheep, and shop the newly expanded Farm Store for bottles of mead, dahlia tubers, freshly blended lavender products, and new garden woodcrafts. “We’re looking forward to our spring opening with a few surprises to enhance the lavender and flower experience this summer,” shared Casey Reeter. In the meantime, Wilderbee offers farm goods and meads through their online store for pick-up. And for dahlia lovers, certified organic dahlia tubers will be available online starting mid-April.



Wilderbee Farm: 360-379-2434 · [www.wilderbeefarm.com](http://www.wilderbeefarm.com)

### Alpenfire Cider

For another relaxing experience in Port Townsend, check out Alpenfire Cider. “On Saturdays we have the orchard open for anyone to enjoy along with a glass or bottle of cider,” shared Nancy Bishop. “We can arrange for cider house tours on request.” Alpenfire Cider is also rolling out some tasty Springtime drinking options: “We have several new single varietal ciders and the release of our 2019 ciders to sample,” shared Nancy.



Alpenfire Cider: 360-379-8915 · [www.alpenfirecider.com](http://www.alpenfirecider.com)

### Paradise Love and Veggies

The Paradise Love and Veggies Garden located at Short’s Family Farm in Chimacum is another fantastic experience to be had on the farmland in the county. The Garden is open most days by appointment, and they also took the time last year to make improvements to their experience: “Last spring we installed a walkway through the garden to make accessibility easier and showcase the different areas of vegetables, herbs and flowers growing,” shared Samantha Janes. “This year we are installing a few raised garden beds and have enhanced the garden with a large picnic area for families to enjoy the views of the Chimacum Valley.”



Paradise Love & Veggies: 360-865-0949 · [www.paradiseloveveggies.com](http://www.paradiseloveveggies.com)

### Mystery Bay Farm

If you are looking for another farm experience with wildlife, why not hang out with baby goats? Mystery Bay Farm offers that opportunity by appointment starting in early March. Located on Marrowstone Island, Mystery Bay Farm has created different tour options. “People can tour our milking parlor and cheese making process,” shared Rachel Van Laanen.

“In the spring is a great time to see baby goats and bottle feed them, and there is also cheese tasting at the end.”



Mystery Bay Farm: 360-385-3309 · [www.mysterybayfarm.com](http://www.mysterybayfarm.com)

### Spring Rain Farms

For a unique retail shopping experience from one of our local farms, consider stopping by Spring Rain Farms farm stand which operates on an honor system. “Our schedule is daylight hours 7 days a week,” shared Roxanne Hudson. “It is self-service and honor system; payment is cash, check, Venmo, or PayPal. We ask shoppers to limit themselves to 1 at a time and we clean and sanitize regularly.” The farm stand offers seasonal produce, eggs and berries in season, as well as a freezer stocked with chicken, stew hens, livers, hearts, rabbits and duck.



Spring Rain Farms: 425-218-7756 · [www.springrainfarm.org](http://www.springrainfarm.org)

### Red Dog Farm

Another local farm stand selling delicious locally sourced products is Red Dog Farm, also in Chimacum, it is open every day from 8am to 8pm. “Spring is an exciting time on the farm. The Port Townsend Farmers Market returns in April, our CSA program begins, and we send plant starts to our farm stand and two local stores.

► **Jefferson County Local Farms continued on pg. 7**

## NEW MEMBER

# Lending to People, Investing for Resilience

Article Courtesy of the Craft3

Craft3 is a nonprofit community lender with a mission to strengthen economic, ecological and family resilience across Washington and Oregon. We focus on lending to entrepreneurs, nonprofits, and individuals who have been denied access to traditional financing. By delivering capital where traditional sources can't reach, we're helping build a more equitable and resilient future.

Erika Lindholm, Craft3's Senior Business Lender for Jefferson County and all of the Olympic Peninsula is based in Port Angeles. For those of you who haven't met Erika, she's an experienced and energetic lender dedicated to helping businesses find responsible capital. With over 20 years of experience in small business and nonprofit financing, Erika is passionate about using capital to help communities control their own destinies and build self-reliance.

Craft3's commercial loans have assisted many important Jefferson County businesses, including Key City Fish Company, Finistère, Propolis Brewing, Evergreen School of Massage, Finnriver Cidery and the Northwest School of Wooden Boat Building. Our work in Jefferson County is a testament to the long-term impacts of financing local businesses and organizations.

Erika is all about making connections and helping good ideas and good people succeed. In 2017, she read about the Northwest School of Wooden Boatbuilding's unforeseen septic problems at one of their properties. Erika contacted the school to introduce them to Craft3 and see if we could help. Betsy, the school's director, had already found a solution for that need, but after learning about Craft3, she thought we might be able to help with an even bigger project. The school was planning a new degree program in marine systems and was seeking start-up capital. This led to a Craft3 loan to acquire training equipment and mock-ups for the students to practice on. We took the time to get to know their organization and structured financing to fit their needs – with deferred payment and loan repayment to match their tuition schedule.

For Erika and for Craft3, being a



community lender means spending a lot of time in the community, connecting with business owners and others. Before COVID this meant attending community events and meetings, connecting with borrowers and potential borrowers. During COVID, Erika relies more on phone and email. She also stays connected through her work as a board member of North Olympic Land Trust, Peninsula Housing Authority, and North Olympic Development Council.

Craft3 collaborates with community partners such as the Jefferson County and Port Angeles Regional Chambers of Commerce, EDC Team Jefferson and Clallam County Economic

Development Council, the local chapter of the Washington Small Business Development Center, and the Center for Inclusive Entrepreneurship. Erika frequently refers entrepreneurs in the early stages of developing a business to these partner organizations as they can provide invaluable technical assistance.

If you'd like to talk about financing, please connect with Erika. And if you know someone who is considering expanding their business or otherwise needing capital, please have them get in touch with us. Finally, Craft3 also provides loans to Jefferson County homeowners to replace failing septic systems.

(888) 231-2170

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## COMMUNITY NEWS

# The Port Townsend Main Street Program News

Article Courtesy of Mari F. Mullen

◀ Jefferson County Local Farms continued from pg. 5

All the sweet, tender spring veggies will be ready: salad mix, purple sprouting broccoli, radishes, baby carrots, arugula, green garlic, and an assortment of raabs. Plus, spring tulips bring a splash of cheer.”



Red Dog Farm: 360-732-0223 • [www.reddogfarm.net](http://www.reddogfarm.net)

Jefferson County is a wonderful place where nature and business live side by side. Its agricultural businesses are a fantastic lens for viewing and experiencing the beauty and bounty it has to offer.

  
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▶ Jefferson County Local Farms Contact Boxes continued on pg. 8

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Thanks to everyone who has made a commitment to supporting our local economy over these past months. Locals have been visiting their favorite stores, dining in the street eateries, getting to-go meals and taking “staycations”. Eighty-one businesses have joined the “Love Where You Live—Port Townsend” marketing campaign which increases visibility for historic districts’ businesses, in response to COVID-19 impacts. The plan highlights local shopping, dining, hotel stays and experiences. Regional and local marketing buys will encourage participation in the niche experiences and self-guided tours as COVID restrictions lift. The campaign is coordinated by the Port Townsend Main Street Program.

Preview what’s in store by visiting:  
**[ILovePortTownsend.com](http://ILovePortTownsend.com)**.

Join in the “Port Townsend Treasures” trivia hunt now—it’s a FREE, fun tour through downtown, available now. Download the Action Bound app.

We invite customers to participate in fun social media challenges and tag the businesses you mention:

- Be a tourist in your own hometown!
- Challenge locals to support one different small business each week and post photos which could be shared.
- Challenge visitors to share their travel photos on our Facebook/Instagram/Twitter and use hashtags #ptlove #iloveporttownsend #porttownsendtreasures #localLOVE

### Businesses:

- Create synergy by encouraging tagged businesses to re-post from the campaign on Port Townsend Main Street’s social media and share your news.
- Re-post your video to your social media pages

This campaign is funded by a grant from the First Federal Community Foundation, the Port of Port Townsend, Windermere Real Estate and in-kind media support from KPTZ. 91.9 FM and the Port Townsend Leader.

### Creative District Wayfinding Project:

Work progresses on the Creative District Wayfinding

Project. Local artist Jonah Trole is creating five large cedar sculptures or “art markers” to be placed throughout town to signal that you have arrived in the Port Townsend Creative District. Trail signs will connect Uptown to Fort Worden for pedestrians and bicyclists. QR codes on the sculptures and signs will link to the project website. This project is funded by a grant from ArtsWA through the Washington State Legislature, matching donor funds and in-kind support from the City of Port Townsend.

### Hidden Histories Signage Project:

Main Street is collaborating with the Jefferson County Historical Society, Olympic Peninsula Steam and the City of Port Townsend to repurpose existing signage downtown and uptown and transform them into intriguing wayfinding signs about Port Townsend’s hidden history. QR codes will connect you to a website with deeper information.

### New Adams Street Parklet:

The Tourism Infrastructure Project funded by the City of Port Townsend Lodging Tax Advisory Committee (LTAC) will improve the street end by Adams Street Park and transform it into a parklet this summer. Look for new furniture and planters which will enhance the amazing waterfront view downtown. Coordinated by the PT Main Street Design Committee.

### Earth Day Spring Clean Up April 17<sup>th</sup>:

Contact the Main Street Program if you would like to volunteer at a socially-distant event to spruce up the historic districts before summer.

Email [admin@ptmainstreet.org](mailto:admin@ptmainstreet.org).



211 Taylor St #3, Port Townsend, WA 98368  
(360) 385-7911 • [www.ptmainstreet.org](http://www.ptmainstreet.org)

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◀ Jefferson County Local Farms continued from pg. 7

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