

# LUNCHEON SPEAKER

Monday, Apr 2  
12pm to 1pm

Elks Lodge  
(555 Otto Street, PT)

Topic: "Accessing Capital for  
Your Business"



Brian Kuh,  
Executive Director  
of EDC Team  
Jefferson

Monday, Apr 16  
12pm to 1pm

Fort Worden  
(200 Battery Way, PT)

Topic: "5 Years of Local  
Power"



Speaker: Will  
O'Donnell, Public  
Utility  
District (PUD)

## Sponsor:



Supplement to the  
March 28, 2018



Port Townsend &  
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The Chamber  
OF JEFFERSON COUNTY

April 2018

# Business Insider

Serving the Businesses and Citizens of Jefferson County

## Exploring Leadership

In preparation for our upcoming Annual Awards Leadership ceremony Sunday, April 22, we decided to reach out to two of last year's winners, our Business Leader of the Year, Kristin Manwaring, and our Citizen of the Year, Jim Franklin. From our nominations last year:

Kristin Manwaring has built her business, Kristin Manwaring Insurance (KMi), over the past 10 years and has a satisfied client base to prove her success. After the Affordable Care Act was signed into law, a number of insurance agencies decided to stop selling health insurance rather than learn the new regulations. "Kristin stood to lose revenue as some insurers stopped paying commission and as the expanded option for people to use an online marketplace shifted business away from licensed agents," the nominator wrote. Manwaring opted to focus the agency on helping to educate people about the market and aims to do what best serves clients.

Jim Franklin is one of the people who works silently to support various good deeds, wrote a nominator. "Jim is one of the true volunteers that fall into the positive side of the 80/20 group, where 20 percent of the helpers do 80 percent of the work," she said.

The nominator said she's watched Franklin in action at the United Good Neighbors and has watched how he worked with winners of the local Elks scholarship award. "Not only did he support these young people with a financial reward for their community and school involvement, in typical Jim fashion, he took the time to get to know the kids on a personal level," she wrote. Another nominator said Franklin has worked on various committees to support improving math, technology and science programs in local schools and supporting youth in general in the community.

With these deeds in mind, we asked them, what does leadership mean to you and what kind of leadership do you think Jefferson County needs? In their own words:

"In being asked what leadership means to me there are many words and thoughts that come to mind. Leadership is a collaborative team effort that goes beyond the person or a title. It requires a fluid process and an openness to change. Knowing the unique needs of each team member is important to supporting business flow. With this, I strive to set our organization and each person within to a greater good



Jim Franklin

by being committed to helping each person meet their needs and achieve their goals. Leadership is about purpose, passion, vulnerability, transparency, honesty and integrity. It's about showing up and being real. It's about making the hard decisions and taking the risks. It's about having the backs of the team and taking the hits so the team can do their work. I believe we are better equipped to support the people around us if we have the courage to ask for help, own our mistakes and learn from failure. Quite humbling! Leadership is about building trust in community, both within and outside an organization, being mindful, having faith and nurturing your tribe." - Kristin Manwaring

"It is most difficult to define in a few words what it takes to be a leader, as characteristics and combinations vary so widely," said Jim. "We have all met various personality types who display a number of strong qualities in different combinations from others, but the basis includes many of the following: intelligence, courage, accountability, responsibility, passion, as well as being a role model, a motivator and a visionary. However, the cornerstone of all good leaders is built on INTEGRITY. Without integrity, those other qualities fail to achieve as much success. Jack Welch, former CEO of General Electric, once said. 'A leader's job is to look into the future and see the organization

not as it is but as it should be.' This could well serve as a mantra for the leader of a small community such as ours." - Jim Franklin

Two qualities of leadership that appear in both responses are passion and integrity. Merriam-Webster defines passion as an intense, driving, or overmastering feeling or conviction, and integrity as a firm adherence to a code of especially moral or artistic values; incorruptibility.

These definitions exemplify not only Kristin, Jim and their actions, but our county as a whole. Our moral and artistic values are supported by community members like these two, who labor for what they believe to be best, not for recognition. Our passion is year round, in festivals and events which draw people from all walks of life from around the globe. Our integrity is in our relationships, on levels both personal and professional. Our passion is in our schools and organizations, our parks and beaches. Our integrity is in our honesty with ourselves and our trust in others. Our passion and integrity are in our devotion to each other, and by extension, to a sound and complete community.

Thank you, Jim and Kristin, for your words of wisdom and your dedication. Your understated perseverance is a true example of leadership to which we can all aspire.

# A Rising Tide Raises All Boats

The Chamber is proud to announce that our keynote speaker at this year's Annual Leadership Awards (Sunday, April 22) is none other than the talented, the entertaining, the storyteller extraordinaire: Denise Winter!



Denise Winter

Denise Winter of Key City Public Theatre, will inspire us with a tale of leadership and how powerful leaders realize individual success while contributing to the wider success of the community as a whole, thereby demonstrating the adage, "A rising tide raises all boats".

Denise Winter is in her 14th season as Executive Artistic Director for Key City Public Theatre (KCPT). Under her leadership the theater has garnered numerous awards and honors for artistic merit including its first-ever grants from the National Endowment for the Arts, Washington State Arts Commission, Humanities WA, and Western States Arts Federation; industry honors from The Dramatist Guild Fund and The International Centre for Women Playwrights; and five Kitsap Sun "Best Theater of the Year" awards.

Winter has led the theater in bringing national and international guest artists to teach, perform and direct while in residency at KCPT and negotiated the theater's first professional contracts with Actors' Equity Association and the International Alliance of Theatrical Stage Employees.

For KCPT Winter has directed, choreographed and starred in more than three dozen mainstage productions including many West Coast, Pacific Northwest and world premieres. Winter's national & international credits include serving on the artistic staff of six Tony Award-winning theaters, helping create four Broadway productions, touring 48 States, Canada and China with national companies ranging from New York City Opera to Nickelodeon m, and 6 years crossing the country with The Radio City

Christmas Spectacular starring The Rockettes.

A graduate of Kenyon College, Winter has proudly performed as a member of four of the American theatrical unions. She serves on the City of Port Townsend's Lodging Tax Advisory Committee and is the emcee of Jefferson County's annual Wearable Art Show. Winter accepted Port Townsend Main Street's 2017 Collaborator of the Year Award on behalf of KCPT, and represented WA state women theater professionals at the Berkshire Leadership Summit in October 2017.

Join us in celebrating our Jefferson County Business and Community Leaders at our Annual

Leadership Awards. On Sunday, April 22nd we will enjoy a delicious brunch together as we meet the nominees in each category. These nominees will embody the theme of our Awards ceremony this year, "A rising tide raises all boats":

- Business Leaders of the Year
- Young Professionals of the Year
- Citizen of the year

Together, we will discover the winners and congratulate them on upholding and demonstrating the best leadership in Jefferson County.

We look forward to seeing you at this remarkable event which brings together the flower of our most valued and impactful leaders every year. This event isn't to be missed.

Tickets are \$40 and grant you a place in a room blooming with others dedicated to working with innovation and collaboration to create success for us all. A delicious brunch is included in the price; tickets available at [www.jeffcountychamber.org](http://www.jeffcountychamber.org).

Join us!

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# NEW MEMBER SPOTLIGHT

## Emagineye Photo Booth

My name is Michael Griffin and I own and operate Emagineye Photo Booth. I've recently moved from Seattle to the Olympic Peninsula and would like to offer my photo booth services for all your future events and functions.

Emagineye Photo Booth's main mission is to provide a fun and welcoming experience through pictures that will last for years. We provide an array of options including but not limited to printing on site, links to all photo strips as well as individual pictures, ability to share images on social media and email, custom photo templates and graphics.

Please consider us for weddings, parties, reunions, school dances and functions or any event you wish to capture the fun and commemorate in pictures.

Please call (206) 348-6941 or visit [www.emagineye.com](http://www.emagineye.com) to reserve your date!

Thank you very much!

Regards,

Michael Griffin

Owner/Operator Emagineye Photo Booth



## Howell's Sandwich Company

If there is one thing that Howell's Sandwich Company would want you to know, it is our commitment to our core values of community, service and a dedication to quality. Two years ago, our family moved here from Chicago, and after falling in love with Port Townsend, my fiancé, Lera, and I decided this is the place we will call our home and raise our family. Coming from a small neighborhood situated in the South Side of Chicago, I grew up knowing that neighbors are the people you should help and also the people that you can depend on, and I wanted to create a space that becomes an integral part of the community.



From our welcoming décor to our service-oriented staff, Howell's Sandwich Co. gives guests that familiar feeling of a place you've known much longer than you have. After all, it's known as the hospitality industry for a reason, and we stand by our hospitality in all aspects of the word. Our menu offers something for everyone: traditional deli classics and signature sammies, a well-rounded beer list, and small plates for those times that you just want to enjoy a snack and glass of wine during happy hour. Our goods are locally and regionally sourced, and we strive everyday to promote socially and environmentally responsible practices. Did we mention that we have a killer view from our outdoor deck? So come on by and say hello, Howell's Sandwich Co. opens April 11<sup>th</sup>!

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- I'm sexy danger but can't keep up with all my fans.

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# NEW MEMBER SPOTLIGHT



## Port Townsend Boat Co.

Announcing the Grand Opening of the Port Townsend Boat Company, proud new member of the Jefferson County Chamber. We are a new boat brokerage in town specializing in the sale of power and sailboats for local cruising to world voyaging. We also offer private instruction and vessel delivery for our customers locally and worldwide.

I have been in town for 14 years, first working for the Wooden Boat Foundation and Northwest Maritime Center and later as a captain for Puget Sound Express. I've been connecting people with boats since I started teaching sailing at 18 on the Chesapeake Bay. I worked on boats in Maine, San Francisco, New Zealand and Alaska, when I moved to PT I was so awed by the caliber of the marine tradespeople and the deep appreciation for maritime culture, I had to stay.

I'm looking forward to utilizing the PT Boat Company as another way to connect people in the greater marine world to our amazing marine trades community here in PT. One way is through the "PT Resources" page on our website where we link a wide variety of local businesses. My wife, KaiLea Wallin, grew up in PT and we are so happy to be raising our two young boys here.

If you or someone you know is dreaming about the call of the sea, contact us! We love to help make dreams come true.

"A Salty Life is a Great Life!"

-Rob Sanderson, [www.porttownsendboatco.com](http://www.porttownsendboatco.com)

[ptboatco@gmail.com](mailto:ptboatco@gmail.com)

(360) 316-9370

We're on: Facebook, Instagram, YouTube

## Chamber Cafe



## Chamber Cafe

Fridays in March & April

10am-Noon

At the Chamber, 2409 Jefferson St. PT

Drop into the Chamber on Friday mornings for a cup of coffee and let us know how your business is doing and what issues are important to you.

This is a great informal opportunity to meet our new Executive Director, Arlene Alen and to learn what's new at the Chamber. We look forward to seeing you!

**Chamber Cafe: Stay Connected with coffee and conversation at the Chamber**



The Chamber  
OF JEFFERSON COUNTY



# Main Street set to Welcome Revitalize Guests

The ghost murals may have faded since Victorian times, but the rainbows haven't. Our seaport town is surrounded by mountains and steeped in history. Port Townsend has demonstrated an outstanding commitment to historic preservation. We are excited to show off our National Historic Landmark District to 275+ guests from across Washington State who are coming to town for the "RevitalizeWA" State Main Street Conference April 23-25, 2018.

Port Townsend is half-way through the Water Street Enhancement Project, which is re-making downtown from Taylor Street to the ferry dock. The much-needed project is rebuilding cracked pavement, widening sidewalks, and replacing aging utilities. It is laying the groundwork to underground the power lines in the near future. The project will preserve what's special about our town for the next 50 years.

The Port Townsend Main Street Program applied to host the Washington State Main Street Conference to help our local businesses be more sustainable during construction and we are fortunate they picked Port Townsend! We know that "Main Streeters" understand that construction projects can be challenging times for business. We are grateful to the City of Port Townsend, First Federal, Aldrich's Market and other generous business sponsors who stepped up to help bring the conference to our town. The Port Townsend Main Street Program Board and partners like Centrum are donating their resources and time to make it a success.

The Victorian age echoes throughout our quaint shops, diverse restaurants and historic architecture. Hotels are filling up, and we



know conference-goers will explore shops and restaurants throughout the historic districts in between tours and educational sessions. Guests will tour Fort Worden State Park, Uptown's historic homes, and the Tall Ship Adventur-ess. They'll take hands-on preservation trades workshops and visit the Western Flyer. There are educational sessions on creative districts, experiential retail, and compatible infill construction in historic towns. The opening speaker is Nina Simon, who will speak on the "Art of Relevance." The closing speaker is Jake Beattie, Executive Director of the Northwest Maritime Center, speaking on "Race to Alaska: Like the Iditarod with a Chance of Drowning". The conference guests will bring their knowledge back to their Main Street communities, and continue their revitalization efforts armed with new tools and energy.

## CONSTRUCTION PROMOTIONS CONTINUE

We have some special construction promotions in April—come visit our merchants and keep your money where your heart is! We encourage residents and visitors to play the "PT

Believe It or Knot! " Game. Bring the family! Learn some interesting Port Townsend facts, and win a chance at valuable monthly prizes.

We invite you to get your steps in and participate in the "Step It Up" promotion in the businesses during April. Take a stroll downtown and visit 15 of the 38 participating spots to be entered to win gift certificates donated by About Time Clothing and Quimper Mercantile. There's also a construction coupon book with some great savings. Coupon books are handed out every Saturday from 1-3 pm by our Celebrity Concierges.

Thank you for keeping it local during and after construction! Your support is crucial, and means so much to our town's hard-working entrepreneurs, who are also our friends and neighbors. Our business community will be poised for growth upon the project completion and we can all celebrate a brand new Water Street, the heart of our downtown.

[Ptmainstreet.org](http://Ptmainstreet.org)



# NEW MEMBER SPOTLIGHT



## Miller & Ashmore Real Estate

Miller & Ashmore Real Estate is pleased to announce the opening of its new office at 842 Washington Street in historic, downtown Port Townsend. Come by and meet our amazing team! We have six dedicated, licensed Real Estate Brokers and three Service Specialists all working together to provide every client with our hallmark outstanding service. Although our location is new, Miller & Ashmore has a long history of providing real estate representation to buyers and sellers on the Olympic Peninsula. In fact, the combined experience of our brokers spans over 50 years!

You can't beat the level of experience, commitment, enthusiasm, contacts and expertise, not to mention service that the team at Miller & Ashmore Real Estate brings to our clients. We offer unique benefits such as lead generation systems, a large database of contacts and connections, and extensive marketing and outreach. Additionally, as a Premier Agent with Zillow.com (the largest online property search site) properties listed with us receive unmatched online exposure.

We are also excited to offer career opportunities to both new brokers wishing to embark on a rewarding career path, and experienced brokers desiring to achieve the next level of success. Just stop by or give us a call if you are interested in joining our team! We look forward to making the most of our new location as the "headquarters" for our work on this uniquely wonderful Olympic Peninsula!

Contact Miller & Ashmore Real Estate at:  
360.385.7348info@millershmore.com.



## RFG The RockFish Group

Founder and CEO Kelle-Kitchel Cooper of The RockFish Group and Danny McEnerney, Owner of Workin' Man Creative, made things official when they joined forces to launch RFG Creative in October 2017. With studios in Poulsbo and Port Townsend, their partnership continues a long-standing, award-winning tradition of providing a "one-source solution" for marketing and public relations services throughout Kitsap and Jefferson counties. RFG Creative welcomes a diverse clientele, including Kitsap Economic Development Alliance, Port Townsend Main Street Program, Puget Sound Express, The Resort at Port Ludlow, Kitsap Transit, Port of Bremerton, and Port of Poulsbo.

"Danny and I are very excited to align our stars under this new company," enthuses Kitchel-Cooper. "Together, we've succeeded time and again with a solutions-oriented approach -- maximizing brand awareness, marketing impact, customer engagement, and performance for the companies we partner with. Our credo: for clients to experience vital transformation in their businesses, whether local or national."

The game-changing agency covers all aspects of branding, marketing, public relations, online content and design with a consistently robust and relevant portfolio. Under RFG Creative, the nimble team has developed an even greater level of offerings. "Our digital solutions now include finely-tuned social media management tools and highly strategic tactics for SEO/SEM," adds McEnerney.

RFG Creative also recently added copywriting guru Susan O'Meara to its creative arsenal. The Poulsbo-based freelance writer, editor, and journalist has worked in the U.S. and abroad for the likes of Bloomberg Media, Showtime Networks, Deloitte, and the United Nations. "I think of myself as a 'word whisperer,'" Susan says, "wrangling language and messaging that helps brands, businesses, and individuals to grow and shine."

Kitchel-Cooper continues: "All of us at RFG Creative strive to lead through innovation and imagination, and we are committed to both economic and community development in the counties we call home."

Contact Information:

RFG Creative  
18820 Front St NE, Poulsbo, WA 98370  
360-930-9892

Susan O'Meara  
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susanomeara@hotmail.com

<https://rfgcreative.com/>

<https://www.inc.com/profile/rfg-creative>







The Chamber celebrating Kitsap Bank's grand reopening of their green technology sustainable building with a ribbon cutting. Visit them and check out the new spot at 2313 Sims Way, Port Townsend or call: 360-385-0123.

**Congratulations Kitsap Bank!**

## BRIEFLY

**Mon. April 2 – Noon-1pm – Chamber Luncheon**  
@ The Elks Lodge (550 Otto St. PT)

**Fri. April 6 – 10am-Noon – Chamber Café**  
@ The Chamber (2409 Jefferson St. PT)

**Tues. April 10 – 5:30pm-7pm – Chamber After Hours Mixer**  
@ The Old Whiskey Mill

**Fri. April 13 – 10am-Noon – Chamber Café**  
@ The Chamber (2409 Jefferson St. PT)

**Mon. April 16 – Noon-1pm – Chamber Luncheon**  
@ Fort Worden Commons

**Fri. April 20 – 10am-Noon – Chamber Café**  
@ The Chamber (2409 Jefferson St. PT)

**Sun. April 22 – 11am-1pm – Annual Leadership Awards**  
@ Fort Worden Commons

## CHAMBER CONTACTS

### STAFF

**Arlene Alen**  
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360-385-7869

**Magdalene Adenau**  
Strategic Director  
360-385-7869

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**Rob Birman**  
Centrum

**Karen Best**  
Coldwell Banker  
Best Homes

**Sarah Hadlock**  
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**Rebecca Benjamin**  
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# Big Turn Out for Chamber Mixer: 80 People!



In March the Chamber held one of our largest Mixers with 80 guest in attendance. Stephen Sklar of Edward Jones Financial was our warm and welcoming host.

*Photo by Deja View Photography*



It was The Chamber's pleasure to help Stephen celebrate his 2nd year in business in Port Townsend with Edward Jones Financial. Congratulations Stephen we're so happy to have you in business in our community! *Photo by Deja View Photography*

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# VISIONARIES

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## CHAMBER MIXER

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