

# LUNCHEON SPEAKER

**Monday, February 4**

11:45 a.m. – 1:15 p.m.

Elks Lodge, 555 Otto St., PT

**Speaker:**



Melody Sky  
Eisler, Port  
Townsend  
Public  
Library  
Director

**Topic:**

Community Read 2019

**Sponsors:**

Port Townsend Chocolate  
Company & Jefferson  
County Home Builders  
Association



**Monday, February 18**

No luncheon in observance of  
Presidents Day.

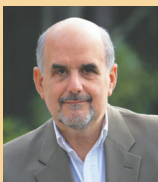
## Spring Preview:

**Monday, March 4**

11:45 a.m. – 1:15 p.m.

Elks Lodge, 555 Otto St., PT

**Speaker:**



Jim Pivarnik,  
Port of Port  
Townsend  
Interim  
Executive  
Director

**Topic:**

Port of Port Townsend  
Update

**Monday, March 18**

11:45 a.m. – 1:15 p.m.

Fort Worden Commons, PT



**The Chamber**  
OF JEFFERSON COUNTY

February 2019

# Business Insider

Serving the Businesses and Citizens of Jefferson County

## Guiding Patients to Better Understanding Jefferson Healthcare's Revised Prices for Improved Transparency



Jefferson Healthcare as viewed from Sheridan Street in Port Townsend. Courtesy of Jefferson Healthcare.

*Member Guest Column courtesy of Jefferson Healthcare*

Getting an X-ray, a CT scan or a blood draw at Jefferson Healthcare will cost patients less in 2019 following an internal pricing review conducted in Fall 2018.

These common types of services, which include those offered under the umbrella of diagnostic imaging (X-ray, ultrasound, CT scan and MRI), laboratory tests or respiratory therapy, all have lower associated prices after system-

wide adjustment in Jefferson Healthcare's pricing structure.

"The drop in pricing for these services is extremely important for most households," said Hilary Whittington, chief financial and administrative officer at Jefferson Healthcare. "It translates into real cost savings for them."

**The revised pricing, which took effect Jan. 1, was developed after all prices were studied by a hospital review team, an annual practice.**

Continued on pg. 3

## CHAMBER NEWS

# Welcome New JCCC Board Members



JCCC Board President Karen Best

*by Karen Best, JCCC Board President*

The Jefferson County Chamber of Commerce has welcomed six new members to our Board of Directors. These community leaders bring amazing knowledge, diversity and energy to our Board, which has grown to 18 members.

On behalf of our entire JCCC Board of Directors and our staff and volunteers, please join me in welcoming Jefferson County YMCA Branch Manager **Jessie Wedmore**, Aldrich's Market and Dogs-A-Foot owner **Scott Rogers**, Jefferson Community Foundation Executive Director **Siobhan**

**Canty**, First Federal Bank – Port Townsend Branch Manager **Luxmi Love**, Peninsula Legal Secretarial Services, LLC owner **Cammy Brown**, and Sound Community Bank – Port Ludlow Branch Manager **Dena Marlett-Lopez**.

This talented and dedicated group of outstanding advocates

for Jefferson County joins a committed and active Board working diligently with JCCC's many partners and members in building the future of our communities. We are all looking forward to a great year at the Chamber!

Supplement to the  
January 30, 2019

Port Townsend & Jefferson County Leader  
226 Adams Street, Port Townsend WA 98368 ptleader.com



# CHAMBER NEWS

## Promoting PT Tourism & You

by Executive Director  
Arlene Alen,  
CPM, IOM



Arlene Alen

As we begin the New Year, the Jefferson County Chamber staff and Board of Directors look forward to serving your business needs with some new tools and promotional benefits to help make your business stand out!

The Chamber team is excited about the programs and services now available for our members and those coming later in the year. We will be doing meet-ups, luncheons and mixers throughout the County, and holding Chamber Cafés in Port Townsend, Chimacum and Port Ludlow on a regular basis. Get engaged with us to build your business and our community!

### Utilizing the CRM System

We are excited to have completed our Customer Relationship Management (CRM) system rollout with complete integration into our entirely new and updated JCCC website – [www.jeffcountychamber.org](http://www.jeffcountychamber.org). Our CRM system affords you the ability and opportunity to control your online presence person-

ally within our site using your credentials. The rollout includes all the previous January 2018 partner web benefits, which were incorporated into our existing member benefit packages that were greatly expanded with no additional membership investment this past June.

If you do not yet have access to our CRM system, please contact [director@jeffcountychamber.org](mailto:director@jeffcountychamber.org) and we'll issue you an e-mail invitation to join. Utilizing the system is fast, easy and beneficial to our business. You can list job openings, special sales, deals and programs, change your hours, and at some membership investment levels, add photos, videos, logos and more to your presence online – and all whenever you want. Our team of staff and volunteers will also help you keep your dynamic listings up-to-date and top-of-mind.

We are also offering mini-workshops to assist our members in utilizing our website and CRM system. Interested? Just let us know at [admin@jeffcountychamber.org](mailto:admin@jeffcountychamber.org).

### Marketing PT Tourism

As you may be aware, the City has migrated the marketing of Port Townsend tourism to the Chamber and we have taken on the challenge. Our newly-

## CHAMBER EVENTS CALENDAR

**Saturday, February 2 @ 10:30 – 11:30 a.m.**

Chamber Volunteer Opportunity Meet-up  
@ Chamber Office, 2409 Jefferson St., PT

**Monday, February 4 @ 11:45 a.m. – 1:15 p.m.**

Chamber Luncheon @ Elks Lodge, 555 Otto St., PT

**Thursday, February 7 @ 4:30 p.m.**

Ribbon Cutting @ 1st Security Bank – Hadlock Branch, 10 Oak Bay Road, Port Hadlock

**Tuesday, February 12 @ 5:30 – 7:00 p.m.**

Business after Business Mixer @ The Bishop Victorian Hotel, 714 Washington St., PT

**Monday, February 18**

Closed and no Chamber Luncheon in observance of Presidents Day

formed PT Marketing Advisory Committee (MAC) has met and in reviewing past campaigns is refocusing our efforts in a new, expanded direction. While being a nationally-recognized "Historic Victorian Seaport and Arts Community" is a huge draw and has been successful, that tagline does not fully convey all we have to offer in Port Townsend. We'll be marketing to some new audiences and different market segmentations with added resources in digital and social target marketing. One key factor will be a redesign of the [www.enjoypt.com](http://www.enjoypt.com) website to increase utility and ease of use along with expanded content. These are exciting times for all of us!

### Bidding Fond Farewell

A special Thank You to a great staffer who we wish could have had a long career with the Chamber. Beth Juran joined us six months ago with specific personal life circumstances that precluded a long-term commitment. We understood that and knew her tenure would be short, and as it turned out, it was exactly that. Beth brought a warmth and spirit to our team and she gained a great deal from

interacting with our members from a very different perspective than she had as a long-term Chamber member. Beth did a great job for us and is already missed, but we know she will stay engaged with us and the many members she now knows as friends. We wish her the best in the next phase of her journey. Bon Chance Beth!

### Community Leadership Awards

Most importantly, please don't forget the Jefferson County Community Leadership Awards hosted by the Chamber at Fort Worden on Sunday, April 7. This year there are two new categories, Rising Entrepreneur and Future Business Leader (a High School Senior), as well as the Citizen of the Year, Young Professional of the Year, and Business Leader of the Year. Quick and easy nomination forms are available on the Chamber website (the deadline is approaching). Event and table sponsorships are available for this signature event with a broad Pacific Northwest reach and return on investment. Visit our website – [www.jeffcountychamber.org](http://www.jeffcountychamber.org) – or ask any

JCCC Board member for details and a sponsorship form.

**Reach JCCC Executive Director Arlene Alen at [director@jeffcountychamber.org](mailto:director@jeffcountychamber.org) and 360-385-7869.**

## Save the Date!

Tickets go on sale this month for the **Jefferson County Chamber of Commerce Community Leadership Awards on Sunday, April 7, 2019**, at Fort Worden!

Awards will be presented for the following categories: Business Leader of the Year, Citizen of the Year, Rising Entrepreneur, Young Professional of the Year, and Future Business Leader (*high school seniors only*).

Visit the Jefferson County Chamber's website for ticket and sponsorship information and other event details: [www.jeffcountychamber.org](http://www.jeffcountychamber.org).

## CHAMBER CONTACTS

### STAFF

**Arlene Alen**  
Executive Director  
[director@jeffcountychamber.org](mailto:director@jeffcountychamber.org)  
360-385-7869

**Debbie Reid**  
Visitor Information Center/  
Volunteer Coordinator  
[info@jeffcountychamber.org](mailto:info@jeffcountychamber.org)  
360-385-2722

**Reneé Mizar**  
Administrative Coordinator  
[admin@jeffcountychamber.org](mailto:admin@jeffcountychamber.org)  
360-385-7869

### 2019 BOARD OF DIRECTORS

**Karen Best**  
President  
Coldwell Banker Best Homes

**Rob Birman**  
Immediate Past President  
Centrum

**Richard Tucker**  
President-Elect  
Jefferson Land Trust

**Sarah Hadlock**  
Treasurer  
The Business Guides

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

**Rebecca Benjamin**  
North Olympic Salmon Coalition

**Cammy Brown**  
Peninsula Legal Secretarial Services, LLC

**Siobhan Canty**  
Jefferson Community Foundation

**Robert Frank**  
Admiral Ship Supply, Port Townsend  
Marine Trades Association

**Heidi Haney**  
The Tippy Gypsy

**Brian Kuh**  
EDC Team Jefferson

**Luxmi Love**  
First Federal Bank –  
Port Townsend Branch

**Dena Marlett-Lopez**  
Sound Community Bank –  
Port Ludlow Branch

**Aislinn Palmer**  
Old Alcohol Plant, Bayside Housing

**Dana Petrick**  
Coldwell Banker Best Homes

**Scott Rogers**  
Aldrich's Market, Dogs-A-Foot

**Stephen Sklar**  
Edward Jones Financial

**Jessie Wedmore**  
Jefferson County YMCA

### Physical/Mailing Address:

Jefferson County Chamber of  
Commerce  
2409 Jefferson St., Port  
Townsend, WA 98368

*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)*



## NEW MEMBER SPOTLIGHT

### RH Mittet

While relatively new to Jefferson County, master carpenter RH Mittet has spent decades honing his craft of remodeling commercial and residential spaces large and small.

Trained in carpentry and cabinet building in Norway, Mittet's 30 years of experience ranges from completing projects for Boeing and installing fiber optics

#### RH Mittet

Licensed and Bonded  
Contractor

Jefferson County Home  
Builders Association Member

rhmittet@gmail.com

360-643-0333

for television studios to working at an architectural firm as well as on high-rises for Baugh Construction (now Skanska Construction) for a decade. He spent the last several years as a project manager and foreman with various custom home firms in Washington, Florida and North Carolina, before relocating to Jefferson County a few months ago.

Now focused on remodeling and tenant improvements for residential and commercial buildings, Mittet's recent projects include complete kitchen and bathroom remodels and building a 2,000-square-foot deck. With woodworking, tile installation, carpentry, residing, and paint and stain among his range of services, he can also match existing styles from colonial to modern.

With a service area stretching

across Eastern Jefferson County, Mittet is a largely one-man operation who likes to take on a single job at a time. With attention to detail – big or small – being of utmost importance, he ranks honesty, punctuality, jobsite cleanliness and customer satisfaction among his top priorities.

"I like to build a project on paper first, and the scope of work and what the customer expects being in the contract is really important," Mittet said. "For me, it's about customer satisfaction – that their expectations are met with what they envisioned."

To that end, Mittet said he likes for customers to be involved with project details and decisions because it offers a sense of empowerment and control.



Contractor RH Mittet specializes in remodeling and tenant improvements for residential and commercial buildings, with recent projects including this complete kitchen remodel. Courtesy of RH Mittet.

In addition to pre-construction consulting as well as design work, Mittet is also available as an owner's representative whereby he serves on a homeowner's behalf in overseeing that other contracted projects are completed in accord

with the contract.

"Everything being on the up-and-up is very important to me," Mittet said of his work philosophy. "If you need a permit, you need a permit."

## MEMBER GUEST COLUMN

Continued from pg. 1

**Launching the adjusted prices coincides with a new requirement by the national Centers for Medicare and Medicaid Services (CMS) which also took effect Jan. 1. The rule requires all hospitals to post prices online and update them annually.**

Jefferson Healthcare's analysis of pricing and eventually their adjustment was accomplished to ensure that prices are fair, competitive and comparable to other hospitals in the region, and reflective of the resources needed to provide each service. Resources include staffing, time, equipment and materials used for service. Every line of the list of prices and corresponding procedure codes (called the Chargemaster) was reviewed.

Given their proximity, Jefferson Healthcare looked at Olympic Medical Center in Port Angeles and Harrison Medical Center in Bremerton. Also in

the mix for comparison were Seattle area hospitals Harborview Medical Center, Overlake Hospital Medical Center, Providence Regional Medical Center Everett, Swedish First Hill Medical Center, University of Washington Medical Center, and Virginia Mason Medical Center; and St. Joseph Medical Center and Tacoma General Hospital in Tacoma.

As the result of the review, some prices increased, although many more were adjusted down.

Whittington said patients will pay more for trips to the emergency department, for example, but that the price change is to keep Jefferson Healthcare in line with prices at other emergency departments. Also, visits to the emergency room are often associated with diagnostic tests such as lab work or an MRI – which will cost less, sometime as much as 10-25 percent less.

Ultimately, the net effect is

a 2.1 percent increase across thousands of price codes. Typically, hospitals increase their prices 3-6 percent per year.

"We're pleased to have tackled this recalibration with an overall increase lower than the market trend," Whittington said.

As a public hospital with lower tax support compared to other public hospital districts, the goal was to set prices at a sustainable level to ensure that vital services to the community are maintained.

"Providing care for our community is the reason we are here," Whittington said. "That being said, we understand people have a choice for their care."

She said the hospital doesn't want cost to be a barrier to people deciding on Jefferson Healthcare for their health needs. "We want to be their choice."

Jefferson Healthcare's revised prices are now posted on the Jefferson Healthcare website,

jeffersonhealthcare.org. Patients may learn about the prices by finding the link "Jefferson Healthcare Pricing Chart" under the frequently asked questions in the "Pay My Bill" tab.

The list can be a useful tool to understand prices, although most services involve a combination of prices. Whittington indicated it is important to realize that in many cases it might be impossible to predict final charges because of variables that affect services. Patient obligation varies by payer and can include copays, coinsurance, or other types of patient responsibility. Insurance companies determine the

portion of the bill for which the member is responsible.

Posting all prices is part of a nationwide effort to improve transparency. Knowing service prices might assist some patients, but the reality is that this much raw information might be confusing to many users, Whittington said.

The team of Jefferson Healthcare financial counselors is available to help answer questions and guide patients and families toward a better understanding of the new prices. For help, or a cost estimate, contact the financial counseling team at 360-385-2200, extension 2267.

# Jefferson Healthcare



## MEMBER SPOTLIGHT

# The Bishop Victorian Hotel & The Swan Hotel

While one offers an immersive historical experience and the other modern coastal charm, The Bishop Victorian and Swan Hotels are two of Port Townsend's most popular and distinctive downtown, upscale accommodations. Under the umbrella of Rainshadow Properties, Inc., the two hotels have been owned by Joe and Cindy Finnie for the past 25 years. And, for the past decade, the Bishop Victorian has remained ranked the No. 1 hotel in Port Townsend on TripAdvisor, while the Swan has more frequently than not followed closely behind at No. 2.

### The Bishop Victorian Hotel

Step back in time and unwind in the warm hospitality of The Bishop Victorian Hotel – a unique, three-story brick Victorian-era building completed in 1891, with a history of its own. Guests immerse themselves in the timeless charm of the historic hotel in one of its 15 distinguished fireplace suites with private baths and kitchenettes. All are furnished with turn-of-the-century antiques, while maintaining comfortable, modern amenities.

Located just a short stroll from the bustle of Port Townsend's Water Street, the Bishop Victorian is a relaxing hotel that offers guests the

perfect retreat or romantic getaway. With a quiet atmosphere inspired by and reminiscent of many country houses in England that the Finnies enjoyed during their travels, guests can also enjoy the award-winning Bishop Victorian Gardens as a place to wander, sip wine, or enjoy morning coffee in the gazebo.

### The Swan Hotel

Guests have called this seaside hotel a "home away from home" since 1992. Its beautiful guest rooms provide the perfect place to unwind between fun outings and time spent out and about town. Each of its 13 guest rooms is decorated and furnished in a way that com-

bines colorful, modern aesthetic with seaside charm. Grab an Adirondack chair on one of the outdoor decks and relax in the maritime atmosphere. The Swan Hotel provides the casual, coastal comfort that you are looking for in a seaport town getaway.

With pine furnishings and decorated in the subtle blues and greens of the Salish Sea, The Swan Hotel has a nautical vibe and is located near the Northwest Maritime Center. The hotel's Penthouse Suite, which sleeps eight and includes two bathrooms and a full-sized kitchen, boasts unparalleled views of Admiralty Inlet and the Point Hudson Marina.

### Hearts Atwitter for February Mixer

With a Parisian/love theme planned, the Bishop Victorian Hotel will host the Jefferson County Chamber's February Business after Business Mixer. Consider combining business with pleasure by bringing your valentine to this mix-and-mingle event on Tuesday, Feb. 12 from 5:30-7 p.m. at the hotel, 714 Washington St. in Port Townsend.

For more information about the Bishop Victorian and Swan hotels, visit [bishopvictorian.com](http://bishopvictorian.com) and [theswanhotel.com](http://theswanhotel.com).



### The Bishop Victorian Hotel

714 Washington St.,  
Port Townsend  
[bishopvictorian.com](http://bishopvictorian.com)  
360-381-7048



### The Swan Hotel

222 Monroe St.,  
Port Townsend  
[theswanhotel.com](http://theswanhotel.com)  
360-385-1718

Owned by Rainshadow Properties, Inc., the distinctively charming Bishop Victorian Hotel (left) and Swan Hotel have consistently ranked among the top hotels in Port Townsend on TripAdvisor. Courtesy of Rainshadow Properties, Inc.



# MEMBER SPOTLIGHT

## 1st Security Bank

1st Security Bank has roots in the Puget Sound region since 1936, and is a proud Washington state community bank. We live in the communities we serve, which is why our branches are uniquely tailored to, and involved with their communities. We offer deposit and loan services, as well as mortgage loans with competitive rates, but that's not the only reason residents have voted 1st Security the Best Bank in Jefferson County two years in a row in the *PT Leader's People's Choice Awards*. We believe that relationships make the difference, and that's what sets 1st Security apart.

### Port Townsend

**Wendy Duede**, a lifetime Peninsula resident, is Sales Manager and the Branch Manager for Port Townsend, and has lived in PT for 20 years. Wendy reflects the values of 1st Security by giving back to the community as a volunteer for many local causes. You might see her around town volunteering with the Soroptimists, the Rhody Parade, the Old School 4th of July or Girls

Night Out to benefit the Main Street Program. With 25 years of banking experience, taking good care of her customers is a top priority.

### Hadlock

**Anita Schmucker's** family has lived in the Chimacum/Port Townsend area for four generations – she graduated from Port Townsend High School just like

her granddad. Anita, Hadlock's Branch Manager, makes sure her customers' financial lives are secure and stays one step ahead to help them plan for financial success. As a proud member of her community, she has been chosen the county's Best Banker two years in a row in the *PT Leader's People's Choice Award*. Anita volunteers with the North Olympic Salmon

Coalition, Holiday Meals, Foster Supports, the Hadlock Block Party, the All County Picnic, and many other nonprofits and events in the county.

### Business Banking

Both branches specialize in business banking, and have a menu of products and services to help businesses grow and thrive. A free account analysis is available by just making an appointment.

1st Security's Hadlock branch was recently remodeled, and the Port Townsend branch is beginning a remodel that will be complete in April 2019. 1st Security remodeled its other Olympic Peninsula branches in 2018, demonstrating a commitment to our customers and communities on the Peninsula. Both Anita and Wendy invite you in for coffee and a look around at the new facilities



Hadlock Branch Manager Anita Schmucker volunteering at 1st Security Bank's booth at the All County Picnic, one of many community events the bank participates in throughout the year. Courtesy of 1st Security Bank.

### 1st Security Bank Port Townsend Branch

Wendy Duede, Sales Manager  
& Branch Manager  
734 Water St., Port Townsend  
360-385-1885

### 1st Security Bank Hadlock Branch

Anita Schmucker,  
Branch Manager  
10 Oak Bay Road,  
Port Hadlock  
360-385-1891

## Ribbon Cutting & Grand Re-opening

Thursday, February 7 @ 4:30 p.m.  
1st Security Bank – Hadlock Branch,  
10 Oak Bay Road, Port Hadlock

# 1ST SECURITY BANK

Member FDIC | Equal Housing Lender

## With Our Thanks

The Jefferson County Chamber of Commerce extends its appreciation to  
**Tarboo Fire Extinguishers**  
for sponsoring our Chamber Luncheon in January and  
**Avamere at Port Townsend**  
for hosting our Business after Business Mixer on January 8.

Creative | Print | Web | Signs | Mailing

**SIMPLE. EASY. AWESOME.**

1-STOP SERVICES FOR YOUR BUSINESS

**Printery**  
COMMUNICATIONS

631 Tyler Street | Printery.com | 385.1256

## MEMBER SPOTLIGHT

### Full-Circle HR

Gigi Callaizakis and Betsi Farrell started Full-Circle Human Resources in October 2013. When Betsi moved to Seattle, Gigi continued the business. Today, Full-Circle Human Resources is a team of three Human Resources professionals with diverse and unique skill sets. Along with Gigi, Carolyn Pedersen and Lindsay Anderson work with various organizations on the Olympic Peninsula and occasionally in Oregon, California and Colorado. Each of us has come to the Olympic Peninsula with an interest in serving Human Resources needs in our community. We appreciate that employers, particularly small employers, do not always have the capacity and expertise in-house to handle the complexities of Human Resources. We hope to provide this expertise affordably and in a way that meets the needs of your particular culture, company size and type of operation. To learn more about each of us, read on.

#### Gigi Callaizakis

Gigi brings over 30 years of Human Resources Generalist experience working with small and mid-sized organizations in the For-Profit and Non-Profit sectors. The majority of her experience was acquired in Colorado, but she has been serving local clients on the Olympic Peninsula since she moved here in July of 2006. "I particularly enjoy the employee relations aspect of this work. I find it important to understand how each person brings their whole self to the job and, with that understanding, how to help facilitate a good working relationship that strengthens the unity of the organization," says Gigi.

#### Carolyn Pedersen

Carolyn brings 20 years of Human Resources experience; working with small to medium sized entrepreneurial and high growth companies, private and

public entities and educational organizations. She started her career in Seattle and has worked with companies in California and Colorado before making her home in PT in 2015. Carolyn enjoys working with company leadership to provide thoughtful, results-focused support and HR services, from recruiting and onboarding, to performance management and employee retention, with the goal of aligning business objectives with a happy team.

#### Lindsay Anderson

Lindsay joined Full-Circle HR in 2018, with a diverse management background in the non-profit sector. A couple years after a career change into human resources, she cut her teeth in HR management in the public sector in Kitsap County, developing a strong foundation in legal compliance, labor relations, and employee relations. "I've always loved puzzles,



With more than 50 years of collective experience in human resources between them, the staff of Full-Circle HR includes (left to right) Carolyn Pedersen, Gigi Callaizakis and Lindsay Anderson. Photo by Steve Moore.



which is why I love HR," says Lindsay. "Not a single HR scenario is the same; whether applying the law or navigating an employee issue, every situation requires attention to detail, intuitive strategy, and creative problem-solving."

#### Full-Circle HR

PO Box 2070, Port Townsend

[www.full-circlehr.com](http://www.full-circlehr.com)

[Gigi@full-circlehr.com](mailto:Gigi@full-circlehr.com)

[Carolyn@full-circlehr.com](mailto:Carolyn@full-circlehr.com)

[Lindsay@full-circlehr.com](mailto:Lindsay@full-circlehr.com)

360-385-9800

## MEMBER NEWS

### JCHBA 2019 Home Show

Join the Jefferson County Home Builders Association (JCHBA) for the **2019 Home Show on Saturday, March 2 from 9 a.m.-4 p.m. at Blue Heron School**, 3939 San Juan Ave. in Port Townsend.

There is no entry fee, and builders, design professionals, inspectors and horticultural professionals will be on-hand to answer any questions about your home and how to maintain it.

The Home Show focuses on current trends featuring cabinetry, masonry, insulation, universal design, solar power and home automation technology. JCHBA has also partnered with several groups to provide additional information on energy, electricity and conservation, which can be seen in several electric vehicle displays and presentations.

As real estate values jump and the demand for homes

increases, it is imperative now more than ever to maintain the personal investment that is your home. Find event details at [jeffcohomebuilders.com](http://jeffcohomebuilders.com).



### focusPLAN Business Planning Course Presented by EDC Team Jefferson

**When:** Thursday Evenings, March 7 – May 16, 2019

**Where:** Business Resource Center, 2409 Jefferson St., Port Townsend

**Tuition:** \$225 (Partial refund for business plan completion)

**Registration Open:** [www.edcteamjefferson.org/business-planning-class](http://www.edcteamjefferson.org/business-planning-class)

**Sponsor:** Herbert B. Jones Foundation



[edcteamjefferson.org](http://edcteamjefferson.org)  
[admin@edcteamjefferson.org](mailto:admin@edcteamjefferson.org)  
360.379.4693

Advertise With Us!  
Port Townsend Leader  
360-385-2900



## RISING ENTREPRENEUR

Our local companies never cease to amaze us with their innovation and the broad reach of their products and services – regionally, nationally and internationally. Each month, we will highlight a local business that is an innovative and rising sector leader whose entrepreneurship is expanding and adding to the local economy and strengthening our workforce.

# Wildflower Landscaping LLC

Despite being a second-generation family business founded over 30 years ago, Wildflower Landscaping LLC, under the leadership of owner Jess Norton, is still finding ways to raise the bar and expand the scope of landscaping. A drive through Port Ludlow reveals many landscapes installed by Jess and his mother, Wildflower's founder Ann Norton, dating back to the 1980s. Wildflower still maintains several of them, despite the properties having sold again and again.

From maintenance to irrigation to new construction, Wildflower brings together traditional landscape design and materials with innovative custom-fabricated solutions like Corten steel edging, cut and welded on-site to hug just the right curves or engineered stone patios designed to tuck perfectly into the topography, connecting the yard and the home and bringing the inside outside. Operations Manager

Christina Tinling sums it up, "Nothing is too big or too little. We pull weeds by hand, and we break ground with heavy equipment so you can begin work on the homestead of your dreams."

These more ambitious installations require a broader team of experts, so Jess saw the opportunity to grow by bringing in subcontractors. Their contracting efforts extend all through our community, involving arborists, electricians, carpenters, and other landscapers. Even though Wildflower is now a fully licensed and bonded general contractor, their efforts are still confined to the needs outside the walls like decks and patios. As Jess likes to quip, "I'm not housebroken. I only work outdoors."

Even while directing construction of impressive spaces, Wildflower stays true to their roots. Jess and Christina still hand select the perfect specimens for their clients' taste,

often traveling hours to just the right nursery to find them, and their team of local talent still put in the time and effort to keep "saving the world, one landscape at a time."

**WILDFLOWER  
LANDSCAPING**  
COMMERCIAL . RESIDENTIAL  
INSTALLATION . MAINTENANCE  
**360.301.9633**

### Wildflower Landscaping LLC

Jess Norton, Owner

Christina Tinling,  
Operations Manager

PO Box 455,  
Chimacum, WA 98325

wildflowerlandscaping@  
gmail.com

360-301-9633



Up at dawn, Wildflower Landscaping's crew of (left to right) Walt Kaylor, Alma Holdaway, Jess Norton, Travis Stiles and Michael Joyner prepare to head out for the day. Courtesy of Wildflower Landscaping LLC.

## VOLUNTEER SNAPSHOT

# Frank W. Garred

### Began as JCCC Volunteer: 2019

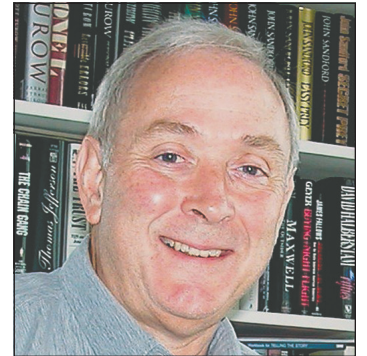
Frank W. Garred is a retired Washington state newspaper publisher/editor/reporter, owning and operating community newspapers on the Olympic Peninsula between 1967 and 2002. He joined the Chamber as a volunteer in January.

Garred served as board member, officer and president of the Port Townsend Chamber of Commerce in the early '70s.

After earning a Journalism Degree at the University of Washington in 1958, Garred served in the Army as an infantry officer in Korea and at stateside posts prior to joining the news staff of the *Aberdeen Daily World* in December 1960. He was a reporter and editor from 1960 until 1967 with daily and non-daily newspapers before purchasing the *Port Townsend Leader* newspaper in 1967 from the Richard McCurdy family here.

In Port Townsend, Garred co-chaired the Rhododendron Festival Committee two years with Uptown barber Fred Lester, served as interim coordinator for the United Way fund drive one year, was a founding member of the Rhody Run Committee, serving on its successor Port Townsend Marathon Association board several years, and as race-announcer in more recent years, "retiring" in 2016.

Along the way Garred's professional career extended beyond Port



Townsend to include service with state, national and international Journalism organizations, education institutions, and statewide advocacy groups related to government transparency: access to open public records and meetings.

Frank and wife Patricia – a collaborative union of 60 years – continue life in Port Townsend, still "newcomers." However, son Chris and daughter Susan, respectively in Dallas, TX, and Seattle with their families and pursuing professional careers, successfully completed their 12-year education obligations in the Port Townsend School District, becoming "almost old-timers."

"Returning to Chamber duty is a relief and a challenge. I look forward to helping visitors and other 'newcomers' discover what we enjoy here every day: a supportive community network of real people serving one another," Garred said.

## San Juan Villa

Memory Care  
Community



112 Castellano Way  
Port Townsend, WA  
360-344-3114  
CaringPlaces.com

Providing life enrichment  
in a secure environment  
for those with Alzheimer's  
Disease and other  
forms of memory loss.



Jefferson County  
Chamber of Commerce  
2409 Jefferson Street  
Port Townsend, WA 98368

PRSR STD  
U.S. Postage Paid  
Port Townsend, WA  
Permit No. 34

## MEMBER NEWS

# New Owners Join Madrona MindBody Institute

Madrona MindBody Institute (MMI) co-founder and owner Aletia Alvarez is pleased to welcome two longtime contributors to the ownership team of the renowned center for conscious living and the moving arts at Fort Worden. enters its twelfth year of mindfulness and movement, this new ownership structure will help ensure a strong and vibrant institute well into the future," says Alvarez.

Two local faculty who have been deeply involved in MMI's growth, yoga instructor Renee Klein and Open Floor instructor Anneli Molin-Skelton, are joining Alvarez as co-owners and managers of the business, which was founded in 2007. Fellow co-founder Allison Dey will continue in her role as creative director and Nia instructor. "As Madrona

"We are thrilled to become part of the Madrona leadership, and look forward to sharing our energy and love of Madrona with the entire Madrona community," say Klein and Molin-Skelton.

In recent years, MMI has boasted more than 9,000 participants annually. Learn more and explore MMI's classes, teacher trainings, and events at [www.madronamindbody.com](http://www.madronamindbody.com).

# MADRONA MINDBODY

Place label here

## CHAMBER MIXER

Join Us for a  
**Business after Business Mixer**  
Featuring a Parisian/Love Theme

**DATE & TIME**

**Tuesday, February 12**

**5:30 – 7:00 p.m.**

**LOCATION**

**The Bishop Victorian Hotel**  
714 Washington St., Port Townsend



Thank you for your ongoing support of the  
Chamber and our Community

## President's Circle



Fort Worden  
— PORT TOWNSEND —  
A HISTORIC GATHERING PLACE



The Port  
OF PORT TOWNSEND  
SERVING ALL OF JEFFERSON COUNTY

## Extreme Visionary



## 1ST SECURITY BANK

NISSAN Commercial Vehicles



Innovation that excites

**DAN WILDER NISSAN** You Can Count On Us!  
360-452-9268 • 888-813-8545  
[www.wildernissan.com](http://www.wildernissan.com)

OUR WORKFORCE  
TOUGHER THAN ANY JOB

Distinctive, dependable,  
high-quality vehicles.



2018 NV<sup>®</sup> CARGO



2018 TITAN<sup>®</sup> XD<sup>®</sup>

**THE NV LINEUP**

America's Best Commercial Van Warranty  
**5 YEARS/100,000 MILES**  
BUMPER-TO-BUMPER LIMITED WARRANTY

DAN WILDER NISSAN  
KNOWS YOUR FLEET NEEDS

Wilder offers your business a  
complete fleet solution.



2018 FRONTIER<sup>®</sup>



2018 NV200<sup>®</sup> COMPACT CARGO