

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



DECEMBER 2020

Business Insider

Serving the Businesses and Citizens of Jefferson County

December Holiday Events

Due to continued safety guidelines, the Holidays in Jefferson County will be celebrated a little bit differently this year with social distancing and other safety measures in place, but there will still be plenty of good cheer to go around!

With that in mind, here are some of the events happening around the county:

The Port Townsend Community Tree lighting and Santa Visit will happen on December 5th and will be shared live via the Port Townsend Main Street Facebook page. There is also going to be enhanced winter lighting installed downtown and uptown to brighten the holidays all the way through February!

Furthering the Holiday enjoyment will be the Kiwanis Choo Choo, which won't be offering rides this year but will drive through town every Saturday in December playing Christmas Carols. Another program that benefits local children is the Toys for Tots event. On

December 5th the
Jefferson Transit

provides a bus for the "Fill-the-Bus with Toys" event. This year the Toys for Tots program is going to use the Safeway Parking Lot as their collection point. The Chamber office is also one of their major collection sites and they keep it open for those late toy donations.

There will also be a Merchant Window decoration contest with winners being chosen on the Small Business Saturday Kick-off. This year's Window contest theme is Woodland Creatures. Merchants that have signed up to participate in the theme will hide a woodland creature somewhere in their window display and a hunt will be put together for kids and families to track the woodland creatures they find.

The local schools will be supplying sign up lists for Zoom calls with Santa Claus! So have your kids be on the lookout at school for a chance to sign up for a talk with St. Nick!

The Jefferson County Historical Society will be hosting a Virtual Holiday History Happy Hour on Dec 18 at 5 p.m.

Bartender Sophia Elan from the In

Between will be mixing up a cocktail tutorial, and Herron Scott of the Port Townsend Woodworking School will lead everyone through construction of a gingerbread house in the style of the historic Port Townsend home, the Rothschild House. Shelly Leavens, Executive Director of the JCHS, will give a history of the Rothschild house and a descendant of the family will come on to talk about traditions. The event is free to the public!

However you celebrate the Holidays, we hope you enjoy the many festive events around Jefferson County!



Supplement to the
NOVEMBER 25, 2020

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

DIRECTORS REPORT

VIC Consolidation with City of Port Townsend

When several thousand sailors were marching through the Visitor Center late in February meeting their families, bringing energy, enthusiasm, and a tour-



Arlene Alen

ism cash infusion to our mid-winter season little did we know what was to follow shortly after.

Rumors of a virus were around, stories coming out of some government channels, but no major announcements or disruptions and a great deal of governmental and organizational discussion around the various scenarios being proffered. Then life got more interesting for all of us. We had many states, including Washington issuing "Stay Home, Stay Healthy" type orders. Declaring travel, already suspect virtually off limits. For a County and a City deeply and historically rooted in tourism, this was a crippling blow to our multitude of small businesses and hospitality organizations serving this market segment as well as the rest of our

communities.

We went from almost 5000 visitors one month to less than 100 the next at the Visitors Information Center and was forced to place our dedicated and loyal long-term volunteers on what we thought would be a "short hiatus" as they were all in the at risk category. That move, kept them all Staying Home and Staying Healthy but left us with a massive void that needed to be filled by the paid Chamber staffers. A very different business model and knowledge base. We adjusted. We served the visitors and locals and fulfilled our contracts with local governments and organizations.

The reality of the situation did sink in over time, with the depth and longevity of the project uncertain however there was the reality check that nothing anywhere, including at the Chamber would be the same again. As we were revising the Chamber and our plans for 2021 and producing educational programs to assist local businesses in migrating through their necessary pivots toward a reengineering and

revitalization we had to also look at the VIC.

Our visitors had been changing over time, with different expectations and leaning heavily on technology and our visitor solutions could be reengineered. The City of Port Townsend, for whom we run the Visitor Center and serve as their Destination Marketing Organization (DMO) were also looking at reengineering our relationship to adjust as the Lodging Tax funds which in part promote the VIC had dropped significantly and were scheduled to remain low for an unknown, but not short-term time frame. In putting our collective heads together, with a much smaller City budget and investment in tourism, less marketing and less services to be requested by the City changes were necessary. We realized that we already had a more elegant solution discussed internally that would have been years off, and now along with some timely modifications our new plan.

So the City and the Chamber of Jefferson County revised and restructured and are now reengineering a new footprint, a new model, enhanced capabilities, lower cost and a new Community Concierge program. You'll see us, hopefully soon, emerging from Phase 2 into Phase 3 when it is safe to do so with a smaller, but more useful visitor Center and online chat to answer with immediacy questions from the web and email, where 75% of our current queries are initiated. We have a staffer, that as part of their assigned responsibilities is coordinating our

visitor efforts. Answering web inquiries, phone calls, emails and drop ins as well as helping maintain the rolling racks and collateral packets we have at our front door kiosk daily along with low contact curbside delivery if requested. For 2021, we will be starting our Community Concierge program, inviting past volunteers and new community evangelists with targeted areas of expertise, foodies, agritourism, kayaking, sailing, hiking, kids activities, the music scene, art, R & R and more to learn more and with even an hour or two a month, you can contribute to the revitalization of our community and greatly enhance our visitors experiences as well as the ability to leverage your expertise and skills with other organizations and businesses throughout the County.

We are excited about this opportunity to revitalize our programs and the experiences of all our residents and visitors and invite you to watch us grow! Check out both the Chamber website www.jeffcountychamber.org and EnjoyPT for updated information. Our virtual events including the Newcomers Welcome Meet-Up were met with great enthusiasm as are our Chamber Cafes on the first and third Friday of each month with guest speakers from government, organizations and the business community. We invite you to join in the community conversation-it's free and no memberships are required!



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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.

PRESIDENT'S REPORT

Passing the gavel to Richard Tucker

It has been an honor to serve as President of the Chamber's Board of Directors these past two years. It is also an honor to pass the gavel to incoming president, Richard Tucker.



Karen Best, Coldwell Banker Best Homes

You may already know Richard in his role as Executive Director of the Jefferson Land Trust. The Chamber and I look forward to Richard taking the helm. I know he will provide outstanding leadership.

There is no doubt this year has been defined by Covid-19. The pandemic has presented some huge challenges and changes in how we do business; no in-person meetings or events including our luncheon meetings and business

after hours. We had to close the Visitor's Center, due to State restrictions, means we no longer get to see or interact as often with our wonderful VIC volunteers.

With Covid-19 also came opportunity. Arlene Alen, our Executive Director, and her capable staff, have become Zoom experts. Arlene developed and hosts a bi-weekly Chamber Café held Friday mornings via Zoom, which covers a variety of topics with a wide range of business and nonprofits are regularly featured. Chamber Café is open to members and nonmembers alike.

We collaborated with Jefferson County and the City of Port Townsend on Jeffco Cares, which is a pledge from business owners, employees, residents and visitors to keep the focus on community wellness as we all work TOGETHER to strengthen our economy and celebrate our resiliency. Together with a Maskie Award program, Arlene received national recognition for her marketing efforts on this effective

campaign.

We are working on not only what we can do now for our business community but also on how we can provide ideas and programs to help promote recovery for the time when Covid is in the rear-view mirror. Our work is important, fulfilling and very needed. Post Covid we look forward to building our Ambassador program and expanding our board of directors. We would love to talk with you further if collaborating with our business community and leaders is of interest.

I want to thank Arlene Alen for her amazing knowledge base and tireless energy on behalf of the Chamber and our community. A big thank you to my fellow board members for their commitment and skill set. A special thank you to Vice-President of finance, Sarah Hadlock who due to term restrictions must leave the board this year and to Board members Scott Rogers, Cammy Brown, Brian Kuh, Aislinn Palmer, Stephen Sklar and Candice

Cotterill for their ongoing community engagement

I have learned so much from each of you and I so appreciate the opportunity to have served and to continue this year in my Past President role working with you all.



DIRECTORS REPORT

The Social Entrepreneurship Membership Program

Chamber 2021 & Beyond

It's been made clear that dealing with the short and long-term results of this pandemic will take a village and that working together for the common good is one of the things we have been agreeing on in Jefferson County since this COVID crisis overtook our lives and businesses.



Arlene Alen

Our members and community partners have made it quite clear that investing in our community is as important to them as it has been to the Chamber. Our community engagement started early March in a new expanded direction of classes, workshops, Chamber Cafes and increased marketing opportunities with new publications and additional benefits available to all and more. Why not combine our membership plan with the opportunity to have every member contribute to the greater good-our communities revitalization and sustainability and to help our small businesses and nonprofits?

We'd love to and did! Thanks for all the suggestions and your affirmation. We know it's important to our

community to grow more businesses and if we can provide seed money or scholarships that can help them or sponsor them for Chamber membership or help a nonprofit become a viable profit reinvestment center, we will have done well. Toward this end, a portion of every membership investment will be placed in our Community Development Fund 2021 & beyond. This fund will be utilized to take our mission to action.

The Mission: to Stimulate a vital economy by promoting, informing, connecting and advocating for business.

We'll put those funds to work locally through membership sponsorships, nonprofit support, educational opportunities, business workshops speakers and leadership development, micro-loans, business resources, community sponsorships, and connecting the community resources and enthusiastically promoting the Jefferson County community and businesses.

Additionally, some of our membership tiers will be renamed and as your anniversary comes due, we'll be showcasing you and your company as well as providing you with some new benefits at most levels. We'll be providing more marketing opportunities both internally

and externally as well as speaker content and workshop potentials. Additionally, our Master Minds Mentoring group will be seeking motivational leaders and subject experts to showcase regularly. It feels like it's a great year coming for our business community. While perhaps not the perfect year we might have hoped for in a pre-COVID universe, a better year with a positive future. Of course as we begin, when we are able, to reincorporate some live events, those opportunities will be presented to members first. We are going to partner with you and your business every step along the way to help you build that business and our community.



MEMBER UPDATE

American Legion

For the majority of the past year, the Marvin G. Shields Memorial Post #26, American Legion Hall in Port Townsend has been closed due to the pandemic. Luckily, scheduled work had already been completed prior to the shutdown. "The bulk of our renovations were completed last year, like putting up the soundboard for the ballroom," said Robert Saring, Hall Manager. "Then Covid hit, and that was that."

With activities suspended at the Hall due to the Governor's guidelines, Legion members came up with creative solutions to continue renovations. One such project is the

installation of solar panels.

"We've raised the money and signed the contracts and hopefully we have them up by December," shared Robert. "We had a member here (Mike Loriz) who put them up on his house and he said 'hey, I'll do the footwork to try to get the money raised' and he kind of just did it."

"We won't be paying electricity," continued Robert. "It should cover our electric bill. We all kind of jumped on board to have it done, our entire roof is going to be solar panels, which we were all psyched for. We want to get the idea out that the American legion is progressive

enough that it has solar panels on its roof!"

Another long gestating project was the replacement of stolen bronze plaques from memorials around town. The Legion Hall worked with the Daughter's of the American Revolution to replace a plaque that was dedicated to Marvin Shields, and a plaque at Memorial Field as well. The DAR also helped with landscaping at the Legion Hall.

"The next step is getting a bench for our memorial area here and eventually we are going to talk to the Seabees about replacing the memorial that is out there right now," said Robert. "That will be down the road a little bit."

The Legion Hall has also had to adjust the way they operate the homeless shelter in the basement of the Hall due to the impacts from Covid. Typically a Winter shelter, the months of operation have expanded year round.

"We felt it was important to keep open because of Covid," said Robert. "The problem with only having a winter shelter was there is no housing available, and the housing that is available takes a long time to get into. By the time housing comes through, the shelter is already closed, so they lose that opportunity for place to stay while they wait for housing."

As so many other businesses and organization have, the American Legion Hall has had to adjust the way it keeps up with its members.

"We've been doing a lot more buddy checks to make sure all our members are checked up on. We're basically trying to do what we can to get through this and get back to normal," said Robert.

Even though their on site activities have mainly ceased, the American Legion Hall plans on continuing functions it keeps up with every year, such as giving away four scholarships, and managing a veteran's assistance fund for local vets in need.



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NEW MEMBER

Dr. Alexandra Murphy

Clinical Psychologist

Resiliency in children and families has made Dr. Alexandra Murphy, Port Townsend's newest clinical psychologist specializing in mental healthcare for children, very hopeful.

She shared, "Despite all the challenges our community is facing, families have still been able to find creative ways to support their children's wellbeing."

Alexandra Murphy grew up on a small island in Florida that she feels is similar to Port Townsend in many ways. As a young teen, she loved volunteering at Paul Newman's Serious-Fun camps for children with chronic and terminal illnesses. "I decided to pursue a PhD in child psychology in order to support families who are coping with chronic medical conditions," she explained, "I did my doctoral research in pediatric oncology at Vanderbilt University, then completed my residency and fellowship at University of Washington and Seattle Childrens Hospital, working with children and teens coping with anxiety, depression, and PTSD."

She and her partner (a medical physician) recently moved to Port Townsend. "We loved the idea of growing a family in a small, supportive community, and it reminded me a lot of the community I grew up in. Knowing that it is often difficult to find behavioral health services in smaller towns, I was also excited about the possibility of serving youth and families on the Olympic Peninsula."

Dr. Murphy recently started a child psychology practice here in Port Townsend. "I love collaborating with young people and their

parents in therapy, and I believe that therapy is most impactful when therapists and clients work together as partners," she shared, "My goal is to make sure that clients feel heard and validated, develop skills that can help them navigate stressful situations, and feel empowered to set and achieve exciting goals. I am dedicated to culturally competent and compassionate care that affirms the whole person."

One of the most exciting parts of her job is applying findings from clinical research to practice. For example, her doctoral research focused on determining how families communicate about stressful life events, and identifying resiliency factors that reduce risk for anxiety, depression, and post-traumatic stress in kids. She believes research should always inform clinical practice, so that children and families can get the most out of therapy.

Dr. Murphy recently had the opportunity give a talk for Salish Coast Elementary about building mental health resiliency in children and she provides diagnostic assessments at MCS Counseling (located in Port Townsend & Silverdale). "I'm excited to be a part of MCS's mission, as they provide so many important mental health services for our community."

Most psychologists have moved to telehealth. Not only does research show that telehealth is as effective as in-person therapy, but by embracing telehealth, Dr. Murphy believes she is able to reduce barriers to access to mental health care for families.

Dr. Murphy has authored over 30 peer-reviewed

research articles & book chapters, and in her free time, enjoys sailing, gardening, and spending time with her family and dog, Jack. Although COVID-19 has impacted everyone's mental health, Dr. Alexandra Murphy is hopeful about a few silver linings.



Dr. Alexandra Murphy - Clinical Psychologist

Dr. Alexandra Murphy **Clinical Psychologist**

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RISING ENTREPRENEUR



Port Townsend has the reputation of businesses helping each other to thrive. Turn Point Design is one of PT's essential "keystone" businesses on which many designers, kit companies, boat shops, and schools rely, here and further afield.

Shop owner, Brandon Davis, sees his business as 'enabling technology'. "What we do allows small shops to compete with larger shops by enabling them to take on larger projects than they might otherwise," he explains, "We cut kits, make molds & tooling for composite parts, and specialize in resin infusion, primarily serving the transportation sector. Our accounts are mostly business to business."

Raised in Seattle, Brandon studied pre-med engineering & genetics. At 19, his first boat, a Hobie 14 Turbo, completely hooked him on sailing. After college, he went to sea as a Fisheries biologist working on commercial & research vessels in the Bering Sea,



West Coast & Southern oceans. When he met his wife Shannon, they hosted sailing & kayaking tours in the San Juan islands. After that, Shannon started working for the Friends of the San Juans, and Brandon, already proficient in 3D CAD (Computer Aided Design) bought a CNC machine (Computer Numerically Controlled router) as a logical next step toward creating high-end boat parts, but also cabinets, dimensional signs, sculptures, and anything else to pay the bills.

In 2008, Brandon and Shannon moved their family to Port Townsend, drawn here by the active marine trades and maritime culture of the place. The NWMC was just taking shape and Brandon, "wanted to be part of a community that could come together to build something so great."

He set up shop making molds, tooling, & parts for BMW-Oracle's America's Cup boats. Business grew. Brandon then designed his 5000 sq.ft LEED (Leadership in Energy & Environmental Design) enhanced building that houses a workshop of innovation & creation. On a typical day, the CNC machine cuts boat kits while vacuum pumps infuse parts for the aerospace industry. In the back room, projects take shape in and out of molds. "What I love most about Port Townsend is the opportunity to collaborate with such a diverse group of out-of-the-box thinkers!" Brandon exclaims, "It is incredibly rewarding to put our heads together to find the best way of tackling a challenging project – lots of innovation keeps it fun and interesting - the polar opposite of an assembly line."

Making this kind of work more environmentally friendly is an ongoing challenge. Trying to reduce material waste has led Brandon to explore the use

of PET 100% recycled foam core as a boat building material, bio resins, and researching the perfect use for recycled carbon fiber. The company employs 4 to 6 people including a highly skilled shop manager and graduates from the NW School of Wooden Boat Building, "I really like working with the students from the contemporary boat building class," he says, "They are eager to learn, comfortable with a broad range of techniques to work on complex geometries and have great training in proper use of shop tools."

Lockdown has not meant slowing down. The pandemic has required a reduced crew and closed doors to the public, but the shop is busier than ever. There is a resurgence of people building things at home and Brandon predicts this trend will continue with boat kits. Together with Duckworks BBS and the NW Maritime Center they produced a successful virtual boat building class with more to come.

Over the last decade, the company has donated boats and machining time to local organizations, and since a CNC router is really a robot, Brandon works with the PT High School's Robotics class and even gave them a large 3 Axis CNC machine. The shop has also produced several original boats, sail, power, electric, and Stand-Up Paddleboards, many of which hold certain bragging rights in both the Seventy48 & Race to Alaska Races. These projects have been about exploring the concept of small boat simplicity and efficiency.

Small Craft Advisor Magazine's Josh Colvin says about Brandon, "He's so humble it took a while for me to realize just how unbelievably knowledgeable he is about all aspects of boat design and production. Working with him allows our company to punch above our weight, so to speak. I remember a time we were busy collaborating with Brandon on our first little sailboat kit when they flew him to New Zealand to help with an America's Cup boat. Whether it's a boat design or a unique product like our two-piece carbon-fiber oars," Josh continued, "Brandon can imagine it, draw it, and then produce it—usually lighter and more efficiently—and all with the perspective and sensibility of a waterman and sailor. For us, he and Turn Point make every crazy idea a real possibility. And that makes business fun."



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BOARD MEMBER THANK YOU



The Chamber
OF JEFFERSON COUNTY

Sarah Hadlock - Chamber Board Treasurer

Every once in a while a Board members impact on the organization they serve is unique, intense and long-lived. With Sarah Hadlock, CPA, CFP VP Finance/Treasurer of the Chambers Board, all that is true and more. For well over the two, three-year terms, Sarah has provided her business acumen, quest for excellence and dedication as a community volunteer to our Board and our staff.

She has served with several Presidents as well as several directors and through multiple governmental shifts all the while maintaining a firm grasp on the Chamber's financial life and reporting that status to the Board. More than that, Sarah and her company, The Business Guides have been sponsors of numerous events, written insightful and timely articles for the Business Insider and volunteered to host and speak at more occasions than we can even begin to remember. Sarah and her team have been valuable participants in Chamber life and in the governance of the organization for so long it's difficult to think that is ending

Growing up on the eastside of Seattle, Sarah dreamed of becoming a fashion designer or working in commercial arts. By the time she went to college, she suspected that being a professional artist was not her

future, and added economics and accounting classes to round out her major in studio art, with the idea of pursuing a career in arts administration. Her influences? Accounting is clearly part of Sarah's DNA. Her mother and uncle are both CPAs, she always had a great way with numbers and more importantly, process and financial concepts. For nearly the first decade after college, working for Seattle nonprofits allowed Sarah to combine all her passions - business, creative focus and service.

We'll miss her talents and skills and her humor. Yes, CPA's can be funny and fun! Rarely will staff write a note thanking a Board member, but here at the Chamber of Jefferson County Board we've come to depend on her commitment and celebrate the knowledge and experience she cheerfully brings to the table. We particularly thank Sarah for the additional work she's taken on everywhere in this community during this pandemic and in helping our members retool and reengineer their businesses through these challenging and unique times.

While the Chamber is losing a Treasurer, the community is not and Sarah will continue her Board service with several organizations she has been serving along with ours. We hope that someday, not too far off, Sarah



Sarah Hadlock - Chamber Board Treasurer

may once again rejoin the Chamber team. Until then, we are assured that the Business Guides and Sarah herself will remain engaged with the organization and most importantly their daily work, improving the business of our business community. We are so much better for knowing you! Bon chance, Sarah!

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WITH OUR THANKS

Thank You

to our November participants in the Chamber Café.

Thank You

Brian Richardson, Recovery Cafe Program Manager
for **Dove House Advocacy Services**,
for a great session where we were able to learn more
about this fabulous new program launching now.
The need for these services in our community has
continued to ramp due to the COVID environment.

Learn more - get engaged!



Habitat for Humanity East Jefferson County

is a happening place these days!
If you haven't yet, check out their
Online Shopping and Curbside Pickup!



Friday, November 20th

Thank you for a great session!

December:

Please Join us for the last scheduled
Chamber Café of the year, **Friday December 11th!**

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



Place label here

Due to the COVID-19 crisis, many
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as well as the Chamber have been
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