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LETTER FROM THE CEO

August 1, 2020, marks my fifth anniversary at EDASC in a position I am honored to hold. This period has enabled us to retool, streamline and refocus our efforts on business recruitment, retention and expansion, and capacity building. Look for EDASC's Top Ten of 2019 for more details on our exciting accomplishments from last year, starting with impressive business and job growth here in Skagit County. EDASC has assisted with expansions and relocations of existing companies, new locations, and grassroots business growth across the county. Our efforts to generate sustainable business growth extends to companies of any size, those already here and not yet here, in all business sectors, whether domestic and global.

As we enter the 2020s, allow me to express our deepest and abiding gratitude to all EDASC investors, public and private, large and small. You enable us to do the work that is so important to the long-term future of our businesses and our communities. We are ever grateful to the EDASC Board of Directors and the team that makes EDASC hum every day.

A hearty thank you as well to all those who over the years have devoted their time and talent to the activities of the EDASC Foundation. Now that EDASC and the EDASC Foundation have merged into a single 501(c)(3) organization, the members of the EDASC Foundation board have concluded their service. For all their many combined years of dedication to Leadership Skagit and other projects, we owe them

a huge debt of gratitude. Leadership Skagit continues as a program of EDASC in partnership with Skagit Valley College. We also give countless thanks to Kathryn Bennett as she concludes her service at the helm of Leadership Skagit. Kate will continue to be a force for good in our community, as her successor, Mary heffernan Trester, charts the path forward for this transformational leadership development program in partnership with Dr. Laura Flores Cailloux of Skagit Valley College. We are excited to see how Leadership Skagit grows a new generation of leaders.

EDASC views the practice of economic development as necessarily broad and inclusive to reflect all aspects of a prosperous and healthy community that values equity, inclusion, and sustainable development. It is EDASC's responsibility to develop and manage sustainable, responsible growth well-suited to who we are in Skagit County and who we want to be in decades to come. Economic development is the "triple helix" that interweaves business, government and education in order to lay a diversified foundation for future success and viability. Thank you for being a part of that structure, partnering with EDASC to achieve this important goal!

Sincerely yours,
John Sternlicht, CEO



LETTER FROM THE BOARD PRESIDENT

As my first term as EDASC board chair nears completion, I am delighted at the great work of EDASC staff members led by John Sternlicht, as well as the deliberate, collaborative work of the Board of Directors and the private and public investors committed to a vibrant Skagit community.

As board chair and president and publisher of Skagit Publishing, I have seen first-hand the impact that economic development has on the people and businesses in Skagit County. We have made great progress this year in advancing significant conversation around issues that affect the future economic vitality of this county and its residents. From affordable housing to the importance of early childhood education to the attraction of future employers, when we come together as a complete community, amazing things can and do happen.

As I look forward to 2020, I am excited about the work ahead. EDASC's strategic plan is focused on many things, including serving as a facilitator to address community-wide opportunities that affect the economy and our ability to attract and retain good jobs. We are deeply committed to continuing programs of EDASC, such as Leadership Skagit, which help us ensure we have strong leadership across sectors for generations to come. We are laser-focused at carrying out

our strategic plan that establishes a vision for the future of economic development in Skagit County. It is inclusive and designed to serve all members of our community.

We have a clear vision and community leaders who are smart, collaborative and deeply interested in this area's success. At the same time, we recognize the rich history of the Skagit Valley and its many valuable resources. EDASC serves as a wonderful bridge with public and private partners to make this a very special place. It is clear that EDASC, the county, cities, ports, educational institutions, nonprofits and for-profit businesses are committed to a sustainable economic development model.

I want to thank all of our current investors in our alliance and invite those of you who haven't joined us yet to do so. Together we can continue this important work as we pursue a strategic and sustainable approach to economic development.

Best Regards,
**Heather Hernandez
President & Publisher
Skagit Publishing**



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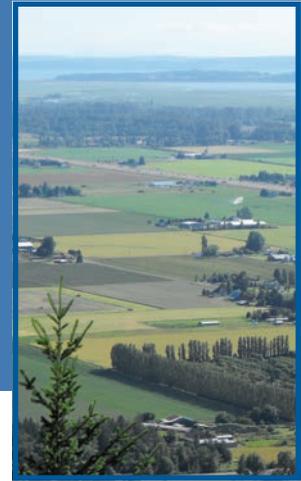
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Local colleges at the forefront of workforce training, liberal arts education

Skagit Valley College responds to local workforce needs by providing welding technology training pathways that help students gain high demand skills that can lead to high end wage employment. *Photo courtesy of Skagit Valley College*

MOUNT VERNON – Skagit Valley College in 2018 launched the state’s first brewing program for a community or technical college. Back then, it answered a looming workforce need as an influx of new breweries opened throughout the region.

The timely launch of new workforce training programs is taken seriously by Skagit County’s local higher education institutions: Signature Investors Skagit Valley College, Western Washington University and Washington State University Everett.

“If we sit and wait for employers to tell us when there’s a need, then we are already years behind,” said Skagit Valley College President Dr. Thomas Keegan. “It’s important for us to be at the forefront with our strategic plans regarding emerging workforce demands.”

Each college’s strategic plan helps guide its future, enabling the institution

to plan for workforce and education needs.

“The value of a liberal arts education cannot be overstated.” – Dr. Thomas Keegan, Skagit Valley College President

For instance, Washington State University Everett created a Bachelor of Science in Data Analytics recently in response to a need of several industries to collect, curate, analyze, discover and communicate knowledge from “big data.”

It is the only university west of the Mississippi River to offer the degree for undergraduate students.

WSUE also offers industry-aligned

majors designed to complement Skagit County’s and the broader region’s robust manufacturing, agriculture and aerospace sectors, said WSUE Chancellor Dr. Paul Pitre.

“Our strategic focus on STEM with a special emphasis on engineering positions us to educate the next generation of engineers who will go on to work for Janicki Industries, PACCAR, Hexcel, and other local companies,” Dr. Pitre said. “We have further plans to build on our successes with new programs as well.”

Western Washington University has also responded to local workforce needs in several ways. In addition to its new Energy Science & Technology program, its Electrical, Manufacturing, and Plastics and Composites Engineering degrees are highly calibrated to regional employer needs,

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Washington State University President Dr. Kirk Schulz (left) and WSU Everett Chancellor Dr. Paul Pitre (center) visit a lab at WSUE. *Photo courtesy of Washington State University Everett*

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according to President Dr. Sabah Randhawa.

“We take the present workforce needs and preparation of our graduates very seriously,” Randhawa said. “We partner with industry to ensure our curricula are informed by those needs in the relevant areas.”

WWU has many industry partners sitting on program advisory boards to help inform programs. It also has many industry partners like Boeing, Microsoft, Alaska Airlines, Ingersoll Rand, Puget Sound Energy, Snohomish PUD and more to provide students with hands-on learning opportunities.

The university offers over 175 majors.

Skagit Valley College offers an array of programs to prepare students for the workforce or to move on to universities. Its programs include 4-year degrees in applied science, 2-year degrees in over two dozen fields, and professional and technical certificates in 30 programs.

Of equal importance to workforce training, said all three college leaders, is a liberal arts education.

“The value of a liberal arts education cannot be overstated,” said Dr. Keegan. “Employers want people with technical

skills, but they also want those who can think critically, communicate well and be a member of a team. Those are all central pieces of a liberal arts education and of a healthy society.”

Skagit Valley College programs integrate workforce training and liberal arts for a more well-rounded education, Dr. Keegan said. Dr. Pitre said there is tremendous value in a university-level education. Students enroll in college not only to learn a set of skills, but to also



Western Washington University offers over 175 majors and responds to emerging regional workforce needs. *Photo courtesy of Western Washington University*

grow cognitively and psychosocially.

“As our students study business hospitality, data analytics or engineering in preparation for their careers, they are also experiencing a level of intellectual growth that comes from studying subjects like biology, sociology and literature,” Dr. Pitre said. “This maturing of students into smart, empathic, healthy citizens would be lost if we only focused on workforce training. We educate the whole person at WSUE.”

Dr. Randhawa said that while employers are seeking workers with specific skills, they also value workers who can think broadly, solve new problems, work in diverse teams and analyze, integrate and communicate with audiences.

“Employers recognize that strict and exclusive pre-professional training has an increasingly brief shelf life, and that such a hire will not only have to refresh their skills and continue learning to stay current but may not have learned some of the fundamental ‘soft’ skills that never expire,” Dr. Randhawa said. “A liberal arts education, in which a student is exposed to a broad range of methods and forms of inquiry in addition to more specialized learning, provides a strong foundation for innovative thinking and lifelong learning that will far outlive the perishable specifics learned as an undergraduate.”

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What is economic development? We at EDASC are asked that question frequently.

In short, it is the intentional practice of improving a community's economic wellbeing and quality of life. A lot goes into economic development, much of it behind the scenes as we work confidentially with local, domestic and overseas businesses.

EDASC breaks down its work into three core initiatives. These are business attraction, business retention and expansion, and capacity building. The processes by which we tackle these initiatives are numerous and complex.

We work with prospective companies on site location, permitting, workforce training, identifying incentives and access to capital. We partner with local organizations to improve infrastructure, such as access to fiber optic internet. We provide resources for existing businesses, including no-cost business advising and workshops.

The next three articles are designed to explain EDASC's three core initiatives, providing context for how our programs and activities benefit Skagit County.



Business Retention & Expansion Pg.12



Capacity Building Pg.13



Business Attraction Pg.11

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Fostering relationships key for successful business attraction efforts

EDASC staff already knew the parties involved when LAVLE, a maritime joint-venture company, contacted them in early 2018 about opening its headquarters in Anacortes.

The relationships had been built over several years, as is typical when courting businesses, EDASC CEO John Sternlicht said.

“Business attraction requires a time investment,” Sternlicht said. “You may be forging a relationship with someone not even in the market to do anything. Some of those leads eventually turn into businesses landing here.”

EDASC’s connections with LAVLE paid off as the marine battery company opened its headquarters in 2018, bringing dozens of well-paying jobs to the county.

This is a taste of business attraction. If it were a race, it’d be a marathon, not a sprint.

EDASC is the first point of contact for businesses and site selectors exploring opportunities to invest and establish operations in Skagit County. EDASC assists in identifying potential locations and funding sources, navigating permitting and regulatory processes, making necessary and beneficial connections, and researching and facilitating support services. EDASC works in close partnership with Skagit County, cities, towns, ports, local brokers, and the Washington State Department of Commerce in these activities.

At any given time, EDASC has about a dozen companies in the pipeline at various stages of interest. Most of those companies won’t end up here, but that’s expected.

There are many ways in which these leads materialize. As the local

economic development organization, some companies will simply reach out directly to EDASC for site selection help. EDASC’s website plays a vital role in this stage, serving as a site selector’s first impression of the area while offering robust property search and census data tools.

The relationships might also come from past efforts. For instance, Sternlicht visited Nantes in France two years ago. A group of French business leaders then visited Skagit County in Spring 2019. Likewise, EDASC visited Norway in Fall 2019 after a delegation of Norwegians visited Skagit County in early 2019. EDASC will continue to cultivate these relationships to at-

tract good companies and good jobs to Skagit County.

Business attraction is also about finding the right businesses for the area. A huge theme park or auto manufacturer might not be a good fit for any number of reasons. On the other hand, Skagit County actively seeks appropriately-sized marine, advanced manufacturing and clean technology companies as well as agriculture-related opportunities because they fit the business landscape, create family-wage jobs and enhance our overall economy.

Some business owners may view new businesses as competition, but

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EDASC's business retention, expansion efforts vital for job growth

During EDASC's annual Economic Forecast Night in February 2019, CEO John Sternlicht announced that aerospace company VT Volant was expanding to a new Burlington facility.

VT Volant, part of a large corporate organization based in Singapore, could have relocated or expanded to many locations outside Washington. EDASC and state officials were determined to keep the company growing here.

The multi-million-dollar expansion brings an estimated 125 new family wage jobs to the county.

New businesses brought in through EDASC's attraction efforts often get the biggest headlines, but most job growth locally and nationally stems from existing businesses, such as through VT Volant's recent expansion.

Business expansion and retention requires strong planning and expertise, something EDASC is happy to provide in many forms.

For example, EDASC is working with LAVLE to help the Anacortes marine battery manufacturer find a site for a new manufacturing facility that would add hundreds of family wage jobs.

"We are hoping they expand here or somewhere close by in Washington," Sternlicht said. "Attracting a company is the beginning of the relationship. Think of it as the wedding. Business expansion and retention is the marriage."

EDASC works with local businesses of all sizes to ensure a healthy and thriving business community.

We've worked with large companies like PACCAR Technical Center and Hexcel to assist with workforce training and expansion, and with medium-sized companies like Chinook Enterprises as they grow. We're constantly helping small businesses with workshops, no-cost business advising, and more.

We've also helped companies with succession plans. For many owners, their company is their nest egg. EDASC in 2017 facilitated a change of ownership at Eddyline Kayaks, allowing founders Tom and Lisa Derrer to sell the company and retire knowing it was in good hands with trusted long-term employees, new investors and a new CEO, Scott Holley.

The transaction was a win-win, as it ensured the kayak manufacturer and its jobs would remain in Skagit County.

One resource EDASC has been using to support expansion and retention is the Governor's Strategic Reserve Fund. The resource provides grant funding for business expansion and training. EDASC most recently tapped into the fund to help VT Volant receive \$200,000 for its expansion. EDASC in 2019 was also working with two other companies to take advantage of this fund.

Opportunity Zones are another tool for retention and expansion. The tax law created an incentive to invest in economically distressed census-tracts by sheltering capital gains through new investments for job creation or housing. Skagit County's Opportunity Zones, of which there are four, were ranked No. 15 nationwide out of 306, according to a 2019 article in the Puget Sound Business Journal. There are two zones in Mount Vernon and one each in Sedro-Woolley and Anacortes. EDASC is already working with companies looking to locate or expand to Skagit County's Opportunity Zones.

Eddyline Kayaks breaks ground on its new Burlington headquarters.





capacity building

SKAGIT

EDASC takes holistic approach to capacity building

Puja Sharma, co-owner of Taste of India in downtown Mount Vernon, said she likely wouldn't have been able to reopen her business after it burned down in 2015 if not for the help of the Small Business Development Center at EDASC.

"Our advisor helped with everything," Sharma said. "Three years later, we are more successful than we thought possible."

Capacity building is anything EDASC can do to make the community stronger and more prosperous. Our small-business development services are one piece of the pie.

EDASC takes a holistic approach to capacity building, which is a nontraditional approach for economic development organizations. This includes looking at education systems, government, childcare, inclusion, equity and more.

This approach not only fosters a healthier community, but also creates a more resilient one during economic downturns.

One example of this holistic approach is EDASC's involvement in improving access to childcare and early learning services, topics most people don't associate with economic development.

As a parent, if you are worried about who is going to take care of your child, you aren't as focused on your job. It's an issue that affects everyone and is therefore an economic development issue.

Capacity building can be broken into two categories: human infrastructure and physical infrastructure. Human infrastructure includes programs that help people, thus contributing to a stronger workforce.

EDASC has its own ongoing services that fall under this category. Leadership Skagit is a civic leadership training program for emerging and current

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those new businesses generally help by bringing in new suppliers, customers and other business opportunities. EDASC is currently working with an aerospace company from the East Coast that's looking to establish a manufacturing plant here. The new business could ultimately create a significant number of family-wage jobs, providing those workers more spending power locally.

The new company is also likely to work with existing Skagit County companies, lifting everyone in the community through increased opportunities and revenues.

In addition, bringing new blood into the local business landscape helps diversify the Skagit economy, making us

more resilient in the face of inevitable downturns in any single industry sector or business. New companies also tend to fill gaps in local supply chains, filling out a cluster even more and bringing new skilled workers and professionals to the area. All these benefits make business attraction a desirable – even necessary – staple of an effective economic development program.



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leaders. It has produced over 500 graduates since its inception in 2004, creating a network of servant leaders who are informed, inclusive and connected.

EDASC's Latino Business Retention and Expansion program is another ongoing program providing support for Latino entrepreneurs and business owners looking to start or expand businesses. The Small Business Development Center provides no-cost business advising to small-business owners.

EDASC also works with local organizations to tackle issues, including workforce development, STEM initiatives, childcare and early learning, and more.

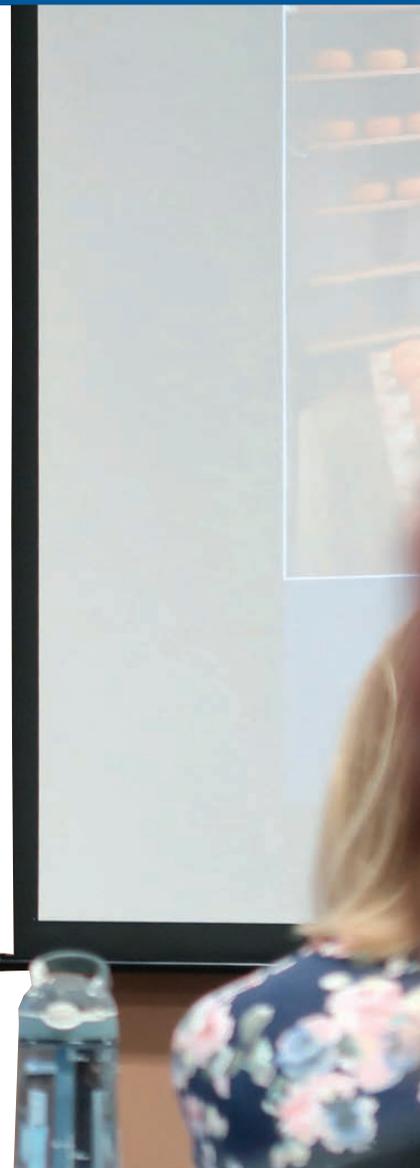
EDASC also created a Skagit County maritime cluster in late 2019, enabling local maritime leaders to have continued dialogue to advance local industries.

The second category, physical infrastructure, includes ensuring the proper infrastructure is available for businesses, workers, and community members to thrive. Opportunity Zones – developable land with heavy tax breaks – fall under this category. So does the expansion of broadband which will serve as a big boost to busi-

nesses, especially those in east county.

Housing availability and affordability also fall under this category.

In the end, EDASC's approach to capacity building ensures Skagit County is better equipped for a sustainable and prosperous future.





SBDC, EDASC helping local chocolatier grow

MOUNT VERNON — For a dozen years, chocolatier Karen Neugebauer has been perfecting her craft while running her own small business, Forte Chocolates.

“Chocolate doesn’t back down,” she said from her production kitchen on Riverside Drive in Mount Vernon. That means chocolate is a fantastic medium

for a self-described control freak who loves both science and art.

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SBDC advisor Cindy Brooks meets with a client at her EDASC office.



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At her retail shop on First Street in downtown Mount Vernon, at her store in the Bellis Fair Mall in Bellingham, at her production kitchen and at fortechocolates.com, patrons can choose among handcrafted caramels, more than a dozen different chocolate bars, bark, macarons and an assortment of truffles.

At the top of her game as an artisan—she’s been named one of the 10 top chocolatiers in the world—she’s begun to think about her legacy.

“I want to leave my company to the employees who helped me grow it,” she said, “and that’s really hard to do.” The challenge, she said, is to build the company to a point of sustainability so that it can withstand the departure of one or two key people, most notably herself.

Her ally in this quest is Cindy Brooks, a Washington Small Business

Development Center advisor at EDASC. Neugebauer first started meeting with Brooks in May 2019.

Brooks is one of more than 30 SBDC business advisors working across the

Working one-on-one with Brooks has enabled Neugebauer to improve her business.

“Just because you know something should be done doesn’t mean you do it,” Neugebauer said. “Meeting with Cindy every week was a great way to hold us accountable for making progress. She’d give us homework every week and we’d do it and then come back and ask, ‘What’s next?’”

*“Meeting with Cindy every week was a great way to hold us accountable for making progress.”
– Karen Neugebauer*

Neugebauer said she originally sought SBDC advising for help with financial analysis. She and

Brooks have talked a lot about cash-flow, she said, but they’ve talked about everything else as well, from marketing to supply chain to employee ownership.

Running a small business is incredibly difficult, she said.

“Thirteen years later and it’s still hard,” she said.

state to help Washington business owners start, grow or transition a business. The Washington SBDC is operated by Washington State University and receives funding support from the U.S. Small Business Administration at the federal level, and institutions of higher education, economic development and business and civic groups at the state and local level. The SBDC office in Mount Vernon is co-located with and receives funding support from EDASC.

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One of the biggest benefits of SBDC advising is having a sounding board, who is also a business expert, to talk through problems with.

Neugebauer's foray into chocolate was serendipitous. She had been working at Costco for 11 years in various administrative areas, from payroll to accounting to inventory control, when she suffered a back injury and had to take a medical leave for a year.

Unable to work and with time on her hands, she enrolled in the baking and pastry program at the Art Institute of Seattle where she learned two crucial facts: she loved chocolate and her palate was especially sensitive to flavors and smells, making her a super taster.

Neugebauer returned to Costco at the end of her medical leave but opened Forte Chocolates as a side business. Three years later, in 2009, she left Costco to devote more time to chocolate.

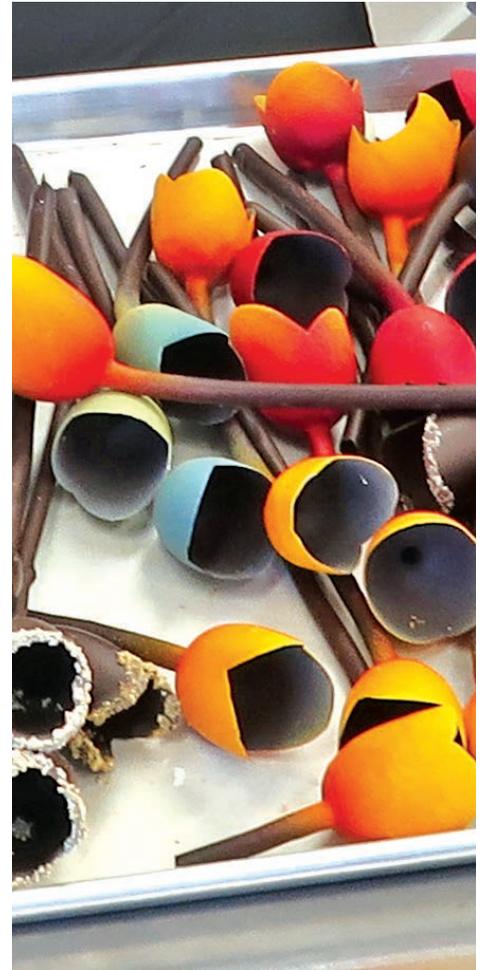
Neugebauer began winning medals for truffles and other confections in regional competitions almost immediately and then quickly graduated to international competitions where she has compiled an astonishing record of success.

Her accolades include a gold award for her pecan caramel in milk chocolate in the Americas competition of the International Chocolate Awards, six silver awards and a bronze. All of those confections will be entered in the World competition. In 2018 she was awarded three World Gold Medals in the International Chocolate Awards.

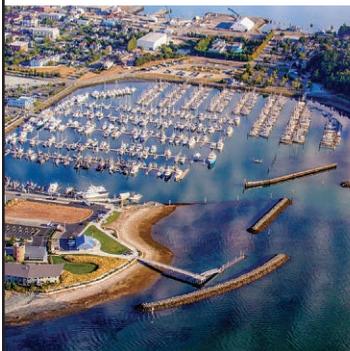
Early in her career she thought she needed to focus on either quality or quantity, Neugebauer said, but it's not a binary choice.

"We've figured out production scalability, developed consistent brand messaging across all platforms, and established a world-class reputation for impeccable quality," she said. "Now we are ready to grow."

Fortunately, the SBDC and EDASC are there to help.



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EDASC program provides business counseling for Latino community

MOUNT VERNON – Viridiana Delgado’s restaurant started slowly the first 8 months.

“I was really shocked,” Delgado said. “I was wondering if what I was doing was correct.”

Five years later, her business COA Mexican Eatery is thriving, with a EDASC

4.5-star rating on Yelp and lots of loyal customers.

The turning point, Delgado said, happened when she contacted EDASC’s Latino Business Retention and Expansion Program for business guidance.

“I got the help and started taking

action,” Delgado said.

The Latino Business Retention and Expansion Program, established in 2004, provides no-cost one-on-one business counseling and broad-based support for Latino entrepreneurs and

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business owners looking to start or expand their business.

The program uses a customized bilingual approach, eliminating the language barrier to help a wider range of entrepreneurs. EDASC can help provide access to capital, business education and support for strategic planning, marketing, resource awareness and networking.

Latino Business Retention and Expansion Director Dr. Diana Morelli-Klima has provided free counseling to hundreds of clients and has secured over \$3 million in loans for local businesses.

Having this service is important for Skagit County, which has a high Latino population. Language and cultural barriers can be stumbling blocks for starting a successful business.

Dr. Morelli-Klima pays as much attention to Latino cultural norms when advising clients as she does on forming a business plan or applying for a loan.

Delgado remembers those consid-

erations when she first came to EDASC for help.

“She knows where I’m coming from,” Delgado said. “She knows the language and understands the culture. If you are coming up from a community where you are struggling to get by, you are working twice as much as someone who might already have the pieces put together. She knew what I was going through and she gave me all the help I needed. Now here I am.”

Dr. Morelli-Klima said it’s been rewarding seeing her clients rise in the business community, such as Delgado’s COA Mexican Eatery.

“She really went through a lot to get her restaurant to where it is today,” Dr. Morelli-Klima said. “She went through all the right steps and took her counseling to heart.”

Contact the EDASC Latino Business Retention and Expansion program at 360-336-6114 or diana@skagit.org.



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Leadership Skagit participants make positive and lasting impacts on the community

Every year in late September, Leadership Skagit participants form into teams of six. By the end of the 9-month program, every team completes a project, making positive and lasting impacts on the community.

How they get there and what they do is critically important part of the leadership training program, said Program Manager Mary Heffernan Trester.

“Projects provide the chance to practice leadership skills and apply leadership knowledge in a supportive, collaborative and self-reflective environment,” Trester said.

A successful project is measured based on the development of every team member’s leadership skills including the ability to engage and contribute to the team, promote the leadership development of fellow team members and apply behaviors that increase group performance.

Leadership Skagit teams are chosen by a committee looking for as much group diversity — age, industry of employment, city of residence and more — as possible, enabling students to work outside their comfort zones. Below are descriptions of the 2019 team projects.

“Projects provide the chance to practice leadership skills and apply leadership knowledge in a supportive, collaborative and self-reflective environment.”

*– Mary Heffernan Trester,
Program Manager*

A Force for Change partnered with Children of the Valley, which provides a safe, secure after-school environment for children most in need. A Force for Change identified areas in classrooms at Children of the Valley in need of refreshment, adding new furniture, décor and storage space. They also raised money to buy technology and marketing materials.



TEAM: A Force for Change



TEAM: Intentional Optimism

Intentional Optimism partnered with the Anacortes Family Center, which serves homeless women, children and families in crisis. Intentional Optimism helped install three galvanized troughs at the Anacortes Family Center’s backyard and added drainage rock in the bottom, filling them with soil. Herbs, fruits, vegetables and flowers were planted, and a package of comfort items was developed for clients.

continued on pg. 21

The Evergreens partnered with Friendship House, which shelters, feeds, clothes and heals those in need to empower people. The Evergreens identified several problem areas in Friendship House shelters and successfully transformed the men's and women's living spaces to improve security, comfort and aesthetics.

Royal Knights focused its efforts on improving the Kulshan Neighborhood Station, which provides the neighborhood a community center available for public use. The Royal Knights developed a fenced garden space where community members can learn organic gardening practices, installed better lighting for safety, created an outdoor gathering and learning area, and more.

Team Syzygy: The team worked with the Sedro-Woolley Downtown Association to develop the StartUp Sedro-Woolley Program, a free training program for aspiring entrepreneurs. The program featured cash prizes and the opportunity to launch a pop-up business at an emerging business park.



TEAM: The Evergreens



TEAM: Royal Knights



TEAM: Team Syzygy



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Hansen's Furniture, Mount Vernon



Holiday Market, Burlington



Janicki, Hamilton



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EDASC makes surprise announcement, provides outlook at annual Economic Forecast Night

ANACORTES — EDASC held its Economic Forecast Night on Feb. 6, 2019, at the Swinomish Casino & Lodge, featuring an exciting announcement from CEO John Sternlicht, and talks from keynote speakers on the county's economic trends and its relationship with Canada.

About 325 attended the annual event. Keynote speakers included Dr. Laurie Trautman, director of the Western Washington University Border Policy Research Institute, and Dr. Anneliese Vance-Sherman, regional economist for the Employment Security Department.

Sternlicht's opening remarks included a surprise announcement that aerospace company VT Volant would expand to a facility in Burlington. The multi-million dollar expansion would bring an estimated 125 new family-wage jobs to Skagit County. Other accomplishments Sternlicht noted included bringing in maritime company LAVLE in late 2018 and finalizing the Anacortes Maritime Strategy.

At the dinner, EDASC also presented its 2019 Skagit Business Guide, promoting its investors and detailing additional EDASC investments.

Keynote speaker Dr. Vance-Sherman



spoke about the unemployment rate in the county, which was slightly higher than state average. She attributed the above-average rate to rural areas in the county taking a little longer to recover from the recession in comparison to the rest of the county.

She said the industries expected to see the most growth in the area include construction and information technology jobs.

Keynote speaker Dr. Trautman talked about the importance of Canada's relationship to Skagit County and the state as whole, calling Washington the most trade-dependent state. She said Canadians crossing the border also play a vital role in the local economy.

Swinomish Indian Tribal Community Chairman Brian Cladoosby also spoke, providing welcoming remarks and updates on the tribe's economic and health-related activities.

Spotlight on Skagit showcases area businesses



2020 Spotlight on Skagit
April 23, 2020
Contact 360.336.6114
or office@skagit.org for details.

BURLINGTON — Spotlight on Skagit, the county’s premier business-to-business trade show, was held April 10, 2019, at Van Zyverden’s Bulb Warehouse at the Port of Skagit, showcasing local businesses.

The annual event featured nearly 60 exhibitors and hundreds of attendees. Admission was free for the first time to ensure even more exposure for businesses.

Returning from last year, the Innovation Speakers Forum provided a platform for local business leaders to share groundbreaking work, another way to highlight businesses at the trade show.

“We thought it would be beneficial to highlight businesses from various sectors of the economy that are doing really interesting things that many people may not have heard of,” Sternlicht said. “There are a lot of groundbreaking companies that fly under the radar.”

The forum featured Jason Nye, CEO of LAVLE, and Tom Thompson, former VP/GM of VT Volant.

Along with learning about local businesses, Spotlight on Skagit also

provided the opportunity for attendees to discover and network with companies. There was also the chance for employers to cultivate relationships and engage with prospective clients and employees.



Hundreds support EDASC at annual golf tournament

BURLINGTON — Over 200 business professionals and community members from Skagit and neighboring counties golfed July 19, 2019, in support of economic development at the 32nd Annual EDASC Golf Tournament & 19th Hole Awards Dinner at Avalon Golf Links.

EDASC’s staff and board of directors would like to extend a heartfelt thanks to the many volunteers, sponsors and golfers who turned this into the most successful event in recent memory. We are deeply grateful for your support in helping us continue our mission of creating and retaining jobs and facilitating economic growth in Skagit County.

“It’s fantastic to see such great and growing support for EDASC at this annual fundraising event,” said EDASC CEO John Sternlicht. “We are excited to keep the momentum going into 2020.”

The Skagit River Brewery team took first place in the men’s division, followed by runner-up Alyeska Ocean Inc. Team Corporation won the mixed division.

The golf tournament, sponsored by Swinomish Casino & Lodge, is one of the longest running in the county, featuring a beginner-friendly four-person scramble format so golfers of all skill levels can participate. Other major sponsors included Marathon, Skagit Transportation and Banner Bank.



2020 Annual Golf Tournament
 July 24, 2020
 Contact 360.336.6114
 or office@skagit.org for details.

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 Commercial Banking
 Market Leader



Bill Irving
 Agricultural Lending
 Manager



Alice Takehara
 Commercial Banking
 Officer



Aldi Kllogjeri
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Investor Appreciation Celebration honors supporters

LA CONNER — Skagit County business and community leaders gathered Nov. 5, 2019, to sip, snack and connect at EDASC’s annual Investor Appreciation Celebration at the Museum of Northwest Art.

The free after-hours event, sponsored by TRICO Companies, is held annually as a special thank you to EDASC Investors. McGregor Benefits and Landed Gentry Homes were supporting sponsors.

The event serves as an opportunity to thank those who make EDASC’s work possible. One of the many things that makes Skagit County remarkable is the caring spirit and support for a stronger, healthier, more vibrant community.

Guests were treated to complimentary appetizers and drinks, while having the chance to enjoy the artwork on display at the museum.

EDASC CEO John Sternlicht provided a brief EDASC update in the form of a 2019 top 10 list, following introduc-

tory remarks from La Conner Mayor Ramon Hayes, EDASC board chair Heather Hernandez and MoNA Executive Director Joanna Sikes.

Themes from EDASC’s top 10 list included business growth, taking Skagit international, small business support, capacity building, and a focus on the maritime sector.

The presentation ended with a surprise video starring members of EDASC’s board of directors offering

their appreciation to Investors, which can be viewed on EDASC’s YouTube channel.

Investment is vitally important in enabling EDASC to continue to be Skagit County’s hub for sustainable and inclusive economic growth. Investment also offers several perks to businesses and organizations. If you are interested in becoming an EDASC Investor, contact Communications and Community Engagement Specialist Aaron Weinberg at aaron@skagit.org or 360-336-6114.



2020 Investor Appreciation Celebration
Date and location TBD
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or office@skagit.org for details.

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2020 Event Planner



Economic Forecast Night

Feb. 11, Swinomish Casino & Lodge

Economic Forecast Night provides a year-in-review and look forward at the economic trends shaping Skagit County and the world's economy. This popular event sells out each year and is attended by about 400 business leaders, elected officials and community representatives. Sponsorship opportunities are available.

Spotlight on Skagit

April 23, Van Zyverden's Bulb Warehouse

Spotlight on Skagit, northwest Washington's premier business-to-business trade show, provides the opportunity to cultivate existing business relationships, engage with prospective clients, and learn about the diverse industries, businesses, and nonprofits contributing to Skagit County's Economy. Exhibitor and sponsor opportunities are available.



EDASC Golf Tournament

July 24, Avalon Golf Links

The EDASC Golf Tournament is one of the longest running golf tournaments in the county, bringing together over 200 business professionals and community members in support of local economic development. It features a beginner-friendly four-person scramble format so golfers of all skill levels can participate. Sponsorship opportunities are available.



For sponsorship information or general questions, contact Sunny Siers at sunny@skagit.org or 360-336-6114 or Colleen Smiley at colleen@cceventplanning.com or 360-428-5972.

Event details subject to change



2020 Sponsorship Planner



Feb. 11, 2020, at Swinomish Casino & Lodge

Title Sponsor: \$5,000 - Table of 10 & additional benefits*
Major Sponsor: \$3,000 - Table of 10 & additional benefits
Table Sponsor: \$1,500 - Table of 10 & additional benefits
Supporting Sponsor: \$500 - Two tickets & additional benefits
Tickets: \$125 each

*Naming rights, multi-year sponsorship available



April 23, 2020, at Van Zyverden's Warehouse

Title Sponsor: \$5,000 - Double booth, full-page ad & additional benefits*
Major Sponsor: \$2,000 - Double booth, half-page ad & additional benefits
Supporting Sponsor: \$1,000 - Premium booth, quarter-page ad & additional benefits
Premium Booth: \$500** Standard Booth: \$400**
Entry: \$20 per ticket

*Naming rights and multi-year sponsorship available

**Discounted rates available for EDASC Investors



July 24, 2020, at Avalon Golf Links

Title Sponsor: \$5,000 - Two teams, one full hole sponsorship & additional benefits
Major Sponsor: \$2,500 - Two teams & additional benefits
Awards Dinner Sponsor: \$1,500 - One team & additional benefits
Cabana or Beverage Cart Sponsor: \$1,000 - One team & additional benefits
Full Hole, Driving Range or Putting Green Sponsor: \$500
Half-Hole Sponsor: \$300 Golf Team of Four: \$600

*Naming rights and multi-year sponsorship available



Date and location TBD

Title Sponsor: \$5,000*
Major Sponsor: \$2,500
Entertainment Sponsor: \$1,000
Supporting Sponsor: \$500
Entry: Free (must be an EDASC Investor)

*Naming rights and multi-year sponsorship available

For sponsorship information or general questions, contact Sunny Siers at sunny@skagit.org or 360-336-6114 or Colleen Smiley at colleen@cceventplanning.com or 360-428-5972.

Event details subject to change

EDASC's Top 10 for 2019

With 2019 in the rearview, we at EDASC would like to take the time to reflect on a year that saw incredible growth and change. Here is a Top 10 list of our activities for 2019.

1. BUSINESS GROWTH

If there was a theme for the econom-

ic landscape of Skagit County for 2019, it was that of business growth. Eddyline Kayaks announced its move and expansion to a larger facility in Burlington to meet increased sales volumes. Aero-space company VT Volant began its expansion plans via a Governor's Strategic Reserve Fund grant, enabling them to

join forces with Chinook Enterprises and new Skagit County company Latitude Aero, an airplane seat manufacturer from North Carolina. LAVLE, new to Skagit in late 2018, grew in Anacortes and is looking at Skagit County for further expansion. Janicki Industries, Skagit County's largest private employer, opened a new facility in Hamilton. And TRICO Companies near the end of 2019 broke ground on its own expansion plans. No matter how you look at it, businesses in Skagit County have had an impressive year of growth.

2. TAKING SKAGIT INTERNATIONAL

EDASC has been busy courting businesses and leaders overseas. From a Korean agriculture export mission, to delegations visiting from France and Norway, to a state maritime and clean technology mission to Norway, Skagit County is on the map statewide and internationally. 2020 will see EDASC working closer with counterpart



continued on pg. 29



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industries and government in Norway and other countries, particularly in the maritime and clean technology sectors.

3. HELPING SMALL BUSINESSES

EDASC continued its support of small businesses through advising, capacity building and innovative new programs. Services and programs included small-business advising through



SBDC and SCORE, expert government procurement and export help through PTAC, and innovative new programs like ScaleUp Business Training and StartUp Sedro-Woolley. In 2020, we'll be working more closely on employee ownership, co-ops, and startup and small business support ecosystem mapping.

4. EDASC MERGER

In 2019, we laid the groundwork for merging EDASC and the EDASC Foundation to become a single 501(c)(3). On Jan. 1, 2020, the merger became

official. The move streamlined EDASC operations and opened the door for new grant funding opportunities. Leaner organizational management will enable EDASC to carry out more programming and provide more services.

5. PASSING THE LEADERSHIP SKAGIT TORCH

In 2019, EDASC said goodbye to longtime Leadership Skagit Program Director Kathryn Bennett, who stepped down in December. A member of the inaugural class of 2004, Bennett was the first and only paid director the program had known. From 2008 to 2019, Bennett supported Leadership Skagit's approximately 500 participants, who completed over 80 community projects.



In mid-December, EDASC announced the hiring of new Program Manager Mary Heffernan Trester, a dynamic educator, collaborator and community leader who believes in leadership development. Trester previously served as the director of continuing education at Edmonds Community College.

6. CAPACITY BUILDING

EDASC has worked on the most important capacity building issues in Skagit County on micro and macro levels. We helped many small businesses

in 2019, such as Terramar Brewing in Edison, with their business plans and permitting challenges, and we worked on countywide issues like housing, access to child care, and workforce issues. Our involvement in Skagit STEM Network, apprenticeship programs, career connected learning, and K-16+ helped strengthen our companies and our economy. Our Opportunity Zones workshop brought more attention and



expertise to EDASC's efforts to encourage development in our cities.

7. MARITIME

EDASC has focused a great deal on strengthening and promoting Skagit County's maritime sector. Our efforts began in early 2019 after the approval of the Anacortes Maritime Strategic Plan developed by EDASC, the city of Anacortes and the Port of Anacortes. We have been involved along with Mayor Gere in the Governor's Maritime Blue cluster. We traveled to Norway to explore maritime and clean technology opportunities and created

continued on pg. 30



Skagit County's own maritime cluster at the first Skagit County Maritime Symposium in November. We want to make sure our maritime sector remains strong and continues to grow.

8. EDASC'S GROWING TEAM

In 2019, we amped up communications to let you know what we're doing regularly and to discuss important issues and developments in our region. We redesigned the 2020 Skagit Business Guide and our website. EDASC began taking better advantage of multimedia, including re-energizing its social media presence and beginning



video production. These improvements and more are due to new team members added in 2019, Communications and Community Engagement Specialist Aaron Weinberg and Business Development and Expansion Coordinator Tamsin Bell. They joined CEO John Sternlicht, Director of Finance and Administration Audra Ramerman, Program Support Coordinator Sunny Siers, and Director of Latino Business Retention & Expansion Dr. Diana Morelli-Klima. As mentioned previously, Leadership Skagit Program Manager Mary Hefferman Trester was also added at the end of 2019.

9. INNOVATION PARTNERSHIP ZONE

EDASC's administers Skagit County's Innovation Partnership Zone, which focuses on value-added agriculture. The IPZ, based at the Port of Skagit, seeks ways to sustain agriculture by finding new products to market. In 2019, the Genuine Skagit Valley origin mark was created, applying to anything grown or produced primarily in Skagit County. By years end, there were over 50 participants in the program, and the number continues to grow. EDASC is also ex-

ploring new value-added crops that will lead to new products for our region.

10. NEW INVESTORS

EDASC received new investment at all levels in 2019. From small-business supporters to nonprofit supporters to Signature Investors, our strength is our diversity. EDASC was grateful for all new Investors, including new Signature Investors at the Gold Level: Comcast Business, Western Washington University, as well as VT Volant, which announced it would be a Gold Investor for 2020. Thank you, Investors! Your support enables EDASC to continue to be Skagit County's hub for sustainable and inclusive economic development.



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EDASC Finances

EDASC continuously looks to improve the value it provides to the community, ensuring it spends your

investment dollars wisely. In 2019, EDASC staff and board members took a hard look at internal processes to find where we could free up resources, augment revenues and reduce expenses.

A direct outcome of this analysis was the merging of EDASC and the EDASC Foundation into a single 501(c)(3) non-profit. It was found that EDASC administrative staff spent unnecessary time

continued on pg. 32

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continued from pg. 31

maintaining two separate organizations though board meetings, payroll, tax filings and reporting when the organizations could have operated as one.

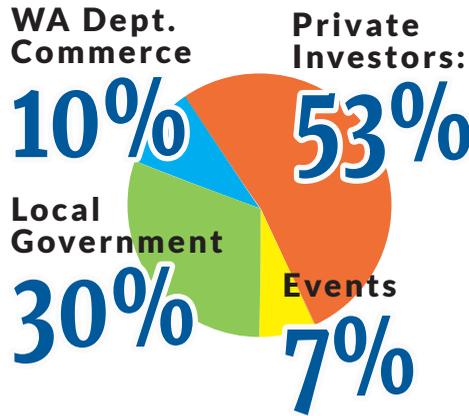
This change will have a few impacts. First, EDASC will have a new Federal Tax ID Number (FEIN). Second, EDASC, which was created as a 501(c)(6) (membership organization), will become a 501(c)(3) (charitable organization). Finally EDASC adopted a new mission statement incorporating the values of the EDASC Foundation. EDASC will still have Investor members and serve a public purpose of creating a stronger, more sustainable economy, and educating a diverse and inclusive cadre of civic leaders.

Throughout 2019 and beyond, EDASC continued diversifying its funding sources and opportunities, ensuring a healthy and stable organization. EDASC is a countywide public-private partnership with 53% of funding coming from private sources, and 47% from public sources. Public revenue sources include Skagit County, Port of Skagit,

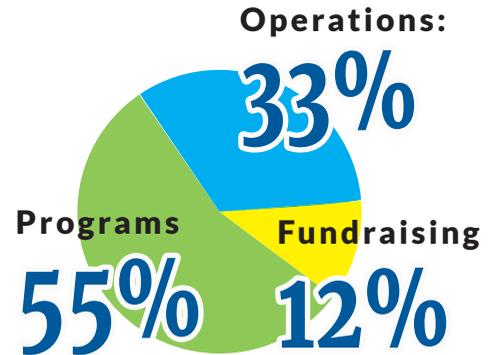
Port of Anacortes, local cities and towns, and the Washington Department of Commerce. Private sources include EDASC Investors and events. Private Small Business and Signature Investors represent a cross-section of the local economy.

focus on service delivery to the county with 55% of all spending allocated toward economic development programs and 33% for operations support and general administration, and only 12% of expenses going toward fundraising and investor relations.

EDASC 2019 REVENUE SOURCES



EDASC 2019 EXPENSES



EDASC is a small organization implementing good financial stewardship practices with oversight by the Board of Directors and Finance & Audit Committee members. As reported in the most recent 990 Tax reporting, expenses

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SCORE bolsters Skagit County presence by adding Chinook Enterprises founder as mentor

MOUNT VERNON – SCORE bolstered its Skagit County presence in 2019 by adding the recently retired Rob Martin, founder of Chinook Enterprises, as its newest volunteer mentor.

The national nonprofit, which uses EDASC as its no-cost home base for Skagit County clients, provides counseling to entrepreneurs.

The nonprofit has over 10,000 volunteer counselors nationwide.

With its nearest chapter in Bellingham, Skagit County has long wanted a hometown SCORE presence. Martin's addition as a mentor improved SCORE's impact in Skagit County, said SCORE counselor Peter Burkland of Whatcom County.

"Martin has helped us assist more business owners and aspiring entrepreneurs in Skagit County," Burkland said.

EDASC, as it has done in the past, has made its offices available to SCORE advisors, providing space for confidential one-on-one counseling. Those looking for SCORE mentoring can contact the local chapter at 360-685-4259 or EDASC at 360-336-6114.

Martin brings a wealth of Skagit County business experience to SCORE. He is well known in the business community after founding Chinook Enterprises in 1980. Since then, the



nonprofit, a Boeing supplier, has helped place over 1,000 people with disabilities into jobs.

Martin, who retired in January 2019, found himself coming full circle after seeking SCORE's business mentoring services many years ago.

"I did about three sessions with my counselor, and he just knew exactly what I needed," Martin said. "It can be a lonely situation as a business owner. Having an experienced mentor is so valuable."

SCORE is also hosting workshops at Skagit Valley College taught by Burkland, a retired information technology consultant.

2019 SWAN Women of the Year Finalists



Left to right: Veronica Lopez (Women of the Year Award Winner), Ellen Gamson, Randi Breuer (Rising SWAN), Claudia Avendano-Ibarra, Pat Grenfell (Lifetime Achievement), Beth Meenaghan, Joan Penney (Women of the Year Award Winner), Dorothy Elsner (Women of the Year Award Winner), Not pictured: Yuliya Rybalka (Rising SWAN)

SWAN is a non-profit organization dedicated to recognizing and supporting women of achievement in Skagit County.



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Save the Dates

- **March 2020:** Nominations Open for Women of the Year & Rising SWANS | Scholarship Applications Open
- **May 14, 2020:** Sip Wine & Network Event
- **October 15, 2020:** Women of the Year Banquet

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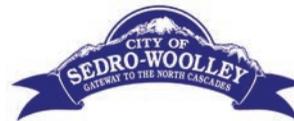
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INVESTOR INFO

EDASC Investor levels and perks

Join the nearly 250 Investors already supporting local economic development



Signature Investors

EDASC Signature Investors – those who invest at least \$5,000 annually – recognize the importance of ensuring ongoing support for economic development activities. Signature Investors receive bonus perks on top of those received by Investors.

- Special recognition at all EDASC events
- Preferential placement in the EDASC Skagit Business Guide
- Logo placement on EDASC's home page
- Complimentary tickets to Economic Forecast Night
- Complimentary booth at Spotlight on Skagit
- Prominent listing in EDASC online investor directory

Investors

As an EDASC Investor, your annual investment will fuel innovative and collaborative economic development. Along with ensuring a sustainable Skagit County economy while preserving what we love, Investors receive perks as a special thank you from EDASC.

- Exclusive recognition in EDASC Skagit Business Guide
- Networking and sponsorship opportunities
- Discounts on EDASC workshops and events
- Complimentary tickets to EDASC's Investor Appreciation event
- Access to periodic research, resources, and opportunities
- Listing in EDASC's online investor directory

Become an EDASC Investor

Interested in becoming an EDASC Investor? Contact EDASC Communications & Community Engagement Specialist Aaron Weinberg at aaron@skagit.org or 360-336-6114. Investor information is also available online at skagit.org.

INVESTOR QUOTES

What local partners and Investors say about EDASC

“ EDASC has been helpful not only in the development of new jobs, but also maintaining and protecting existing businesses and acting as a catalyst to bring job creators together.”



MIKE NELSO
Owner, Dakota
Creek Industries

“ EDASC has been the primary proponent of economic development in Skagit County over the last 25 years. We are proud to work with EDASC to build a platform for a thriving economy.”



PATSY MARTIN
Executive Director,
Port of Skagit

“ Every interaction with the EDASC team has been positive and informative. The team has a broad range of skills to assist us in reaching our strategic plan targets.”



STEVE REED
CEO, Chinook
Enterprises

“ EDASC’s leadership has enabled us to effectively engage the business community as partners in creating talent and preparing our students to be job ready.”



MICHELLE JUDSO
Director, Skagit
STEM Network

SKAGIT

AGRICULTURE & FORESTRY

Crop Production



Companies in Skagit:

100



Animal Production



Companies in Skagit:

46

Agriculture, forestry, fishing & hunting is the No. 8 revenue producing industry in Skagit County, according to a 2019 report by labor market analytics company Emsi.

Forestry & Logging



Companies in Skagit:

13

EDASC administers Skagit County's Innovation Partnership Zone, which focuses on value-added agriculture. The IPZ, based at the Port of Skagit, seeks ways to sustain agriculture by finding new products to market

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David Bauermeister

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www.skagitfarmers.com | Tom Boland

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PO Box 1714 | Mount Vernon WA, 98273
(360) 969-7191 | info@vivafarms.org
www.vivafarms.org | Michael Frazier

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Mount Vernon

360.419.0300 208 E Blackburn, Suite 100

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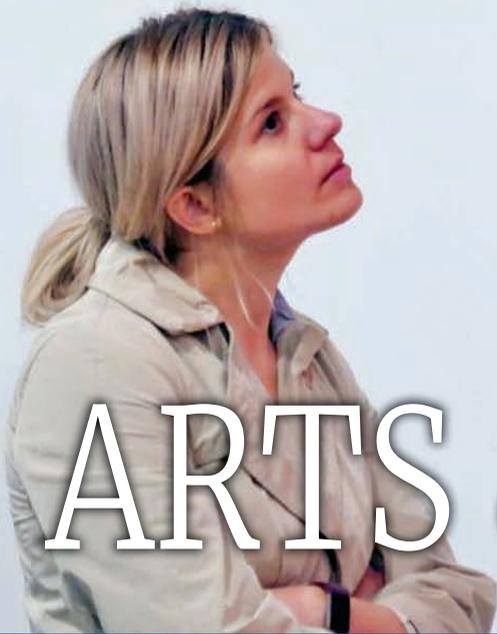
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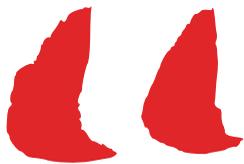
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360.755.3496 203 Ball Street

SKAGIT



ARTS & TOURISM



DID YOU KNOW?

In 2019, EDASC, chambers, and government officials were working to create a Skagit County Tourism Promotion Area, a program funded through lodging fees to promote tourism.

The arts, entertainment, and recreation industry employed **777**, with workers earning an average of **\$25,680**, according to a 2019 report by labor market analytics company Emsi. The Industry produced **\$36.5 million** in revenue, according to the report.



All stats from Employment Security Department Q1 2019 unless noted otherwise



Swinomish Casino & Lodge is the ultimate Pacific Northwest destination! Open 24/7, Swinomish boasts over 900 slots and a thrilling selection of table games. With views of Mount Baker and the San Juan Islands, the 98-room Lodge offers guests a combination of style and comfort. With an assortment of dining options, Swinomish Casino & Lodge provides culinary excellence for all tastes and budgets!

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Arts & Tourism

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(360) 293-6211 | aafdirector@anacortesartsfestival.com
anacortesartsfestival.com | Meredith McIlmoyle

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(360) 757-1900 | avalon@avalonlinks.com
www.avalonlinks.com | Ron Hass

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(360) 757-2717 | Sandy.kish@marriott.com
www.marriott.com/otsfs | Sandy Kish

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(360) 293-5353 | valeri@fidalgobay.com
www.fidalgobay.com | Valeri Teela

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(360) 757-7100 | KatieHayton@hotelservicesgroup.com
www.burlingtonsuites.hamptoninn.com
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Heritage Flight Museum *Non-Profit Supporter*
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(360) 424-5151 | admin@heritageflight.org
www.heritageflight.org | Julie Shelby

La Conner Country Inn and Channel Lodge *Small Business Supporter*
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(360) 299-1400 | gm@majesticinnandspa.com
www.majesticinnandspa.com | Alia Rossi

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(360) 416-7727 | nida.tautvydas@skagit.edu
www.mcintyrehall.org | Nida Tautvydas

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(360) 466-4446 | joannas@museumofnwart.org
www.monamuseum.org | Joanna Sikes

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(360) 848-9336 | execdir@skagitsymphony.com
www.skagitsymphony.com | Marna Fletcher

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SKAGIT

CONSTRUCTION & CONSTRUCTION-RELATED

Construction



Companies in Skagit:

541



Employment:

4,377



Average Annual Wage:

\$68,536

INTERESTING FACTS

“

Construction is ranked No. 1 for industry job growth and as the No. 4 revenue producing industry in Skagit County, according to a 2019 report by labor market analytics company Emsi.

”



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Fisher Construction Group



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We point out that our deep roots in Skagit County are responsible for the hard work and ingenuity we bring to every job. Our 40+ years of doing business the ‘Skagit-way’ has served our customers well. And it will continue to do so as we move forward.

Key to serving our customers is providing better building solutions. Whether we’re building a manufacturing plant or a brewery, our team is geared to solve problems and keep the construction process on track.

While we’ve grown to become one of the largest builders in the state with projects that take us to new places, we continue to focus on the commitment that got us here—working hard to treat our customers well, and delivering lasting building performance.

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President: Dan Powers
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www.axthelmconstruction.com
Brandon and Cindy Axthelm

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(360) 424-0394 | peter@carlettiarchitects.com
www.carlettiarchitects.com | Peter Carletti

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www.cfisherconstruction.com | Chad Fisher

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alex@fossheating.com | www.fossheating.com
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pwiescher@maulfoster.com | www.maulfoster.com
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(360) 757-3121 | scott.christianson@gravelpits.com
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PENDER Construction *Small Business Supporter*
PO Box 1114 | Burlington WA, 98233
(360) 708-9538 | Michael@Pendercon.com
Pendercon.com | Michael Pendergrast

Presidio Construction, Inc. *Small Business Supporter*
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(360) 336-3339 | mgr@presidioconst.com
www.presidioconst.com | Ed Olsen

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 (360) 293-0656 | mikeb@quantumci.com
 www.quantumci.com | Karin & Mike Baldwin

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 (360) 707-2048 | jravnik@ravnik.net
 www.ravnik.net | John Ravnik

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 www.semrau.com | John Semrau

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 (360) 826-3077 | office@skagitaggregates.com
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 (360) 661-1021 | GregH@smokeypointconcrete.com
 Smokeypointconcrete.com | Greg Hall

Skagit/Island Counties Builders Association *Non-Profit Supporter*
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 (360) 757-6916 | info@sicba.org | www.sicba.org
 Wayne Crider

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 (360) 856-6511 | aepstein@snelsonco.com
 www.snelsonco.com | Alex Epstein

Sound Development Group, LLC *Small Business Supporter*
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 Mount Vernon WA, 98273 | (360) 404-2010
 pat@sdg-llc.com | www.sdg-llc.com
 Pat Severin, P.E.

Spane Buildings, Inc. *Team*
 1611 Buck Way | Mount Vernon WA, 98273
 (360) 424-1505 | jim@spanebuildings.com
 www.spanebuildings.com | Jim Spane

Strandberg Construction, Inc. *Small Business Supporter*
 PO Box 319 | Anacortes WA, 98221
 (360) 293-7431 | nels@strandbergconstruction.com
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Skagit County homegrown builder celebrates their 75th anniversary this year

MOUNT VERNON — Spane Buildings, a Mount Vernon-based contractor specializing in post-frame buildings is celebrating its 75th anniversary this year.

This milestone makes it one of the longest-running and most experienced businesses in Skagit County. In fact, their first building constructed in 1945 can still be found standing strong on Fir Island, Washington.

Spane Building's footprint is stamped throughout the county and the state. Having constructed hundreds of beautiful homes, state-of-the-art equestrian facilities, commercial structures, elegant barns, and functional garages of all sizes. Spane can ensure a quality, custom structure that is designed to fit each individual customer.

However, the company's longevity wasn't always guaranteed according to President Jim Spane.

Jim's father and Spane Buildings Founder Victor Spane passed away from cancer in 1995. Prior to his passing, Victor Spane offered to sell the company to Jim, who was recently a realtor, boat captain, and was attending school at WWU.

"My dad was going to close it down. I didn't have a strong desire to take over the family business at the time, but I wanted to make sure my mom was taken care of," Jim said when asked how he felt about being the new owner of Spane Buildings.

But he took the leap and decided to buy the business. This leap turned out to be a great decision for the future of the company.

Jim used the construction knowledge he gained from his dad to create a flourishing business that strives for great customer service, the safety of employees, and high-quality craftsmanship.

The business has changed a lot over its 75 years of operation, even during Jim Spane's 25-year tenure as the company President.

Over the years, Jim Spane has seen a decrease in the demand for agricultural buildings and an increase in the building market for storage facilities, mother-in-law apartments, garages and more. Spane Buildings has adapted with the market to enhance their building knowledge, and ultimately create buildings their customers can enjoy for years to come.

Aside from perfecting the art of constructing post frame and pole barn buildings— with accolades such as being the three-time recipient of the Skagit-Island Counties Builders Association "Project of the Year". Spane Buildings does not only build award winning buildings, they also provide excellent customer service.



"We take care of our customers and back up our work," Jim Spane said. "We've developed life-long friendships over multiple projects and generations." Spane Buildings prides themselves on providing a high-level customer satisfaction, as well as treating customers and employees like family.

"Everybody says they have the best employees, but I really think our people are what make us great," Jim Spane said. Spane Buildings has about 45 employees, who all value safety, integrity, and knowledge. Their company understands integrity at a professional level reflects how they work as a company. Being honest through their work reflects the flawless standard they hold their craftsmanship to.

Spane Buildings also works with local and regional companies such as Cascade Lumber, Taylor Metal Products, and Stanwood Redi Mix to support a healthy local economy.

The company supports the local community by donating to local nonprofits, most recently decorating and auctioning off a tree at the Skagit Valley Hospital Foundation's Festival of Trees fundraiser. The company has also built playhouses for nonprofit charity auctions and has completed a variety of community service projects.

Spane Buildings is planning for growth within the next few years. The company will move to a new, larger headquarters in Mount Vernon as they begin offering buildings kits: packages comprised of building plans, lumber and an instructional manual that can be shipped anywhere in the country.

"We are excited for what the future holds and look forward to growing in Skagit County and turning Spane Buildings into a national brand," Jim Spane said.

SKAGIT

EDUCATIONAL SERVICES



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“ Skagit Valley College offers 4-year degrees in applied science, 2-year degrees in over two dozen fields, and professional & technical certificates in 30 programs. ”

“ Western Washington University, located in neighboring Bellingham, offers over 170 undergraduate and graduate programs. ”

“ Skagit County is located within 75 miles of a broad network of U.S. and Canadian four-year universities and world-leading research institutions, including:
Western Washington University, Bellingham
University of Washington, Seattle
Seattle University, Seattle
Washington State University, Everett
University of British Columbia, Vancouver
University of Victoria, Victoria
Simon Fraser University, Burnaby ”

Washington State University Everett, located just south of Skagit County, provides industry-aligned undergraduate programs with an interdisciplinary focus on the Puget Sound region.

All stats from Employment Security Department Q1 2019 unless noted otherwise

Skagit Valley College



SVC's Strategic Plan Core Themes of Equity in Access, Achievement, and Community are at the heart of our work. They help us to identify new educational programs and opportunities, and to view them through a lens of equity. With this focus, we minimize barriers for diverse student populations, create an environment where everyone belongs, and provide support so students achieve their educational goals.

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 President
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 thomas.keegan@skagit.edu
 www.skagit.edu

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 https://www.be.wednet.edu/ | Jennifer Dalton

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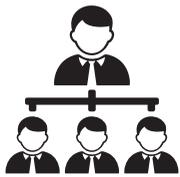
FINANCIAL SERVICES

Financial Services



Companies in Skagit:

113



Employment:

1,575

Did You Know?

Investors in the Financial Services category make up the largest number of EDASC Signature Investors, or those that invest \$5,000 or more. These companies include Peoples Bank, Banner Bank, Heritage Bank, US Bank, and CPA firms Larson Gross and VSH.

Employees in the finance and insurance industry are the second-highest earners in Skagit County, behind those in the utilities industry.

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Burlington WA

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Larson Gross CPAs & Consultants

Larson Gross CPAs & Consultants is a full-service public accounting and consulting firm that helps businesses, nonprofit organizations and individuals secure strong financial futures and create meaningful legacies through a comprehensive and personal service approach. The firm has offices in Bellingham, Lynden and Burlington with more than 100 team members providing a range of tax, assurance, bookkeeping and consulting services.

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(360) 679-2558 | jeffery.pleet@edwardjones.com
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Jeffery Pleet, CLU, ChFC

Fortiphi, LLC *Small Business Supporter*
811 Cleveland Avenue | Mount Vernon WA, 98273
(360) 424-5507 | mary.smith@fortiphi.com
fortiphi.com | Mary Smith

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PO Box 302 | 1800 S Burlington Blvd
Burlington WA, 98233 | (360) 757-5054
Samantha.Stormont@HeritageBankNW.com
www.HeritageBankNW.com | Samantha Stormont

John R. Brown, CPA, Inc., P.S. *Small Business Supporter*
PO Box 1232 | 1129B Riverside Dr
Mount Vernon WA, 98273 | (360) 336-6511
john@johnrbrowncpa.com | <http://www.johnrbrowncpa.com/> | John Brown

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245 E George Hopper Rd | Burlington WA, 98233
(360) 757-2700 | contact@larsongross.com
www.larsongross.com | Aaron Brown

McGregor Benefits *Team*
PO Box 626 | Anacortes WA, 98221
(360) 299-2626 | tammy@mcgregorbenefits.com
www.mcgregorbenefits.com | Tammy Masalonis

Moss Adams LLP *Team*
2219 Rimland Drive, Suite 215 | Bellingham WA, 98226
(360) 676-1920 | todd.kooiman@mossadams.com
www.mossadams.com | Todd Kooiman

National Development Council *Non-Profit Supporter*
1218 3rd Avenue, Suite 1403 | Seattle WA, 98101
509 - 860-4599 | mlafayette@ndconline.org
ndconline.org | Melissa LaFayette

North Coast Credit Union *Small Business Supporter*
1100 Dupont Street | Bellingham WA, 98225
800 - 696-8330 | jgischer@northcoastcu.com
www.northcoastcu.com | John Gischer

Northwest Farm Credit Services
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Trevor.faucett@northwestfcs.com
www.NorthwestFCS.com | Trevor Faucett

Oostra Rouw & Associates *Small Business Supporter*
PO Box 2404 | Mount Vernon WA, 98273
(360) 336-1040 | randy@oostrarouw.com
www.oostrarouw.com | Randy Oostra

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(360) 336-5007 | kkennedy@opusbank.com
www.opusbank.com | Kari Kennedy

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(360) 848-8872 | john.voth@peoplesbank-wa.com
www.peoplesbank-wa.com | John Voth

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Rod Cann

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US Bank *Gold*
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 (360) 738-2747 | michael.burke@usbank.com
 www.usbank.com | Michael Burke

VSH Certified Public Accountants *Gold*
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 Mount Vernon WA, 98273 | (360) 734-8715
 info@vshcpa.com | www.vshcpa.com
 Ashley Engel

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 eric@wallace-insurance.com | www.wallaceins.com
 Eric Dykstra

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SKAGIT

FOOD & BEVERAGE

Did You Know?

Food & Beverage



Companies in Skagit:

257

Employment:

3,805



From the first commercial crop of cultivated potatoes in 1853, the Skagit Delta has been supplying the region, state, and world with nearly every crop imaginable. The Valley produces almost 95% of U.S. table beet seed (50% of the world supply), 75% of U.S. spinach seed, 25% of global cabbage seed stocks, and more tulip, daffodil, and iris bulbs than any other U.S. county, according to Genuine Skagit Valley.



All stats from Employment Security Department Q1 2019 unless noted otherwise

Food & Beverages

Calico Cupboard

Cafe & Bakery *Small Business Supporter*
121-B Freeway Dr | Mount Vernon WA, 98273
(360) 336-3107 | brenda@calicocupboardcafe.com
www.calicocupboardcafe.com | Brenda Schmidt

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9946 Padilla Heights Road | Anacortes WA, 98221
(360) 588-1000 | deceptiondistilling@hotmail.com
www.deceptiondistilling.com | Harold Christenson

Eagle Haven Winery *Small Business Supporter*
PO Box 674 | 8243 Sims Road
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<http://www.eaglehavenwinery.com/>
Darrell Drummond

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terry.brazas@gmail.com
www.thefarmhouserestaurant.net
Terry & Wendy Brazas

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856 North Hill Blvd | Burlington WA, 98233
(360) 757-8818 | David@fidalgocoffee.com
www.fidalgocoffee.com | David Evans

Food Services, Inc. *Team*
PO Box 218 | 17889 McLean Road
Mount Vernon WA, 98273 | (360) 416-5117
sandy_cobbin@foodservicesinc.com
www.foodservicesinc.com | Sandy Cobbin

Healthier Vending NW *Small Business Supporter*
500 NW 200th Street | Shoreline WA, 98177
(206) 355-6359 | laurie@healthiervendingnw.com
www.healthiervendingnw.com | Laurie Albrecht

Nell Thorn Restaurant *Small Business Supporter*
PO Box 1250 | 205 Washington Street
La Conner WA, 98257 | (360) 466-4261
nellinfo@nellthorn.com | www.nellthorn.com
Ted Furst

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SKAGIT

GOVERNMENT

Government agencies in Skagit



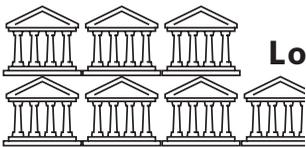
Federal:

9



State:

26



Local:

68



Employment:

11,660



Average weekly wage:

\$1,148

Did You Know?



Skagit County Government was the No. 8 ranked employer locally at 623 in 2018, according to the Western Washington University Center of Economic and Business Research.



All stats from Employment Security Department Q1 2019 unless noted otherwise



In partnership with public agencies and private business, the Port of Anacortes develops and manages facilities and services which simulate job creation and protects the quality of life of area residents. The Port is home to over 1,100 jobs, has completed \$60 million in environmental cleanups, and hosts over 16,000 visiting boater nights annually at Cap Sante Marina.

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Anacortes, WA 98221
P. (360) 293-3134
F. (360) 293-9608
Executive Director: Dan Worra
portofanacortes.com

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Port of Skagit

Port of Skagit serves as an economic development engine for Skagit County by concentrating on our mission, **Good Jobs for Our Community**. The Port owns and operates four main enterprises that are home to 92 businesses and more than 1,800 jobs.

Skagit Regional Airport:

Located on Bayview Ridge, Skagit Regional focusses on business aviation that supports and generates job creation throughout Skagit County. US Customs & Border Protection Services were added in 2019 to accommodate international flight arrivals, providing even more opportunity for economic development.

Bayview Business Park:

With a nearly constant 100% occupancy rate, Bayview Business Park is home to 41 businesses and 1,176 jobs. While most of the companies focus on general, marine and aerospace manufacturing, there are also more than a dozen businesses working in value-added agriculture.

La Conner Marina:

Opened in 1970, the La Conner Marina is celebrating 50 years of service to our community in 2020. Today, the La Conner Marina is a premier destination for recreational boaters, commercial fishers and marine-related businesses and manufacturers.

SWIFT Center:

Sedro-Woolley Innovation for Tomorrow Center, the former Northern State Hospital, is the Port's newest enterprise. The vision for SWIFT is to become a Center for agricultural and environmental innovation and technology that does good things for the world.

15400 Airport Drive
Burlington, WA 98233
Administration Office
360.757.0011

1978154

Government

Cascades Job Corps College & Career Academy *Team*
2060 Powerhouse Drive | Sedro-Woolley WA, 98284 | (360) 854-2145
hamilton.macklin@jobcorps.org
cascadesjobcorpsscca.com | Macklin Hamilton

City of Anacortes *Public*
PO Box 547 | 904 6th Street | Anacortes WA, 98221
(360) 299-1950 | coa.mayor@cityofanacortes.org
www.cityofanacortes.org | Laurie Gere

City of Burlington *Public*
833 S SPRUCE ST | Burlington WA, 98233
(360) 755-0531 | cityhall@ci.burlington.wa.us
www.burlingtonwa.gov | Steve Sexton

City of Mount Vernon *Public*
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(360) 336-6211 | mvmayor@mountvernonwa.gov
www.mountvernonwa.gov | Jill Boudreau

City of Sedro-Woolley *Public*
325 Metcalf Street | Sedro-Woolley WA, 98284
(360) 855-1661 | swmayor@ci.sedro-woolley.wa.us
www.ci.sedro-woolley.wa.us | Julia Johnson

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100 Commercial Ave | Anacortes WA, 98221
(360) 293-3134 | danw@portofanacortes.com
www.portofanacortes.com | Dan Worra

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www.portofskagit.com | Patsy Martin

Samcor Incorporated *Small Business Supporter*
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(360) 726-2488 | careythurston@samcor.biz
Carey Thurston

Skagit Council of Governments *Public*
315 South 3rd St, Suite 100 | Mount Vernon WA, 98273
(360) 416-7876 | kmurphy@scog.net
www.scog.net | Kevin Murphy

Skagit County *Public*
1800 Continental Pl #100 | Mount Vernon WA, 98273
(360) 336-9498 | trishal@co.skagit.wa.us
www.skagitcounty.net | Trisha Logue

Town of Concrete *Public*
PO Box 39 | 7674 Cedar Park | Concrete WA, 98237
(360) 630-4303 | goodwords@frontier.com
http://www.townofconcrete.com/ | Jason Miller

Town of Hamilton *Public*
PO Box 528 | Hamilton WA, 98255 | (360) 826-3027
hamilton.wa.mayor@gmail.com | Joan Cromley

Town of La Conner *Public*
PO Box 400 | La Conner WA, 98257
(360) 466-3125 | Mayor@townoflaconner.org
www.townoflaconner.org | Ramon Hayes

Town of Lyman *Public*
PO Box 1248 | Lyman WA, 98263
(360) 826-3033 | info@townoflyman.com
http://www.townoflyman.com/ | Eddie Hills

WorkSource Skagit / Employment Security Department *Non-Profit Supporter*
2005 E College Way Mount Vernon WA, 98273
(360) 416-3545 | jlund@esd.wa.gov | Jennifer Lund

SKAGIT

HEALTH CARE & SOCIAL ASSISTANCE

Health Care & Social Assistance



Companies in Skagit:

734



Employment:

5,125



Hospital Average Salary:

\$60,329

Did You Know?



Skagit County offers comprehensive, high-quality health care facilities, with close access to world-leading specialty health care institutions in Seattle. Local health care is one of Skagit County's leading employment sectors, and the county serves as a regional center in Northwest Washington for health care services.

Skagit Regional Health, an EDASC Diamond Investor, is the county's largest employer with a total headcount of 3,000, according to a 2018 report by Western Washington University. Skagit Regional Health includes two acute care hospitals and approximately two dozen outpatient clinics. Peace Health United General Medical Center, an EDASC Platinum Investor is the county's No. 13 employer. Island Hospital is No. 6 at 725.



All stats from Employment Security Department Q1 2019 unless noted otherwise

PeaceHealth United General Medical Center



PeaceHealth United General Medical Center in Sedro-Woolley is a 25-bed, critical access hospital and Level IV Trauma Center serving communities in Skagit and Island Counties. We provide exceptional health care with a full complement of primary, walk-in and specialty care services.

Major medical services include:

- **Cancer Care** -- Advanced diagnostic imaging, medical and radiation oncology and support services.
- **General & Orthopedic Surgery** -- Accomplished surgeons provide general and specialized surgeries.
- **Heart and Vascular Care** -- Experienced cardiologists specialize in complete diagnosis and treatment of the cardiovascular system.
- **24/7 Emergency Care** -- Specialized physicians and staff provide immediate medical treatment, life-saving care and coordination for safe patient transport.
- **Rehabilitation Therapies** -- Highly skilled nurses and licensed therapists provide comprehensive rehabilitative care.

Did you know?

PeaceHealth collaborates with United General District 304 to support their Fruit and Vegetable Rx program. In three years, this program has helped 80 patients with chronic disease and food insecurity purchase more than \$30,000 of fresh fruit and veggies.

2000 Hospital Dr.
Sedro-Woolley, WA. 98284
(360) 856-6021
[peacehealth.org/
united-general-medical-center](http://peacehealth.org/united-general-medical-center)



Skagit Regional Health is an integrated health care system providing advanced, quality and comprehensive services to the people of Skagit, Island and Snohomish counties. The system includes Skagit Valley Hospital in Mount Vernon and Cascade Valley Hospital in Arlington, both offering acute and emergency care, and more than two dozen clinic locations providing primary, specialty and urgent care.
www.SkagitRegionalHealth.org

Skagit Regional Health
P.O. Box 1376
Mount Vernon, WA 98273
Phone: 360-428-2293
Fax: 360-428-2416
Website: www.SkagitRegionalHealth.org

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Kirk Duffy

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120 E George Hopper Rd Ste 210
Burlington WA, 98233 | (360) 707-5343
reception@HildeFamilyDentistry.com
www.HildeFamilyDentistry.com | Jason Hilde

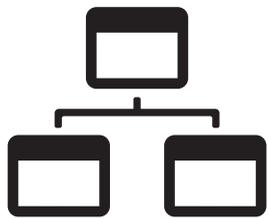
PeaceHealth United General Medical Center *Platinum*
2000 Hospital Drive | Sedro-Woolley WA, 98284
(360) 856-6021 | cjohnston@peacehealth.org
www.peacehealth.org/united-general-medical-center
Chris Johnston

Skagit Regional Health *Diamond*
PO Box 1376 | Mount Vernon WA, 98273
(360) 814-2370 | bivie@skagitregionalhealth.org
www.skagitregionalhealth.org | Brian Ivie

SKAGIT

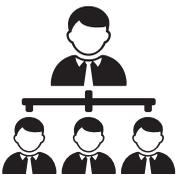
INFORMATION TECHNOLOGY

Information Technology



Companies in Skagit:

39

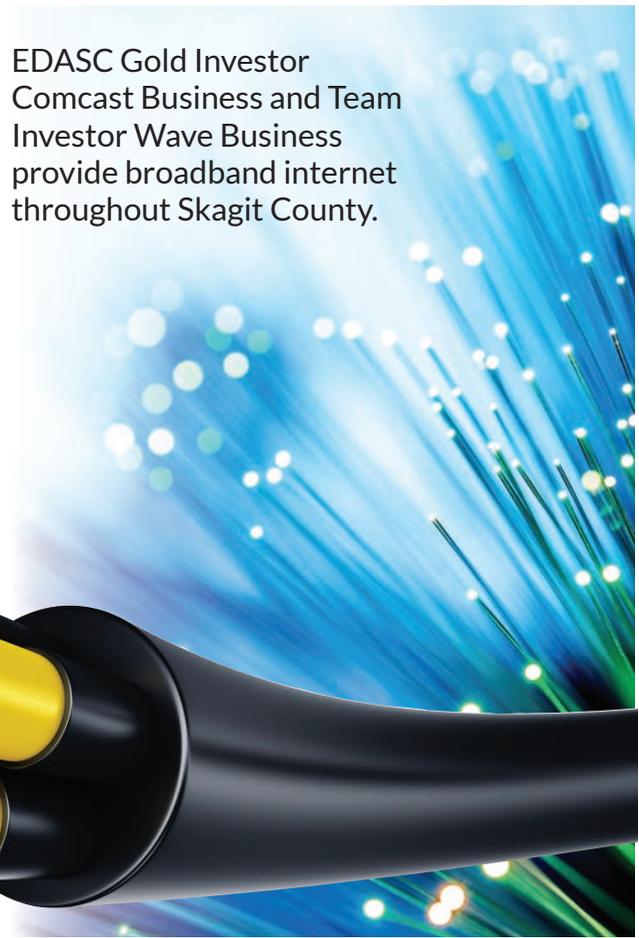


Employment:

351

Did You Know?

EDASC Gold Investor Comcast Business and Team Investor Wave Business provide broadband internet throughout Skagit County.



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www.3dcorp.us | Vince Preece

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www.sierramicroproducts.com | Sean Gallagher

Wave Business *Team*
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chfitzgerald2@wavebusiness.com
www.wavebroadband.com | Chris FitzGerald

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SKAGIT

GS-1930

MANUFACTURING

Manufacturing



Companies in Skagit:

184



Employment:

5,989



Average Annual Wage:

\$75,660

Did You Know?

Although Skagit County is often perceived as an agriculture-driven economy, the manufacturing sector ranks as the No. 1 revenue producer.

The manufacturing sector in Skagit County saw incredible growth in 2019, headlined by the expansion of Janicki Industries, the county's largest manufacturer.



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https://www.airliquide.com/united-states-america
Dominic Foley

BBC Biochemical *Small Business Supporter*
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adrianjb@bbcus.com | www.bbcus.com
Adrian Biesecker

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abreedt@bptdesign.com | www.BreedtRDSkagit.com
Andries Breedt

Chinook Enterprises *Small Business Supporter*
2026 N LaVenture Rd | Mount Vernon WA, 98273
(360) 428-0140 | sreed@chinookenterprises.org
www.chinookenterprises.org | Steve Reed

Dry Air Technology *Small Business Supporter*
1387 Pacific Dr, Suite B | Burlington WA, 98233
(360) 755-9176 | lori@dryairtech.com
www.dryairtech.com/contact.php | Lori Buswell

EDCO, INC. *Small Business Supporter*
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www.EDCOonline.com | Leslie Smith

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www.eddyline.com | Scott Holley

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www.goodwinds.com | Amelia Cook

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(360) 757-7212 | david.carlson@hexcel.com
www.hexcel.com | David Carlson

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www.janicki.com | John Janicki

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www.legendbrands.com | Marcia Neu

Marathon Petroleum Corporation *Gold*
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matthew.p.gill@andeavor.com | www.tsocorp.com | Matthew Gill

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Shell Puget Sound Refinery *Gold*
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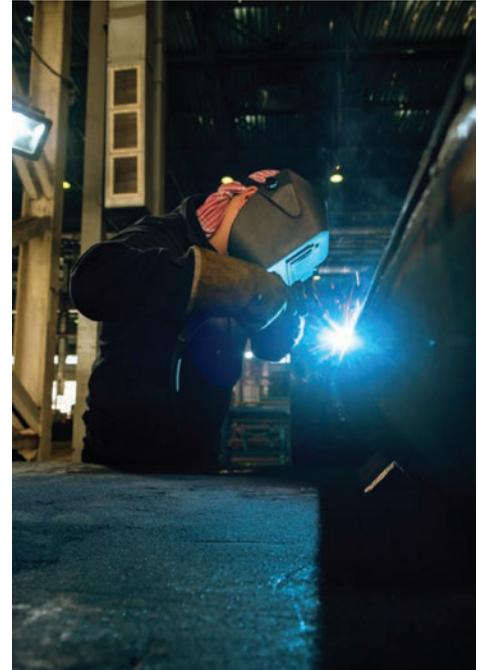


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Food Bank | Skagit County

Helping Hands Solution Center More Than A Food Bank

- ↳ C.H.O.W. Program
(Cutting Hunger On Weekend)
- ↳ Job Internships
- ↳ Education Classes
- ↳ Navigation Center

- ↳ Grocery Rescue
- ↳ Mobile Food & Services
- ↳ Community Room
- ↳ Skagit's Largest Food Bank

▶ In 2019, Helping Hands distributed over 3,000,000 pounds of food and served over 154,000 individuals

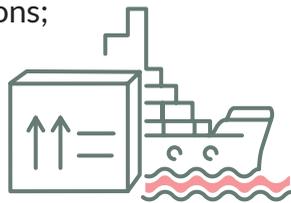
We nourish our community with respect, kindness, and food without judgement!
ASK FOR A TOUR!
9386 Fruitdale Road, Sedro-Woolley WA 98284 | 360-856-2211 | director@helpinghandsfoodbank.org

SKAGIT



Did You Know?

Skagit County has a vibrant marine industry strategically located near major shipping routes and recreation areas. The maritime sector in Skagit County includes cargo handling and logistics; fishing and seafood processing; ship and boat building, repair, and maintenance; passenger vehicle operations; recreational boating, and other maritime support industries.



The Port of Anacortes, a natural deep-water port, hosts major shipbuilding and repair facilities, with capabilities for dry bulk cargo exports, vessel moorage, industrial projects, and a spacious marina, accommodating both visitors and residents.



It ranked fourth in seaborne trade among Washington ports in 2013.

The Port of Skagit's La Conner Marina offers a premier destination for recreational boaters, commercial fishers and marine-related businesses and manufacturers.



The Anacortes Maritime Strategic Plan, a blueprint to strengthen the maritime industry in Anacortes for the next decade, was finalized in 2019. The plan was developed by EDASC, the Port of Anacortes and the City of Anacortes.



Let's join together
to strengthen our
workforce of
today — and
tomorrow!



**Bright
Beginnings**

A Brighter Future for Skagit Families!



Children's Council
of Skagit County

Learn how at: www.SkagitBrightBeginnings.com

1976886

Marine

Dakota Creek Industries, Inc. *Gold*
PO Box 218 | 820 4th Street | Anacortes WA, 98221
(360) 293-9575 | mike@dakotacreek.com
www.dakotacreek.com | Mike Nelson

La Conner Maritime Service *Non-Profit Supporter*
920 W Pearle Jensen Way | La Conner WA, 98257
(360) 466-3629 | isaaco@laconnermaritime.com
www.laconnermaritime.com | Isaac Oczkewicz

LAVLE USA, Inc *Team*
15809 Preston Pl | Burlington WA, 98233
(360) 768-1445 | liz.stout@lavle.com
www.lavle.com | Liz Stout

Tomco Marine Group, Inc. *Small Business Supporter*
PO Box 600 | 800 S. Pearle Jensen Way
La Conner WA, 98257 | (360) 466-9277
mike@americantugs.com | www.americantugs.com
Mike Schoppert

TRANSPAC MARINAS, INC. *Small Business Supporter*
PO Box 1169 | 702 R Avenue
Anacortes WA, 98221 | (360) 293-8888
daver@transpacmarinas.com
www.transpacmarinas.com | Dave Rytand



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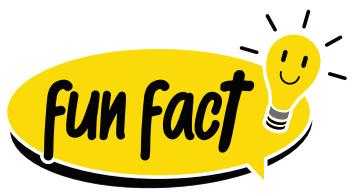
SKAGIT



Learn.
Volunteer.
Advocate.
Donate.



NON-PROFIT



Since 1963, United Way has raised \$28,356,747 to support Skagit families. Donors to United Way have created opportunities for almost three generations of our neighbors, improving the health, financial stability, and education of thousands.

EDASC on Jan. 1, 2020, became a 501(c)(3) nonprofit after merging with the EDASC Foundation. The move streamlined operations while opening doors to new grant funding opportunities.

In 2018, Community Action helped nearly 30,000 hard-working individuals and families find tools and support to get out of poverty while mobilizing more than 3,000 volunteers.

All stats from Employment Security Department Q1 2019 unless noted otherwise

HELPING HANDS



Food Bank | Skagit County

More Than A Food Bank

C.H.O.W Program
(Cutting Hunger On Weekend)
Job Internships
Education Classes
Navigation Center
Grocery Rescue
Mobile Food & Services
Community Room
Skagit's Largest Food Bank

In 2019, Helping Hands distributed over 3,000,000 pounds of food and served over 154,000 individuals

9386 Fruitdale Road
Sedro-Woolley, WA 98284
360-856-2211
director@helpinghandsfoodbank.org



SWAN is a non-profit organization dedicated to recognizing and supporting women of achievement in Skagit County. SWAN annually celebrates and honors outstanding Skagit County women for their success and contributions to the community as business leaders, innovators and visionaries. SWAN also provides scholarships each year for women to continue the mentoring legacy in the pursuit of excellence.

P.O. Box 261
Burlington, WA 98233
swanskagit.com
swanskagit@gmail.com

1978197

Skagit Valley Family YMCA



The Y is a cause-driven organization focused on three key areas: youth development, healthy living, and social responsibility. Our programs enable youth to realize their potential, offer families ways to have fun together, and empower people to be healthier in spirit, mind, and body. When you join the Skagit Valley Family YMCA, you're not just joining a facility, you're becoming part of a community. Our staff are here to help you meet your fitness goals and there are many ways to connect with other members through our events and programs like our potlucks, AOA group trips, and Brown Bag Lunches which are free classes on topics ranging from sustainable replacements for plastic to fraud prevention.

The Y is the perfect place for families, offering FREE access to Y Kids' at Hoag Road for all household memberships. Bring your children in for active and engaging fun with our highly trained staff while you swim laps, use the cardio and strength equipment in our Wellness Center, lift weights, or take a class. As a member, you have unlimited access to all of our group fitness classes at no additional cost. We have a variety of classes for all fitness levels. Join us for Yoga, Zumba, Cycle, Step, Total Body Training, Tai Chi or one of our other amazing classes to find your favorite classes to keep you moving!

Stop by anytime for a tour to see our beautiful new facility!

Skagit Valley Family YMCA
1901 Hoag Road
Mount Vernon, WA 98274
skagitymca.org
360-336-9622

1978602

Non-Profit

Anacortes Chamber of Commerce *Non-Profit Supporter*
819 Commercial Avenue, Suite F
Anacortes WA, 98221 | (360) 293-7911
shamilton@anacortes.org | www.anacortes.org
Stephanie Hamilton

Associated General Contractors of Washington *Non-Profit Supporter*
119 N Commercial St Ste 110
Bellingham WA, 98225 | (360) 961-5323
lcalloway@agcwa.com | www.agcwa.com
Lance Calloway

Burlington Chamber of Commerce *Non-Profit Supporter*
PO Box 1087 | 520 E Fairhaven Avenue
Burlington WA, 982337 | (360) 757-0994
burlingtonceo@burlington-chamber.com
www.burlington-chamber.com | Peter Browning

Camp Korey *Non-Profit Supporter*
24880 Brotherhood Rd | Mount Vernon WA, 98274
425 - 440-0850 | bharrington@campkorey.org
http://campkorey.org | Brian Harrington

Children's Museum of Skagit County *Non-Profit Supporter*
432 Fashion Way | Burlington WA, 98233
(360) 757-8888 | cate@skagitcm.org
www.skagitchildrensmuseum.net | Cate Anderson

Community Action of Skagit County *Non-Profit Supporter*
330 Pacific Pl | Mount Vernon WA, 98273
(360) 416-7585 | info@communityactionskagit.org
www.communityactionskagit.org | Bill Henkel

Concrete Chamber of Commerce *Non-Profit Supporter*
PO Box 743 | Concrete WA, 98237
(360) 853-8784 | chamber@concrete-wa.com
www.concrete-wa.com | Val Stafford

Friendship House *Non-Profit Supporter*
PO Box 517 | 1002 S 3rd St
Mount Vernon WA, 98273 | (360) 336-6138
tina@skagitfriendshiphouse.org
www.skagitfriendshiphouse.org | Tina Tate

GSBA *Non-Profit Supporter*
400 E Pine St, Ste 322 | Seattle WA, 98122
206 - 363-9188 | louise@thegsba.org
http://www.thegsba.org/ | Louise Chernin

Helping Hands Food Bank *Non-Profit Supporter*
PO Box 632 | 9386 Fruitdale Rd
Sedro-Woolley WA, 98284 | (360) 856-2211
rebeccas@helpinghandsfoodbank.org
www.helpinghandsfoodbank.org | Rebecca Larsen

Home Trust of Skagit *Non-Profit Supporter*
PO Box 2444 | Mount Vernon WA, 98273
(360) 428-0014 | jodidean@hometrustedskagit.org
www.hometrustedskagit.org | Jodi Dean

La Conner Chamber of Commerce *Non-Profit Supporter*
PO Box 1610 | 413 Morris Street
La Conner WA, 98257 | (360) 466-4778
director@laconnerchamber.com
www.lovelaconner.com | Heather Carter

Lincoln Theatre Center Foundation *Non-Profit Supporter*
PO Box 2312 | Mount Vernon WA, 98273
(360) 419-7129 | roger@lincolntheatre.org
www.ilovethelincoln.com | Roger Gietzen

Mount Vernon Chamber of Commerce *Non-Profit Supporter*
PO Box 1007 | 301 W Kincaid Street
Mount Vernon WA, 98273 | (360) 428-8547
andy@mountvernonchamber.com
www.mountvernonchamber.com | Andy Mayer

Mount Vernon Downtown Association *Non-Profit Supporter*
PO Box 1801 | 325 Pine Street, Suite A
Mount Vernon WA, 98273 | (360) 336-3801
director@mountvernondowntown.org
mountvernondowntown.org | Ellen Gamson

Mount Vernon Farmers Market *Non-Profit Supporter*
PO Box 2053 | Mount Vernon WA, 98273
(360) 540-4066 | mountvernonfarmersmarket@hotmail.com
www.mountvernonfarmersmarket.org | Tia Entrikin

North Cascades Institute *Non-Profit Supporter*
810 State Route 20 | Sedro-Woolley WA, 98284
(360) 854-2599 | info@ncascades.org
www.ncascades.org | Saul Weisberg

North Puget Sound Carpenters Local 70 *Non-Profit Supporter*
401 E Hickox Rd | Mount Vernon WA, 98273
(360) 424-1532 | 70@northwestcarpenters.org
www.ubcja70.org | Lisa Marx

OIC of Washington *Non-Profit Supporter*
2005 A E. College Way | Mount Vernon WA, 98273
(360) 416-3521 | v.g@yvoic.org
www.yvoic.org | Vidal Gonzales

Rotary Club of Burlington *Non-Profit Supporter*
PO Box 185 | Burlington WA, 98233
(360) 707-5422 | stephanieh7@icloud.com
President

Secret Harbor *Non-Profit Supporter*
PO Box 828 | 225 N. Walnut Street
Burlington WA, 98233 | (360) 755-5700
brian.carroll@secretharbor.org
www.secretharbor.org | Brian Carroll

Sedro-Woolley Chamber of Commerce *Non-Profit Supporter*
810 Metcalf Street | Sedro-Woolley WA, 98284
(360) 855-1841 | director@sedro-woolley.com
www.sedro-woolley.com | Pola Kelley

Skagit Adult Day Program *Non-Profit Supporter*
116 N Skagit Street | Burlington WA, 98233
(360) 755-1235 | Leighann@skagitadultdayprogram.org
www.skagitadultdayprogram.org | Leigh Ann Benson

Skagit Community Foundation *Non-Profit Supporter*
PO Box 1763 | 1204 Cleveland Avenue
Mount Vernon WA, 98273 | (360) 419-3181
director@skagitcf.org | www.skagitcf.org
Mary McGoffin

Skagit Habitat For Humanity *Non-Profit Supporter*
1022 Riverside Drive | Mount Vernon WA, 98273
(360) 428-9402 | teresa@skagithabitat.com
www.skagithabitat.com | Teresa Pugh

Skagit Valley Family YMCA, Inc. *Non-Profit Supporter*
215 East Fulton Street | Mount Vernon WA, 98273
(360) 336-9622 | d.snider@skagitymca.org
www.skagitymca.org | Dean Snider

Skagit Valley Tulip Festival *Non-Profit Supporter*
PO Box 1784 | 311 Kincaid St
Mount Vernon WA, 98273 | (360) 428-5959
info@tulipfestival.org | www.tulipfestival.org
Cindy Verge

Skagit Watershed Council *Non-Profit Supporter*
PO Box 2856 | 815 Cleveland Ave., Suite 201
Mount Vernon WA, 98273 | (360) 419-9326
rbrocksmith@skagitwatershed.org
www.skagitwatershed.org | Richard Brocksmith

Skagit Women's Alliance and Network *Non-Profit Supporter*
PO Box 261 | Burlington WA, 98233
(360) 708-2144 | swanskagit@gmail.com
www.swanskagit.com | Tina Tate

United Way of Skagit County *Non-Profit Supporter*
PO Box 451 | Burlington WA, 98233
(360) 755-9521 | debra@unitedwayskagit.org
www.unitedwayskagit.org | Debra Lancaster

Volunteers of America Western Washington - Skagit Dispute Resolution Center *Non-Profit Supporter*
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(360) 419-4249 | skagitdrc@voaww.org
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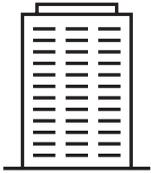


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SKAGIT

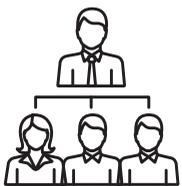
PROFESSIONAL SERVICES

Professional Services



Companies in Skagit:

294



Employment:

1,653



Average Annual Wage:

\$70,200



Quarterly Wages Paid:

\$29 million

“ Professional and technical service occupations are those that provide specialized services. Occupations in this category are diverse, including marketing, publishing, accounting and law. ”

“ The Professional Service category includes three EDASC Signature Investors: Skagit Publishing, Chmelik Sitkin & Davis, and Skagit Law Group. ”

All stats from Employment Security Department Q1 2019 unless noted otherwise

Chmelik Sitkin & Davis P.S. is a leading Northwest Washington regional law firm that represents businesses, municipal governments, and insurance carriers primarily in Whatcom, Skagit, San Juan and Island Counties but throughout the State of Washington and Alaska. Clients expect that our attorneys will provide timely, cost-effective and sound advice in all areas of business, business transactions, representation of municipal governments, land use issues, representation of general and subcontractors, employment and labor issues, real estate and development issues, and environmental cleanups.

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Mark and Sandy Hagen started Express Employment Professionals of Mount Vernon in 1996. They felt passionately about helping people succeed. Express is in the business of matching the right employees with the right companies. Over the last 3 years they have placed more than 6,600 people at over 540 different companies in Skagit and Island Counties.

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Mount Vernon, WA 98274
(360) 336-1980
mark.hagen@expresspros.com
ExpressPros.com
Owners: Mark and Sandy Hagen

1978182



Skagit Publishing encompasses a diverse mix of more than 50 high-quality products and services. From newspapers and websites to commercial printing and direct mail, Skagit Publishing continues to evolve as an innovative, diversified and expanding news, information and advertising source. We are here to serve Skagit County residents and businesses by providing compelling and credible local news and advertising. Backed by our understanding of the marketplace and complemented by our assortment of products and services, Skagit Publishing reaches more customers and delivers greater results than any other local multimedia organization. Family owned Skagit Publishing produces the daily Skagit Valley Herald and six weekly newspapers: the Anacortes American, Your Fidalgo, Courier-Times, The Argus and Stanwood Camano News (and the ADvertiser). Special sections include Real Estate Weekly and Arts & Entertainment 360. The paid subscriber base reaches from Island and Whatcom counties to Arlington, with the highest penetration in Mount Vernon, Burlington, Anacortes, Camano Island and Sedro-Woolley. Goskagit.com merges content from all of its newspapers and publications and also hosts a free community calendar.

1215 Anderson Road
Mount Vernon, WA 98274
P: (360) 424-3251
Publisher: Heather Hernandez
E: ads@skagitads.com
skagitpublishing.com | goskagit.com
goanacortes.com | scnews.com

Williams & Nulle works closely with individuals, business owners and managers providing tax, accounting, compilation, review, auditing, and management advisory services in a wide variety of industries. The 67 year old firm is licensed and accredited through the AICPA. All professional staff members are licensed, local CPA's who are sincerely interested in the success of each client and the community.

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1978609

Professional Services

AMJ Group, Management Development *Small Business Supporter*
4117 Kingsway | Anacortes WA, 98221
(360) 840-6925 | Mike@heartofengagement.com
mikecook.info | Michael Cook

Anacortes American *Investor*
901 6th St. | Anacortes WA, 98221
(360) 293-3112 x 1040 | cweeks@goanacortes.com
goanacortes.com | Colette Weeks

Barron Smith Daugert, PLLC *Team*
825 Cleveland Ave | Mount Vernon WA, 98273
(360) 733-0212 | bdlaw@barronsmithlaw.com
barronsmithlaw.com | Sallye Quinn

BrandQuery, LLC *Small Business Supporter*
815 Cleveland Ave Suite 200
Mount Vernon WA, 98273 | (360) 336-0152
info@brandquery.com | https://www.brandquery.com/
Jacque Beamer

Brensel Hospitality Consulting *Small Business Supporter*
1726 Lindsay Loop | Mount Vernon WA, 98274
(360) 333-0860 | lenbentsen@brenselhc.com
brenselhc.com | Lennart Bentsen

Business Support Services Northwest, LLC *Small Business Supporter*
1001 E Maple St | Bellingham WA, 98225
(360) 303-5798 | chris@pfcoach.com
www.bssnorthwest.com | Chris McGee

Chmelik Sitkin & Davis, P.S. *Platinum*
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 (360) 671-1796 | fchmelik@chmelik.com
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Chuckanut Valley Veterinary Clinic
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 Burlington WA, 98233 | (360) 757-3722
 christy@chuckanutvet.com
 www.chuckanutvet.com | Christy Lyon

Courier-Times *Investor*
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 www.goskagit.com | Craig Parrish

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 mark.hagen@expresspros.com
 www.expresspros.com | Mark Hagen

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 (360) 424-1000 | galen@isomedia.com
 www.galendesign.com | Larry Galen Larson

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 204 W Montgomery St | Mount Vernon WA, 98273
 (360) 336-2155 | jblazek@hkpa.com
 www.hkpa.com | Julie Blazek

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 Mount Vernon WA, 98273 | (360) 336-0185
 carol@seattle-immigration.com
 www.seattle-immigration.com | Carol Edward

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 Laura@skagitlaw.com | www.skagitlawgroup.com
 Laura Minton Breckenridge

Skagit Publishing *Emerald*
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 (360) 416-2100 | hhernandez@skagitpublishing.com
 goskagit.com | Heather Hernandez

Skagit Valley Herald *Investor*
 1215 Anderson Road | Mount Vernon WA, 98273
 (360) 416-2135 | news@skagitpublishing.com
 goskagit.com | Collette Weeks

The Argus *Investor*
 1215 Anderson Road | Mount Vernon WA, 98274
 (360) 416-2153 | cparrish@skagitpublishing.com
 goskagit.com | Craig Parrish

The Language Exchange, Inc. *Small Business Supporter*
 716 E. Fairhaven Ave | Burlington WA, 98233
 (360) 755-9910 | jordan@languageexchangeinc.com
 www.LanguageExchangeInc.com | Jordan Evans

Vander Wel, Jacobson & Kim, PLLC *Small Business Supporter*
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 (360) 299-9900 | gary@vjbm.com
 www.vjbm.com | Gary Jacobson

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 Anacortes, WA 98221
 Phone (360) 293-6913
 Fax (360) 293-9084

www.wncpa.com

1849782

SKAGIT

REAL ESTATE

Real Estate



Companies in Skagit:

124



Employment:

451



Total Housing Units:

54,489

(according to GIS Planning)

The median price for homes sold in Skagit County was \$369,000, according to a report from Northwest Multiple Listing Service for year-to-date November 2019.



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Real Estate

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Mount Vernon WA, 98273 | (360) 202-0715
pamanddanbaird@msn.com
www.BairdandRussell.com | Pam & Dan Baird

Bay Ridge Business Park *Small Business Supporter*
11190 Bayview Edison Rd
Mount Vernon WA, 98273 | (360) 708-1283
jbouslog@frontier.com | John Bouslog

Bouslog Properties *Small Business Supporter*
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jbouslog@frontier.com | John Bouslog

Brown McMillen Real Estate *Small Business Supporter*
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info@brownmcmillen.com | www.brownmcmillen.com
Tim Reichert

Chicago Title Company *Small Business Supporter*
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(360) 424-1700 | judy.williams@ctt.com
www.titlebyjudy.com | Marty Lehr

Dahlstedt Family Properties *Team*
13048 Farm to Market Rd
Mount Vernon WA, 98273 | (360) 424-3004
bdahlstedt@comcast.net | Barbara Dahlstedt

Ellingson Home Group *Small Business Supporter*
425 Commercial, Suite 200 | jMount Vernon WA, 98273
(360) 399-6522 | jan@janellingson.com
www.ellingsonhomegroup.com | Jan Ellingson

Erik Pedersen Group *Small Business Supporter*
425 Commercial Street, Suite 200
Mount Vernon WA, 98273
(360) 391-0000 | erikpedersengroup@gmail.com
www.erikpedersengroup.com | Erik Pedersen

Guardian Northwest Title & Escrow *Small Business Supporter*
PO Box 1667 | 1301B Riverside Drive
Mount Vernon WA, 98273 | (360) 424-0115
michelle.vanwyck@gnwttitle.com
www.gnwttitle.com | Michelle Van Wyck

Land Title and Escrow Company of Skagit County *Small Business Supporter*
PO Box 445 | 111 E George Hopper Rd
Burlington WA, 98233 | (360) 707-2158
eldon@ltco.com | www.ltco.com | Eldon Brown

Learned Commercial, Inc. *Small Business Supporter*
108 Gilkey Road | Burlington WA, 98233
(360) 757-3888 | clay@claylearned.com
www.learnedcommercial.com | Clay Learned

RE/MAX Territory NW *Small Business Supporter*
320 S Burlington Blvd | Burlington WA, 98233
(360) 755-9494 | burlington@remaxterritorynw.com
www.skagitvalleyrealestate.com | Wilma Louia

Wallace Industrial LLC *Small Business Supporter*
PO Box 569 | 10412 Chuckanut Drive
Burlington WA, 98233 | (360) 757-0981
jack@wallacespuds.com | www.wallacespuds.com
Jack Wallace

Windermere Real Estate / Anacortes Properties *Small Business Supporter*
3018 Commercial Ave | Anacortes WA, 98221
(360) 293-8008 | nscott@windermere.com
www.anacortesrealestate.com | Nate Scott

Windermere Real Estate / Skagit Valley *Small Business Supporter*
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www.windermereskagit.com | Josh Scott

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1978047



SKAGIT

REPAIRS, SALES & SERVICES

Repair & Service



Businesses in Skagit:

107



Employment:

658



Average Salary:

\$48,369

All stats from Employment Security Department Q1 2019 unless noted otherwise



Repair & Service

Birch Equipment Rentals & Sales

Small Business Supporter
PO Box 30918 | Bellingham WA, 98228
(360) 428-7788 | mountvernon@birchequipment.com
www.birchequipment.com | Cara Buckingham

CPI Plumbing and Heating Inc.

Small Business Supporter
1900 Railroad Avenue | Mount Vernon WA, 98273
(360) 399-6810 | bjt@cpiplumbing.com
www.cpiplumbing.com | Brad Tully

Dwayne Lane's Auto Family

Team
10515 Evergreen Way | Everett WA, 98204
425 - 551-4971 | scb@dwaynelane.com
www.dwaynelane.com | Sheila Countryman-Bean

Foothills Toyota

Small Business Supporter
PO Box 629 | 1881 Bouslog Road
Burlington WA, 98233 | (360) 757-7575
tyler.steinman@foothillstoyota.com
www.foothillstoyota.com | Tyler Steinman

Pacific Party Canopies, Inc.

Small Business Supporter
455 Pease Rd | Burlington WA, 98233
(360) 707-2115 | gregg@pacificpartycanopies.com
www.pacificpartycanopies.com | Greg Greenfield

Sims Honda

Small Business Supporter
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SKAGIT

RETAIL



Retail



Companies in Skagit:

423



Employment:

6,815

Retail trade is the No. 3 industry for gross regional product in Skagit County, behind government at No. 2 and manufacturing at No. 1.

Skagit County has a plethora of retail offerings from Burlington's large number of auto dealers and major retailers, to Anacortes', Mount Vernon's and Sedro-Woolley's unique small-business retailers.

Retail trade is the second largest industry for jobs in Skagit County, behind government.

All stats from Employment Security Department Q1 2019 unless noted otherwise

Retail

Cascade Mall *Silver*
201 Cascade Mall Drive | Burlington WA, 98233
(360) 757-2072 | tlong@merlonegeier.com
www.shopcascademall.com | Taylor Long

Judd & Black Appliance *Small Business Supporter*
2520 Cedardale Road | Mount Vernon WA, 98274
(360) 336-6515 | rsylte@juddblack.com
www.juddblack.com | Rachael Sylte

Northwest

Hot Spring Spas, Inc. *Small Business Supporter*
507 Fisher Lane | Burlington WA, 98233
(360) 757-1888 | dan@nwhotspring.com
www.nwhotspring.com | Dan Hyatt

Rallye Auto Sales Inc *Small Business Supporter*
1010 Old Hwy 99 N Rd | Burlington WA, 98233
(360) 757-7770 | info@rallyeauto.com
www.rallyeauto.com | Doyle Guffie

Strauss Jewelers *Small Business Supporter*
401 S 1st Street | Mount Vernon WA, 98273
(360) 336-2843 | strauss@straussjewelers.com
www.straussjewelers.com | Lynn & Barbara Strauss

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https://www.wcpsolutions.com/ | Steve Cole



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Truck Transportation



Support activities for transportation



Airports



Skagit Regional Airport
 Anacortes Airport
 Concrete Airport

All stats from Employment Security Department Q1 2019 unless noted otherwise



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- Dial-A-Ride • Vanpool
- County Connector
- Everett Express

P: (360) 757-4433

Executive Director: Dale O'Brien

E: dobrien@skagittransit.org | skagittransit.org

Transportation

Lake Erie Trucking *Small Business Supporter*
 13540 Rosario Rd | Anacortes WA, 98221
 (360) 293-7332 | [William.Wooding](mailto:William.Wooding@lakeerietrucking.com)

Oak Harbor Freight Lines, Inc. *Small Business Supporter*
 PO Box 1469 | Auburn WA, 98071
 (800) 285-6254 | ed.vanderpol@oakh.com
 Edward Vander Pol

Skagit Transit *Public*
 600 County Shop Lane | Burlington WA, 98233
 (360) 757-8801 | dobrien@skagittransit.org
www.skagittransit.org | Dale O'Brien

Skagit Transportation, Inc. *Small Business Supporter*
 PO Box 400 | Mount Vernon WA, 98273
 (360) 419-6289 | dboffey@skagittrans.com
www.skagittrans.com | Daniel Boffey

XPO Logistics *Team*
 16183 Mclean Rd | Mount Vernon WA, 98273
 (734) 757-1636 | john.martell@xpo.com | John Martell



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SKAGIT

UTILITIES

Utilities



Companies in Skagit:

9



Employment:

226



Average Annual Wage:

\$120,120

Distribution of natural gas in Skagit County is provided by Cascade Natural Gas in the communities of Mount Vernon, Anacortes, Burlington, LaConner, and Sedro-Woolley.

Fiber optic capability is available to businesses in Mount Vernon, Burlington, the Port of Skagit and soon Anacortes. EDASC is working with Skagit County, the Port of Skagit and county communities to expand fiber access and capabilities at a countywide level.

All stats from Employment Security Department Q1 2019 unless noted otherwise

Utilities

Cascade Natural Gas Corporation *Silver*
1520 S 2nd St | Mount Vernon WA, 98273
(360) 336-6156 | travis.alvord@cngc.com
www.cngc.com | Travis Alvord

Lautenbach Industries *Small Business Supporter*
13084 Ball Rd | Mount Vernon WA, 98273
(360) 757-4000 | troy@lautenbachrecycling.com
www.lautenbachrecycling.com | Troy Lautenbach

Public Utility District #1 of Skagit County *Public*
PO Box 1436 | 1415 Freeway Drive
Mount Vernon WA, 98273
(360) 424-7104 | pud@skagitpud.org
www.skagitpud.org | George Sidhu

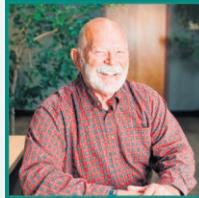
Skagit River Steel & Recycling *Small Business Supporter*
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(360) 757-6096 | toddr@skagitriversteel.com
www.skagitriversteel.com | Todd Reynolds



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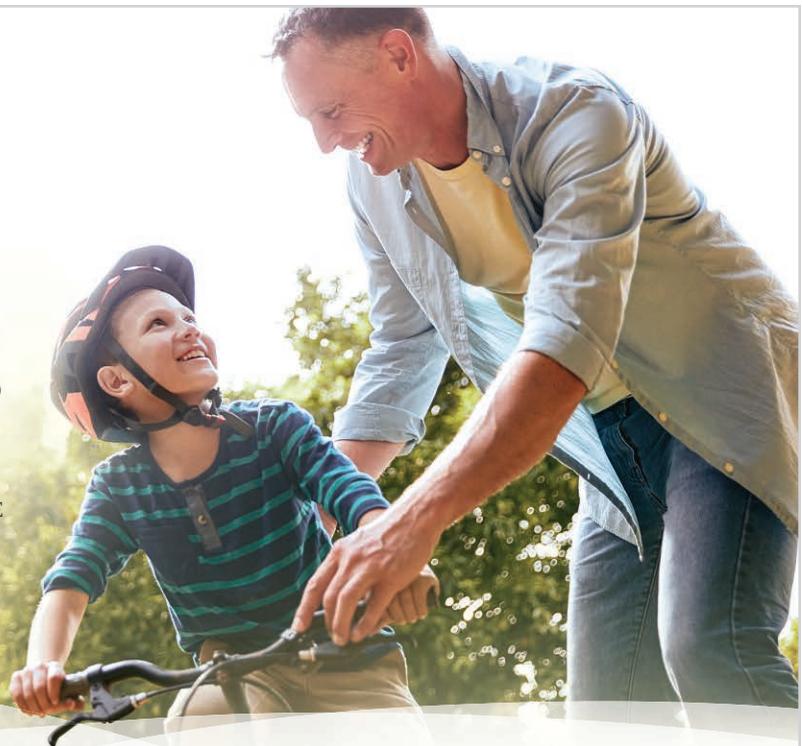
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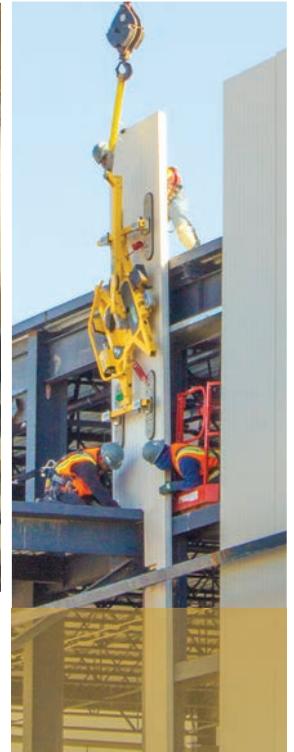
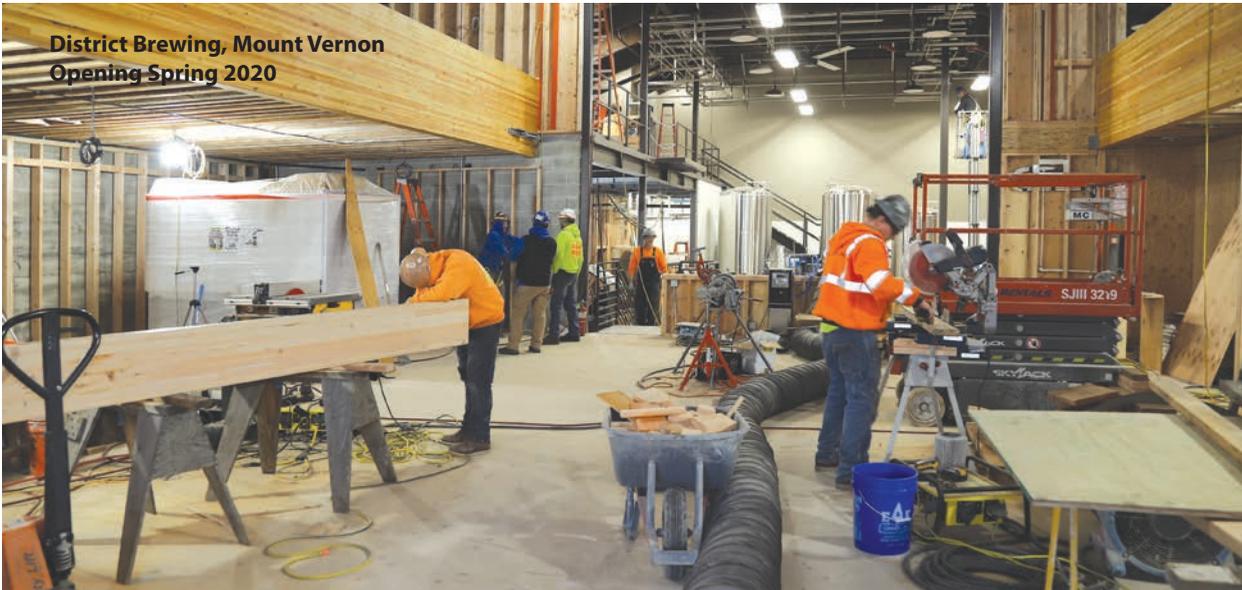
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