

SKAGIT

BUSINESS GUIDE 2021

Ingenuity, collaboration & goodwill

Top 10 stories of 2020

EDASC

- Economic Development
- Programs
- Events
- Finances

Investor Directory



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LETTER FROM THE CEO

We have just completed the most remarkable year in so many ways – and one most of us hope to never repeat! Nevertheless, there were still things to celebrate, silver linings, and causes for gratitude in the midst of unprecedented and tragic loss of life, health, security, safety and comfort. On behalf of the EDASC team, this 2021 Skagit Business Guide presents EDASC’s Top Ten of 2020 describing our exciting accomplishments from last year, starting with helping our business community deal with the economic impacts of the pandemic and recession here in Skagit County.

EDASC has assisted with multiple small business emergency grant programs at the state, county and municipal levels, and has helped countless businesses navigate their way with other resources and adaptations to the current situation. All the while, normal economic development work of expansions of existing companies, new locations, and grassroots business growth continues across the county. Our efforts to generate and help maintain sustainable business growth extends to companies large and small, those already here and not yet here, in all business sectors, whether domestic or global.

As we began 2020 with great optimism, no one foresaw the way the rest of the year would unfold here and across the world. Please allow me to express our heartfelt 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 that provide a livelihood to owners and employees, and to our communities themselves. We are ever grateful to the EDASC Board of Directors and the amaz-

ing professionals who make EDASC hum every day. Even while working largely from home since mid-March, our EDASC team had the most productive year we could have imagined, with a positive impact on more Skagit businesses than ever before. The successful adaptations were especially notable in Leadership Skagit, which graduated the Class of 2020 and recruited the current Class of 2021, finding new ways to make the experiential leadership program come alive and bring so much value to participants and their companies.

The year also demonstrated far and wide the long-overdue need for reform in our society and particularly in our legal and economic systems. While the principles of equity and inclusion already form a pillar of the EDASC mission, activities, and programs, we are making sure they form the backbone of our recovery plan to be formed during 2021.

EDASC, like our colleagues at the state level, views the practice of economic development as necessarily broad and inclusive to reflect all aspects and all members of a prosperous and healthy community that values equity, inclusion, and sustainable development. It is EDASC’s responsibility to help foster and manage sustainable, responsible growth well-suited to who we are in Skagit County, preserving our natural beauty and promoting a healthy economy into the decades to come. Thank you for joining in that Alliance, partnering with EDASC to achieve these important goals!

**Sincerely yours,
John Sternlicht, CEO**



LETTER FROM THE BOARD PRESIDENT

As my second term as EDASC board chair nears completion and I reflect on 2020, one thing is clear – it did not quite go as planned.

The year brought uncertainty to our health, safety and economic stability along with creating doubt for the future of our beautiful valley. Uncertainty was equally matched with amazing efforts of determination, grit and resilience, three words that often come to mind when I describe the people in this area.

The work of EDASC staff members, led by John Sternlicht, left me impressed and proud as they quickly pivoted in March, helping our business community deal with the impacts of the pandemic. Collaboration has never been more important and was on full display as the team worked closely with other entities to disseminate necessary information and administer multiple small business emergency grants. Their efforts were impressive, and I invite you to read about each of them in detail in the pages of this publication.

As board chair of EDASC and president and publisher of Skagit Publishing, I have had a front row seat to the positive impact these programs have had on our business community as business owners fight for survival and the ability to continue to offer employment to our residents. It has been a

privilege to be able to report and shine light on the creativity and resilience of our community coming together in crisis.

As we look forward to 2021, we are hopeful. The Board of Directors and EDASC staff are deeply committed to continuing programs such as Leadership Skagit, growing our Latino business programs and, most importantly, leading the way toward business recovery. We are laser-focused at carrying out a strategic plan that establishes a vision for recovery and for a vibrant future of economic development in Skagit County. It is inclusive and designed to serve all members of our community.

As we look toward economic recovery in Skagit County this year, I want to thank all our current investors in our alliance and invite those of you who have not joined us yet to do so. Together we can continue this important work as we pursue a strategic and sustainable approach to economic development with 2020 in the rearview mirror.

**Best regards,
Heather Hernandez
EDASC Board Chair**



MEET THE 2021 BOARD OF DIRECTORS



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Composites



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VSH Certified
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MEET THE STAFF



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Audra Ramerman
Director of Finance &
Administration



Tamsin Bell
Economic
Development
Manager



Aaron Weinberg
Communications
Manager



Sunny Siers
Program Support
Coordinator



Mary Heffernan
Trester
Leadership Skagit
Program Manager

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Mission Statement

EDASC carries out business attraction, retention and expansion, and collaborative engagement to achieve a prosperous, sustainable and equitable community while maintaining Skagit County’s natural beauty and quality of life.

GET INVOLVED

Interested in becoming more involved in EDASC?
Learn how you can:

- Sign up for our newsletter
- Apply to serve on the board of directors
- Share your expertise

Contact us at office@skagit.org.

SKAGIT



Eddyline's PPE push highlights Skagit's collaborative spirit

BURLINGTON – With Eddyline Kayaks shut down during the onset of the pandemic, company president Scott Holley sought to help as the community battled the initial PPE shortage.

“Many of our team members had family members on the front lines of the pandemic,” Holley said. “We felt it was important to do what we could to help.”

Eddyline Kayaks, with support from local organizations and businesses such as Skagit Rotary and Chinook Enterprises, manufactured over 2,000 face shields, delivering them to local hospitals, elderly care facilities and more across Skagit County.

The collaboration and ingenuity demonstrated during the project illustrated Skagit County's business-friendly atmosphere.

“The reason this worked was because there are existing networks of people and businesses with good will,” Holley said. “And the cool thing about it was that we mobilized and made this

happen before the supply chain had caught up and face shields were widely available.”

Indeed, the pieces were already in place to bring this project quickly and

“The collaboration and ingenuity demonstrated during the project illustrated Skagit County's business-friendly atmosphere.”

efficiently to fruition. Eddyline Kayaks already had the supplier relationships to get the raw materials for the face shields; the Skagit Rotary was able to promptly mobilize and distribute the face shields; Chinook Enterprises helped with assembly; and Skagit County's manufacturers network helped connect Eddyline Kayaks with tooling.

“This happened because of these

existing networks of people doing awesome things in this county,” Holley said.

Eddyline Kayaks has manufactured premier touring kayaks since 1971, pioneering fully thermoformed kayak production. They are known for their sleek design and light weight.

The company has undergone changes in the last few years, with EDASC helping Eddyline Kayaks founders Tom and Lisa Derrer in 2017 find and transfer ownership to Holley and both employee owners and outside investors. At the beginning of 2020, the company moved from the Port of Skagit to a larger Burlington facility to increase production.

Shortly afterward, Eddyline Kayaks, like most businesses in the state, temporarily closed in March at the onset of the COVID-19 pandemic.

With his employees sent home,

continued on pg. 7



Photo by Brandon Sawaya / Soulcraft Allstars
Eddyline Kayaks staff assemble face shields in April in the company's Burlington facility.

businesses manufactured sanitizer, donated signage to businesses and much more.

With Eddyline kayaks' expansion to a larger facility, the company now has about 25 employees. It experienced a lull in sales when the pandemic hit, with many of their vendors canceling orders.

But around Memorial Day, they started getting calls from customers who had canceled or put their orders on hold. Not only did they want to renew their orders, they wanted to double them.

"We went from a lot of uncertainty with demand to explosive demand and we battled all summer to gear up to meet that," Holley said.

When planning their Burlington expansion, Holley said he never really considered re-locating anywhere else besides Skagit County, with its business-friendly and community-focused environment.

"It's easy to attract talent here," Holley said. "People want to live here with our enviable quality of life and hard-working, educated workforce."



Photo by Brandon Sawaya / Soulcraft Allstars
Eddyline Kayaks President Scott Holley led the effort to manufacture over 2,000 face shields.

continued from pg. 6

Holley wondered what to do next before coming up with the idea to manufacture face shields. He called his employees back (who were still being paid despite the stay-at-home order) and began prototyping designs. He also asked the Skagit Rotary group to fund materials for the initial production run, with Eddyline Kayaks donating its labor and facilities.

Through additional generous donations from local businesses – including Chmelik Sitkin & Davis and VSH CPAs – the project was funded.

With the face shield ready for manufacturing, Eddyline Kayaks' production floor turned into an assembly line in the middle of the shop with about a dozen employees.

With all the pieces in place, Skagit Rotarian and former Skagit Regional Health CEO Gregg Davidson through

his connections with Skagit County EMS helped identify and coordinate the need for face shields throughout the county.

The first batch of face shields was delivered April 2, 2020, to three hospitals, eight senior care facilities, and one pediatric care facility. A second batch was delivered April 6 and more after that.

"The most memorable things were the drop-offs," Holley said. "There were people in tears who had been going into situations where they weren't prepared or protected. We felt like we had a hand in creating a safer environment for those workers, so that part was pretty cool."

This wasn't the only example of local businesses working to support healthcare workers, with companies like Mount Vernon manufacturer PACCAR Technical Center 3D printing and donating over 200 face shields. Other

“
It's easy to attract talent here,” Holley said. “People want to live here with our enviable quality of life and hard-working, educated workforce.”
”

EDASC Small Business

10 Programs
\$2 million awarded
260 small business and nonprofit recipients

Anacortes

Bow

Sedro-Woolley

Burlington

Clear Lake

La Conner

Mount Vernon

Conway

“The grant opportunity was a lifeline” – Christy Erikson, Hedgerow

Total Funding: \$52,500 • Recipients: 7

Total Funding: \$5,000 • Recipients: 1

“The grant funding will help us keep employees we otherwise might not have been able to hang onto...”
 – Alex Thieman, Lopez Island Creamery

Total Funding: \$202,000 • Recipients: 30

“We will never be able to make back the money we lost during the shutdown so the grant was a huge relief.”
 – Craig Mewborn, Fifi’s Bubble Palace

Total Funding: \$102,500 • Recipients: 18

“The grant funds helped us reopen while making safety upgrades.”
 – Amber Guidry, Serenity Salon & Spa

Total Funding: \$313,000 • Recipients: 42

“It’s really nice to know somebody is looking out for Skagit County small businesses.”
 – Jeff Anderson, Maplehurst Farm

Total Funding: \$1,135,500 • Recipients: 119

“It comforts me to be able to use the grant funds to add new safety measures to be able to bring people into my space.”
 – Terry Gifford, Willowbrook Manor

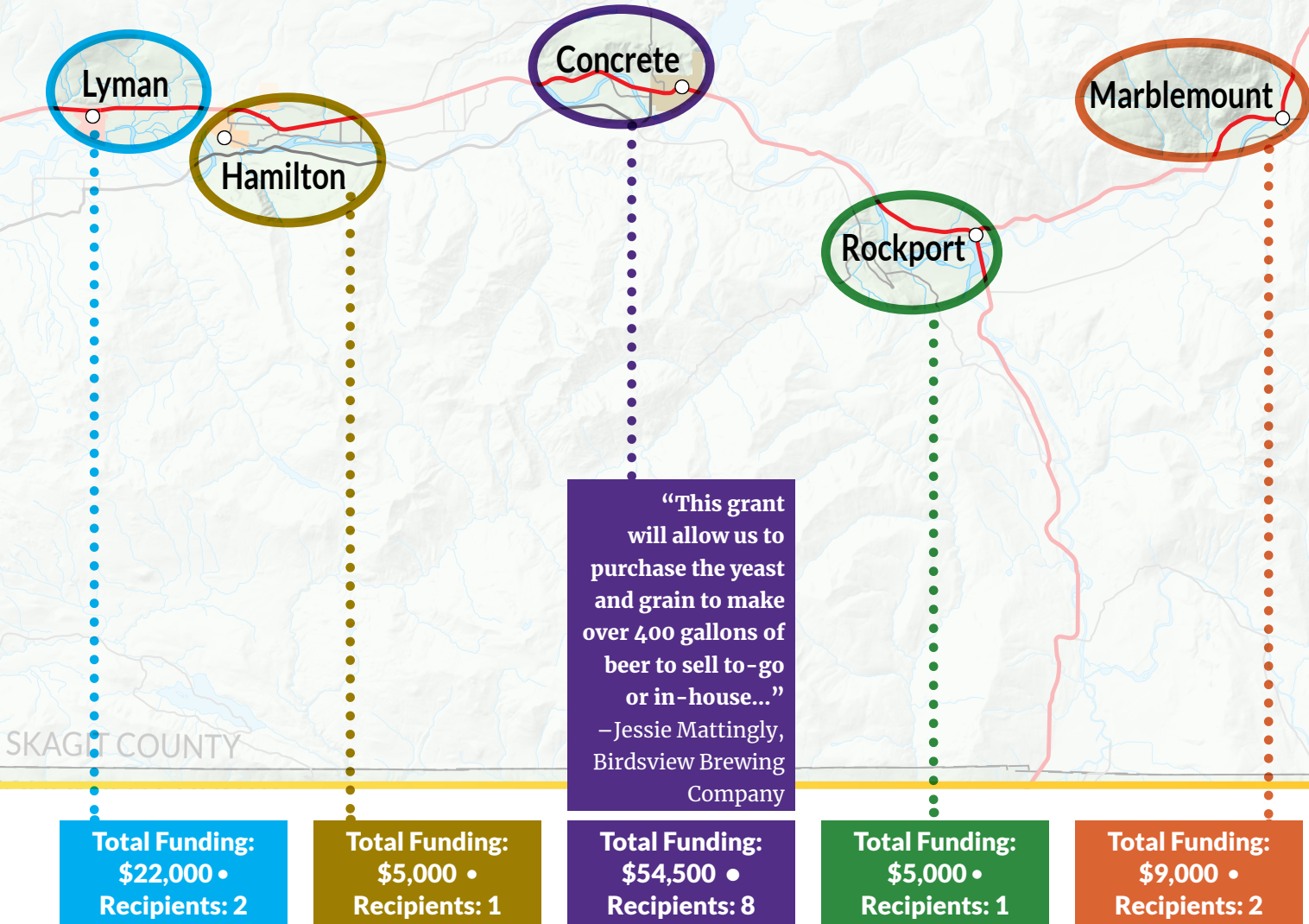
Total Funding: \$161,000 • Recipients: 28

Total Funding: \$3,000 • Recipients: 1

Grant Support

It was clear from the start of the pandemic that our business community needed further help offsetting revenue loss. Once small-business emergency grants became available, EDASC began administering grants on behalf of local governments. In total, EDASC managed 10 small-business COVID-19 relief grant programs.

As a result, 260 Skagit County businesses received a total of \$2 million in grant funds. The infusion of money helped retain over 1,600 jobs.



EDASC was happy to work on behalf of the state and county, and Mount Vernon, Sedro-Woolley, La Conner, Lyman and Concrete to administer these grants. Funding was primarily provided through CARES Act funding funneled to local governments.

EDASC CEO John Sternlicht said it was heartening

to hear the responses from grant recipients.

“Reactions to receiving awards were that of relief,” Sternlicht said. “Though the money does help, we do, however, understand these grants won’t solve every problem. EDASC will continue working tirelessly to address urgent and evolving needs.”

SKAGIT



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 pillars: business attraction, business retention and expansion, and capacity building. The processes by which we tackle these initiatives are numerous and complex.

Though the pandemic altered the way we work in 2020, it also reinforced what we already know about economic development.

That is, the bulk of economic development consists of cultivating

and caring for existing businesses and growing grassroots businesses. While business attraction might be what most people think of when it comes to economic development, we actually see the smallest percentage of job growth from companies relocating here.

Read the next three Economic Development 101 articles to learn about how EDASC executes economic development in Skagit County.



Business Attraction Pg.11



Capacity Building Pg.13



Business Retention & Expansion Pg.12

SKAGIT

EDASC serves as go-to organization for companies looking to move to Skagit County

Michael Carey, co-founder of Mocean Canoes in Burlington, reached out to EDASC in late 2020 with plans to open a manufacturing plant in Skagit County.

He had already purchased a thermoforming machine but couldn't find a suitable location with enough amperage to power it.

"I just called in frustration," Carey said. "And EDASC was instrumental in connecting me with the right people and right property. Without EDASC, I'd probably still be frustrated and still looking."

EDASC is often the first point of contact for businesses like Carey's exploring opportunities to invest and establish operations in Skagit County. Along with identifying potential locations, EDASC staff provide support identifying 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.

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. Business attraction is usually a marathon instead of a sprint.

"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."

For example, EDASC built a relationship with LAVLE, a maritime joint-venture company, over several years, culminating in LAVLE opening its headquarters in 2018 in Anacortes. The new business brought dozens of well-paying jobs to the county, and continues to grow.

There are many ways in which business attraction leads materialize. Some companies — like Mocean Canoes — 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 tools.

EDASC's online property locator includes a map offering comprehensive census data, including information on labor force, wages, consumer spending, talent pool, housing prices, transportation, energy infrastructure, telecommunications, broadband availability, educational institutions and more.

Business attraction is also about finding the right businesses for the area. EDASC actively seeks appropriately sized marine, advanced manufacturing

continued on pg. 14



EDASC's online property locator includes a map offering comprehensive census data.

SKAGIT EDASC

Economic Development Alliance
of Skagit County

Enhancing Skagit County's quality of life
through the creation and preservation of
healthy businesses and good jobs.

Developing healthy business environment key to business retention & expansion

EDASC in 2020 worked with LAVLE to secure its upcoming Skagit County expansion for research and development and light assembly. Over the next few years, the maritime joint-venture company will add an extremely significant number of high-paying jobs.

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 LAVLE's upcoming expansion.

Though new economic blood is important, EDASC focuses more heavily on developing a healthy environment for those who are already here as well as those not yet here. Consequently, business attraction successes have been a direct byproduct of EDASC's business retention and expansion efforts.

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

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

In 2020, this meant administering COVID-19 relief grants to our existing small businesses, helping provide over \$2 million to over 260 small businesses and non-profits and saving over 1,600 jobs.

Maritime has also been a target sector in Skagit County, which offers one of the most competitive locations in the Pacific Northwest for sustained and future maritime growth. With jobs in this sector providing secure family wages, EDASC has done much over the past several years to foster domestic

growth and international cooperation in this sector.

One of the biggest highlights from 2019 was the approval of the Anacortes Maritime Strategic Plan, a blueprint guiding growth of the sector. EDASC has also hosted multiple international delegations of maritime business leaders, kicked off the Skagit County Maritime Symposia, and partnered in a regional Joint Innovation Program to win a grant to develop new clean energy fast hydrofoil ferries locally.

EDASC has 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 for growth. We are constantly helping small businesses with workshops, no-cost advising, and more.

EDASC also has 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.

That transaction was a win-win, as

continued on pg. 14



SKAGIT

EDASC fosters healthier, more resilient community through capacity building

Em Beals, owner of 5b's Bakery & Eatery in Concrete, received customized business advising at EDASC through its in-house Small Business Development Center advisor various times over the past five years.

The no-cost support helped Beals' business flourish in a number of ways, including increasing wholesale sales to six counties.

"We have been provided a plethora of resources and information in figuring out the best ways to move forward," Beals said.

Capacity building is anything EDASC can do to make the community stronger and more prosperous. Small-business support services, like the support received by 5b's Bakery & Eatery, are one piece of the pie.

EDASC takes a holistic approach to capacity building, which is a nontraditional approach for economic development organizations. This means we also look 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 do not 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.

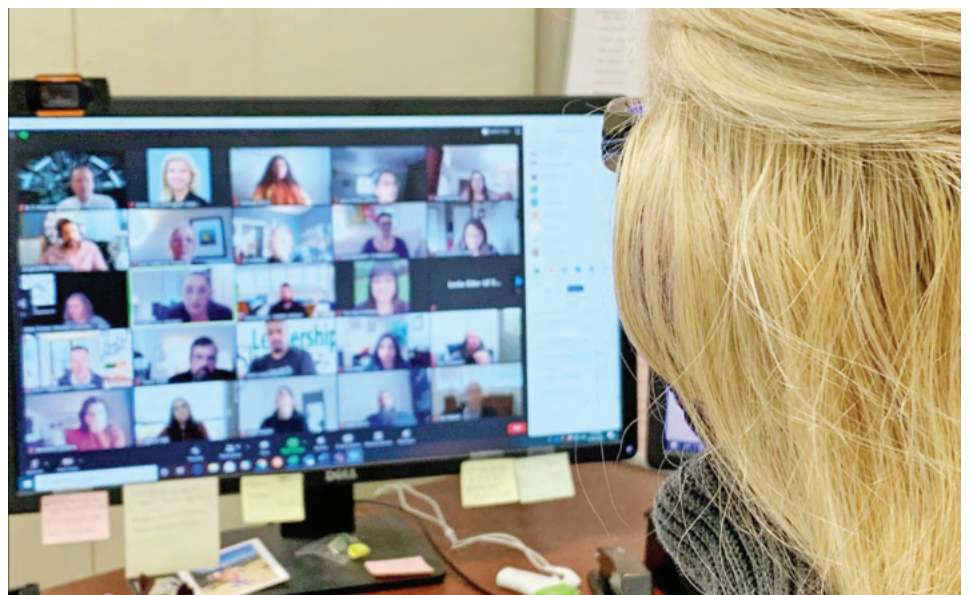
One new example of EDASC's capacity building work includes the establishment of Skagit County's long-awaited Tourism Promotion Area, creating a new marketing effort to promote Skagit County worldwide as a travel destination. The move will help bring visitors from all over the world to enjoy Skagit County, thereby bringing

more spending and tax dollars into the county.

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, for instance, is a civic leadership training program for emerging and current leaders. It has produced over 500 graduates since 2004, creating a

continued on pg. 15



“ *New businesses generally help existing businesses by bringing in new suppliers, customers and other business opportunities.* — EDASC Economic Development Manager Tamsin Bell **”**

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. On the other hand, a huge theme park or large auto manufacturer might not be a good fit for any number of reasons.

While new businesses could be seen as increased competition for existing ones, EDASC Economic Development Manager Tamsin Bell said that usually isn't the case.

“New businesses generally help existing businesses by bringing in new suppliers, customers and other business opportunities,” she said.

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 a single industry sector. New companies 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 and necessary staple of economic development.

it ensured the kayak manufacturer and its jobs remained in Skagit County. And because that company continued to thrive, it recently moved to a larger plant in Burlington.

Opportunity Zones are another business retention and expansion tool. 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 working with companies looking to locate or expand to Skagit County's opportunity zones.



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2039446



EDASC partners with various local organizations to present the Skagit Change-Maker Award.



EDASC partners with the State Procurement Technical Assistance Center to offer no-cost government contracting support to Skagit businesses

CAPACITY BUILDING continued from pg. 13

network of servant leaders who are informed, inclusive and connected.

EDASC is also involved in workforce and human development. EDASC and its partners such as Skagit Valley College, the Northwest Career and Technical Academy, and the Center of Excellence for Marine Manufacturing and Technology work together to proactively solve workforce shortages, often before they occur. In addition, EDASC provides strong partnership and support for early learning, Skagit STEM, apprenticeship opportunities, and more to meet

the demand of all employees and businesses.

The second category, physical infrastructure, ensures the proper infrastructure is available for businesses, workers, and community members to thrive. Opportunity Zones – developable land with heavy tax breaks – falls under this category. So does the expansion of broadband, which will serve as a big boost to businesses, especially those in east county. Housing availability and affordability and transportation assets 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.

2020 SWAN Evening of Recognition Honorees



Annette Pankey



Laho Zachmeyer



Marla Renee Chapa



Polly Dubbel



Tasmin Bell

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



Visit us online to learn more & donate
swanskagit.com

Stay Up To Date

As we look into 2021 we will continue to be creative in hosting our annual events. Please be sure to follow us on Facebook and check our website for announcements. We hope to see you in person soon!

2039482



SBDC helps local salsa company plan for growth

BURLINGTON – Skagit’s Best Salsa Co-Owner Jill Rohrs had challenges keeping up with store demand for her southwest-style salsa in 2020 with COVID-19 reshaping the economy.

“In the beginning of the pandemic, people were staying home and cooking more instead of going out to restaurants,” Rohrs said. “Grocery stores remain busier than ever.”

To figure out how to keep up with increased demand, Rohrs and co-owner Kirt Rohrs turned to the local Washington Small Business Development Center (SBDC), partially funded by and co-located with EDASC, for help.

Thanks to former SBDC Advisor Cindy Brooks, Skagit’s Best Salsa is poised to expand in early 2021.

“The Small Business Development

Center has been great in helping us plan for growth,” Jill Rohrs said. “Our Advisor Cindy Brooks helped us understand what it’ll take to grow this business and where it makes sense to grow.”

Rohrs said the SBDC helped educate her on planning for a targeted expansion, rather than growth for the sake of it, helping Skagit’s Best Salsa get the best bang for their buck.

Brooks, who accepted employment out of the area in early 2021, was one of more than 30 SBDC business advisors working across the state to help Washington business owners start, grow or transition a business.

Locally, Brooks covered Skagit, San Juan and Island County and provided no-cost advising to well over 200 business owners and entrepreneurs in 2020.

For planning growth, such as in the Rohrs’ case, Brooks took a hard look at the client’s business.

“In general, I ask questions about the owner’s goals and what they consider their business growth potential to be,” Brooks said.

For Skagit’s Best Salsa, Brooks helped model growth utilizing a business plan and cash flow.

The business plan tells the narrative of the business, said Brooks, describing the company, its structure, operations, marketing strategy and more. The cash flow takes the trajectory described in that narrative into a spreadsheet, looking at least 3 to 5 years into the future to show projected revenue and costs over time.

“Using these tools, we can help a business owner plan when to purchase



equipment, when to move into a larger location and when to hire employees or contractors,” Brooks said. “Many potential business decisions can be modeled to gain insight about the likely future benefits before a commitment is made.”

For Skagit’s Best Salsa, Jill Rohrs said they will be adding cooler space to store more salsa to keep up with demand. They will also likely add more employees as production increases.

Rohrs said she is proud her salsa — available at grocery stores such as Haggen, Fred Meyer, WinCo and Safeway — has been flying off store shelves this year. It is her own homemade recipe, available in three heat levels: Timid, Medium...ish, and HOT. She uses fresh cilantro and lime juice, and no vinegar to give it its own unique flavor.

“It tastes fresh,” Jill Rohrs said. “Before we started the business, I would make this recipe for potlucks and during the Christmas holidays. People would always come to me and ask, ‘Can I get more?’”

Rohrs said she sees opportunity despite the current economic turmoil, similar to when the Rohrs founded the business in 2010 amid the recession.

“For me, I think it’s the best time to start a business or grow,” she said. “Everything from here on out is growth. As the economy recovers, you grow too. If you can make it work, now is a great time to try something new.”

With SBDC Advisor Cindy Brooks accepting employment out of the area, EDASC in early 2021 began exploring its small-business advising options.

In the meantime, those who wish to access SBDC services can contact the SBDC’s Center for Business Resilience, which was created to connect you in a timely way to network-wide resources. Email washington@wsbdc.org for those services. If you have questions or are looking for business support, contact EDASC Economic Development Manager Tamsin Bell at tamsin@skagit.org.

Latina entrepreneur starts business with help from EDASC



Latino Business Retention and Expansion Program set for retooling in 2021

MOUNT VERNON – It didn't take long for Lili Mendez to secure enough clients to quit her day job after opening her new business, Lili's Green Cleaning Services, in December 2019.

Her hard work, preparation and planning paid off.

"I love being my own boss and I enjoy this work," said Mendez in Spanish through an interpreter.

Months earlier, Mendez realized she had no idea how to open a business in

the United States. Despite taking ESL classes, her English was not yet fluent.

After asking around, she was referred to Dr. Diana Morelli, the former Director of EDASC's Latino Business Retention & Expansion Program (LBRE Program). Since Morelli often collaborated with Alex Perez, project manager at the Northwest Agriculture Business Center (NABC) to assist clients, they both offered their support to Mendez.

"The help I received was very motivating, helping me build the confidence that I could accomplish my goals," Mendez said. "It opened doors for me that I otherwise wouldn't have found."

EDASC's acclaimed Latino Business Retention & Expansion program provided free, one-on-one business counseling and broad-based assistance for Latino entrepreneurs and business owners looking to start or expand their business.

Latino business support services are important in Skagit County, which has a large Latino population. Language and cultural barriers can be stumbling blocks for starting a successful business.

Morelli, who retired in 2020, provided counseling to hundreds of clients since the program was established in 2004, helping secure over \$3 million in loans for local businesses.

Said EDASC CEO John Sternlicht, “The LBRE Program has been an integral support service in our community. EDASC would like to congratulate Morelli on her retirement and for her amazing accomplishments over the years. We plan to stay in touch with her to take advantage of her wisdom, intuition, expertise and contacts.”

With Morelli’s departure, EDASC is looking to retool the program, beginning with a community needs assessment. The assessment will look at the needs of various groups including Latinx, tribal and indigenous, immigrants, veterans, those involved in the justice system, women and other



minorities.

“We want to find out the issues in Skagit County and learn what kind of help is needed,” Sternlicht said. “We will complete the needs assessment in 2021 and hire based on what we learned.”

As for Mendez, she is thankful for the support she received from the

EDASC Latino Business Retention & Expansion Program, and hopes to continue growing her client base.

“So far, it hasn’t been as hard as I thought it would be,” Mendez said.

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Leadership Skagit participants adjust to make lasting impacts on community

The Leadership Skagit Class of 2020 was unlike any other, with the class of 30 facing the greater issues brought on by the COVID-19 pandemic and social distancing mandates.

A program of EDASC in collaboration with Skagit Valley College, Leadership Skagit is an intensive leadership development program designed to inspire people to become leaders and prepare them for community leadership roles. The program has graduated over 500 alumni, including elected officials, business owners at all levels, executives and more.

Harnessing lessons learned in the 9-month program, the Class of 2020 pivoted the ever-impactful Challenge Days into the virtual world. In the meantime, the teams never lost sight of their community commitments and the opportunity to make real impacts by completing their service projects.

How each team completes these projects, including

how they get there and what they do, is critically important practicum, said Leadership Skagit 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.

Successful projects are 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.

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 2020 projects.

The mission of Leadership Skagit is to strengthen and transform our communities by developing individual, business and community leadership that is informed, inclusive and connected through shared learning experiences. Leadership Skagit is a program of the Economic Development Alliance of Skagit County (EDASC) in partnership with Skagit Valley College (SVC).

Team GRACE

COMMUNITY PARTNER:
Skagit Valley Family YMCA



Team GRACE: Danny Hagen (Advisor), Katie Holmstrom, Jorge Estefan, Rebecca Claus, Todd Owsley, Kris Desmarais, and Lyn Highet

PROJECT DESCRIPTION: YMCA Oasis Teen Shelter provides a safe, supportive and confidential resource for teens and their families. The shelter serves Skagit youth ages 13-17 in need of a safe environment, support, advice or just basic needs. Team GRACE helped improve the overall physical condition of the shelter from paint and carpet to updating fixtures and furniture.

Team Social Cultivation Connection

COMMUNITY PARTNER:
Brigid Collins Skagit County Family Support Center



Team Social Cultivation Connection: Kaila Roberts, Kathy Corrion, Locke Elder, Tina Tate (Advisor), Michael Stark, Soraya Snipes and Mark Jurkovich

PROJECT DESCRIPTION: The goal of the project was to bring awareness to social isolation and develop a way to connect different individuals regardless of background, sex, age, race or social status. The objective was to create a bright, welcoming and inviting child-friendly entry to the new Parenting Academy office space within the Carnation Building. Surplus funds allowed Brigid Collins to continue with designing Parenting Academy space.

Team Red Leader

COMMUNITY PARTNER:
Children of the Valley After-School Program



Team Red Leader: Michael White (Advisor), Kevin Jackman, Monica Pavlovich, Robin Kallman, Rodrigo Valdes, Shrene Clement and Will Hunter

PROJECT DESCRIPTION: There was a huge need for computers, books and educational games for the Children of the Valley. The team's objective was to work with community members to acquire funds and in-kind donations to supply computers, books and educational games in order to establish equity and enable the children to be successful in their educational pursuits.

Team Kaizenauts

COMMUNITY PARTNER:
Pacific Northwest Trails Association
and Friends of the Forest



Team Kaizenauts: Jeremy Carter, Krysta Fast, Holly Nielsen, Christy Lyman, Angel Rocha, Connie Pangrazi (Advisor) and Jarrod Ball

PROJECT DESCRIPTION: The goal was to provide educational information in the form of a directional kiosk to hikers, campers, visitors and the local community about the Pacific Northwest Trail (PNT). The PNT runs through the Anacortes Community Forest Lands and other key hiking areas in Skagit County. A secondary goal was to facilitate education and foster relationships between the Pacific Northwest Trails Association, Friends of the Forest, and the City of Anacortes.

Team Age of Skagitarius

COMMUNITY PARTNER:
Skagit Fisheries Enhancement Group



Team The Age of Skagitarius: Paul Spencer, Tracy Montaron, Beth Meenaghan (Advisor), Tamsin Bell, Edgar Tampinco, Jacob Clem plus Morgan Curry (not in photo)

PROJECT DESCRIPTION: The project supported the mission of the Skagit Fisheries Enhancement Group (SFEG) of educating elementary school students about protecting salmon and local spawning grounds. The team helped SFEG by providing students with outdoor gear such as boots, coats and gloves. They raised funds to purchase and install a washer and dryer to clean the outerwear and provide bins to store the gear. Lastly, the team collected and provided pallets to develop a composting system and planting tables for the nursery.

Get Involved

EDASC thanks all the Leadership Skagit sponsors, graduates and volunteers for their support and involvement. To learn more about participating in the program or becoming a sponsor, contact Leadership Skagit Program Manager Mary Heffernan Trester at mary@skagit.org.





Economic Forecast Night features economists, panel of college presidents

ANACORTES – EDASC held its annual Economic Forecast Night Feb. 11, 2020, at the Swinomish Casino & Lodge, featuring talks from expert economists and a panel discussion among four regional college presidents.

About 325 attended the event. Speakers included economists 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.

The panel of regional college presidents consisted of Skagit Valley College President Dr. Thomas Keegan, University of Puget Sound President Dr. Isiaah Crawford, Washington State University-Everett Chancellor Dr.

Paul Pitre, and Western Washington University President Dr. Sabah Randhawa.

EDASC CEO John Sternlicht kicked off the evening by providing a Skagit County economic development update, highlighting new expansions from Legend Brands, TRICO Companies and Eddyline Kayaks.

He noted that EDASC in 2019 had 82 business attraction contacts and assisted over 400 small-business clients.

Dr. Trautman talked about the continued uncertainty in global trade, noting lasting impacts of trade tensions with Canada and China as global trade growth slowed.

“But I do think that our region is resilient,” she said. “A critical aspect of our resiliency is maintaining strong partnerships, especially with our Canadian neighbors.”

Dr. Vance-Sherman spoke about the economic outlook of the region, saying that employment in Northwest

Washington will continue to expand in most industries as the resident population continues to grow. She also discussed what to expect from the impending pandemic.

The panel discussion among college presidents focused on post-secondary education’s role in developing a healthy workforce, particularly regarding liberal arts education versus workforce training and career readiness.

Panelists stressed the importance of both workforce preparedness and a liberal arts education.

“The value of a liberal arts education cannot be overstated,” Dr. Keegan said. “Employers want people with technical skills, but they also want those who can think critically, communicate and be a member of a team.”

EDASC’s new-look Skagit County Business Guide was also unveiled at the event, promoting its investors and detailing EDASC’s work throughout the year.

As of early 2021, EDASC event details were in limbo due to COVID-19 restrictions on gatherings. Check skagit.org for updates on EDASC events.

EDASC hosts virtual Investor Appreciation Celebration

Skagit County business and community leaders gathered Dec. 1 to network, connect and hear from EDASC about important achievements during the fifth annual EDASC Investor Appreciation Celebration, held virtually.

The no-cost after-hours event, sponsored by TRICO Companies, serves as a special thanks to EDASC Investors. The event saw changes in 2020 due to COVID-19 restrictions, namely with the move to host it via Zoom rather than in person.

Investors were treated to a Zoom networking session during the first half of the event, followed by brief remarks from EDASC CEO John Sternlicht, who introduced a special video presentation highlighting EDASC's top 10 activities of 2020.

The nearly 30-minute video recapped much of EDASC's work throughout the year, featuring many of EDASC's partners as guest stars.

One of the major themes of the video

was EDASC's small-business support during the COVID-19 pandemic.

"As soon as things began to shut down, EDASC sprang into virtual action," said Sternlicht in the video. "We created online resources for businesses and residents, and very quickly began to help them access resources relating to safe operations or financial assistance such as PPP and EIDL."

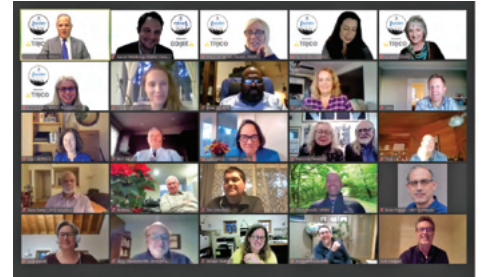
Other topics included EDASC's grant administration, focus on maritime, social justice and equity, further focus on communications, and more.

The video's guest stars included Skagit County Commissioner Lisa Janicki, Commissioner-elect Peter Browning, Skagit County Public Health's Kristen Ekstran, Skagit Publishing's Heather Hernandez, PeaceHealth United General's Chris Johnston, Skagit Community Foundation's Michael Stark, United Way of Skagit County's Craig Chambers, Port of Anacortes' Dan Worra, Washington Maritime Blue's Jennifer States, Mount Vernon Mayor

Jill Boudreau, and EDASC staff.

"Thanks to all of our wonderful partners who lent their time and talents to help EDASC tell its story of 2020," Sternlicht said.

If you are interested in investing in EDASC, visit the website at skagit.org to learn more, or email Communications Manager Aaron Weinberg at aaron@skagit.org.



As of early 2021, EDASC event details were in limbo due to COVID-19 restrictions on gatherings. Check skagit.org for updates on EDASC events.

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Freeland
360.331.3717 5575 Harbor Ave, Suite 100

Mount Vernon Blackburn
360.419.0300 208 E Blackburn, Suite 100

Mount Vernon College Way
360.336.0102 1725 E College Way

Oak Harbor
360.720.2202 315 NE Midway Blvd

Sedro Woolley
360.755.3496 203 Ball Street



Impact Washington bolsters its support of manufacturers during pandemic

Impact Washington, a nonprofit supporting manufacturing companies and a valued EDASC partner, continued its impressive work providing services tailored to small- and medium-sized businesses while pivoting to meet the evolving needs during the pandemic.

Impact Washington's experienced staff provide an array of management and operational services, taking advantage of federal, state, and local resources.

In addition to their normal consulting and training offerings, Impact Washington began providing new COVID-19-related services, including no-cost back-to-work assessments for manufacturers looking to reopen as restrictions relaxed.

La Conner manufacturer GLDN, an online direct-to-consumer handmade jeweler, took advantage of the

assessment to restart its operations.

"Impact Washington gave us a framework and a way of thinking about reopening that was very helpful," said GLDN Chief Operating Officer Mark Johnson in June 2020.

Like many businesses, GLDN was forced to shut down on-site operations in March 2020 to help stop the spread of COVID-19. With loosening restrictions in May 2020, GLDN was working toward reopening.

But, as Johnson found, it was not as easy as flipping a switch.

"The changes [were] unprecedented, and we obviously didn't have a lot of experience in this, so it was great to have the expertise of Impact Washington," Johnson said.

Impact Washington conducted two remote Return to Work Environment Assessments for GLDN's La Conner and Bellingham locations in May 2020. GLDN was provided

“ Impact Washington gave us a framework and a way of thinking about reopening that was very helpful. — GLDN Chief Operating Officer Mark Johnson. ”

a completed assessment documenting individual risk levels found within the company's facilities along with recommendations for specific workplace controls.

"Their deliverable was invaluable and was provided the next business day," Johnson said.

Along with the Return to Work Environment Assessment Program, Impact Washington also partnered with the State Department of Commerce to work with 65 manufacturers to help them pivot to produce personal protection equipment and other medical tools for the state.

It also began administering about \$1.2 million in CARES Act funds to aid Washington-based manufacturers impacted by COVID-19.

To further assist manufacturers adapting to the new normal, Impact Washington also bolstered its staff at the end of 2020.

Impact Washington President and Center Director Deloit R. Wolfe, Jr., said COVID-19 caused severe operational, social and financial consequences, forcing manufacturers to rethink the ways in which they do business.

"Helping manufacturers sustain a competitive advantage and accelerate business growth as the economies start to rebound is our number one priority," said Wolfe. "The extensive experience and contribution [our new staff members] bring to the manufacturing community and our team aligns perfectly with the mission of Impact Washington. We are more confident than ever to partner with manufacturers and empower them to navigate and excel beyond this crisis."



Impact Washington supports the needs of small- and medium-sized manufacturers. To learn more about Impact Washington's services, visit impactwashington.org or contact them at 425-287-6808 or info@impactwashington.org.



EDASC's Top 10 for 2020

MASK UP to OPEN UP!



Save Skagit Businesses

Stop COVID-19 in its tracks and move Skagit to the next Phase!



With 2020 in the rearview, we at EDASC would like to take the time to reflect on a year unlike any other. Here is a top 10 list recapping our activities, presented in no particular order.

1. COVID-19 RESPONSE: Of course, the biggest headline of the year is the pandemic. As soon as things began to



shut down, EDASC sprang into action, creating online resources for businesses and residents. We quickly provided our community with access to resources relating to safe operations, or financial assistance such as PPP and EIDL. We also connected companies pivoting to manufacturing PPE and hand sanitizer. Once small business emergency grants became available, starting with the first \$10 million from Governor Jay Inslee's Strategic Reserve Fund, EDASC turned into a grant administrator.

2. GRANTS: It was clear from the start of the pandemic that our business community needed further help offsetting revenue loss. EDASC worked on behalf of local governments

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to administer 10 small-business grant programs, working with the state and county, Mount Vernon, Sedro-Woolley,



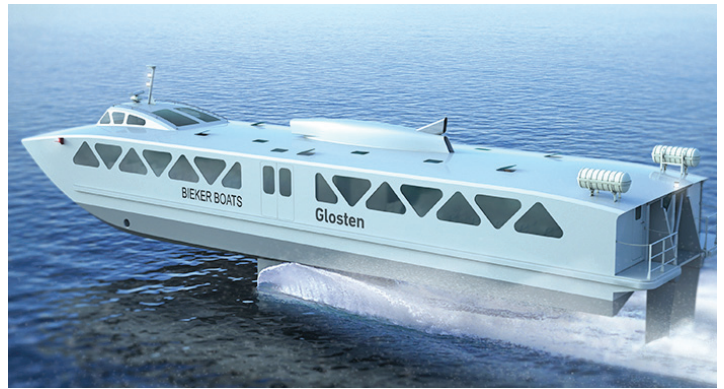
La Conner, Lyman, and Concrete to hand out federal funds from the CARES Act. Since the start of the pandemic, EDASC issued 260 grant awards worth a total of over \$2 million. This infusion of money also helped our small businesses retain over 1,600 jobs. Reactions to receiving the award have been that of relief. These business owners are happy to get this money, which they do not have to pay back like a loan.

3. LAVLE EXPANSION: EDASC supported the upcoming expansion of LAVLE by helping the maritime joint-venture



secure \$300,000 from the state Governor's Strategic Reserve Fund. The money will be used to support LAVLE's expansion of its Burlington assembly and integration center. The project represents a capital investment of more than \$18 million and the creation of up to 300 highly skilled family-wage jobs within the next five years.

4. MARITIME SUPPORT: Advanced manufacturing is the most lucrative sector of Skagit's economy, and maritime products are a big part of that. Skagit manufacturers stand to benefit from a new Fastfoil Ferry project arising from work by Bieker Boats in Anacortes and involving both Ports, Skagit County, EDASC, and potentially other manufacturers such as Janicki Industries and LAVLE. The ferry promises a leap forward in zero-emission, high-speed passenger ferry service for the Puget Sound region and beyond. EDASC will continue offering support for this project convening regional partners, helping connect the dots to push forward. EDASC will also continue its Skagit County Maritime Symposium, bringing



together the entire local maritime community to learn about opportunities for business growth and discuss trending topics.

5. SOCIAL JUSTICE & EQUITY: Knowing that systemic racism is an economic and moral issue, EDASC incorporates equity and inclusion in everything it does. We all do better when everyone has an opportunity for shared prosperity, since a healthy middle class recirculates earnings at a much greater rate, and many different studies demonstrate that diversity and inclusion helps a company's bottom line. With this moral



and economic mandate, EDASC formed a new Education and Equity Committee, headed by Skagit Valley College President Dr. Tom Keegan, to provide educational opportunities and develop equity-based economic development programs for the entire community. This committee will oversee a learning series about economic aspects of inequality, both historic and current. It will also oversee the reboot of EDASC's acclaimed Latino Business Retention and Expansion program.

6. LEADERSHIP SKAGIT: Leadership Skagit, an award-winning program of EDASC in partnership with Skagit Valley College, has benefited over 500 alumni since its inception in 2004. The program saw monumental change and evolution in 2020, beginning with the planned departure of the founding Mother of the program, the fabulous Kathryn Bennett. In early 2020, EDASC welcomed new Program Manager Mary Heffernan Trester, who joined the EDASC staff and began working in collaboration with Curriculum Manager Dr. Laura Flores Cailloux of Skagit Valley College. They have updated

continued on pg. 28



the program in general and particularly regarding justice, equity, diversity and inclusion. On top of all that, they adjusted to the realities of the pandemic, making the program a virtual learning experience.

7. PARTNERSHIPS: Economic Development is the ultimate team sport. To be successful as a community and as a region we must work collaboratively across Skagit County and with our neighbors in Northwest Washington. EDASC's many impactful partnerships shone brightly in 2020, especially in fighting the effects of the pandemic. There are too many examples to list, from our work Skagit Community



Foundation's emergency grant response to Population Health Trust's COVID Crushers Commendation initiative, to our work with the chambers to finally establish a Tourism Promotion Area. 2020 was a productive year for partnerships.

8. COMMUNICATIONS: EDASC's focus on communications moved another step forward in 2020 with a rebuilt website and redesigned Skagit Business Guide. During the start of the pandemic EDASC communications took on added importance when in-person meetings were not possible and as businesses were flooded with new and oftentimes confusing information. EDASC broke down and disseminated the information businesses and the public needed, including the latest on grants, loans, safety requirements, and more. EDASC prides itself on being a trusted source of information and news for our business community.



9. INTERNAL IMPROVEMENTS: Everyone sees the work EDASC does in the community, but we cannot do what we do without the internal organizational structure that must be in place and functioning smoothly. In 2020, we finalized the



merger between EDASC and the EDASC Foundation, turning EDASC into a 501c3 nonprofit to streamline operations while opening the door for new grant funding opportunities. The public won't notice a difference besides EDASC having time for even more programming.

10. NEW INVESTORS: As a nonprofit, funding is always important, and EDASC is so grateful to its Investors. At the beginning of the year, we really did not know what to expect when COVID hit. You stood by us. Not only that, EDASC was thrilled to see so many new businesses join EDASC as Investors. Without your support, we couldn't do all this great work for the community. Thank you.



Merger streamlines operations, finances

By **AUDRA RAMERMAN**
 Director of Finance
 and Administration



EDASC prides itself on being a fiscally responsible organization. My job is to help make the best decisions possible with the funds our community has invested. In 2020, we finalized the merger between EDASC and the EDASC Foundation, turning EDASC into a 501c3 nonprofit to streamline operations while opening the door for new grant funding opportunities.

The real changes are behind the scenes, improving organizational efficiencies, saving administrative time,

and more. We are no longer balancing two sets of books, maintaining two boards of directors and recording two sets of taxes.

As a nonprofit, funding is always important. We are grateful to our Investors. EDASC Investors stood by us despite unprecedented hardships in 2020. Not only that, EDASC was thrilled to see so many new businesses join EDASC as Investors.

EDASC is a countywide public-private partnership with 63 percent of funding coming from public sources, and 37 percent from private sources including fundraising events. Public revenue sources include Skagit County, Port of Skagit, Port of Anacortes, local cities and towns, and the State Department of Commerce.

Private sources are comprised of our Investors and events. Our Investors represent a cross-section of the local economy. To ensure a healthy and stable organization, EDASC continually works to diversify funding sources and opportunities to ensure full representation of all local industries.

EDASC is a small organization implementing good financial stewardship practices with oversight by the Board of Directors and Finance & Audit Committee members. In 2019, more of EDASC expenses were focused on program delivery with 62 percent of all spending allocated toward economic development activities, 29 percent toward operations support and general administration, and only 9 percent of expenses designated for fundraising and investor relations.

EXPENSES

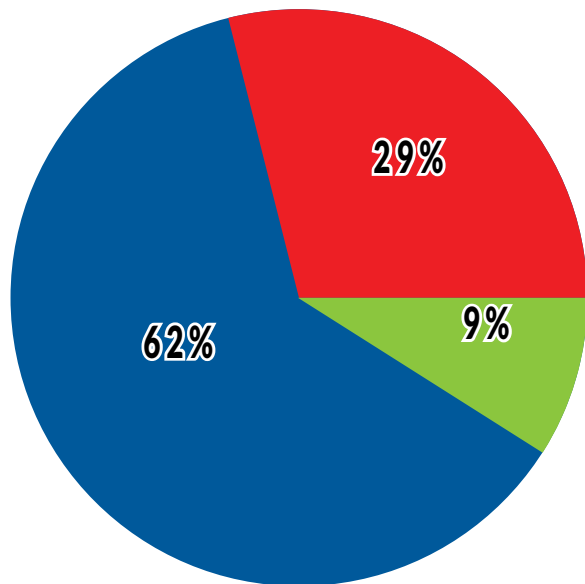
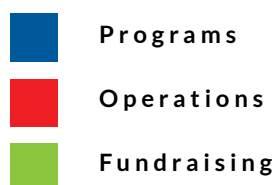


Figure 1: 2019 Expenses



REVENUE

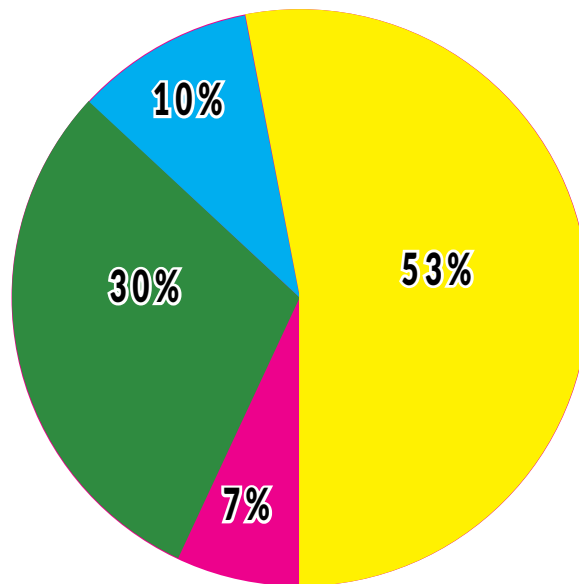


Figure 2: 2019 Revenue Sources



SIGNATURE INVESTORS

Emerald



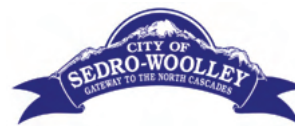
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INVESTOR INFO

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- Prominent listing in EDASC online investor directory



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- 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.

Entrepreneur support service opens branch in Mount Vernon

MOUNT VERNON — Small business owners and aspiring entrepreneurs in Skagit and Island counties received expanded business advising services in early 2021 as the Center for Inclusive Entrepreneurship (CIE) opened a new branch in downtown Mount Vernon.

The office, co-located with the Mount Vernon Downtown Association at 325 West 1st Street, provides early-stage advising to entrepreneurs looking to start a small business.

CIE has been working with entrepreneurs in underserved communities on the Olympic Peninsula since 2013. In 2019, CIE partnered with the Small Business Development Center (SBDC) to establish a branch office in Port Angeles to provide ongoing support. CIE also spearheaded the aspiring entrepreneur support program StartUp Sedro-Woolley, which expanded to StartUp Skagit Valley in 2020.

CIE Executive Director Mike Skinner said he was excited to further expand their support services to Skagit County.

“Through StartUp Skagit Valley and other initiatives, CIE has already helped over 60 individuals at various stages of launching and growing a small business,” Skinner said.

CIE’s Mount Vernon office will serve as an entrepreneur onramp to local SBDC centers. While CIE focuses on aspiring



The Center for Inclusive Entrepreneurship in late 2019 held a networking and learning session at EDASC’s conference room.

entrepreneurs and early-stage businesses, the SBDC focuses on helping existing businesses expand exponentially to bring new jobs and new investment to the region.

“The entrepreneur onramp is an innovative model that expands the entrepreneurship support eco-system in our region,” said EDASC CEO John Sternlicht. “By helping us reach more potential entrepreneurs, particularly those in underserved groups such as people of color and women, CIE’s program will help us build more businesses ready and able to contribute to a more sustainable, equitable and resilient local economy.”

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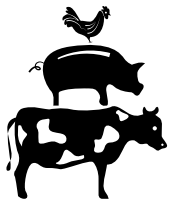


Companies in Skagit:

99

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.

Animal Production



Companies in Skagit:

45

One recent outcome from the IPZ was the creation of the Genuine Skagit Valley origin mark, applying to anything grown or produced primarily in Skagit County. Visit



genuineskagitvalley.com to learn more.

Forestry & Logging



Companies in Skagit:

11

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Agriculture & Forestry

Bay Baby Produce

Small Business Investor

PO Box 2429 | 20282 Conway Frontage Rd
Mount Vernon WA, 98273 | (360) 755-2299
mail@amffarms.com | www.baybabyproduce.com
Michele Youngquist

Bob Dog Produce

Small Business Investor

18019 Bradshaw Rd | Mount Vernon WA, 98273
(360) 661-0821 | bwaltner@comcast.net
Cristina Waltner

Janicki Logging &

Construction Co., Inc.

Small Business Investor

103 N Township St | Sedro-Woolley WA, 98284
(360) 856-2068 | info@janickilogging.com
www.janickilogging.com | Mike Janicki

Northwest Agriculture

Business Center

Non-Profit Investor

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david@agbizcenter.org | www.agbizcenter.org
David Bauermeister

S & B Farms, Inc.

Small Business Investor

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Mount Vernon WA, 98273 | (360) 424-5850
jenn.sbfarms@gmail.com | Brad Smith

Sakata Seed America, Inc.

Small Business Investor

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(360) 336-9727 | sleanos@sakata.com
www.sakata.com | Sonya Leanos

Sakuma Bros. Farms, Inc.

Small Business Investor

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(360) 757-6611 | ryans@sakumabros.com
www.sakumabros.com | Ryan Sakuma

Sierra Pacific Industries

Small Business Investor

14353 McFarland Rd | Mount Vernon WA, 98273
(360) 424-7619 | lperry@spi-ind.com
www.spi-ind.com | Lisa Perry

Skagit Farmers Supply

Team

PO Box 266 | 1833 Park Lane
Burlington WA, 98233 | (360) 757-6053
Tomb@skagitfarmers.com
www.skagitfarmers.com | Tom Boland

Washington Bulb

Company, Inc.

Small Business Investor

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leo@wabulb.com | www.tulips.com | Leo Roozen



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Design-Build Contractor

TRICO Companies, LLC 15066 Josh Wilson Rd. PO Box 409 Burlington, WA 98233 (360) 757-2373

1977845

SKAGIT

ARTS & TOURISM



Companies in Skagit:

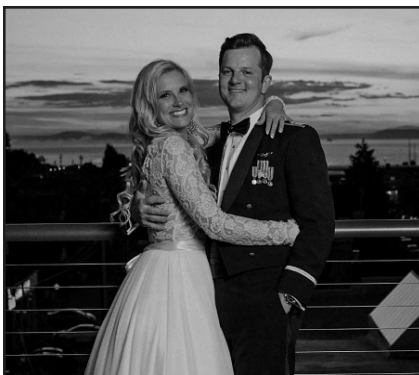
57

Employment:

509

Skagit County's tulip fields, well-preserved historic communities, and artisan restaurants and farms attract visitors from around the world. Skagit County has long attracted artists and writers, from the painters of the Northwest School modernist art movement to Beat Generation writers who manned North Cascades fire lookouts. Today the county and its communities boast nationally-renowned galleries, museums, and arts offerings.

All stats from Employment Security Department Q1 2020 unless noted otherwise.



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Arts & Tourism

Anacortes Arts Festival *Non-Profit Investor*
 505 O Avenue | Anacortes WA, 98221
 (360) 293-6211 | aafdiretor@anacortesartsfestival.com
 anacortesartsfestival.com | Meredith McIlmoyle

Avalon Golf Links *Small Business Investor*
 19345 Kelleher Road | Burlington WA, 98233
 (360) 757-1900 | avalon@avalonlinks.com
 www.avalonlinks.com | Ron Hass

**Candlewood Suites
 Burlington** *Small Business Investor*
 1866 S Burlington Boulevard
 Burlington WA, 98233 | (360) 755-3300
 KatieHayton@hotelservicesgroup.com
 www.candlewoodsuites.com/burlingtonwa
 Katie Hayton

**Fairfield Inn & Suites
 By Marriott Burlington** *Small Business Investor*
 9384 Old Hwy 99 N Rd | Burlington WA, 98233
 (360) 757-2717 | Sandy.kish@marriott.com
 www.marriott.com/otsfs | Sandy Kish

Fidalgo Bay Resort *Small Business Investor*
 4701 Fidalgo Bay Rd | Anacortes WA, 98221
 (360) 298-5695 | valeri@fidalgobay.com
 www.fidalgobay.com | Valeri Teela

**Hampton Inn & Suites by Hilton
 - Burlington WA** *Small Business Investor*
 1860 S. Burlington Blvd | Burlington WA, 98233
 (360) 757-7100 | katiehayton@hotelservicesgroup.com
 Katie Hayton

Heritage Flight Museum *Non-Profit Investor*
 15053 Crosswind Dr | Burlington WA, 98233
 (360) 424-5151 | admin@heritageflight.org
 www.heritageflight.org | Julie Shelby

Majestic Inn & Spa *Small Business Investor*
 419 Commercial Ave | Anacortes WA, 98221
 (360) 299-1400 | gm@majesticinnandspa.com
 www.majesticinnandspa.com | Alia Rossi

**McIntyre Hall
 - Performing Arts Center** *Non-Profit Investor*
 2501 E College Way | Mount Vernon WA, 98273
 (360) 416-7727 | nida.tautvydas@skagit.edu
 www.mcintyrehall.org | Nida Tautvydas

Museum of Northwest Art *Non-Profit Investor*
 PO Box 969 | 121 S First | La Conner WA, 98257
 (360) 466-4446 | joannas@museumofnwart.org
 www.monamuseum.org | Joanna Sikes

Skagit Skate *Small Business Investor*
 390 Cedar Street | Burlington WA, 98233
 (360) 755-5001 | gkenglund@msn.com
 skagitskate.com | Karen Englund

Swinomish Casino and Lodge *Gold*
 12885 Casino Drive | Anacortes WA, 98221
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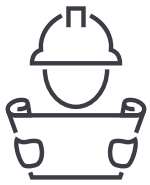


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SKAGIT

CONSTRUCTION & CONSTRUCTION-RELATED

Construction



Companies in Skagit:

539



Employment:

4,095



Average Annual Wage:

\$64,740

INTERESTING FACTS

“

Construction was 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.

”

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Construction & Construction-Related

Carletti Architects P.S. *Small Business Investor*
 116 E Fir Street, Suite A
 Mount Vernon WA, 98273 | (360) 424-0394
 peter@carlettiarchitects.com
 www.carlettiarchitects.com | Peter Carletti

CF Excavating *Small Business Investor*
 15900 Preston Pl, Suite B
 Burlington WA, 98233 | (360) 755-3432
 info@cfexcavating.com | cfexcavating.com
 Mike Pendergrast

Chad Fisher Construction LLC *Team*
 15900 Preston Place | Burlington WA, 98233
 (360) 757-0580 info@cfisherco.com
 www.cfisherconstruction.com | Dan Fisher

Dahl Electric, Inc. *Small Business Investor*
 521 E Victoria Avenue | Burlington WA, 98233
 (360) 755-1145 | rod@dahlelectric.com
 www.dahlelectric.com | Rod Dahl

Fisher Construction Group *Team*
 625 Fisher Lane | Burlington WA, 98233
 (360) 757-4094 info@fishercgi.com
 www.fishercgi.com | Dan Powers

Foss Heating & Cooling *Small Business Investor*
 333 E Blackburn Rd Suite A
 Mount Vernon WA, 98273 | (360) 336-1517
 alex@fossheating.com | www.fossheating.com
 Alex Gravley

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

Industrial Resources Inc. *Small Business Investor*
 PO Box 507 | 12842 Hwy 9
 Clear Lake WA, 98235 | (360) 856-6700
 prasco@industrial-resources.com
 www.industrial-resources.com | Peter Rasco

Lake Erie Trucking *Small Business Investor*
 13540 Rosario Rd | Anacortes WA, 98221
 (360) 293-7332 | William Wooding

Lakeside Industries, Inc. *Team*
 PO Box 729 | 11497 Havekost Road
 Anacortes WA, 98221 | (360) 293-2168
 rich.owens@lakesideindustries.com
 www.lakesideindustries.com | Rich Owens

Landed Gentry Homes & Communities *Team*
 504 E Fairhaven Ave | Burlington WA, 98233
 (360) 755-9021 | brian@landedgentry.com
 www.landedgentry.com | Brian Gentry

Martin Marietta Materials *Small Business Investor*
 20411 Hickox Road | Mount Vernon WA, 98274
 (360) 424-3441 | ira.taylor@martinmarietta.com
 www.martinmarietta.com | Ira Taylor

Miles Sand & Gravel Company *Team*
 PO Box 280 | Mount Vernon WA, 98273
 (360) 757-3121 | Ryan.Lemos@miles.rocks
 www.miles.rocks | Ryan Lemos



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Mount Vernon WA, 98273 | (360) 336-3339
mgr@presidioconst.com
www.presidioconst.com | Ed Olsen

Quantum Construction, Inc. *Small Business Investor*
12761 Quantum Lane | Anacortes WA, 98221
(360) 293-0656 | mikeb@quantumci.com
www.quantumci.com | Karin & Mike Baldwin

Ravnik & Associates *Small Business Investor*
PO Box 361 | Burlington WA, 98233
(360) 707-2048 | jravnik@ravnik.net
www.ravnik.net | John Ravnik

Skagit Aggregates LLC *Small Business Investor*
PO Box 398 | Clear Lake WA, 98235
(360) 826-3077 | office@skagitaggregates.com
skagitaggregates.com | Steven Dahl

Skagit Readymix *Small Business Investor*
14658 Ovenell Rd | Mount Vernon WA, 98273
(360) 661-1021 | GregH@smokeypointconcrete.com
Smokeypointconcrete.com | Greg Hall

Skagit/Island Counties Builders Association *Non-Profit Investor*
15571 Peterson Road #A | Burlington WA, 98233
(360) 757-6916 | info@sicba.org
www.sicba.org | Wayne Crider

Snelson Companies, Inc. *Small Business Investor*
601 W State Street | Sedro-Woolley WA, 98284
(360) 856-6511 | aepstein@snelsonco.com
www.snelsonco.com | Alex Epstein

Sound Development Group, LLC *Small Business Investor*
PO Box 1705 | 1111 Cleveland Ave, Ste 202
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 Investor*
2018 R Avenue | Anacortes WA, 98221
(360) 293-7431 | nels@strandbergconstruction.com
www.strandbergconstruction.com | Nels Strandberg

TRICO Companies, LLC *Gold*
PO Box 409 | 15066 Josh Wilson Rd
Burlington WA, 98233 | (360) 757-2373
info@tricompanies.com
www.tricompanies.com | Nathan Wolfe

Wilson Engineering, LLC *Small Business Investor*
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Managing in the Midst of Challenge

MOUNT VERNON – Spane Buildings, a Mount Vernon-based contractor specializing in post-frame buildings, credits its 76 years of success to the importance of keeping a positive attitude and maintaining integrity, especially in the midst of a global pandemic.

Like almost every business during this period of public health crisis and accompanying economic downturn, the company has experienced significant changes in its operations and markets – but adaptation has turned out to be a core strength of the company’s business model.

In March of 2020, Spane Buildings had to put all construction on hold and lay off all 7 of its construction crews. This was an extremely hard decision for owner Jim Spane to make, as he sees his employees as family. However, he knew it was the right decision for the overall health of the community and his employees.

April was another challenging month for the company, but the overwhelming support of the community and its customers helped Spane Buildings resume its construction projects. “We also have a great relationship with Heritage Bank that we are very thankful for,” Jim Spane explained. Heritage Bank played a very important role in getting a crucial PPP loan approved.

While 2020 was not an easy year for any small business, Jim Spane and his employees agree that it was a good reminder to be thankful for the basics, like having a job and remembering that employee safety is their number one priority.

“As soon as we opened back up, building levels skyrocketed,” Jim Spane stated. Spane is now seeing an increase in residential sales as consumers see self-isolation as an opportunity for home improvement. This is a major change in the company’s customer base, which over the years has shifted from predominantly agricultural to increasingly commercial, and now more residential.

“Overall demand for buildings has remained very high this year,” said Spane.



“I think that with more people staying at home they’ve decided to invest more in their property.” To be sure, the current business environment poses downsides as well as opportunities. Spane notes the increase in materials costs and lead times and the added expense of more stringent safety procedures, as well as more cumbersome permit and inspection processes. In response, Spane has constrained his company’s sphere of operations to a tighter geographic radius, not only to better manage costs but also to reduce the logistical challenges of keeping a team in the field during a pandemic.

One aspect of Spane’s business that will remain unchanged is its commitment to customers and employees. “We take care of our customers and back up our work,” said Spane, “we’ve developed life-long friendships over multiple projects and generations.” Spane Buildings prides itself on providing high level customer satisfaction, as well as treating customers and employees like family.

Jim Spane quoted, “Everybody says they have the best employees, but I really think that our people are what makes us great.” Spane Buildings has about 45 employees, all of whom value safety, integrity, and knowledge. Their

company understands that 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 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 community by donating to local non-profits, most recently decorating and auctioning off a tree at the Skagit Hospital Foundation’s Festival of Trees fundraiser. The company has also built playhouses for non-profit 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 building 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,” said Jim Spane.





EDUCATIONAL SERVICES



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



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



Western Washington University, an EDASC Silver Investor and located in neighboring Bellingham, offers 175 academic 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**
- **University of Washington**
- **Seattle University**
- **Washington State University**
- **University of British Columbia**
- **University of Victoria**
- **Simon Fraser University**

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Educational Services

Burlington Edison

School District *Non-Profit Investor*
 927 E Fairhaven Avenue | Burlington WA, 98233
 (360) 757-3311 | browning@be.wednet.edu
 https://www.be.wednet.edu/ | Laurel Browning

Cascade Motorcycle Safety *Small Business Investor*
 PO Box 159 | Burlington WA, 98233
 (360) 969-1710 | jesse@cascaDEMOTOSAFETY.COM
 cascaDEMOTOSAFETY.COM | Jesse Murphy

Hair Spa &

Extensions Academy *Small Business Investor*
 1100 Roosevelt Ave # A
 Mount Vernon WA, 98273 | (360) 428-4247
 ContactUs@HairSpaAndExtensions.com
 www.hairspaacademy.com | Araceli Ibarra

La Conner

School District #311 *Non-Profit Investor*
 PO Box 2103 | 305 N 6th Street
 La Conner WA, 98257 | (360) 466-3171
 rstewart@lc.k12.wa.us | www.lcsd.wednet.edu
 Rich Stewart

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 www.LUSYlearning.com | Brian Williams

MiddleWay

Acupuncture Institute *Small Business Investor*
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 Mount Vernon WA, 98273t | (360) 336-6129
 linda@mwai.edut | www.mwai.edut
 Linda Ballantine

Mount Vernon School District *Non-Profit Investor*
 124 E. Lawrence Street
 Mount Vernon WA, 98273 | (360) 428-6181
 crodriguez@mvsd320.org
 www.MountVernonSchools.org | Celina Rodriguez

Sedro-Woolley

School District #101 *Non-Profit Investor*
 801 Trail Rdt | Sedro-Woolley WA, 98284
 (360) 855-3500t | pbrockman@sbsd101.org
 www.sbsd.k12.wa.us | Phil Brockman

Skagit Preschool and Resource Center (SPARC)

Non-Profit Investor
 320 Pacific Placet | Mount Vernon WA, 98273
 (360) 416-7570 t | amanda@sparckids.org
 www.sparckids.org | Amanda Sloan

Skagit Valley College

Gold
 2405 East College Way
 Mount Vernon WA, 98273t | (360) 416-7997
 presidentsoffice@skagit.edut | www.skagit.edu
 Thomas Keegan

Through the Garden Gate

Preschool *Small Business Investor*
 2611 Oakes Avet | Anacortes WA, 98221
 (360) 202-1655t | marilyn@gardengatepreschool.com
 throughthegardengatepreschool.com
 Marilyn Mers-Hardison

Washington State University-Everett *Gold*
 915 N Broadwayt | Everett WA, 98201
 (425) 405-1715t | pep@wsu.edu
 www.everett.wsu.edut | Paul Pitre

Western Washington University *Gold*
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 wwu.edut | Chris Roselli

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Career and technical educators encourage business owners and professionals to get involved

While growing up, Vojtech Morgan, 17, learned how to cook from his mother and decided early on to work toward becoming a chef at a high-end restaurant.

“I like preparing people food and seeing the smile on their face,” Morgan said. “You can turn someone’s day around by cooking them a meal.”

Thanks to the county’s robust career and technical education (CTE) ecosystem, Morgan is getting a head start on his career goal. He’s enrolled in the Culinary Arts Program at the Northwest Career & Technical Academy (NCTA) in Mount Vernon while also attending Burlington-Edison High School.

Morgan’s path toward becoming career-ready is exactly what CTE programs across the county aim to do, said Sedro-Woolley High School CTE Director Jerry Grisham. Traditionally, students would get a diploma and either go to work or college.

“Now, instead of career exploration in college or after high school, students get started in 8th grade,” Grisham said.

Six school districts and the Northwest Career & Technical Academy (NCTA) make up the CTE ecosystem in Skagit County, with each school district offering their own CTE classes. The NCTA acts as a CTE hub for the school districts, offering courses to any student in the county no matter what school district they attend.

CTE classes are designed to help students explore careers and to further prepare students for a career, to receive a certification, or to set a path for college, said NCTA Director Lynette Brower. For instance, high school students can earn a nursing assistant certification to get a jump start in working in healthcare. Other examples of courses offered in Skagit County



include learning environmental science, publishing, real estate, computer programming, and much more.

“Our work in CTE in part helps set workplace expectations, how to interact with adults and learning soft skills,” Brower said. “Our young people have amazing skills. There is nothing more powerful than watching these young people fly.”

Currently, there is an effort among the county’s CTE directors and NCTA to work more collaboratively to benefit the students as well as local employers.

Part of that effort is reaching out to local career experts and businesses to support CTE programs in their respective fields. Learning from experts, said Brower, is one of the most impactful ways to reach students.

Dianna Chonka, General Manager of North Harbor Diesel in Anacortes, has supported CTE programs in Skagit County for years and regularly employs high school students as apprentices. They also allow students to job shadow, provide tours for classes, and provide

equipment for students to tear apart and learn.

Chonka, who serves on the advisory committees for both Skagit Valley College and NCTA’s marine programs, said it’s important to maintain interest in the profession among students to ensure the long-term viability of the industry.

“If everything goes to perfect plan, we may get a fulltime employee out of this training, but that’s not really our goal,” Chonka said. “We enjoy supporting students and offering these opportunities and stand firm behind these high school CTE programs.”

Burlington-Edison District Nurse Tessa McIlraith, who services on the NCTA Applied Medical Sciences Advisory Board, supports CTE programs in a number of ways, including through job shadowing, advising on curriculum and reviewing program outcomes.

She said CTE opportunities are vital to Skagit County in many ways.

“Some of our students and families don’t have parents that graduated



high school or college,” McIlraith said. “Some students can be really successful in hands-on career opportunities, like welding or nursing or in culinary school. I see students who have struggled in the traditional high school setting and when they take our CTE classes at Burlington-Edison High School or NCTA, they find a joy and passion you don’t see in a regular classroom.”

Involvement in Skagit County CTE programs – whether you run a business or are an individual with professional skills who wants to give back – doesn’t have to be as intensive as the previous two examples.

For instance, one could join a class as a guest speaker, judge an event, conduct a mock interview, or be a career mentor, among many other opportunities.

Grisham said that volunteers who come to visit classrooms are often surprised by students’ level of engagement.

“You can walk into any CTE program and the adult can ask any kid, ‘What are you working on and why?’ Any kid in those classes has the answer. They communicate with adults on another level. You can see their pride. It’s tangible.”

Cameron Kapan, who graduated from Sedro-Woolley High School in 2020 and who now works at Les Schwab, remembers working his way through CTE automotive courses in Sedro-

Woolley and further course work at NCTA. He learned jobs skills from his instructor as well as from working professionals who volunteered their time, especially the local Harley Davidson crew.

“It was a breathtaking experience,” Kapan said. “It was hours of working on cars and getting your hands dirty all day.”

The county’s CTE program directors encourage anyone interested in becoming involved with CTE learning to contact info@skagitcte.org to get started.

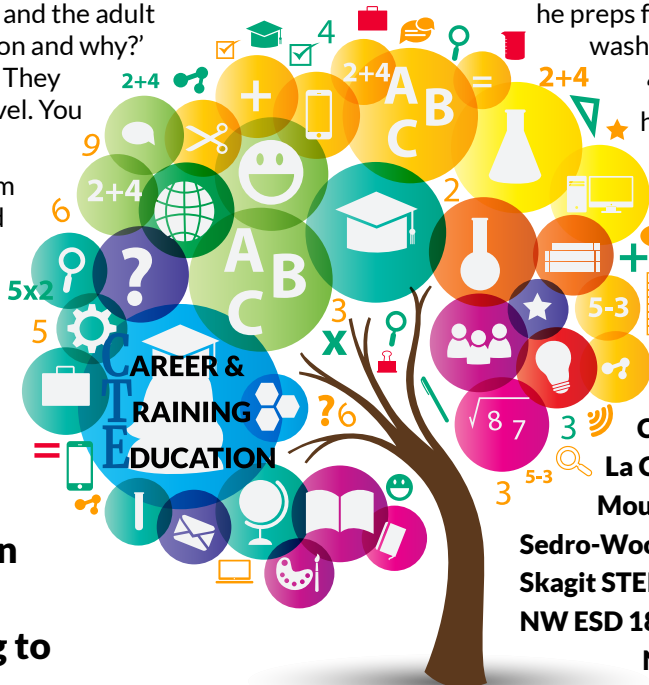
“Volunteers and community partners help make our CTE programs stronger,” Brower said. “You can help benefit these students and the industry in which you work.”

Morgan’s head start toward his culinary career is a good example of CTE success in action. In his two-period culinary course at NCTA, he has learned good knife skills, keeping his kitchen clean and more. His training has also helped him land a job at the fine-dining restaurant Oyster Bar in Bow, where he preps food in the kitchen and washes dishes.

“It’s a great experience and I have great mentors,” Morgan said.



Interested in getting involved in local CTE programs? Contact info@skagitcte.org to get connected!

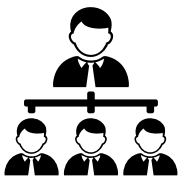


- SKAGIT COUNTY'S CTE ECOSYSTEM**
- Anacortes High School
 - Burlington-Edison High School
 - Concrete High School
 - La Conner High School
 - Mount Vernon High School
 - Sedro-Woolley High School
 - Skagit STEM Network
 - NW ESD 189
 - Northwest Career & Technical Academy



Companies in Skagit:

116



Employment:

1,391



Average Annual Salary:

\$85,324

Companies in this category make up the largest number of EDASC Signature Investors, those that invest \$5,000 or more. These companies include **Peoples Bank, Banner Bank, Heritage Bank, US Bank, Larson Gross CPAs & Consultants** and **VSH Certified Public Accountants**.

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www.bankofthepacific.com | Scott DeGraw

Banner Bank *Gold*
301 East Fairhaven Ave | Burlington WA, 98233
(360) 757-9080 | rbking@bannerbank.com
www.bannerbank.com | Roland King

Columbia Bank *Small Business Investor*
PO Box 805 | Burlington WA, 98233
(360) 757-0100 | jhoines@columbiabank.com
www.columbiabank.com | Josh Hoines

Edward Jones
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Jeffery Pleet, CLU, ChFC

Fortiphi, LLC *Small Business Investor*
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fortiphi.com | Mary Smith

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www.HeritageBankNW.com | Dianna Bodin

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

Larson Gross CPAs and Consultants *Gold*
245 E George Hopper Rd | Burlington WA, 98233
(360) 757-2700 | contact@larsongross.com
www.larsongross.com | Kelli Visser

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

Mountain Pacific Bank *Small Business Investor*
110 Cascade Mall Dr | Burlington WA, 98233
(360) 953-5100 | jhowe@mp.bank | John Howe

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

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

Northwest Farm Credit Services *Small Business Investor*
265 E George Hopper Rd | Burlington WA, 98233
(360) 707-2353 | tim.vanhofwegen@northwestfcs.com
www.NorthwestFCS.com | Tim Van Hofwegen

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

Opus Bank *Small Business Investor*
528 E College Way | Mount Vernon WA, 98273
(360) 336-5007 | kkennedy@opusbank.com
www.opusbank.com | Kari Kennedy

Peoples Bank *Gold*
1801 Riverside Drive | Mount Vernon WA, 98273
(360) 404-2204 | Mike.Fredlund@peoplesbank-wa.com
www.peoplesbank-wa.com | Mike Fredlund

Robert W. Baird & Co. *Small Business Investor*
1404 E College Way, Suite 103
Mount Vernon WA, 98273 | (360) 848-0348
rwcarter@rwbaird.com | www.rwbaird.com
Rodney Carter

SaviBank *Team*
208 East Blackburn, Suite 200
Mount Vernon WA, 98273 | (360) 755-6589
rcann@savibank.com | www.SaviBank.com
Rod Cann

US Bank *Gold*
121 W. Holly St | Bellingham WA, 98225
(360) 738-2747 | michael.burke@usbank.com
www.usbank.com | Michael Burke

VSH Certified Public Accountants *Gold*
200 E George Hopper Rd
Burlington WA, 98233 | (360) 734-8715
drager@vshcpa.com | www.vshcpa.com
Hannah Drager

Wallace & Associates Insurance *Small Business Investor*
PO Box 405 | 200 E Fairhaven Ave
Burlington WA, 98233 | (360) 755-0631
eric@wallace-insurance.com | www.wallaceins.com
Eric Dykstra

Wycoff Insurance Agency *Small Business Investor*
PO Box 1010 | 501 South 2nd Street
Mount Vernon WA, 98273 | (360) 336-2112
donniek@wycoffinsurance.com
www.wycoffinsurance.com | Donnie Keltz



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E: info@vshcpa.com

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Partners: Donnie Keltz, Chris Eisses,
Bill Feeney

wycoffinsurance.com

2039477



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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 120 team members providing a range of tax, assurance, bookkeeping and consulting services.

Larson Gross CPAs & Consultants
245 East George Hopper Road
Burlington, WA 98233
360-757-2700

www.larsongross.com

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Mike Cann, Chairman of the Board
Andy Hunter, President and CEO
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SKAGIT

FOOD & BEVERAGE

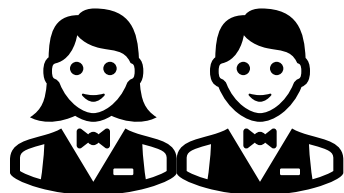


Companies in Skagit:

263

Employment:

3,879



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 2020 unless noted otherwise.

Food & Beverages

Calico Cupboard

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

Farmhouse Restaurant

Small Business Investor
13724 La Conner-Whitney Rd
Mount Vernon WA, 98273 | (360) 466-4411
terry.brazas@gmail.com
www.thefarmhouserestaurant.net
Terry & Wendy Brazas

Farmstrong

Brewing Company *Small Business Investor*
110 Stewart Road | Mount Vernon WA, 98273
(360) 873-8852 | todd@farmstrongbrewing.com
www.farmstrongbrewing.com | Todd Owsley

Fidalgo Coffee Roasters

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

Mr. T's Family Cafe

Small Business Investor
27346 Lake Cavanaugh Rd
Mount Vernon WA, 98274 | (360) 318-3019
Mrtscfe503@gmail.com | Mrtscfe.com
Brandie Mergens

North Cascade Sports Bar and Restaurant

Small Business Investor
44991 Concrete Road | Concrete WA, 98237
(360) 724-8913 | andreaplummer1979@gmail.com
Andrea Dunn

Pasek Cellars Winery

Small Business Investor
2629 Old Hwy. 99 South, #B
Mount Vernon WA, 98273 | (360) 336-6877
pasekcellarsconway@frontier.com
www.pasekcellars.com | Judy Pascale

Ristretto Inc

Small Business Investor
416 S 1st St | Mount Vernon WA, 98273
(206) 228-3888 | ristrettocoffeelounge@gmail.com
www.ristrettocoffeelounge.com | Sean O'Leary

Skagit Valley Malting

Small Business Investor
11966 Westar Lane | Burlington WA, 98233
(360) 982-1262 | emily@skagitvalleymalting.com
Emily Baker

Skagit's Best Salsa Co.

Small Business Investor
14135 Bradshaw Road | Mount Vernon WA, 98273
(360) 610-9022 | kirtrohrs@hotmail.com
Kirt Rohrs

Skiyou Ranch LLC

Small Business Investor
26910 Duffy Rd | Sedro-Woolley WA, 98284
(360) 708-3292 | skiyouranch@gmail.com
www.skiyouranch.com | Tarie Benson

The Brown Lantern

Alehouse *Small Business Investor*
412 Commercial Ave | Anacortes WA, 98221
(360) 293-2544 | Cheryl@brownlanternalehouse.com
brownlantern.com | Cheryl Rogers

Walton Beverage Co.

Small Business Investor
1350 Pacific Place | Ferndale WA, 98248
(360) 380-1660 x 105 | les.blouin@waltonbeverage.com
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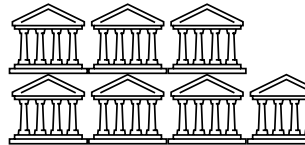
SKAGIT

GOVERNMENT

Government Agencies in Skagit County



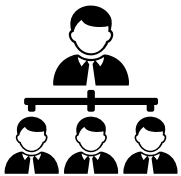
Federal: **10**



Local: **68**



State: **27**



Employment:

11,721

Government employers supplied about 23 percent of Skagit County jobs in 2018. Most of these jobs are attributed to local K-12 school districts.



Average Annual Salary:

\$62,680

All stats from Employment Security Department Q1 2020 unless noted otherwise.

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
 910 Cleveland Ave | Mount Vernon WA, 98273
 (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

Port of Anacortes

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

Port of Skagit

Public
 15400 Airport Drive | Burlington WA, 98233
 (360) 757-0011 | patsy@portofskagit.com
 www.portofskagit.com | Patsy Martin

Samcor Incorporated

Small Business Investor
 PO Box 567 | Anacortes WA, 98221
 (360) 726-2488 | careythurston@samcor.biz
 Carey Thurston

Skagit Council of Governments

Small Business Investor
 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 PI #100
 Mount Vernon WA, 98273 | (360) 416-1300
 trishal@co.skagit.wa.us | www.skagitcounty.net
 Trisha Logue

Skagit PUD

Public
 1415 Freeway Drive | Mount Vernon WA, 98273
 (360) 424-7104 | pud@skagitpud.org
 www.skagitpud.org | George Sidhu

Town of Concrete

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

Town of Hamilton

Public
 PO Box 528 | Hamilton WA, 98255 | (360) 826-3027
 c.vandiver.hamiltonmayor.wa@gmail.com
 Carla Vandiver

Town of La Conner

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



Port of Skagit

Port of Skagit serves as an economic development engine for Skagit County by concentrating on our mission, **Good Jobs for the Skagit Valley.**

The Port owns and operates four main enterprises that are home to 90 businesses and 1,700 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 40 businesses and 1,000 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 celebrated 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.

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 Administration Office
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2039248



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.

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

Government...cont.

Town of Lyman

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

Public

WorkSource Skagit / Employment

Security Department

Non-Profit Investor

2005 E College Way | Mount Vernon WA, 98273
(360) 416-3545 | jlund@esd.wa.gov
Jennifer Lund



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SkagitRegionalHealth.org

SKAGIT

HEALTHCARE & SOCIAL ASSISTANCE

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

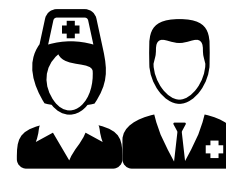
Skagit Regional Health, an EDASC Platinum Investor, is the county's largest employer, with a total headcount of about 3,000 according to a WWU report from 2018. **PeaceHealth United General Medical Center**, also an EDASC Platinum Investor, was the county's No. 13 employer.

Health Care & Social Assistance



Companies in Skagit:

786



Employment:

5,370



Average Salary:

\$41,696

All stats from Employment Security Department Q1 2020 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.
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2000 Hospital Dr.
Sedro-Woolley, WA. 98284
(360) 856-6021
peacehealth.org/
united-general-medical-center

Health Care & Social Assistance

Cascade Facial Surgery and Aesthetics, PLLC *Small Business Investor*
1600 Continental Pl, Ste 103
Mount Vernon WA, 98273 | (360) 336-1947
jong@cascadeface.com | www.cascadeface.com
Jonathan Grant, M.D.

Cascadia Eye Associates *Small Business Investor*
2100 Little Mountain Ln | Mount Vernon WA, 98274
(360) 416-6735 | kristiel@ncascade.com
www.ncascade.com | Kristie Lindell

Country Meadow Village *Small Business Investor*
1501 Collins Rd | Sedro-Woolley WA, 98284
(360) 856-0404 | sandraj@villageconcepts.com
www.villageconcepts.com | Sandra Jensen

Hawthorne Funeral Home & Memorial Park *Small Business Investor*
PO Box 398 | 1825 East College Way
Mount Vernon WA, 98273 | (360) 424-1154
kirk@hawthornefh.com | www.hawthornefh.com
Kirk Duffy

Hilde Family Dentistry *Small Business Investor*
239 S Burlington Blvd | Burlington WA, 98233
(360) 707-5343 | reception@HildeFamilyDentistry.com
www.HildeFamilyDentistry.com | Jason Hilde

IRG Physical & Hand Therapy *Team*
311 East College Way, Suite A
Mount Vernon WA, 98273 | (360) 685-8174
alex.zitnik@irgpt.com | www.irgpt.com
Alexandria Zitnik



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

1978616

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

Riverside Health Club *Small Business Investor*
2225 Riverside Dr. | Mount Vernon WA, 98273
(360) 424-4200 | karen@riversidehealthclub.com
riversidehealthclub.com | Karen Westra

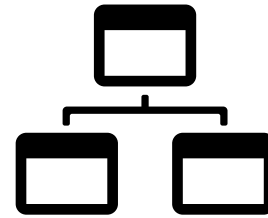
Skagit Regional Health *Platinum*
PO Box 1376 | Mount Vernon WA, 98273
(360) 814-2370 | bivie@skagitregionalhealth.org
www.skagitregionalhealth.org | Brian Ivie



SKAGIT

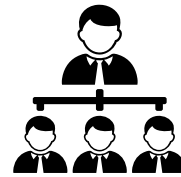
INFORMATION TECHNOLOGY

EDASC Gold Investor
Comcast provides
broadband internet
throughout Skagit
County.



Companies in
Skagit:

42



Employment:

350



Average Salary:

\$69,392

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Information Technology

Comcast *Gold*
400 Sequoia Dr, Ste 100 | Bellingham WA, 98226
(360) 595-5947 | vincent_buys@comcast.com
comcast.com | Vincent Buys

Dimensional Communications *Small Business Investor*
1220 Anderson Rd | Mount Vernon WA, 98274
(360) 424-6164 | ryanh@dimensional.net
www.dimensional.net | Ryan Hagman

NP Information Systems *Silver*
2103 Grant Street | Bellingham WA, 98225
(360) 671-4906 | vincep@npinfo.com
www.npinfo.com | Vince Preece

Sierra Microproducts, Inc. *Team*
506 30th Street, Unit 4 | Anacortes WA, 98221
(360) 334-7595 | sean@sierramicroproducts.com
www.sierramicroproducts.com | Sean Gallagher



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P: (360) 757-4433

Executive Director: Dale O'Brien

E: dobrien@skagittransit.org | skagittransit.org

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SKAGIT

MANUFACTURING

Did You Know?

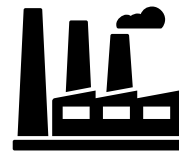


Although Skagit County is often perceived as an agriculture-driven economy, the manufacturing sector ranks as its No. 1 revenue producer.

Skagit County is home to innovative world leaders in specialized advanced manufacturing:

- **Aerospace and advanced composites**
- **Precision tools**
- **Metals**
- **Prototypes**
- **Engineering services**

Manufacturing



Companies in Skagit:

185



Employment:

6,310



Average Annual Wage:

\$71,660

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Manufacturing

Air Liquide Large Industries U.S. LP *Team*
8581 South Texas Road | Anacortes WA, 98221
(360) 293-6171 x 11 | dominic.foley@airliquide.com
<https://www.airliquide.com/united-states-america>
Dominic Foley

Breedt R & D Skagit *Small Business Investor*
1809 Railroad Ave, Suite A
Mount Vernon WA, 98273 | (360) 202-8462
abreedt@bptdesign.com | www.BreedtRDSkagit.com
Andries Breedt

Chinook Enterprises *Small Business Investor*
2026 N LaVenture Rd | Mount Vernon WA, 98273
(360) 428-0140 | nwegner@chinookenterprises.org
www.chinookenterprises.org | Nicolette Wegner

EDCO, INC. *Small Business Investor*
14508 Ovenell Road | Mount Vernon WA, 98273
(360) 424-6600 | leslie@edconline.com
www.EDCOonline.com | Leslie Smith

Eddyline Kayaks *Team*
11977 Westar Lane | Burlington WA, 98233
(360) 757-2300 | scott@eddyline.com
www.eddyline.com | Scott Holley

Goodwinds Composites *Small Business Investor*
1829 Railroad Ave | Mount Vernon WA, 98273
(360) 588-4785 | amelia@goodwinds.com
www.goodwinds.com | Amelia Cook

Janicki Industries, Inc. *Team*
1476 Moore St | Sedro-Woolley WA, 98284
(360) 856-5143 | jjanicki@janicki.com
www.janicki.com | John Janicki

Legend Brands *Small Business Investor*
15180 Josh Wilson Rd | Burlington WA, 98233
(360) 757-7776 | info@legendbrands.net
www.legendbrands.com | Marcia Neu

Marathon Petroleum Corporation *Gold*
PO Box 700 | 10200 W March Point Road
Anacortes WA, 98221 | (360) 293-9149
MPGill@marathonpetroleum.com
www.tsocorp.com | Matthew Gill

PACCAR Technical Center *Emerald*
12479 Farm to Market Rd | Mount Vernon WA, 98273
(360) 757-5200 | phil.stephenson@paccar.com
www.paccar.com | Phil Stephenson

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PO Box 409 | 310 Commercial
Anacortes WA, 98221 | (360) 293-2197
daverill@reisnerdistributor.com
www.reisnerdistributor.com | Dan Averill

Shell Puget Sound Refinery *Gold*
PO Box 622 | Anacortes WA, 98221
(360) 293-1552 | Cory.Ertel@Shell.com
www.shell.us/pugetsoundrefinery | Cory Ertel

Team Corporation *Team*
11591 Watertank Rd | Burlington WA, 98233
(360) 404-1085 | debbie.eaton@teamcorporation.com
www.teamcorporation.com | Deb Eaton

TruckVault *Small Business Investor*
PO Box 734 | 315 Township Street
Sedro-Woolley WA, 98284 | (360) 855-0464
al@truckvault.com | www.truckvault.com
Al Chandler

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 Plant Manager: Dave Carlson



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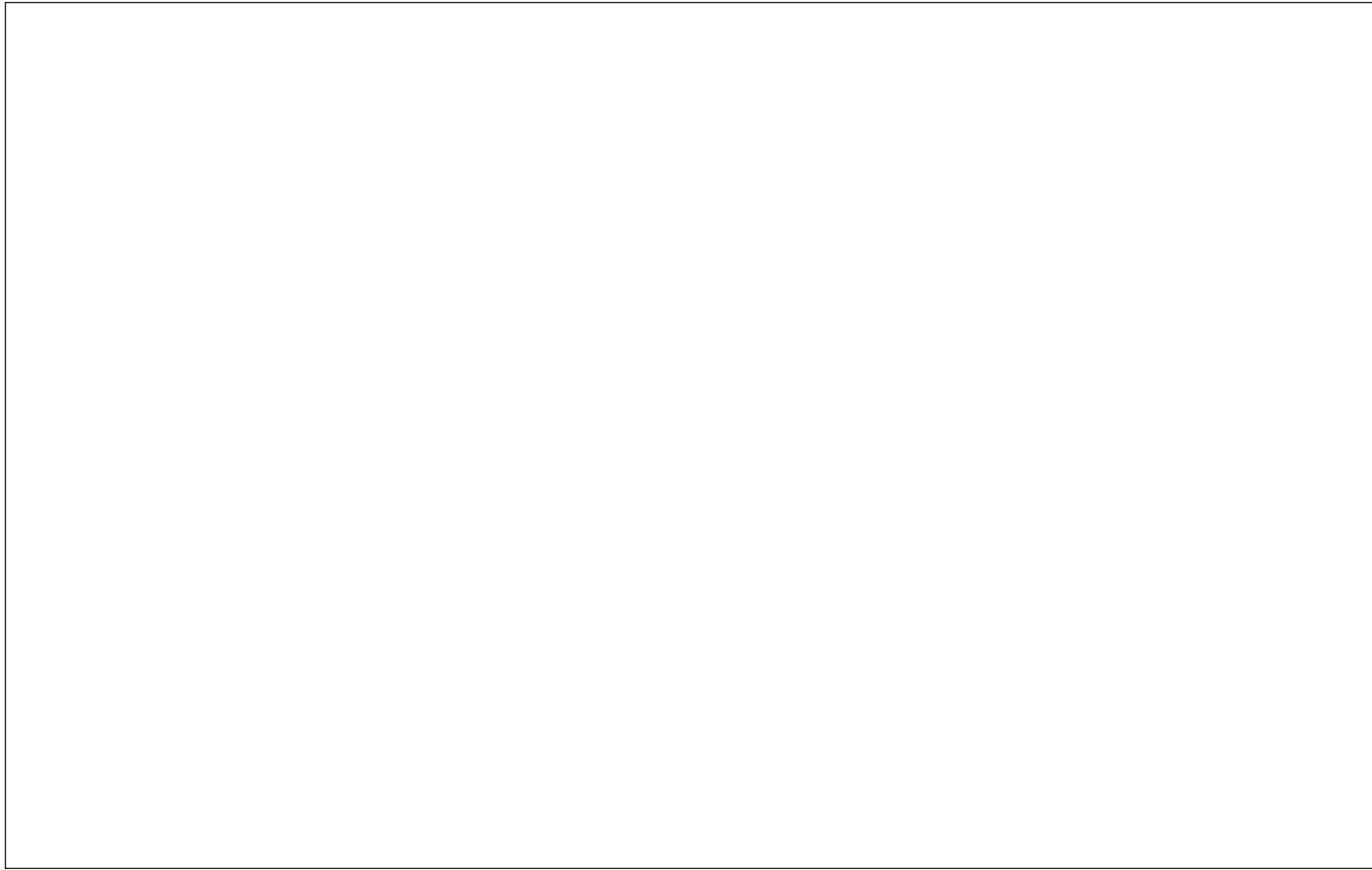
Janicki Industries, located in Skagit County, is an engineering and manufacturing company specializing in carbon fiber parts and tools for aerospace, marine, energy and other industries. Janicki can tackle large projects, utilizing precise five-axis mills, non-destructive inspection, autoclave, ultrasonic cutting and more. This 100% in-house capability enables a one-stop-shop for customers. We offer a dynamic work environment with competitive compensation.

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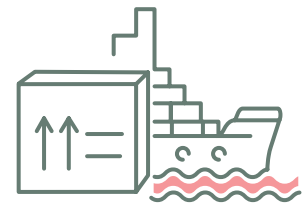
MARITIME



Skagit County has a vibrant marine industry strategically located near major shipping routes and recreation areas. The sector includes:



- **Cargo handling and logistics**
- **Fishing and seafood processing**
- **Ship and boat building**
- **Repair and maintenance**
- **Passenger vehicles operations**
- **Recreational boating**
- **Other maritime support industries**



EDASC, the **City of Anacortes** and **Port of Anacortes** in 2019 developed the Anacortes Maritime Strategic Plan, a blueprint to strengthen the maritime industry for the next decade. EDASC in late 2019 also began organizing the Skagit Maritime Symposia, a series of cluster meetings designed to advance the local sector and interact with the state maritime cluster while sustaining meaningful dialogue.



All stats from Employment Security Department Q1 2020 unless noted otherwise.

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

LAVLE USA, Inc *Silver*
 15809 Preston Place | Burlington WA, 98233
 (360) 768-1445 | morten.pedersen@lavle.com
 http://lavle.com | Morten Pedersen

Seattle Yachts / Northern Marine *Team*
 2415 T Avenue, Suite 112 | Anacortes WA, 98221
 (360) 299-0777 | peter@seattleyachts.com
 seattleyachts.com | Peter Whiting

Tomco Marine Group, Inc. *Small Business Investor*
 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 Investor*
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 www.transpacmarinas.com | Dave Rytand



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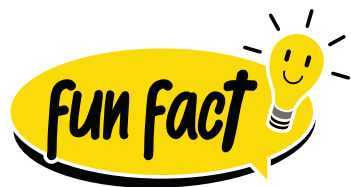

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SKAGIT

NON-PROFIT



EDASC awarded a total of \$50,000 in CARES Act funding to the six Skagit County chambers of commerce as well as the Mount Vernon Downtown Association for COVID-19 relief.

EDASC in 2020 became a 501c3 nonprofit after merging with the EDASC Foundation. The move streamlined operations while opening doors to new grant funding opportunities.

EDASC Non-profit Investor Helping Hands Food Bank received support from the National Guard to distribute food. (Pictured)

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Non-Profit

Anacortes Chamber of Commerce

Non-Profit Investor
819 Commercial Avenue, Suite F
Anacortes WA, 98221 | (360) 293-7911
sswartos@anacortes.org | www.anacortes.org
Sandy Swartos

Associated General Contractors of Washington

Non-Profit Investor
2950 Newmarket Street, Suite 101, #309
Bellingham WA, 98225 | (360) 961-5323
lcalloway@agcwa.com | www.agcwa.com
Lance Calloway

Burlington Chamber of Commerce

Non-Profit Investor
PO Box 1087 | 520 E Fairhaven Avenue
Burlington WA, 98233 | (360) 757-0994
burlingtonceo@burlington-chamber.com
www.burlington-chamber.com | Peter Browning

Camp Korey

Non-Profit Investor
24880 Brotherhood Rd | Mount Vernon WA, 98274
(425) 440-0850 | jpitner@campkorey.org
http://campkorey.org | Jennifer Pitner

Children's Museum of Skagit County

Non-Profit Investor
432 Fashion Way | Burlington WA, 98233
(360) 757-8888 | cate@skagitcm.org
www.skagitchildrensmuseum.net
Cate L. Anderson

Community Action of Skagit County

Non-Profit Investor
330 Pacific Pl | Mount Vernon WA, 98273
(360) 416-7585 | info@communityactionskagit.org
www.communityactionskagit.org | Bill Henkel

Concrete Chamber of Commerce

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

Friendship House

Non-Profit Investor
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 Investor
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 Investor
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 Investor
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 Investor
PO Box 1610 | La Conner WA, 98257
(360) 466-4778 | director@laconnerchamber.com
www.lovelaconner.com | Heather Carter

Lincoln Theatre

Non-Profit Investor
Center Foundation
PO Box 2312 | Mount Vernon WA, 98273
(360) 419-7129 | roger@lincolntheatre.org
www.lincolntheatre.org | Roger Gietzen

Mount Vernon Chamber of Commerce

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

Mount Vernon

Non-Profit Investor
Downtown Association
PO Box 1801 | 325 Pine Street, Suite A
Mount Vernon WA, 98273 | (360) 333-9881
director@mountvernondowntown.org
mountvernondowntown.org | Ellen Gamson

Mount Vernon Farmers Market

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



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.

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swanskagit@gmail.com

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AMERICA'S SBDC WASHINGTON

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

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North Cascades Institute *Non-Profit Investor*
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 Investor*
401 E Hickox Rd | Mount Vernon WA, 98273
(360) 424-1532 | 70@northwestcarpenters.org
www.ubcja70.org | Lisa Marx

Secret Harbor *Non-Profit Investor*
PO Box 828 | 225 N. Walnut Street
Burlington WA, 98233 | (360) 755-5700
jennifer.ryan@secretharbor.org
www.secretharbor.org | Jennifer Ryan

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

Sherwood Community Services *Non-Profit Investor*
2021 E College Way | Mount Vernon WA, 98273
(425) 923-0343 | aramsey@sherwoodcs.org
www.sherwoodcs.org | Angie Ramsey

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

Skagit Community Foundation *Non-Profit Investor*
PO Box 1763 | 1204 Cleveland Avenue
Mount Vernon WA, 98273 | (360) 419-3181
Director@skagitcf.org | www.skagitcf.org
Michael Stark

Skagit Habitat For Humanity *Non-Profit Investor*
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 Investor*
1901 Hoag Rd | Mount Vernon WA, 98273
(360) 336-9622 | d.snider@skagitymca.org
www.skagitymca.org | Dean Snider

Skagit Valley Tulip Festival *Non-Profit Investor*
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 Investor*
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 Investor*
PO Box 261 | Burlington WA, 98233
(360) 708-2144 | swanskagit@gmail.com
www.swanskagit.com | Tina Tate

United Way of Skagit County *Non-Profit Investor*
PO Box 451 | Burlington WA, 98233
(360) 755-9521 | craig@unitedwayskagit.org
www.unitedwayskagit.org | Craig Chambers

Washington Vocational Services *Non-Profit Investor*
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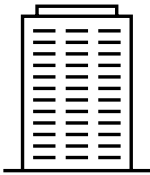
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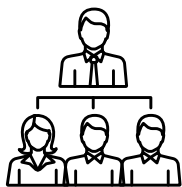
PROFESSIONAL SERVICES

Professional Services



Companies in Skagit:

302



Employment:

1,736



Average Annual Wage:

\$75,620

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- Publishing
- Accounting
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brenselhc.com | Lennart Bentsen

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chris@pfcoach.com | www.bssnorthwest.com
Chris McGee

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www.chuckanutvet.com | Christy Lyon

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(360) 299-9900 | gary@vjbm.com
www.vjbm.com | Gary Jacobson

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(360) 419-0919 | goodvibesbodyart@yahoo.com
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Law Offices of Carol L. Edward & Associates, PS *Small Business Investor*
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(360) 336-0185 | carol@seattle-immigration.com
www.seattle-immigration.com | Carol Edward

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Rochelle Jacques

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Laura Minton Breckenridge, Kate Szurek, Craig Cammock, Megan Masonholder

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goskagit.com | Collette Weeks

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REAL ESTATE

The median price for homes sold in Skagit County was \$415,000, according to a report from Northwest Multiple Listing Service for year-to-date November 2020.

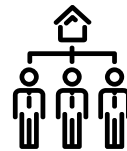
The number of housing units increased by 804 in 2020, according to GIS Planning.

Real Estate



Companies in Skagit:

129



Employment:

461



Total Housing Units:

55,293

(according to GIS Planning)

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Real Estate

Baird & Associates

Real Estate, Inc. *Small Business Investor*
2204 Riverside Dr Ste 110
Mount Vernon WA, 98273 | (360) 202-0715
pamanddanbaird@msn.com
www.BairdandRussell.com | Pam & Dan Baird

Bay Ridge Business Park

Small Business Investor
11190 Bayview Edison Rd
Mount Vernon WA, 98273 Real Estate
(360) 708-1283 | jboslog@frontier.com
John Boslog

Bouslog Properties

Small Business Investor
11190 Bayview Edison Road
Mount Vernon WA, 98273 | (360) 708-1283
jboslog@frontier.com | John Boslog

Brown McMillen

Small Business Investor
PO Box 541 | 235 West Rio Vista Avenue
Burlington WA, 98233 | (360) 757-6013
info@brownmcmillen.com
www.brownmcmillen.com | Shelah Inman

Chicago Title Company

Small Business Investor
425 Commercial Street
Mount Vernon WA, 98273 | (360) 424-1700
judy.williams@ctt.com | www.titlebyjudy.com
Judy Williams

Dahlstedt Family Properties

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

Ellingson Home Group

Small Business Investor
425 Commercial, Suite 200
Mount Vernon WA, 98273 | (360) 399-6522
jan@janellingson.com
www.ellingsonhomegroup.com | Jan Ellingson

Erik Pedersen Group

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

Julie Krause Real Estate

Small Business Investor
3110 Commercial Ave, Ste 101
Anacortes WA, 98221 | (425) 785-9534
juliekrause@cbbain.com
juliekrause.coldwellbankerbain.com | Julie Krause

Land Title and Escrow Company of Skagit County

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

RE/MAX Territory NW

Small Business Investor
320 S Burlington Blvd | Burlington WA, 98233
(360) 755-9494 | burlington@remaxterritorynw.com
www.skagitvalleyrealestate.com | Wilma Louia

Real Estate Unlimited

Sole Proprietor Supporter
705 37th St | Anacortes WA, 98221
(360) 661-5515 | mba2368@gmail.com
Mary Bourke

Wallace Industrial LLC

Small Business Investor
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 Investor*
3018 Commercial Ave | Anacortes WA, 98221
(360) 293-8008 | nscott@windermere.com
www.anacortesrealestate.com | Nate Scott

Windermere Real Estate / Skagit Valley

Small Business Investor
1030 E College Way | Mount Vernon WA, 98273
(360) 424-4901 | jjscott@windermere.com
www.windermereskagit.com | Josh Scott

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erusnak@nwbusiness.org



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SKAGIT

REPAIRS & SERVICE

Repair & Service



Businesses in Skagit:

109



Employment:

671



Average Salary:

\$52,784



All stats from Employment Security Department Q1 2020 unless noted otherwise.

Repair & Service

All Phase Heating and AC Inc

Small Business Investor

230 Lila Lane | Burlington WA, 98233
(360) 707-8521 | office@allphaseheatingandac.com
allphaseheatingandac.com | Melissa Ceradsky

Birch Equipment Rentals & Sales

Team

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

CPI Plumbing and Heating Inc.

Small Business Investor

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 Investor

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 Investor

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



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SKAGIT

RETAIL



“

★★★★★★

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

★★★★★★

”

“

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.

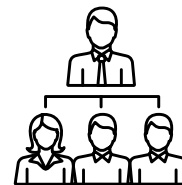
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Retail



Companies in Skagit:

420



Employment:

6,919

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

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Retail

Balloon Splendor *Small Business Investor*
5423 Emerald Ct | Mount Vernon WA, 98273
(206) 992-3817 | Rachel.Porter@balloonsplendor.com
balloonsplendor.com | Rachel Porter

Brecky's *Small Business Investor*
217 South 1st Street | Mount Vernon WA, 98273
(206) 619-8977 | breckysplace@gmail.com
www.skagitsoapery.com
www.infraredcamerasales.com
www.tattooightening.com | Brecky Bihary

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

Chuckanut Lighting *Small Business Investor*
938 Fountain St. | Burlington WA, 98233
(360) 757-2195 | brian@chuckanutlighting.com
chuckanutlighting.com | Brian Helgeson

Easton's Books *Small Business Investor*
701 S 1st St | Mount Vernon WA, 98273
(360) 336-2066 | diannacornelius@hotmail.com
Dave Cornelius

Judd & Black Appliance *Small Business Investor*
2520 Cedardale Road | Mount Vernon WA, 98274
(360) 336-6515 | dlund@juddblack.com
www.juddblack.com | Derek Lund

Mobile Merchandisers, Inc. *Small Business Investor*
2611 Henson Rd | Mount Vernon WA, 98273
(360) 336-3187 | gina@mobmerch.com
www.mobilemerchandisers.com | Gina Wells

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

Petals By Linda *Small Business Investor*
615 S 2nd St | Mount Vernon WA, 98273
(360) 399-7258 | waldewood@comcast.net
Linda Walde-Wood

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

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

Warren Jewelers, Inc *Small Business Investor*
1126 S. Burlington Blvd | Burlington WA, 98233
(425) 821-1444 | susan@warrenjewelers.net
www.warrenjewelers.net | Susan Osborn

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

Skagit County is conveniently located near additional deep-water port facilities, including the **Port of Bellingham**, **Port of Everett**, **Port of Seattle** and **Port of Tacoma**.

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Transportation

Oak Harbor

Freight Lines, Inc.

Small Business Investor

PO Box 1469 | Auburn WA, 98071

(800) 285-6254 | ed.vanderpol@oakh.com

Edward Vander Pol

Skagit Transit

Small Business Investor

600 County Shop Lane | Burlington WA, 98233

(360) 757-8801 | dobrien@skagittransit.org

www.skagittransit.org | Dale O'Brien

Skagit Transportation, Inc.

Small Business Investor

PO Box 400 | Mount Vernon WA, 98273

(360) 419-6289 | dboffey@skagittrans.com

www.skagittrans.com | Daniel Boffey

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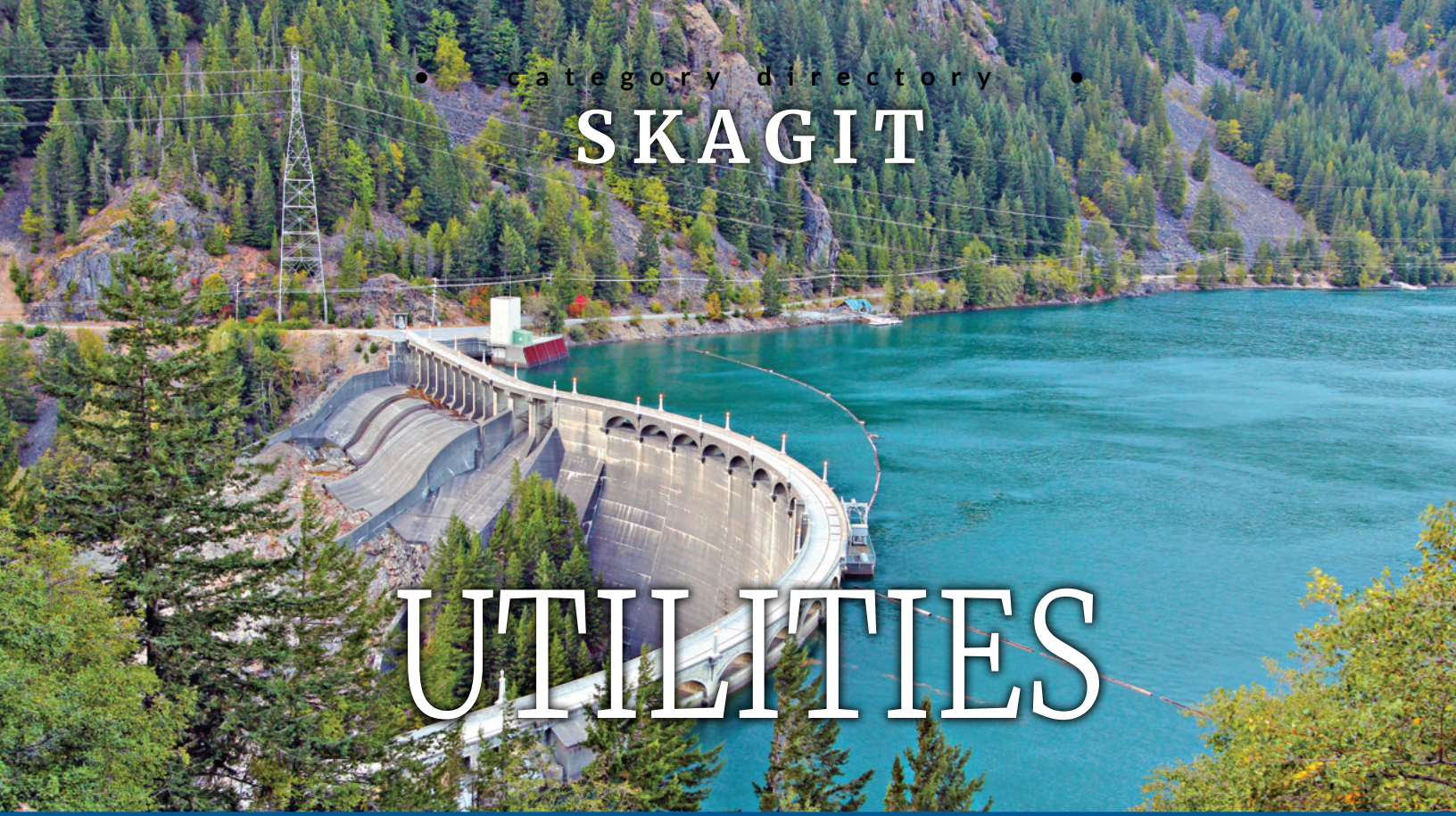
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SKAGIT

UTILITIES



“

★★★★★★

Distribution of natural gas in Skagit County is provided by EDASC Silver Investor **Cascade Natural Gas** in the communities of Mount Vernon, Anacortes, Burlington, La Conner and Sedro-Woolley.

EDASC Public Investor **Skagit Public Utility District** operates the largest water system in the county.

★★★★★★

”



Companies in Skagit:

10



Employment:

223



Average Annual Wage:

\$122,668

All stats from Employment Security Department Q1 2020 unless noted otherwise.

Utilities

Cascade Natural Gas Corporation *Silver*
1520 S 2nd St | Mount Vernon WA, 98273
(888) 522-1130 | travis.alvord@cngc.com
www.cngc.com | Travis Alvord

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

Republic Services *Team*
54 South Dawson St | Seattle WA, 98134
(206) 390-7630 | wweiker@republicservices.com
Wendy Weiker

Skagit PUD *Public*
1415 Freeway Drive | Mount Vernon WA, 98273
(360) 424-7104 | pud@skagitpud.org
www.skagitpud.org | George Sidhu

Skagit River Steel & Recycling *Small Business Investor*
PO Box 376 | Burlington WA, 98233
(360) 757-6096 | toddr@skagitriversteel.com
www.skagitriversteel.com | Todd Reynolds

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