

**INSIDE THIS ISSUE:**

- \$20k Raised** 2
- NPEF New Hire** 2
- Heirloom Veggies** 3
- 21 Acres** 3
- Y Child Care** 4
- Women's Show** 5
- Calendar** 6
- Sign-up** 7
- Win prize!** 8

Editor:  
 Suzanne Rollins  
 Chief of Staff

## Westhill One of Washington's Best

Westhill Inc. Design/Build was named as one of the finalists for Washington's Best Workplaces by the Puget Sound Business Journal. The program was launched last year to identify and recognize best practices in the hiring and retention of great people. After an extensive and rigorous process, which included more than 300 nominees and the completion of surveys by nominee-company employees across the state, workplaces in four different categories have been identified as Washington's best, based on their various employee benefit offerings, leadership culture and work/life balance philosophies. In total, 65 companies have made the grade as finalists.

Westhill Inc. Design/Build is a General Contractor specializing

in design, remodeling, additions



**Chuck Russell, President**

and custom homes. Westhill has been "Providing Professional Service with a Personal Touch" since 1974. Westhill's team of over 40 employees, work together; to achieve complete cli-

ent satisfaction. The awards they have won for their customer service, design and quality of their work are countless.

"What a compliment to be listed in the company of 64 such great organizations! Westhill's greatest asset is truly our employees. Along with clients, employees are "treated like gold" as mandated by the Westhill culture. In 2004 we were given a national award as one of the top 25 Remodeling Companies to work for but this Puget Sound Business Journal finalist selection is special to me for acknowledging that commitment locally. Thank you PSBJ. We are honored to be considered for this recognition." ~ Chuck Russell

## I-405 Closures This Month

All southbound lanes of I-405, from SE 8<sup>th</sup> Street to I-90 in Bellevue, will be closed on three consecutive weekends in August. The closures will take place from 11 p.m. Friday to 5 a.m. Monday on the weekends of August 8-11, August 15-18, and August 22-25. These lane closures will allow construction crews to efficiently

remove the Wilburton Tunnel to make room for two additional freeway lanes and improvements to the I-405/I-90 interchange. This work is part of WSDOT's I-405 South Bellevue Widening Project which is designed to ease congestion on one of the region's most congested roadways. For more information, including de-

tour maps, visit the project web site at:



[www.wsdot.wa.gov/projects/i405/I12thAvetoSE8th](http://www.wsdot.wa.gov/projects/i405/I12thAvetoSE8th).



KEVIN CALABRO



CAMERON DOLLAR

## \$20,000 for Home Court Coaches

Cameron Dollar, University of Washington Assistant Men's Basketball Coach, and Kevin Calabro "The Voice of the Sonics," were keynote speaker and master of ceremonies for Home Court's Third Annual Coach's Gift Luncheon. The event raised over \$20,000 for Home Court's Coaching Development Program.

More than 80 people attended the event, which took on extra significance this year, as Home Court is celebrating their five year anniversary in Woodinville. Since opening its doors in the summer of 2003, Home Court has had more than 7,500 boys and girls participate in their programs.

Coach Dollar shared with Home Court parents, coaches

and community members how the game of basketball has provided him with many opportunities to connect with players during his tenure at University of Washington. He also answered questions from the audience about next year's Huskies Men's Basketball Team. In addition to Coach Dollar and Mr. Calabro, those in attendance also heard from Home Court's Executive Director Pat Scott, and Coach Stevie Ciucci.

The Home Court Coaching Development Program funds the hiring and training of the Home Court Coaches who have committed themselves to creating a high performance environment for our younger participants. Like

anything of substance, those who give are often the ones who receive the most. The same skills and characteristics that Home Court coaches exhibit on a daily basis are the same characteristics of successful students and community leaders. The Coaching Development Program creates the most visible and direct link between success on the court and success off the court.

Information 425.487.1030 or email [pshomecourt@aol.com](mailto:pshomecourt@aol.com).

*Submitted by Pat Scott, Home Court.*



## NPEF Hires New Executive Director



The Northshore Public Education Foundation (NPEF) recently hired Ed Todd as Executive Director of the non-profit organization. Todd, a Woodinville resident, spent most of his career with Safeco Insurance where he served as a diversity marketing specialist in the nine states Northwest Region. In addition, he oversaw community relations for Safeco while living in Oregon and linked Safeco's regional initiatives with many non-profit community groups and organizations. "I am excited and enthusiastic about working for such a fine organization," Todd stated, "and look forward to sharing

the Foundation's story, its goals, and its mission with the communities throughout the District."

Todd and his wife, have two daughters, graduates of Woodinville High School, currently pursuing higher education. Todd has long had a passion for promoting excellence in education, growing up in a family of educators. While living in Oregon (Lake Oswego), he served as Board member and President of the Lake Oswego School District Foundation (LOSDF). Under his leadership, the LOSDF began work on an endowment, and realized increased visibility

throughout the District.

Todd is following Jean Fowler, who served as Foundation Director for six years after her twelve year tenure on the Northshore School Board. Fowler will continue her involvement in educational activities as well as spending more time with her family.

For more information about the goals and mission of the Northshore Public Education Foundation, visit [www.npefoundation.org](http://www.npefoundation.org) to make contributions online.

*Submitted by NPEF*

# Put history & flavor on your table with heirloom vegetables



**Romanesco zucchini**

norm across the country. These varieties were bred for their high yield, uniform shape, or ability to withstand the rigors of shipping--often at the expense of flavor and nutrition.

Fortunately, the traditional, heirloom varieties are making a comeback. Purple string beans, red carrots, and tomatoes of all shapes and colors are available at local farms.

"People love the heirloom varieties," says Roger Calhoon, who grows heirloom tomatoes, beans, cucumbers, potatoes, eggplant, pumpkins, squash, and more at The South 47 Farm in Woodinville ([www.south47farm.com](http://www.south47farm.com)). "They enjoy the unusual colors and

shapes, and, of course, they can't believe how good they taste."

What makes a vegetable an heirloom? Although not everyone agrees, the term is usually applied to varieties that:

- ◇ are open pollinated.
- ◇ can be traced back at least 50 years. Exceptions sometimes are made for unique varieties or those recently "discovered" in farmers' markets overseas.
- ◇ have a story. For example, the opular heirloom tomato, Brandywine, has been handed down by Amish farmers since the late 1800s.

When you buy heirloom vegetables, you add variety and flavor to your family's meals, support local farmers, and experience our nation's rich and varied agricultural heritage. Look for heirloom vegetables at a farm near you.

*by Christine Dubois, The South 47 Farm*

**"People love the heirloom varieties," says Roger Calhoon "They enjoy the unusual colors and shapes, and, of course, they can't believe how good they taste."**

Remember how good tomatoes from your grandmother's garden tasted? It wasn't just her gardening skills. It was the variety of tomato she grew.

Back in the day, farmers and gardeners saved seeds from each year's crop to plant the following year. Families and communities handed down treasured varieties of fruits or vegetables suited for local growing conditions.

But after World War II, with the industrialization of agriculture, a few standard varieties became the

## Sustainable Saturday at 21 Acres

Sustainable Saturday at 21 Acres, August 2, presents an opportunity to the community to learn and participate in a variety of activities showcasing and demonstrating sustainable agriculture and environmental stewardship.

In addition to the official Farm Tour at 11 a.m., farm demonstrations and livestock presentations, volunteer work projects are also planned between 10 a.m. and 12 noon. From 11 a.m. to 2 p.m. the Sammamish Valley 4-H will offer livestock demonstrations, project updates and organization information.

Beginning at 10 a.m., work projects include brush clearing, trail maintenance, light building maintenance and general garden tasks.

Walk the trails, volunteer with a work crew, or just meander through the wildlife corridor and see what's currently growing on the Farm. As always dress for the weather, wear sturdy shoes and bring a folding chair if you want to relax and sit for a spell.

Located at 13701 NE 171st Street, near Woodinville, 21 Acres is a non-profit organization with the mission to cultivate, demonstrate and advance systems supporting sustainable agriculture. The planned agricultural building, is a cutting

edge "green-built" facility that will feature a year-round farmers market, community kitchen and space for its popular classes on urban farming techniques and sustainability – providing vital infrastructure and education to help keep small farms in business. For directions and more information call 206-442-2061 or visit [21Acres.org](http://21Acres.org).



## Are you looking forward to the care your child will be receiving during the school year?

Child care and early education provide long term benefits by preparing and supporting children to succeed in school, while making employment possible for parents. For many families child care is a necessity. However, the challenge of finding quality child care can be overwhelming.

How do parents find care that meets the needs of the family and the child? What resources are there if a family cannot afford the cost of care? What does quality care look like? What does a parent look for when visiting a potential provider? These are just some of the questions families have when they are preparing to entrust their child to another.

There is a wide variety of child care options from which to choose. These options include early childhood development centers, preschool co-ops, in-home family care, before and after school programs, special curricula or enrichment classes, religiously based centers and drop-in recreational programs. Some of these sites are licensed (regulated by the State of Washington), some are regulated by a religious group and others do not require regulation. With such a wide array of choices, it can be difficult to know where to start looking. The best place to start is with the family; seeking a provider that aligns with their values and their family's unique needs.

There are several local resources to help you in researching your care options as well as information regarding financial aid:

- Schools Out Washington [www.schoolsoutwashington.org](http://www.schoolsoutwashington.org)
- King County Public Health [www.metrokc.gov/health/childcare](http://www.metrokc.gov/health/childcare)
- Department of Early Learning [www.del.wa.gov](http://www.del.wa.gov)
- Working Connections Child Care [www.dshs.wa.gov](http://www.dshs.wa.gov)
- Child Care Resources [www.childcare.org](http://www.childcare.org)

In addition to providing general information about child care, you may receive a list of providers in your area from Child Care Resources. They also have information that will assist families in providing care for children with special needs, or who have unique requirements based on culture or religion.

Quality early child care and education provides a positive foundation. Research shows that during the early years of a child's life their brain is forming connections that can determine a lifetime of skills and potentials. There are optimal times in which the brain is more efficient in learning; primarily in the first ten years of life. During this time a child's environ-

ment, experiences and relationships can make a huge difference in the way their brain develops. These experiences and relationships have an impact on the child's emotional health, social skills, behavioral issues and physical capabilities.

Out of School Time programs provide children with a safe place to go after school. Research has shown that the hours between the time school lets out and when the parent arrives home from work are the hour's children become most involved with vandalism, drugs and early sexual activity. Out of School Time programs provide a safe, supervised environment that encourages social development, provides experiential learning and adult role models. Children who regularly participate in Out of School Time programs do better in school and have fewer behavioral difficulties. Quality programs have a positive impact on children of all ages.

According to School's Out Washington, high quality child care programs for all ages are *Responsive to the needs* of children, families and the community, *Rich in opportunities* to grow and learn and *Relevant* to the children, families, communities and cultures that they serve. How is this evaluated by a parent?

*Responsive:* Programs should be affordable to all families through using a variety of resources and subsidies. A child's health, safety and emotional well-being are the highest priority. Operational hours should be based on families' needs and what is developmentally age appropriate. Staff should role model positive, respectful communication.

*Rich:* Program offerings, curriculum, indoor environments and outdoor play areas should provide educational diversity. Curriculum should be intentionally planned addressing specific developmental needs and include reading, math, science, language development, creative expression and cultural diversity. The

indoor and outdoor environments should provide a wide variety of materials and equipment, promote and encourage physical activity, independence and provide for organized and free choice times.

*Relevant:* Staff receive on-going training and role modeling, and are provided working conditions that encourage longevity. Youth are encouraged to provide input into planning the activities, and are given opportunities for leadership and decision-making. Families are also invited to provide feedback. Communication is two-way and occurs daily. Parents and guardians are encouraged to visit and volunteer in the program. The program reflects the community, the families, and partners with the people, schools and agencies to ensure the child's successful development.

The YMCA of the USA is the largest provider of child care in the United States. In our Northshore community we provide morning preschool, afternoon pre-kindergarten and preschool child care at the Child Care House in Bothell, and Out of School Time programs at eight elementary schools in the Northshore School District. All of our programs help families by accepting government child care subsidies and/or providing scholarships for qualifying families. If a family is in need of either full or part day preschool programs or an Out of School Time program for a school aged child, we encourage them to contact us and visit one of our programs to see if this is a good fit for their child. Please call Beth Plank or Sheri Young at 425-485-9797 for further information.

*Information provided by the State of Washington and the Northshore YMCA Child Care professionals.*

# Chamber brings in Marketing Director

In an effort to better manage marketing and sales, the Chamber has brought on board Shona Milne, so Executive Director John Erdman can continue focusing on his duties of managing the Chamber.

Long-time resident Shona is no stranger to the area or the wineries. She's been involved with the Woodinville Wine Divas, has volunteered at many local wine events (including our very own Washington Wine Highway), and works part time at Village Wines.

Wanting to be involved in politics, she was lead to receive her degree in political science and women's studies at the University of Washington.

Shona will be assisting Randy in our mission to bring in new members and sponsors. She's

excited to help with seeing how many names we can put into the barrel for the drawing at the end of the year (see the article "Win a Prize" on page 9 for details). Shona will happily take the contact information for potential new members, or



even those who have let their membership lapse. We want to see lots of names in the barrel, and the more referrals you make, the better your chances of winning!

So contact Shona at the Chamber office or via email at

marketing@woodinvillechamber.org.

Introduce yourself to Shona at the next Chamber event!



## Woodinville's National Night Out

It's the 25th anniversary and Woodinville is joining the nation.

**August 5th, 5:00—8:00 pm** in the **Target** parking lot. There's no cost to you except your time. Join your local police and city, there's a bar-b-que, games and prizes! Sponsored by Cold Stone Creamery and Starbucks, you can be sure the food will be delicious, as will the prizes.

National Night Out, 'America's Night Out Against Crime,' was introduced by the Association in 1984. The program was the brainchild of NATW Executive Director Matt A. Peskin.

In an effort to heighten

awareness and strengthen participation in local anticrime efforts, Peskin felt that a high-profile, high-impact type of crime prevention event was needed nationally. At that time, he noted that in a typical 'crime watch community', only 5 to 7% of the residents were participating actively. Due to the growth and success of these programs, he felt this percentage was too low. Subsequently, he proposed a national program which would be coordinated by local crime prevention agencies and organizations - but that would involve entire communities at one time. The first National Night Out was introduced early in 1984 - with the event

culminating on the first Tuesday in August.

That first year, 400 communities in 23 states participated in National Night Out. Nationwide, 2.5 million Americans took part in 1984.



The National Association of Town Watch (NATW) is a non-profit, crime prevention organization which works in cooperation with thousands of crime watch groups and law enforcement agencies throughout the country. Since 1981, NATW has been dedicated to the development, growth and maintenance of organized crime and drug prevention programs nationwide. NATW's network has grown to include over 6,500 crime, drug and violence prevention organizations.

# 2008 Woodinville Women's Show

## VENDOR INFO:

Please contact Julie Boselly at  
The Woodinville Weekly

425.483.0606 or  
julie@woodinville.com

Space is limited to the first 50  
registered businesses.

**Only \$150 for a table. Call  
today for more information!!**



## WHAT:

Get samples, shop for services and products for yourself and holiday gifts at the first Woodinville Women's Show featuring local women-owned businesses and much more! **Meet the 2009 Firefighter calendar models! All calendar sales benefit burn research.** Mark your calendar for Saturday, November 8, 2008!

## WHEN:

Saturday, November 8, 2008

## SHOW HOURS:

10am- 5pm

## ADMISSION:

\$15.00 in advance at The Woodinville Weekly 425-483-0606

or online (available soon)

\$20.00 at the door

## WHERE:

Carol Edwards Center  
Madrona Room  
17401 – 133<sup>rd</sup> Ave NE  
Woodinville, WA 98072

**Free parking!**

## SPONSORS:

The Woodinville Weekly  
Oasis Spa & Salon  
Rosa Mundi's Antiques & Interiors  
Alexa's Café & Catering  
JK Personal Training LLC  
Costco Wholesale  
LaValle Printing  
Woodinville Women's Clinic  
Woodinville Chamber of Commerce

# Women and Business

- } Nearly **10.4 million firms** are owned by women (50% or more), **employing more than 12.8 million people**, and generating **\$1.9 trillion in sales**.
- } **Three quarters** of all women-owned businesses are **majority owned by women** (51% or more), for a total of **7.7 million firms**, employing more than **7.1 million people**, and generating **\$1.1 trillion** in sales.
- } For the past two decades, majority women-owned firms have continued to **grow at around two times the rate** of all firms (42% vs. 24%).
- } Women-owned firms, 50% or more owned by women, account for **41% of all privately held firms**.
- } There are **2.4 million firms** owned 50% or more by women of color in the U.S., employing **1.6 million people** and generating nearly **\$230 billion in sales annually**.
- } The vast majority (83%) of women business owners are personally involved in selecting and purchasing technology for their businesses.
- } Women business owners' top concerns about technology are the protection and security of data. • Security of internet purchase: 82% • Computer viruses: 81% • Protecting business data: 77% • General system failure: 73%
- } Contrary to common perception, women business owners are as likely as men business owners to be willing to adopt new technology and more likely (24% vs. 18%) than women in general.
- } Women business owners value technology as a means to create workplace flexibility: • **61% use technology** to integrate the responsibilities of work and home. • **44% use technology** to enable employees to work offsite or to have flexible work schedules.
- } **3% of all women-owned firms** have revenues of \$1 million or more **compared with 6%** of men-owned firms.
- } **Women-owned firms** with revenues of \$1 million or more **are more likely** than other women-owned businesses **to market their products and services** nationally.
- } **Women owners** of firms with revenues of \$1 million or higher **embrace financial measurements** as management tools and **produce more financial reports** more often.
- } Seventy-five percent of all firms do not have employees; similarly, **81% of women-owned firms** are without employees, for a total of **5.4 million firms**.
- } **Sales revenue increased 66%** for women-owned firms without employees from 1997-2004, **compared to 42%** for all such firms
- } Women-owned firms without employees **generate more than \$167 billion** in annual sales (as of 2004).
- } Women and men business owners have **different management styles**. Women emphasize relationship building as well as fact gathering and are more likely to consult with experts, employees, and fellow business owners.
- } Women owners of firms with \$1 million or more in revenue are more likely to **belong to formal business organizations**, associations or networks than other women business owners (81% vs. 61%).

From Center for Women's Business Research; for more information go to [www.nfwbo.org/index.php](http://www.nfwbo.org/index.php).



# August 2008

Always check [www.woodinvillechamber.org](http://www.woodinvillechamber.org) for the most current member and event information.  
Click the underlined words to go the website

Sun                  Mon                  Tue                  Wed                  Thu                  Fri                  Sat

					1	2
63	4 <a href="#">[net]Workin'@the Hook</a> 5:00 - 7:00 Redhook Brewery	5 Ambassador meeting Noon—1:00 Banner Bank	6	7 Education Committee 12:30—1:30 Frontier Bank	8 SCORE counseling, 9—noon	9
10	11	12	13	14	15	16
17	18 <a href="#">[net]Workin'@the Hook</a> 5:00 - 7:00 Redhook Brewery	19	20 <a href="#">Board Meeting</a> 3:30—5:00 pm	21	22	23
24	25	26 <a href="#">Business After Hours reservations</a>	27 <a href="#">Women's Council</a> 12 noon—1:30 Banner Bank	28 <a href="#">Business After Hours</a> 5:30—7:00 21 Acres	29	30
31						



## Event Reservation Form

Mark your Calendar for Upcoming Chamber Events

Remember to RSVP!

Date	Event	Place/Time	Cost	# Attending
August 28	Business After Hours	21 Acres 5:30–7:00	No charge	

### Business Information

Business name \_\_\_\_\_

Phone (\_\_\_\_) \_\_\_\_\_ email \_\_\_\_\_

Name (s) of Attendee (s)	Event (s) Attending

*\* Chamber policy is pay at time of registration. Pre-reserve at least five (5) days prior to the event. This helps the Chamber realistically give attendance numbers to our vendors. You may mail in a check with your reservations, or give the Chamber a credit card number to keep on file and we will only charge your card for confirmed reservations.*

*If you prefer not to email a credit card, please call the Chamber office at 425.481.8300 and we'll take down the information. Your reservation will be confirmed upon receipt of payment. Anyone not prepaid will be charged the "non-reserved" rate upon arrival at the event.*

Check enclosed.      Please charge my  Visa       MasterCard

Card # \_\_\_\_\_ Expires \_\_\_\_/\_\_\_\_

Name on Card \_\_\_\_\_ Signature \_\_\_\_\_

\*\*Please make check(s) payable to Woodinville Chamber of Commerce and mail to  
14421 Woodinville-Redmond Road NE, Woodinville WA 98072



14421 Woodinville-Redmond Road NE  
Woodinville Washington

Phone: 425.581.8300

Fax: 425.481.9743

E-mail: [info@woodinvillechamber.org](mailto:info@woodinvillechamber.org)

**To promote, strengthen and represent  
a successful business community.**

**Do you have a flair for writing? Do you have a burning desire to share your knowledge with fellow Chamber members? Submit your article to *off the vine's* editor at [suzanne@woodinvillechamber.org](mailto:suzanne@woodinvillechamber.org).**

**Guidelines:**  
approximately 450 words  
not time-sensitive  
a business topic that would be of interest to the general membership

**Deadline:** the 20th of the preceding month

**Have questions? Call Suzanne at 425.481.8300 or email [suzanne@woodinvillechamber.org](mailto:suzanne@woodinvillechamber.org)**

[www.woodinvillechamber.org](http://www.woodinvillechamber.org)

## Win a Prize!

Sixty Day Membership Drive  
August 1 through September 30

Officially, it's 60 days, but unofficially, you can get started now!

We're recruiting new members - you can help *and* win a fabulous prize!

For each paid new member you refer to us for Chamber membership, your name goes into a barrel. At the Holiday luncheon in December, we'll hold a drawing, and one lucky member will win an exciting prize. YOU could be that lucky member! Not only that, you'll receive a \$5 coffee card from Tully's or Starbucks (your choice) for each new paid member.

Additionally, if you refer five (5), you'll receive one ticket to the 2009 Washington Wine Highway, a \$75 value. Seven (7) referrals and we'll

upgrade you to the Patron Club, which gives you on-site parking, select reserve tastes, and more. For 10, you receive admittance and Patron Club upgrades for two; that's a \$250 value!

We've challenged our Board members to each bring in a new member. How many can you recruit? Remember, the more you bring in, the better your chances to win a great prize... or even earn free admission to the Washington Wine Highway.

On top of all that, new members get a free breakfast in November when Lorraine Howell, author of "Give Your Elevator Speech a Lift!" will be speaking.

Each new member has the opportunity to provide a paragraph about

their business for publication in the Chamber's monthly newsletter *off the vine*. **Remember, membership pays!**

You can get membership applications at the Chamber office or send your referrals to [sales@woodinvillechamber.org](mailto:sales@woodinvillechamber.org). Randy, Shona or John will be responding quickly to the membership leads and will notify you of the results.

