

Editor

Suzanne Rollins

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off the vine

Volume II, Issue 5

May 2011

Senator Hill Guest Speaker at this month's Luncheon

Senator Andy Hill represents the 45th District, which includes Woodinville, Duvall, Carnation and parts of Redmond, Kirkland, Sammamish and rural King County. He is the Ranking Member of the Senate Higher Education Committee and a member of the K-12 Education and Transportation committees. His term expires January 2015.

Born in Denver, Andy attended Colgate University, graduating with high honors in Physics and a second concentration in Computer Science/Mathematics. He was awarded a number of competitive research grants, coauthored several re-



search papers in national scientific journals, and captained the school's soccer team. Andy received his MBA from Harvard Business School.

After a stint at a software start-up and earning his MBA, Andy was recruited by Microsoft as a Program Manager in the

Windows division. There he designed and managed the development of new software and spent considerable time turning around troubled projects. He also developed new learning and content delivery platforms for K-12 schools.

A Washington resident for 20 years, Andy lives in Redmond with Molly, his wife of 17 years,

and their three children. He enjoys hiking, backpacking and skiing with his family. A sports enthusiast, he has coached his children's soccer and lacrosse teams from when they were 6 years old. He is a nationally licensed soccer coach and recently guided his daughter's team to victory in a Washington State Cup. Join us and our guest speaker, Senator Hill:

Thursday May 19, 2011
11:30—1:00

Redhook Ale Brewery
14300 NE 145th Street
Registration ends close of business Tuesday, May 17. Any reservations received after that time cannot be guaranteed seating and/or luncheon. Click [here](#) to register and pay online.

Welcome New Members



Woodinville Firefighters Union
IAFF 2950
Liz Downs

425.246.3465
PO Box 652
Woodinville 98072
Woodinville Firefighters Local

2950 was established in 1984 and is made up of 56 firefighters and 6 support staff who have serve the citizens of Woodinville. Local 2950 would like to develop relationships with those that we serve. We are a community based group looking to network with local businesses.

Sheri Van Tent
425.485.2445
Woodinville 98072
smvantent@frontier.com

Welcome!

Thank you Renewing Members

15+ Years

Madison House Retirement & Assisted Living
Darcy Barham
425.821.8210
12215 NE 128th St
Kirkland

McLendon Hardware Inc
Ron Neubaum
425.485.1363
17705 140th Ave NE
Woodinville

10+ Years

Woodinville License Agency
Anita Marcelo
425-486-0289
17403 139th Ave NE
Woodinville

Bubbles Below—The Scuba Professionals
Bud Gray
425.424.3483
17315 140th Ave NE
Woodinville

Firestone Tires & Service Center
Patrick Harris
425.486.2891
13818 NE 175th St.
Woodinville

5+ Years

Flex Physical Therapy
Pam Gaddis
425.483.4270
12900 NE 180th St. Ste. 110
Bothell 98011

Gary T Irvin, CPA
425-286-1100
PO Box 189
Bothell 98011

Bassett Home Heating Inc
John Bassett
425.398.1666
23912 75th Ave SE
Woodinville

1-5 Years

Covington Cellars
Cindy Lawson
425.806.8636
18580 142nd Ave NE
Woodinville

Jeff Samdal & Associates
Jeff Samdal
206.412.4305
PO Box 2489
Woodinville

Ruff Construction
Dawie Pan
425-487-0702
6505 233rd Pl SE
Woodinville

First Heritage Bank
Sandy Bartel
360-568-0536
167 Lincoln Ave
Snohomish 98291

Affiliated Associations of America
Chelsea Looney
425.968.1737
10510 NE Northup Way Suite 200
Kirkland 98033

MCM, a Meisenbach Company
Krista Dinsmore
800.347.2303
1325 4th Ave Suite 2100
Seattle WA 98101

SaltWorks Inc
Naomi Novotny
425.885.7258
15000 Wood-Red Rd NE
#B900
Woodinville

Thank you for
supporting our
Platinum sponsors



And the Winner Is...

Fabulous door prizes—thank you to all our donors this month:

Bert Mills, Edward Jones
Sundance Energy Services
SCORE
Health Moves
Pony Mailbox and Business Center
Banner Bank
Westhill Inc.
Costco Wholesale
Colette & Co. Salon
Body & Brain Yoga

Axa Advisors
Redhook Ale Brewery
Chalet Screens
Mortgage Advisory Group
Mike Petryszak, John L Scott Prize
prizeReal Estate
PWC Construction

The lucky winners were:

Carol Hook
Carol Schroll
Janie Stack

Peggy Noll
Chariese Adams
Dr. Alex Kraft
Emily Nathlich
Chuck Russell
Angie Brown
Carol Munro
Alena Gallion
Kelly Cochran
Nikki Sauve
Mike McClure
Shari Petryszak



Chamber 101 Draws a Full House

The dining room was filled to capacity and included Deputy Mayor Bernie Talmas as new and old members alike learned what the Chamber offers.

New member Sheri Van Tent had this to say: "Happily, I have only positive comments to make on the Chamber 101 meeting. I definitely walked away from that meeting knowing I had made the right decision in joining the Woodinville Chamber of Commerce. I

really appreciated the kind introductions everyone made toward me. I was 'at ease' 5 minutes after I walked into the room. Two people even invited me to sit beside them during dinner which was a kind gesture since I didn't know anyone there at that point.

The meeting was very informative with numerous invitations to seek help from the Chamber in building and improving one's business. All speakers seemed truly genuine

to me and I liked that very much."

The Creekside Merrill Gardens provided a delicious Salmon dinner and Davenport Cellars poured some stellar wines for us.

If you were unable to attend in April, mark your calendar for September 7 for our next Chamber 101.



Thank you to our
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What is a "No-Kill Organization?"

Provided by Terri Inglis, Homeward Pet Adoption Center

We are often asked what it means to be a no-kill organization. Simply put, at Homeward Pet "no-kill" means **we never give up!** But the means are not always simple.

Each dog, puppy, cat or kitten that comes through our doors is truly given every opportunity for a second chance. Most of our cats and dogs do not have any underlying concerns, but animals come to us in all conditions. Whether they are sick, injured, need

training, socialization or behavior management, we find the best solutions possible for each. Our in-house vet clinic often goes beyond giving medical check-ups to give the best medical care possible with the limited resources we have within the shelter. We will quarantine and care for a litter of kittens with ring worm, treat kennel cough, and remove and biopsy lumps and cysts. We have extracted infected eyes, tails, teeth, dewclaws and even

performed amputations. For any medical needs beyond our capabilities, we partner with several local veterinarians and specialists who generously assist by providing discounted or pro-bono x-rays, consultations, and treatments.



Our goal is to adopt every animal into a loving family, but as a no-kill organization we sometimes have to explore other options. For those that have severe social and behavioral issues, we have partnered with other organizations (such as sanctuaries or hospice homes) to help in placing these animals in more appropriate settings. Baldwin is one such dog who was not responding to behavior management and was transferred to the Olympic

Animal Sanctuary (www.olympicanimalsanctuary.org) where founder Steve Markwell focuses on, trains and cares for dogs whose aggressive tendencies make them unadoptable.

A cat with feline Leukemia in any other shelter would not be given the opportunity to live out its life... Buster came to us in pretty bad shape - and diagnosed with feline leukemia. We put out a plea to our community of volunteers, foster homes and partners, asking for their help finding a home that would provide him hospice care. He is now living his remaining time in a loving home.

These are just a couple examples of our dedication to the dogs and cats that count on us and how we will **never give up on them.** To us, being a no-kill shelter means we exhaust every resource we have to ensure these amazing creatures get their second chance at life.

More info: homeward-pet.org

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Sound Business Development

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Chariese Adams, Vice Chair
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off the vine

Woodinville Has International Connection with the Cruise Industry

According to the cruise experts at Cruise Holidays of Woodinville, various Woodinville wineries are now starting to appear on wine lists on cruise ships throughout the world. According to Steve Sibley, a Woodinville Chamber Ambassador, "It all started with Chateau Ste. Michelle, but today other wineries are starting to see interest from various cruise lines that are looking to enlarge their onboard wine choices. This is part of a trend where wines are becoming a bigger part of the total onboard experience."

Cruise Lines such as Azamara Club Cruises and Crystal in the luxury category are now including boutique wines as part of their onboard wine choices as complimentary additions to their customer benefits. Premium cruise lines Celebrity Cruises and Holland America Line have long offered a wide range of wine choices, but now they are offering new wine by the glass choices as part of a much wider array of wine options. Even the big guys like Royal Caribbean International are putting a greater emphasis on wine as part of their cruise vacation options. This trend augurs well

for Washington and Woodinville wineries that are producing great new vintages of appeal to cruise company wine buyers.

Sibley notes that "the addition of a relaxing glass of wine is becoming a more significant part of the cruise experience. Passengers have come to expect a large choice in both domestic and international wines and the cruise lines are doing their best to meet their customer's expectations."

Cruise Holidays of Woodinville has become well known for its connection with the local wine industry. The cruise and land vacation store has

created several wine-oriented group cruises over the past several years and wine remains a big part of the difference than the store brings over other retail travel agencies. Sibley, added, "We even have a travel counselor named 'Wine Diva Deb' who specializes in customized wine cruise groups exploring destinations such as the Mediterranean and South America. Cruise Holidays of Woodinville has worked with various winery

clubs and local wine retailers to offer several wine-related cruises and we see that niche as a big growth opportunity for us."

Locally owned by Steve Sibley and Rich Skinner, Cruise Holidays of Woodinville is one of the top stores in North America's largest retail cruise chain. The store has twice been named part of the President's Circle which honors the top 20 stores in North America, including Canada. Sibley concluded, "Being able to offer the best in cruise and land vacations has helped us survive and thrive in difficult economic

conditions. Our superb travel counselors demystify the best in vacations, and help our customers gain the best values within a customized vacation package. We see wine as a major feature which helps to set us apart from other travel agencies and the growth of the local wine industry is nothing but good news for us," concluded the Cruise Holidays of Woodinville co-owner. See our website at woodinville.cruiseholidays.com or e-mail Steve@luxurient.com for additional information.



The Chamber office has moved !
You can find Dave and Suzanne at
Carol Edwards Center
17401 133rd Avenue NE
Stop by and see our new space!

Could Your Business Survive the Worst-Case Scenario?

David Ormerod, MBA, SCORE Counselor

Could the “Worst-Case Scenario” happen to you? Every year, this hypothetical question becomes very real to thousands of small business owners who suffer losses due to fires, natural disasters, and other events. Think about all the time and money you’ve invested in your small business and imagine one day that it is all gone. What do you do?

Although many potential disasters are unpredictable, a thoughtful, proactive disaster management plan can mitigate their effects on your business, and help speed your return to normal operations. True, disaster planning may not be pleasant to think about, but the consequences of not doing it are far worse.

Here are some tips for developing a disaster management strategy for your small business:

1. Identify potential hazards. Consider both natural events (e.g., hurricanes, floods, earthquakes, and ice storms) as well as man-made disasters such as fires, toxic material spills, civil unrest, and terrorism. While your business may not be directly affected, such events could disrupt your

utilities, logistics, and supply chains.

2. Develop operational contingency plans. Assess the feasibility of operating out of rented office space, a nearby storefront, or even your home, and what equipment/resources will be needed (e.g., computers, data files, inventory). Important documents, back-up copies of



computer records and software, and other vital information should be stored in a fire-proof container, or at a secure off-site location.

3. Ensure the safety of employees and customers. Develop an evacuation plan that includes access to shelters, hospitals, and other emergency services. Keep emergency telephone numbers clearly posted, and maintain up-to-date emergency contact and essential medical information for all employees.

4. Perform a safety inventory. Regularly clean and test smoke detectors, and change the batteries at least

once a year. Make sure you have well-stocked first-aid kits, fully charged fire extinguishers, and a fresh supply of all types of batteries used in your business. If you have portable generators for emergency power, make sure that the fuel is fresh and safely stored.

5. Review your business insurance coverage. At a minimum, your coverage should be enough to get your business back in operation, and cover the replacement cost of essential facilities. Note that most general casualty policies do not cover flood damage, nor may they apply to special tools or equipment. Also consider purchasing business interruption insurance, which can assist with ongoing expenses during a forced shutdown.

To craft a disaster preparedness and management plan for your small business, contact America’s free and confidential source of small business mentoring and coaching. SCORE is a nonprofit association of more than 12,000 business experts who volunteer as mentors. SCORE offers free mentoring and low-cost workshops nationwide. Call the Woodinville Chamber at 425.481.8300 to make a SCORE appointment or visit SCORE online at www.score.org.

Leadership and learning are indispensable to each other

~ John F. Kennedy

**Mortgage Advisory Group
Grand Opening Celebration!**

Nikki Sauve

Invites you to come celebrate the opening of our
new branch office in Woodinville

May 12th 5pm to 8pm

17717 132nd Ave NE Woodinville

5pm-6pm-Cocktail hour with the Ribbon Cutting Ceremony,

6pm-7pm-Dinner provided by Armadillo BBQ

7pm-8pm-Raffle drawings with fun giveaways

Music provided by GCS Productions

**Get Down to Business:
Cracking the Code of Social Media Marketing**

A Constant Contact event

Tuesday, May 17, 2011

8am – 4pm

Columbia Winery

- **Alec Stern—VP, Strategic Market Development, Constant Contact**
- **Dana Pethia—Regional Development Dir./Constant Contact: Social Media Marketing Made Simple**
- **Brad Worthley: Exceeding Customer Expectations, From Face-to-Face to Facebook**
- **Dr. Larry Iverson: The Secret to Persuasiveness—Build Rapport Instantly & Improve Customer Communications**
- **Nancy Juetten: Transforming Your Social Media Profile from Wallpaper to Wow**
- **Bryan Heathman: Conversion Marketing—Top 10 Techniques for Converting Visitors into Buyers**
- **Wine & Cheese Reception**

This event is complimentary offering for the first 225 to register. Click [here](#).

Chamber Relocation Completed

It's amazing how well things go when you work with the pros. Especially when nearly all of them are members of the Woodinville Chamber! (The two that are not yet members have proposals on their desks!)



The operation got off to a good start when Chuck Russell, the owner of Westhill Construction volunteered to provide a cargo van and two young guys with strong backs.

Then Diane Fulton, owner of Pony Mailbox offered packing boxes.



Robert Heald, with SAA, moved our computer equipment and got us up and running in the new space, Soundtel installed our phone system and Haight Carpet and Interiors installed our new carpet.

Add to the mix a patient landlord, Mike McClure with MJR and an understanding room-

mate, Greg Lill with DeLille Cellars and you have a successful move!

Our sincere thanks go out to everyone involved. We couldn't have pulled it off with you!

We are happy to be sharing space with the Northshore YMCA at the Carol Edwards Center. Stop in and see our new space. Luann Jackman, Executive Director of the Northshore YMCA is pictured here with Dave in front of our offices.



May 2011

Sun	Mon	Tue	Wed	Thu	Fri	Sat
<p>1</p> 	<p>2</p> <p>[net]Workin'@the Hook 5-7pm</p>	<p>3</p> <p>Ambassadors Noon-1:00pm Banner Bank</p>	<p>4</p>	<p>5 Good Morning Woodinville! 7:30-9:00 City Hall. Register</p> <p>Education Comm. 12:30 -1:30 Union Bank</p> 	<p>6</p>	<p>7</p>
<p>8</p>  <p><i>Harry S. Truman b. 1884</i></p>	<p>9</p>	<p>10</p>	<p>11</p>	<p>12 Networking Breakfast; 7:30-9am Brittany Park Register</p> <p>Mortgage Advisory Group Grand Opening 5:00—8:00</p>	<p>13</p> <p>SCORE Counseling 9am-noon Make app't at 425.481.8300</p>	<p>14</p>
<p>15</p>	<p>16</p> <p>[net]Workin'@the Hook 5-7pm</p>	<p>17</p>	<p>18</p>	<p>19 Luncheon Redhook Brewery 11:30—1:00 pm Sen. Andy Hill, guest speaker Register</p>	<p>20</p>	<p>21</p> 
<p>22</p>	<p>23</p>	<p>24</p> <p>Drop Deadline for Newsletter</p>	<p>25 Women's Con- nection Noon—1:00 Banner Bank</p>	<p>26 Business After Hours, 5:30—7:00 Tenhulzen Remodel- ing Register</p>	<p>27</p>	<p>28</p>
<p>29</p> <p><i>John Fitzgerald Kennedy b. 1917</i></p>	<p>30</p> 	<p>31</p>	<p><i>To find other events around Woodinville, please view our online community calendar.</i></p> <p><i>Please Be Courteous to Our Hosts - Make a Reservation by the dead- line</i></p> <p>Our event hosts / venues require sufficient lead time to purchase and prepare food and schedule appropriate staffing. Making a reser- vation is quick and easy. Simply click the link for each event you wish to attend and follow through the prompts.</p>			