

CHAMBER CHAT

October 2024

Successful Networking 101

I have been emphasizing that you do not need to attend Chamber programs and events to receive value from your membership. However, I know that many of you rely on networking to form relationships that help build your business. And the Chamber offers opportunities every month that are great for making connections. Some are specifically for networking and others are just as beneficial if you have a networking mindset and a strategy. Following are some thoughts on how to make networking in person work for you.

Getting started: It's natural to feel a bit uncomfortable approaching people you don't know. So, start with people you do know. They will make introductions for you. When you are introduced to someone ask about them, first if possible. Most people like to talk about themselves and will reciprocate by asking about you and your business. Turn to Chamber staff, as well. It's our job to help you make connections.

Goals: To make the most of networking, it's important to know what you're trying to get out of it. You might be building community connections, looking for opportunities to collaborate, or likely to develop more customers or clients. Be focused on your goal, but don't disengage from a conversation the moment that you think it won't benefit you immediately. That might be seen as rude. And even if you don't know how they might be a benefit to you, if you treat them well, they become a part of your network.

Follow up: You will stand out if you follow up with people you meet. It's especially important if you promised to do so. Done thoughtfully, following up makes the relationship real.

Give these ideas on networking a try. Our Biz Buzz Luncheon this month is a good place to start because it's designed so that you'll tell a lot of people about your business. But, Multi Chamber After Hours, Chamber Connections groups, committees, boards, and events all are also excellent opportunities to network. You just need a plan and get a bit out of your comfort zone.

Thank you,
Andy



GOLD



SILVER



JOIN US FOR A
**MEMBER AND COMMUNITY
APPRECIATION DAY!**

Celebrating 10 years in Skagit County

October 24 | 4:30 pm - 6:30 pm

119 E College Way
Mount Vernon

Food, fun, and prizes

Insured by NCUA



Mount Vernon Chamber of Commerce
(360) 428-8547
mountvernonchamber.com

Calendar of Events

Speaking of Women Coffee Chat

Wednesday, October 9

9 a.m.

Pegasus Pie Co

320 S 1st St

Mount Vernon

[Register here](#)



Biz Buzz Networking Luncheon

Wednesday, October 23

11:30 a.m. to 1 p.m.

Hillcrest Lodge

1717 S 13th St

Mount Vernon

[Register here](#)



Multi-Chamber After Hours at HF Sinclair

Thursday, October 10

4:30 p.m. to 6 p.m.

8505 S Texas Rd

Anacortes

Latino Business Leaders – Business Start Up Costs (in Spanish)



Wednesday, October 16

6 p.m. to 8 p.m.

Skagit Valley College - Multi purpose room

[Register here](#)

Membership Orientation

Tuesday, October 22

4 p.m.

Mount Vernon Chamber

301 W. Kincaid Mount Vernon

[Register here](#)

Latino Business Youth – Fundamentals for Starting your Business Cohort 2

For Latino Youth 16 -24 y

Wednesday, October 23rd

6 p.m.

Mount Vernon Chamber

301 W. Kincaid

Mount Vernon

[Register here](#)



Chamber Connections Open House & Social Hour

Tuesday, October 29

5 p.m.

Il Granaio

100 E Montgomery St Ste 110

Mount Vernon

[Register here](#)

Thank You Renewing Members

35+ Years

Chinook Enterprises
Draper Valley Farms
Kern Funeral Home
Land Title and Escrow
Port of Skagit
Skagit Farmers Supply & Country Store
Skagit Regional Health
WaFd Bank

30+ Years

Handy's Heating
Louis Auto Glass
The Bony Pony

25+ Years

Tulip Town

15+ Years

Guardian Northwest Title & Escrow
Rosario Skin Clinic
SaviBank - College Way
Sign Pro of Skagit Valley
Wycoff Insurance

10+ Years

Coastal Farm & Ranch

5+ Years

BYK Construction Inc.
HomePlace Memory Care
J.C.'s Pawnshop Inc.

Less than 5 Years

Cook CPAs and Consultants, PLLC
Mr T's Family Cafe

Members Reveal Positive Return on Investment



Lance Calloway
Associated General Contractors
of Washington – AGC
Northern District Manager

My involvement with the Mount Vernon Chamber of Commerce is invaluable to myself, our members, and organization. As AGC of Washington represents commercial, industrial, and civil contractors in Mount Vernon and Skagit County, the Mount Vernon Chamber is a great source to gather relevant information about local and state governmental issues and how they may impact not only our members but the community as a whole.

I have greatly appreciated the opportunities to engage in the Chamber’s Government Affairs Committee as the group addresses the issues local and state legislative impacts on the business community and its employees. Another key component, which I view as especially critical to our industry, along with many other business sectors in the community, is the Chamber is continually engaged in efforts to further develop and enhance our workforce. The Chamber’s efforts to spotlight opportunities to bring the business community to work alongside our educational community as to how to help students and future workforce develop the skills to be successful in our communities’ businesses. In my opinion, the Chamber, day in and day out, brings a tremendous value to Mount Vernon’s business community.

BECOME A LATINO BUSINESS YOUTH MENTOR OR EMPLOYER

MOUNT VERNON CHAMBER OF COMMERCE

For information:
Silvia Reed
(360) 395-2944 | (360) 305-0895
Silvia@MountVernonChamber.com

WOULD YOU LIKE TO JOIN OUR AMBASSADOR TEAM?

For information:
Silvia Reed
(360) 395-2944
Silvia@MountVernonChamber.com

Partner Members

Anderson Podiatry, Bank of the Pacific, Best Western PLUS, Skagit Valley Inn, Birch Equipment Co., Budget Towing & Repair, Coastal Farm & Ranch, Chikara PR, LLC, Farmers Insurance Tory Charette Agency, Foothills Toyota, Haggen Food & Pharmacy, Hampton Inn & Suites, Infinity Painting & Renovations, Kern Funeral Home, Landed Gentry Homes & Communities, Loving Farms, Max Dale's Steak and Chop House, Mount Vernon School District, North Coast Credit Union, Northwest Escrow, LLC, PogoZone, Port of Skagit, Puget Sound Energy, Quality Gutters, SERVPRO, Skagit Public Utility District 1, Skagit Valley Casino Resort, Skagit Valley College, Skagit Regional Health, Skagit Speedway, Skagit Valley Food Co-op, Testing and Commissioning Services, LLC, Walmart, WECU, White Branches, Williams & Nulle, PLLC, CPAs

Welcome New Members

Contours Fx

Brecky Bihary
(206) 619-8977
www.contoursfx.com
217 S 1st St
Mount Vernon

Simple Green

Karla Suarez
(360) 420-4413
www.simplegreenmaintenance.my.canva.site
Sedro-Woolley

Congratulations Latino Youth on completing the Latino Business Youth program



In collaboration with the Triumph Teen Life Center, the Mount Vernon Chamber Foundation celebrated the young adults who completed the Triumph's Teen Leadership and the Chamber Foundation's Latino Business Youth (LBY) programs.

During the 2-month business training, Latino Business Youth participants were trained by Rob Martin of SCORE on the fundamentals of starting a business and were mentored by Latino entrepreneurs like Glenda Herrera of Custom Cleaning Services, Maria Mendoza of Maria Mendoza Real Estate @ NextHome Preview Properties, Perla Vergara of Perla's Insurance Services and Susana Ipanaque of La Peruanita. Qualifying LBY participants will also have employment opportunities in the following weeks.

Cohort 2 starts on October 3rd at 6:00 PM and ends on December 11th. In addition to employment opportunities, Latino youth who graduates from the (LBY) program are also invited to join the upcoming Triumph's Teen Leadership program starting on December 16.

Employers and mentors interested in partnering with the Mount Vernon Chamber Foundation can contact Business Development and Foundation Director Silvia Reed | (360)395-2944 | Silvia@MountVernonChamber.com.

Board of Directors

Chair - Flora Lucatero

Children of the Valley

Vice Chair - Tony White

Skagit Valley Food Co-op

Past Chair - Brian Ivie

Skagit Regional Health

Treasurer - Tammy Reim-Ledbetter

Global Credit Union

Tony Cook

Cook CPAs and Consultants, PLLC

Viry Delgado

COA Mexican Eatery

Matt Gill

Marathon Petroleum Corporation

Katie Hayton

La Conner Inn

Elizabeth Jennings

Community Action of Skagit County

Crystal King

NW Technology

Robert Knoll

Puget Sound Energy

Andrew Miller

Tulip Valley Farms

Julia Phillip

Julia Phillip Realty

Stacie J. Pratschner

City of Mount Vernon

Dr. Amanda Rentschler

Roosevelt Dental Center

Jon Ronngren

Mount Vernon School District

Dr. Chris Villa

Skagit Valley College

STAFF

Andy Mayer President/CEO

Silvia Reed Business Development and
Foundation Director

Jeremy Kindlund Operations Director

Susana Ipanaque

Admin Assistant Chamber Foundation

Bob Johnson & Julie Newkirk

Visitor Information Services

Member Announcements

Applications Accepted for Vacant Port of Skagit Commissioner Position

This week, the Port of Skagit announced the sudden passing of Port Commissioner Steve Omdal, who served our community as a Port Commissioner in District 2 since 2012. Commissioner Omdal's passing creates a vacancy on the Port of Skagit Commission and, based on the legal process outlined for vacancies as written in state law (RCW 53.12.140 and 42.12.070), the Port of Skagit is now accepting applications for candidates to be appointed to that vacant position.

The appointed replacement will serve until a replacement is elected in the November 2025 general election. That elected replacement will then serve the remainder of the current six-year term through the end of 2029. To meet the statutory deadline, the Port of Skagit must appoint a replacement within 90 days.

Those interested in applying can access the application at the Port of Skagit's human resources portal at <https://portofskagit.bamboohr.com/careers/24> or by clicking **HERE**. Additional information on the position is also posted on the Port's website at www.portofskagit.com.

Youthnet Halloween Costume Drive

Learn More About Youthnet at www.youthnetnw.net

Tune In
Chamber Chat
Wednesday Mornings

102.1 KAPS
8:05 a.m.

KBRC
CLASSIC ROCK
8:20 a.m.

For more member announcements, visit
mountvernonchamber.com/member-announcements

Send your announcements to
Jeremy@MountVernonChamber.com

September in Pictures



Building The Bridge Legacy Event



**Latino Business Leaders
Kickoff Event**



Financial Horizons Ribbon Cutting



Indulge Bakery Ribbon Cutting



**Candidates Forum featuring
Skagit County Commissioners**



Whispering Willows Ribbon Cutting

Ambassadors

- Chair - Betsy Anorbe**
Betsy Anorbe Real Estate
- Silvia Alvarez**
Triumph Teen Life Center
- Clarissa De Vries**
CrossCountry Mortgage, LLC
- Morgan Elton**
Country Financial - The Elton Group
- Jaime Huss**
Washington Federal
- Karla Nelson**
U.S. Bank - Riverside Dr
- Crystal King**
NW Technology
- Blake Rawlins**
Guardian Northwest Title & Escrow
- Tammy Reim-Ledbetter**
Global Credit Union

BRONZE LEGACY





Partnership Opportunities

Latino Business Leaders (LBL) is a Mount Vernon Chamber of Commerce Foundation program designed to facilitate the advancement and participation of Latino businesses in our region through business training programs, networking, marketing and mentorship. LBL runs between August 2024 and May 2025.

LBL Presenting Partner

\$2500.00

- ⇒ Company name and/or logo in all LBL marketing including website, social media and newsletter
- ⇒ Company name in all radio announcements
- ⇒ Opportunity to speak in front of the group
- ⇒ Your marketing material available for participants at all business training sessions
- ⇒ Marketing table (or similar depending on space) at 3 LBL Social-Networking events

LBL Partner (3 business training sessions)

\$500.00

- ⇒ Company name and/or logo in LBL marketing including website, social media and newsletter
- ⇒ Opportunity to speak in front of the group
- ⇒ Your marketing material available for participants at 3 business training sessions

Latino Initiative Supporter

\$250.00

- ⇒ Company name and/or logo in event marketing
- ⇒ Opportunity to speak in front of the group
- ⇒ Your marketing material available for LBL participants

LBL Social-Networking Event Supporter

\$250.00

- ⇒ Company name and/or logo in event marketing including website, social media and newsletter
- ⇒ Opportunity to speak in front of the group
- ⇒ Marketing table at event (or similar depending on space)

LBL Business Training Supporter (1 session)

\$200.00

- ⇒ Company name and/or logo in LBL marketing
- ⇒ Company logo on the event page and displayed during the sponsored session
- ⇒ Your marketing material available for session participants

2024-2025 Schedule

LBL Social-Networking Events

Held on in August—December and April

Latino Initiatives

Special sessions designed to support the Latino community and based on specific community needs.

Business Training Program

Free monthly training sessions in Spanish. Held the second Wednesday of the month unless otherwise noted in event page.



MOUNTVERNONCHAMBER.COM

Silvia Reed | Silvia@MountVernonChamber.com | Direct: (360) 395-2944 - Cell (360) 305-0895

ENTRENAMIENTO EMPRESARIAL
PROGRAMA 2024-2025
PRESENTADO EN ESPAÑOL



Incluye

- Entrenamiento y talleres mensuales
- Eventos de networking
- Consultoría individualizada
- Mentoría con empresarios de su industria



Envíe un texto para registrarse

2024-2025 Program Sponsor



28 DE AGOSTO 2024 | 6:00 - 8:00 PM

Convivio de empresarios y lanzamiento de programa

18 DE SETIEMBRE 2024 | 6:00 - 8:00 PM

Empezando su empresa

16 DE OCTUBRE 2024 | 6:00 - 8:00 PM

Los Costos para Empezar un Negocio

OTOÑO 2024

Entrenamiento para Contratistas

20 DE NOVIEMBRE 2024 | 6:00 - 8:00 PM

Licencias y Permisos Especiales

11 DE DICIEMBRE 2024 | 6:00 - 8:00 PM

Latino Business Leaders Holiday Social

15 DE ENERO 2025 | 6:00 - 8:00 PM

Preparándose para la Temporada de Impuestos

INVIERNO 2025

Entrenamiento para Negocios de Alimentos

19 DE FEBRERO 2025 | 6:00 - 8:00 PM

Aplicando para Prestamos de Negocios

19 DE MARZO 2025 | 6:00 - 8:00 PM

Subvenciones y Financiamiento No-Tradicional

16 DE ABRIL 2025 | 6:00 - 8:00 pm

Latino Business Leaders Spring Social

21 DE MAYO 2025 | 6:00 - 8:00 PM

Business panel

Las clases son gratuitas pero debe inscribirse para poder asistir.

Las clases son en Skagit Valley College - area tras la cafetería

INFORMES E INSCRIPCION

Silvia Reed | Silvia@MountVernonChamber.com | Call-text (360) 395-2944

Latino Business Leaders es un programa de la Fundación de la Cámara de Comercio de Mount Vernon creado para facilitar el avance y la participación de los empresarios Latinos en la región.

BUSINESS TRAINING PROGRAM

2024-2025 SCHEDULE

DELIVERED IN SPANISH



Includes:

- Monthly training sessions and workshops
- Networking events
- One-on-one consultations
- Peer-to-peer mentorship



Send text to register

2024-2025 Program Sponsor



AUGUST 28, 2024 | 6:00 - 8:00 PM

Summer Social and Program Kickoff

SEPTEMBER, 18 2024 | 6:00 - 8:00 PM

Starting your Business

OCTOBER 16, 2024 | 6:00 - 8:00 PM

Business Start Up Costs

FALL 2024

Specialized training for Contractors

NOVEMBER 20, 2024 | 6:00 - 8:00 PM

Licenses and Special Permits

DECEMBER 11, 2024 | 6:00 - 8:00 PM

Latino Business Leaders Holiday Social

JANUARY 15, 2025 | 6:00 - 8:00 PM

Getting Ready for Tax Season

WINTER 2025

Specialized training for Food Businesses

FEBRUARY 19, 2025 | 6:00 - 8:00 PM

Applying for Business Loans

MARCH 19, 2025 | 6:00 - 8:00 PM

Finding Grants and Non-Traditional Funding

APRIL 16, 2025 | 6:00 - 8:00 PM

Latino Business Leaders Spring Social

MAY 21, 2025 | 6:00 - 8:00 PM

Business panel

Classes are free, registration required.

All classes are held at the multi-purpose room at Skagit Valley College

FOR INFORMATION AND TO ENROLL

Silvia Reed | Silvia@MountVernonChamber.com | Call-text (360) 395-2944

Latino Business Leaders is a Mount Vernon Chamber of Commerce Foundation program designed to facilitate the advancement and participation of the Latino entrepreneurs in our region

1



Membership Orientation
Tuesday Oct. 22 at 4:00 PM
Mount Vernon Chamber

MOUNT VERNON CHAMBER OF COMMERCE

BUILDING STRONG BUSINESS RELATIONSHIPS (IN 3 EASY STEPS)

3



Chamber Connections Referral Program
Open House & Social Hour
Tuesday Oct. 29 at 5:00 PM
Il Granaio Italian Restaurant

2



Biz Buzz Networking Luncheon
Wednesday October 23 at 11:30 AM
Hillcrest Lodge

..... *And more*

FOR MEMBERSHIP INFORMATION

Silvia Reed (360) 395-2944 | (360) 305-0895

Silvia@MountVernonChamber.com



Marketing and Networking
Referral Programs
Women's Group
Bilingual Business Training



Join the Chamber

OCT. 1 – DEC. 20, 2024

FOR ADDITIONAL BENEFITS

Your business in a one-time only ad
in the Skagit Valley Herald

Free insert in the
Chamber newsletter

Additional social media
coverage



FOR INFORMATION AND TO JOIN
Silvia Reed (360) 395-2944 | (360) 305-0895
Silvia@MountVernonChamber.com



MOUNT VERNON
CHAMBER
OF COMMERCE

DO YOU KNOW



ABOUT OUR LEGACY
MEMBERSHIPS AND
HOW THEY SUPPORT
OUR MISSION?



Let's chat



Silvia Reed



360-395-2944 | 360-305-0895



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