



South Sound
CHAMBER CONNECTIONS

**RIDING THE ROAD TO
WELLNESS**

New Health Plan for Chamber Members

THOUGHTS FROM THE CEO

There is No They, Only We

Four years ago, I arrived in the Pacific Northwest as the new CEO of the Greater Federal Way Chamber of Commerce and in May attended my first membership luncheon. I knew no one, but was ready for Chamber adventures in the land of whales and cherry blossoms.



Rebecca Martin, CCE, IOM
Greater Federal Way Chamber CEO

Back then, I was especially glad for the safety of the luncheon podium because it reigned in my secret anxiety. What if they don't like me? What if they don't really want new programs? What if they drop memberships? What if they think I am too strange and don't accept me? Back then, *What if* and *they* were adversaries— ready to attack my character, waiting for me to fail. Honestly, walking unknown into a room full of business and community leaders, who among us hasn't felt that way?

But in my tenure, I've had a revelation. There is no THEY. It's a powerless word. *They* are merely the shadow bricks in our minds-- building barriers to economic growth, keeping our businesses in silos, hampering connections which will sustain our community. Back then, I had yet to discover there was no place for the internal fearmongering *They* incite. At our Chamber, there is only WE. And *What if...* is a welcome, strategic question that brings a thoughtful, generous, inclusive *We* to our community.

Looking to our shared future, we must ask, *What* does it look like *if* everyone is invited to the table and all voices are heard? *What* does it look like *if* we use our positions, titles, money, and resources--- not to shut out or exclude those who are different than us, those with opposing views-- but to be reasonable, flexible, and patient as new and innovative ideas are considered.

Our business leaders know that when we no longer fear the Other—be it business competitors, different cultures and genders, or people who just don't look and think like us—we embrace a wider marketplace, enriching our professional and personal lives. Our hearts beat stronger. Our commerce grows.

I ask you to look, as the Chamber has done these past four years, for the *We* as you go about your day. Do leadership teams and volunteer committees include both men and women? Does businesses reach consumers in the wonderfully diverse population of the south Puget Sound? Are *We* working collaboratively with as many partners as possible toward a long-term, long-range vision of community prosperity?

And finally, importantly, are we shopping Chamber, including Chamber, celebrating Chamber? Because Chamber members are the *We* that has invested in this community and will sustain it.

Who knows what Chamber adventures are yet to come? I know only this: for every single day of these past four years, and for every day yet to come, I truly, passionately believe *We* can create jobs and generate wealth *if* we walk along a path to business success and, together, Take the Federal Way.



 **GREATER FEDERAL WAY
Chamber of Commerce**

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NEW HEALTH BENEFIT PLAN FOR MEMBERS

Deep Discounts, Deductible Carry Over, & Immediate Enrollment

The Greater Federal Way Chamber is offering a discounted Health Benefit Plan for its member businesses, beginning in May 2018. The Chamber has partnered with Lifestyle Health Plans to offer a comprehensive and affordable healthcare solution which meets all the compliance requirements of the Affordable Care Act (ACA).

With the new benefit plan, Chamber members could see an immediate savings in their health care costs. "In the state of Washington, businesses can change insurance plans at any time during the year," said Jason Brown, Pacific Northwest Benefits, which is administering the Chamber's benefit plan. "There is no need for a business to wait for an open enrollment period."

Because the plan offers affordable coverage, proactive cost containment and an employee wellness feature, businesses can strategically manage healthcare costs while maximizing benefits for their workforce. And because deductibles on any current plan are automatically carried over, companies can see the impact to their bottom-line within 30 days.

Benefits of the Chamber's insurance program include: flexible, level-funded medical plans with bundled dental and vision options; integrated wellness with deductible credits and cash rewards; premium savings of 5-15% from traditional plans, and value-added savings on out-of-pocket expenses.

The program is now available at the Chamber and Brown is scheduling meetings with individual companies interested in taking advantage of our exclusive Chamber rates. In addition, an Insurance Information session will be held at the Chamber on June 20, 2018 at 10 a.m.

INTEGRATED BENEFIT FEATURES

Personalized Wellness Program

Online HRA and integrated lab testing frame up series of individualized healthy actions for members.

Telemedicine Hotline

Online access to telemedicine consultations to proactively assist members-- anywhere, anytime.

Just Diabetic Supplies

100% diabetic supply benefit.

Innovative Rx Benefits

\$0 copay maintenance meds with mail order Rx options.

Reward Incentives

Member reward incentives through deductible credits, credit matching and bonus bucks for participating.

Patient Care Coordination

Program offers assistance in scheduling all outpatient diagnostic and surgery services.

DirectHealth Lab Card

100% lab benefit program through preferred lab for out of pocket savings.

For more information, contact **Jason Brown at 253.970.1718, or email jbrown@pacificnwbenefits.com.**



JUNE LUNCHEON
OPERATING
IN A GLOBAL ENVIRONMENT

featuring

PETE SHIMER
Deloitte



JUNE 6 • 11:30 a.m.
Twin Lakes G&CC

Luncheon
Sponsored by



DOING BUSINESS IN A GLOBAL MARKETPLACE:

Chamber Welcomes Deloitte to Monthly Meeting

Pete Shimer, Chief Financial Officer for Deloitte, will offer the keynote, Operating in a Global Environment, at the June 6 Membership Luncheon.

As CFO, Shimer bridges strategy and operations to ensure world-class operating results for the US firms. Responsible for evaluating major investments—including acquisitions, joint ventures, technology, and innovation—he leads Deloitte's Operating Committee and is a member of the US Executive Committee.

He also serves as US managing partner for Finance & Administration, including operations, financial services, internal controls, corporate development, business services, security, and compliance. Prior roles included Deputy CFO, Market Development chief operating officer, Market Development services leader, and managing partner of Deloitte's Seattle office.

Shimer continues to serve select large, global clients as lead client service partner or advisory partner. Outside of Deloitte, he is a member of the Board of Directors for the University of Washington Foundation and University of Washington Foster School of Business.

Sponsored by the Port of Seattle, the June luncheon will be held at Twin Lakes Golf & Country Club, from 11:30 a.m. to 1 p.m. **Registration is available online at federalwaychamber.com.**

MEMBERS *Makin'* IT HAPPEN



MEMBERSHIP WITH THE CHAMBER HAS HELPED TO PROVIDE OPPORTUNITIES TO CONNECT AND NETWORK WITH OTHER BUSINESSES IN THE AREA. I APPRECIATE THAT THE CHAMBER TEAM IS CONSTANTLY SEEKING NEW AND INNOVATIVE WAYS TO HELP PROMOTE THE GREATER FEDERAL WAY AREA FOR TOURISM OPPORTUNITIES."

- Caitlin Keely, Center at Norpoint & Chamber Ambassador



Contributing Photographer: LaRaye Rushing



JULY 13
Noon Shotgun



sponsored by

[HomeStreet] Bank

Hit the clubs, network, & increase community visibility on the green at Twin Lakes Golf & Country Club.

Through July 1:
\$150 / person • \$600 / foursome

Golf Classic includes boxed lunch, golf cart, dinner, perks at the holes and more!



Can't golf?

Join us for our
PNW Back Porch Party
4 p.m.

For more information on the 2018 Golf Classic & Back Porch Party, contact the Chamber: 253.838.2605
federalwaychamber.com/golf

WHEN

FRIDAY, JULY 13, 2018
CHECK-IN BEGINS AT 11
SHOTGUN START AT NOON
BAR OPENS AT 5
DINNER AND AWARDS FOLLOW

WHERE

TWIN LAKES GOLF & COUNTRY CLUB
3583 SW 320TH STREET
FEDERAL WAY

PRICE

\$150/PER GOLFER EARLY BIRD
\$165 FULL-PRICE
\$600/\$660 PER FOURSOME
DINNER ONLY \$30
EARLY BIRD ENDS JULY 1



Workshop

SHAWN
LIVENGOOD



**Make Your Website
Work for You**
Jun 14 • 1 p.m.

“ “ Attending the Google seminar gave me insight on how to promote my business and allow me to learn how simple this process can be.

This is a very valuable class.

I recommend that every business attend this session.

It would save them money.

- David Benson, Benson Filter Maintenance LLC, Chamber Member

Connect to consumers at our next workshop on how to Make Your Website Work for You. A website is an essential component of any 21st century business, but web design can be a daunting task for small business owners without a digital background. In this presentation, digital marketing expert Shawn Livengood walks you through the basics of web design best practices, and shows you how to make your website a more effective tool for customer acquisition. This event is \$20 for Members and \$40 for Non-Members. These workshops fill up fast. Register today!



JULY LUNCHEON

OPIOID EPIDEMIC:
A PUBLIC HEALTH & CULTURAL CRISIS

featuring

DR. DANIEL WARREN
Virginia Mason



Join us on July 11 at 11:30 a.m. for the next Membership Luncheon at Twin Lakes Golf & Country Club with Dr. Daniel Warren of Virginia Mason speaking on the opioid epidemic. This epidemic is perhaps the most significant public health crisis currently faced by the United States. This complex issue has many facets and a tangled history; and as such, it will require a multidimensional approach to turn the tide. Dr. Daniel T. Warren, MD, Deputy Chief Anesthesiology, Pain Clinic Services, from Virginia Mason will

deliver the address to the Chamber. In this address, Dr. Warren will explore the history, science, and cultural aspects of this crisis, and discuss how teams at Virginia Mason have been working to collaboratively address pain and opioids in this context.

Find all of the Chamber's events online:
federalwaychamber.com/calendar

FEDERAL WAY, WA

The Federal Way business corridor boasts exceptional community amenities which attract businesses, families, and visitors to the South Sound region. Residents and visitors benefit from regional hospital and medical centers, a diverse faith community and a healthy mix of locally owned businesses, national retailers and restaurants.



Federal Way's temperate climate offers year-round opportunities for visitors to Federal Way to enjoy the outdoors, such as hiking, biking, camping, and water sports of all kinds on the area's lakes. Visitors enjoy local flora and fauna at botanical gardens and nature preserves.

47°19'N 22°21'W
 95,171
 22.46/SQ MI

24.3% Bachelor's Degree or Higher

89.5% High School Grad or Higher

INTERESTING FACTS

In December 2015, Federal Way welcomed Olympians and Olympic hopefuls from around the world to the AT&T Winter National Championships, held at the Weyerhaeuser King County Aquatic Center.

Dash Point State Park has 3,331 feet of saltwater shoreline on the Puget Sound.

Average annual rainfall of 41.75 inches

As a Chamber of Commerce, business development is our highest priority as we look to grow and diversify our economic base in the South Sound region.

Enhancing the economic vitality of life in the South Sound region takes more than just growing business. It takes partnership. It needs resources. By connecting you to business leaders, the workforce, and other resources, the Chamber creates a stronger, more dynamic climate that can make a difference in the success of your company.

Resources at the Chamber help your business do and achieve more, expanding opportunity for our community.



Welcome to the CHAMBER NETWORK



Acupuncture and Herbal Wellness Center, LLC
Sik Chi Chan
acuwell.net
33710 9th Ave S, Ste 2
Federal Way, WA 98003



The Chopped Leaf
Kevin Dueck
ChoppedLeaf.com
35002 Pacific Hwy S,
Ste A103
Federal Way, WA 98003
253.642.7551



Federal Way Coalition Against Trafficking
Claudia Lawrence
fwcat.org
P.O. Box 26761
Federal Way, WA 98093
425.327.5166



Haymaker Insurance
Tim Hay
haymakerinsurance.com
33440 1st Way S, Ste 203
Federal Way, WA 98003
253.220.5430



PODS for Business
Matt Haase
business.pods.com
22232 10th Ave S
Des Moines, WA 98198
206.406.8146



Resting Beach Face Tanning Salon
Lacey Johnson
facebook.com/
RestingBeachFaceTanningSalon
1200 S 324th St Ste 4
Federal Way, WA 98003
206.429.3017



Scoreboard Pub
Janae Webb
scoreboardpub.com
1200 So 324th St
Federal Way, WA 98003
253.839.4791



Trinity Ace Hardware
Nick Rose
30650 Pacific Highway
Federal Way, WA 98003



We Rock The Spectrum
Colin Hirsch
werockthespectrumfederalway.com
34930 Enchanted Pkwy Ste 180
Federal Way, WA 98003
253.987.8877

MEMBERSHIP RENEWALS

60+ years

Puget Sound Energy
Waste Management South Sound

50+ years

South King Fire & Rescue

40+ years

The Commons at Federal Way
Twin Lakes Golf & Country Club

30+ years

Hallmark Manor
Morgan Stanley
Omni Properties, Inc.

20+ years

Birth to Three Developmental Center
ESM Consulting Engineers
Evergreen Eye Center
Federal Way Mirror
Jack J. Winch, Jr., CPA

Murnen Realty Advisors, LLC
Rhododendron Species Botanical Garden
Sparks Car Care
Valley Cities Counseling & Consultation
Weyerhaeuser King County Aquatic Center

5 - 9 years

First American Title Company
John L. Scott Real Estate
Pattison's West Skating Center
Print NW
STACKS Burgers Fries and Shakes
Walmart Super Center

10 - 14 years

Bonney-Watson Funeral Home
Comfort Keepers
MultiCare Centers of Occupational Medicine
New York Life Insurance Co.
Sole Perfection

15 - 19 years

All Seattle Web Design
Madrona Park Assisted Living + Memory Care
Rhodes & Associates, PLLC
Rotary Club of Federal Way

1 - 4 years

Benson Filter Maintenance LLC
Center at Norpoint
Dini Duclos
Federal Way Day Center

Five Star Painting of Federal Way
Global Security and Communications
Safe City Federal Way
Sagemax Bioceramics, Inc

South King Tool Library
Susan and Bruce Honda
Trillium Employment Services
Washington State Employees Credit Union – WSECU

***New Members and Renewals from February 1, 2018 - March 31, 2018
Find our members in the online directory at federalwaychamber.com.***



Ribbon Cutting



Are you opening a new location or have you recently moved?
Call the Chamber about doing a ribbon cutting!
(253) 838-2605



Greater Federal Way Chamber of Commerce presents

Peru & Machu Picchu

featuring Lima, Cuzco & the Sacred Valley



9 Days **November 7, 2018**

Highlights

- 3 UNESCO World Heritage Sites
Machu Picchu, Cuzco & Lima
- Machu Picchu Excursion
- Lima City Tour
- Local 'Casa' Hosted Dinner
- The Sacred Valley
- Pisac
- Awanakancha Breeding Center
- Ollantaytambo Fortress
- Cuzco City Tour
- Sacsayhuaman Ruins
- Qenqo
- Andean Folklore Show

Inclusions

- Roundtrip Airfare - SEA
- Int'l Air Departure Taxes/Fuel Surcharges
- 16 Meals: 7-Breakfasts, 4-Lunches, 5-Dinners
- 2 Inner Country Flights
- Local Trip Expert/Guide
- Transportation - Minicoach & Rail
- Motorcoach Transportation
- Admissions per Itinerary
- Comprehensive Sightseeing
- Baggage Handling
- Hotel Transfers



Booking Discount - Save \$200 per couple!*

Tour Rates

Booking Discount*:	\$4495 pp double
Regular Rate:	\$4595 pp double
Single Supplement:	+\$850

**See Notes for Booking Discount details*

Contact Information

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Booking #112604

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& MORE*

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PUBLIC SCHOOLS**
Each Scholar: A voice. A dream. A **BRIGHT** future.



Sustaining Investors



Cornerstone Investors

