SUULIV CHAMPED ON CHAM **RIDING THE ROAD TO** WELLNESS New Health Plan for Chamber Members The Voice of Business since 1953 **GREATER FEDERAL WAY**Chamber of Commerce VOL 02 ISSUE 02 | MAR/APR 2018

THOUGHTS FROM THE CEO

There is Mo 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.

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



Rebecca Martin, CCE, IOM Greater Federal Way Chamber CEO

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 VOLUME 02 ISSUE 02

Rebecca Martin, CCE, IOMPresident & CEO

Asako Fujikura

Member Relations Specialist asako@federalwaychamber.com

Rachel M. Porter

Membership & Marketing Mgr rporter@federalwaychamber.com

LaRaye Rushing

Communications & Publications Mgr lrushing@federalwaychamber.com

BOARD OF DIRECTORS

Mark Sims, Chair New York Life

Kabal Gill, Chair Elect East India Grill

Krista Christensen, Vice Chair Virginia Mason

Michael Gintz, TreasurerBrantley, Janson, Yost & Ellison

Kim Zier, Past Chair Caffé D'arte

Directors-At-Large

Rudi AlcottSound Publishing

Tammy Campbell, Ed.DFederal Way Public Schools

Robin Corak Multi Service Center

Greg Garcia

Citylight Financial, Inc.

Doug Hedger Banner Bank

> **Sara Oh** Kumon

Bob RoegnerRoegner Consulting

Lisa Skari, Ed. D Highline College

federalwaychamber.com 253.838.2605

© 2018 All Rights Reserved



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.



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 (CACO) IT HAPPEN







EMBERSHIP 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



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











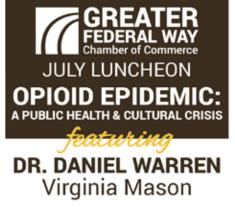
Make Your Website Work for YouJun 14 • 1 p.m.

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!



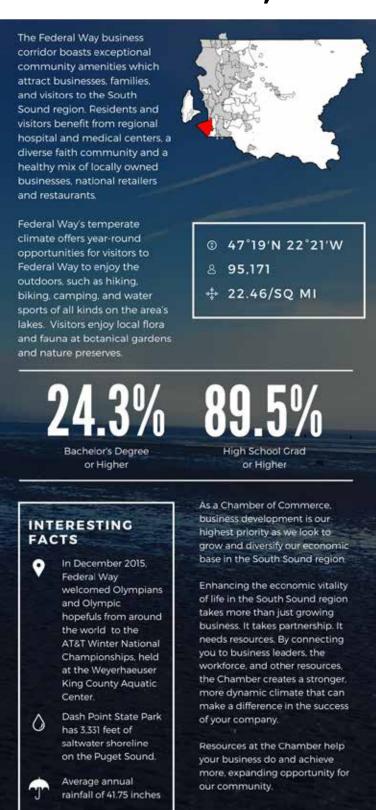


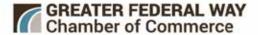
Join us on July 11 at 11:30 a.m. for the next Membership Luncheon at Twin Lakes Golf & Country Club with Dr. Daniel Warren of Virginia Mason speaking on the opioid epidemic. This epidemic is perhaps the most significant public health crisis currently faced by the United States. This complex issue has 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 Anesthsiology, 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





Telcome 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



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



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



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



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



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



Haymaker Insurance Tim Hay haymakerinsurance.com 33440 1st Way S, Ste 203 Federal Way, WA 98003 253,220,5430



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



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

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

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

1-4 years

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.















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
- Qengo
- 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

Greater Federal Way Chamber of Commerce • Attn: Rachel Porter 31919 1st Avenue S. Suite 202 • Federal Way, WA 98003

(253) 838-2605

rporter@federalwaychamber.com

Booking #112604



The Chamber of Commerce Building 31919 1st Ave S, Ste 202 Federal Way, WA 98003 PRSRT STD US POSTAGE PAID FEDERAL WAY, WA PERMIT #109

MAIL, COPY

South Sound Chamber Connections printed/mailed by **Mail, Copy & More**. Federal Way's locally owned print and mail center.

Pivotal Partners









Sustaining Investors





Cornerstone Investors







