

# South Sound

CHAMBER CONNECTIONS

2017  
CHAMBER

# Gala

& IMPACT AWARDS

BUSINESS  
Impact Award

❖  
Lloyd  
Enterprises

COMMUNITY  
Impact Award

❖  
The Korean School  
of Federal Way

REGIONAL  
Impact Award

❖  
TOTE Maritime  
Alaska



# THOUGHTS FROM THE CEO

## Why

### does the Chamber ask so many questions?

Because questions stimulate, provoke, inform and inspire our community.



Rebecca Martin, CCE  
Greater Federal Way Chamber CEO

There is a reason your Chamber has a Vision 2025 project—if we cannot articulate with specificity what we want our economic future to look like, then we make decisions blindly. And nobody wants to do business in a future built on impulsive darkness.

The decisions for growth we make today will determine the community we live in ten years from now. The business leaders at the Chamber have always known this. Ours is a significant legacy—from incubating community programs like Advancing Leadership, Safe City, and Communities in Schools, to leading the charge to be a City and to have a hospital.

That kind of vision brought us to this crucial point as a thriving center of commerce. And that forward, selfless thinking will continue to drive us to a more prosperous, inclusive future. As business leaders, the Chamber is prepared to be bold, to ask questions, to seek accountability, and to accept responsibility. This is what we all do every day when we open our doors for business.

At our recent Candidate's Fourm, we asked: "Now that the Performing Arts Center is open and Sound Transit has passed, what type of businesses do you want to attract to the downtown core?" These two mighty developments each bring with them specific industries which expand business opportunity, especially for hospitality and retail. Transit-oriented and arts-based economic development require distinct strategies that would benefit from an integrated, systemic approach in business attraction for this area.

For long-term community sustainability, it's not enough to say we will make money. We must know how. And that "how" must include addressing the needs and growth potential of our exceptionally diverse business base. As we look to our collective future through economic development, the Chamber dares to ask, who are we now? What do we want to be? How do we make that happen?

We have the courage necessary to find the answers-- history shows we always have. Our Vision 2025 will continue to survey our businesses to help us make data-driven decisions. Focus groups will continue to seek input from our economic base. Roundtables will be scheduled to explore issues you have identified in our surveys.

And the Chamber will continue to ask questions as we work together to lead us into a future that is so bright... we'll need sunglasses at night. Can you see it? We can.



 **GREATER FEDERAL WAY**  
Chamber of Commerce

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[federalwaychamber.com](http://federalwaychamber.com)  
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# 2017 CANDIDATE FORUM

## LIGHTNING ROUNDS

Watch the full Candidates Forum online at: [federalwaychamber.com/youtube](http://federalwaychamber.com/youtube)

**Do you support implementation of a Utility Tax on the Lakehaven Water & Sewer District?**



**Do you plan to contract with the Greater Federal Way Chamber as your agency partner in economic development efforts for business attraction in our region?**



**Would you support funding the Chamber with Lodging Tax Revenue as the contracted tourism organization?**



**Do you support designating the Greater Federal Way Chamber as the Tourism Promotion Agency for our area?**



**Mayoral Candidates (left to right):** Susan Honda, Jim Ferrell

**City Council Candidates (left to right):** Roger Flygare, Martin Moore, Diana Noble-Gulliford, Hoang Tran, Jesse Johnson, Bob Celski



## I CAN SEE JUST FINE WHY DO I NEED VISION?

As business-led, economic and civic organizations, Chambers and their members are impacted by the world's accelerating pace of change. The American Chamber of Commerce Executives has identified influences shaping the next decade and the business leaders at the Federal Way Chamber have taken note.

As we take a strategic look to the future, we must ask ourselves if we are prepared for what lies ahead. How will business in the Federal Way area evolve over the next decade? Where we include the Chamber as the voice of business in economic development efforts? How do we ensure that the best days for the South Sound economy are yet to come?

*For 64 years,*

*the Greater Federal Way Chamber has provided the leadership that put this community on the map. It was the Chamber that led the charge to create this city 27 years ago. It was the Chamber that brought this community its hospital.*

On the horizon is a shifting population, infrastructure demands, existing and emerging workforce needs, political and social fragmentation, as well as the global marketplace. Like Chambers of Commerce all over the world, we know our role in the community is to provide the leadership that retains, expands and attracts business.

The Chamber looks to address those questions with our Vision 2025 initiative—a business-led, economic-focused, private sector project, designed to gather input, articulate ideas, and make bold assumptions. This is what a Chamber of Commerce does. Chambers influence business growth, especially when there is a broader, inclusive, and data-driven view of economic development.

Vision 2025 has the right goals to help us meet what is on the horizon. We know we need to expand the scope and metrics of economic development to reflect a more regionally connected understanding of how to expand business opportunity.

To grow from within, economic development must prioritize building strong business clusters for core industries. In setting a Vision for the next decade, it's critical to enable small businesses to start and grow even as we support globally competitive firms.

People produce value. Vision 2025 will look at how to incorporate skill development of workers as a priority for both employers and as a strategy for economic growth. Business can support a skill development system by defining job descriptions and helping educators refine their programs to meet those needs.

Any Vision discussion demands that we embrace catalytic leadership. Do we have a strong bench for business and community leadership? How can we mentor a leadership focused on the greater good? Can we let go of 'how things have always been done' to consider new and different viewpoints?

We should explore how to facilitate export growth & trade with other markets-- in the U.S. and abroad, working with companies in our regional corridor to expand supply chain opportunities. Looking to the horizon means finding ways to deepen regional industry specializations, bringing new income and new investment to the area.

For 64 years, the Greater Federal Way Chamber has provided the leadership that put this community on the map. It was the Chamber that led the charge to create this city 27 years ago. It was the Chamber that brought this community its hospital. And it is the Chamber, before any of those things happened, that unifies the prosperity of our city through job creation. It is this vision, this clear understanding of collaboration, that has made it possible for us all to live and work here.

Business creates business--this is the Chamber's legacy in the South Sound. Vision 2025 will build on that legacy as it convenes stakeholders to shape a possible future for our regional business community. Working together, we continue to embrace the spirit of collaboration and innovation that is the foundation of not just our economy, but also our city-- our home.

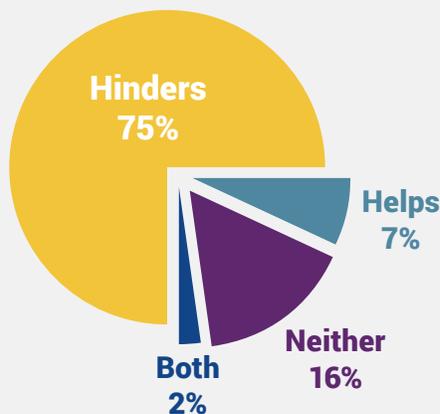
# Snapshot Survey

Results as of October 27, 2017

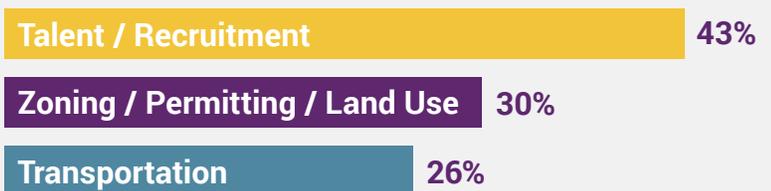
# Vision 2025

South Sound Prosperity

**Do you believe the external perception of the Federal Way area helps or hinders your business growth?**



**Which of the following items challenge efforts to grow your business?**



# DATABASE MOVES TO WEBLINK INTERNATIONAL:

## New Passwords and Registration for Enhanced Security



To better serve our membership needs, the Greater Federal Way Chamber of Commerce has upgraded its membership software and moved to a new database provider, Weblink International.

For security purposes, accessing Chamber benefits through your exclusive membership portal will require a new password. If you have not received an email with a link to set your new password, contact the Chamber, 253-838-2605.

“With a new provider, the member portals have a different style,” noted Rachel Porter, Membership & Marketing Manager. “However, the tools available are more streamlined and provide better efficiency for both our members and our Chamber.”

The enhanced system includes:

- Integrated website, database, and accounting system which allows nearly instant updates to the member directory that include new members, and changes to your current directory listing;
- Ability to view and pay your invoices instantly online;
- Ability to update your member information such as key employees, email, address and phone numbers at any time, include;
- Ability to register and pay for events online.... and more!

## EVENT REGISTRATION CHANGE

Porter notes that the most significant change with the move to Weblink is in the event registration process. “To register for any event at member price, you must have a username and password,” she said. “The system will not accept member registration without the new log-in information.”

To set up your account to register for events, members need to take the following steps after logging in with the unique credentials sent via email.

1. At the Members Only page, take a moment to update your profile so that we have the most current information.
2. Once complete, confirm your changes and then click Save Change Requests.
3. **To create your username and password, required to register for all events and receive member fees, click on Change Username/Password on the right side of the page.**
4. You will then be prompted to enter your username and password.
5. Click Accept to complete your update.
6. Use this new username and password for event registration.

In the coming months, watch for additional enhancements to our new system and look out for upcoming member orientations!

# MEMBERS *Makin'* IT HAPPEN



**JOINED THE CHAMBER BECAUSE I WANTED TO SUPPORT THE FUTURE OF OUR COMMUNITY. SEEING VISIONS FOR THAT FUTURE THROUGH THE EYES OF OUR BUSINESS LEADERS HAS BEEN INCREDIBLY VALUABLE."**

**- Dan Eisenman, Chamber Ambassador**



# Welcome

## TO THE CHAMBER NETWORK

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**STRATUS LAW, PLLC**  
Laurie Heinz  
stratuslawpllc.com

33530 1st WAY S Suite 102  
Federal Way, WA 98003  
425.248.9097



**Lavida Massage of Federal Way**  
Bobby Padda  
lavidamassageoffederalwaywa.com

1414 S 324th Street, Unit B-213  
Federal Way, WA 98003  
425.518.2728



**24/7 Home Inspection**  
Paul Gulliford

206.412.5546

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## MEMBERSHIP RENEWALS

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*40+ years*

Lloyd Enterprises

Wild Waves & Enchanted Village

*30+ years*

Brantley Janson Yost & Ellison  
St. Francis Hospital

Woodstone Credit Union  
Virginia Mason Medical Center

*20+ years*

Boys & Girls Club of Federal Way  
Cascade Regional Blood Services  
Columbia Bank  
Federal Way Education Association  
HomeStreet Bank

Kidder Mathews  
Les Schwab Tire Center  
Lux & Associates, P.S.  
Soroptimist International of Federal Way

***New Members and Renewals from May 31 - September 30, 2017***  
***Find our members in the online directory at [federalwaychamber.com](http://federalwaychamber.com).***



## CROATIA & THE ADRIATIC COAST

MARCH 20-29, 2018

## WASHINGTON D.C. & WILLIAMSBURG, VA

MAY 17-23, 2018

The travel program at the Chamber is  
**open to the community.**



**FREE Info Session: November 29**  
**Chamber Boardroom, 5:30 - 7 p.m.**

### *15 - 19 years*

Christian Faith Center  
Courtyard by Marriott Seattle-Federal Way  
Federal Way Public School District No. 210

State Farm Insurance & Financial Services  
- Brady Nelson

### *10 - 14 years*

AAA Washington  
Alaska USA Federal Credit Union  
Banner Bank  
Centerstage Theatre  
Coldwell Banker Commercial Danforth  
Federal Way Farmers Market, Inc.  
Federal Way Licensing Services  
Federal Way Lions Club  
Federal Way Symphony Orchestra  
Garden Terrace Healthcare Center

Greene-Gasaway Architects, PLLC  
Helix Design Group  
Jimmy Mac's Roadhouse  
Marlene's Market & Deli  
Mitchell Place Senior Apartments of Federal Way  
Salty's at Redondo  
The Kiwanis Club of Federal Way  
The UPS Store  
TOTE Maritime Alaska

### *5 - 9 years*

Central Washington University -  
Des Moines Campus  
City of Federal Way  
Clarion Hotel Federal Way  
Dash Point Village Shopping Center  
East India Grill  
FBCPA Group P.S., Inc.  
Federal Way Chorale  
FloHawks Northwest Cascade

Heated Storage at the Crossings  
Humana  
Insure NW Inc.  
K & D Mechanical  
Mahrt & Associates, PLLC  
Northwest Chiropractic Center  
Northwest Hardwoods, Inc.  
Office Depot

Pathways Physical Therapy, Inc  
Quality Inn & Suites  
Reach Out Overnight Shelters  
Roegner Consulting  
Roger G. Flygare and Associates, Inc.  
Scarff Ford  
Sub Zero Ice Cream  
Valmet, Inc.

### *1 - 4 years*

Advancing Leadership  
Black Bear Diner  
Bloodworks  
Budget Blinds of Federal Way  
Caffe D'arte LLC  
Communities In Schools of Federal Way  
Costco  
DaVita  
Eisenman Performance Consulting  
HOSS of Federal Way, LLC  
Jarvis Financial Services, Inc.

Keller Williams - Janai Isaacson  
KUMON  
Liberty Mutual Insurance  
Light of Christ Lutheran Church &  
Community Garden  
McDonald's  
Miloscia Committee  
Network Administrative Services  
Red Lion Inn & Suites  
Republic Services

ServPro Central Seattle/Federal Way/  
Kent/Seattle NE  
Stillwell Family Chiropractic and Massage  
The Meridian at Stone Creek  
Trillium Employment Services  
Ukrainian Federal Credit Union  
Wellspring Physical Therapy Services, P.S.  
Wesley Homes  
Work Well NW

# CHAMBER Gala & IMPACT AWARDS

The Greater Federal Way Chamber will honor three businesses with Impact Awards as part of its annual Gala on November 18, from 6-10 p.m., held at the Center at Norpoint.

“Each year, the Chamber recognizes business and community leadership that supports economic growth,” said CEO Rebecca Martin, CCE. “Our Gala celebrates the leadership that makes our Chamber business network so diverse and inclusive. The 2017 Impact Award recipients illustrate the vibrancy of those connections.”

**The 2017 Impact Award recipients:** Lloyd Enterprises will receive the Business Impact Award, The Korean School of Federal Way will receive the Community Impact Award, and TOTE Maritime Alaska will receive the Regional Impact Award. In addition to the Impact Awards, the Chamber will honor Twin Lakes Golf & Country Club with the 2017 President’s Award.

“Business connection is the cornerstone of this Chamber,” said Board Chair Mark Sims. “Chamber businesses are setting the pace for economic success and our annual Gala celebrates the vision we all share for a strong and vibrant community in which to live and work.”



**The Business Impact Award** recognizes leadership in providing unique opportunities for business growth through economic initiatives, participation in community and business projects, and a commitment to enhancing economic growth in the region.

“Doing business in a thriving Puget Sound region gives us the opportunity to employ fantastic people and provide quality services that our customers deserve. We are honored to accept the Business Impact Award from a community we love” says Jamie Waller, Lloyd Enterprises, Inc.

Lloyd Enterprises, Inc. heralds a combined workforce of more than 100 specially-trained personnel geared specifically toward customer relations enabling them to meet the ever-changing needs of their clientele. Lloyd Enterprises takes pride in its fleet of state-of-the-art equipment to accommodate all forms of heavy construction and site work, including utility installation, ball field renovation, golf course construction, wetland mitigation and flood control.

Lloyd Enterprises, Inc. boasts their own 120-acre gravel pit located in close proximity to Interstate 5 in South King County, just 12 miles south of the Seattle-Tacoma International Airport and is headquartered in Federal Way. It features quality sand and gravel, specialty soil mixtures, compost, and topsoil suitable for play fields, infields and golf courses.



**The Community Impact Award** recognizes leadership which serves as a model of inspiration in personal, professional and volunteer efforts; a track-record of community enhancement through a project or business concern designed to make a difference; and service to the community beyond that

for which compensation is received.

“We are honored to receive the Community Impact Award because one of our goals at the Korean School of Federal Way is to have an influential presence in the greater Federal Way community as an educational resource for the Korean language and to share the richness of our culture through the implementation of a relevant, coherent and customized curriculum with those of diverse backgrounds.” says Michael Park, Korean School of Federal Way.

Korean School of Federal Way is a 501(c)(3) non-profit organization established by members of the Federal Way Korean American community in 2011. Their mission is to provide an encouraging environment to learn, discover and experience the Korean language and its rich culture.



**The Regional Impact Award** recognizes leadership in economic development

initiatives of the region; a focus on collegially inclusive approach to new and existing business opportunities within our regional corridor; and a commitment to enhancing the economic prosperity of the region.

TOTE Maritime, through its operations in Alaska and Puerto Rico, provides high-speed liner services in the U.S. domestic trade. Operating in the Jones Act trade since 1975, TOTE companies strategically and efficiently route cargo from anywhere in North America to Puerto Rico and Alaska.

The services offered by TOTE Maritime companies are critical to the remote areas of the United States. Flexible, efficient, twice-weekly service to their dedicated trade routes ensures reliable, consistent and cost-effective cargo transport for U.S. residents in the non-contiguous states.



**The President's Award** recognizes a member business who generously takes that extra step to help the Chamber achieve organizational effectiveness. The Award honors

that special commitment of the member, often working behind the scenes, to volunteer time, services, equipment, and other support which helps to sustain the Chamber's overall program of work. “Everyone at Twin Lakes works with us to make the first Wednesday of every month something we all look forward to at the Chamber,” said Martin. “And it's not just the luncheons--we are fortunate to have the support for so much more from a fellow member organization.”

The Chamber Gala is open to the community and will be held at the Center at Norpoint, on November 18, from 6-10 p.m. Tickets are available online at [federalwaychamber.com](http://federalwaychamber.com).



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