



MT. BAKER FOOTHILLS CHAMBER of COMMERCE

www.mtbakerchamber.org

SPRING 2005 ~ VOL. 5

From the President

Dear Chamber Members,

It has been an incredible ... and rather weird ... past few months up and down our main street, hasn't it?

This winter has been sunny, warm and beautiful ... not a good thing to many of us who rely on good snowpack at the Mt. Baker Ski Area and the economic support those recreational skiers and snowboarders provide ...

New Director at Visitor Center

We are excited to announce a new Director at our Visitors Center! Her name is **Diane Galbraith**, and she is handling all of the management duties and contributes to our Chamber in many other ways, I'm sure. Some of you already know her, as she has lived in our area for many years. Please call or stop by to welcome Diane ...

I attended the huge tourism show in Vancouver, B.C. recently with John (Super) Cooper of the Bellingham Convention & Visitors Bureau, and nearly 900 people dropped by our booth to ask questions and pick up information about Whatcom County. Nearly half of them wanted to know more about Mt. Baker and our local communities! It was both fun and exhausting, and well worth the effort.

Maple Falls Crafts Market

Our Chamber is also excited to once again this year sponsor our Farmer's & Crafts Market in Maple Falls. Although we went through some growing pains, most thought it was a great success. It opened in late May and runs through September. We are looking for vendors such as local artists, crafts people, musicians, food producers and growers who do not resell the wares of other businesses or manufacturers.

Please contact Diane at our Visitors Center for more information, 599-1518, or go online to info@mtbakerchamber.org.

Time to Join!

Finally, once again I am asking any of you who are not currently Chamber members to join us, or if you are, refer someone who isn't! Our goal is to reach 100 members by the end of 2004, and we'll need your help and support to achieve it.

Membership is three tiered depending on how much support you wish to give:

\$60.00: 'Regular'

\$120.00: 'Plus'

\$500.00: 'Gold'

Memberships help keep our office and visitors information center open, provide a viable networking resource for you and help increase tourism and the vitality of our communities. Please contact Diane Galbraith at our Chamber office today at 599-1518 or online: info@mtbakerchamber.org.

Visit the Chamber Web Site

Be sure and visit our beautiful Chamber website at www.mtbakerchamber.org. It was created and is maintained by Deborah Taylor Smith.

Let's make our Chamber everything it can be!

Warmly,

Carole MacDonald
President
Mt. Baker Foothills
Chamber of Commerce



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MAIN ~ STREET

News & Notes

by Greg De Mond
Foghorn Advertising & Marketing

Welcome to the 5th edition of 'Main Street News & Notes' ... news of what is going on with the businesses and Chamber members up and down our main street ... Mt. Baker Highway ... from Nugent's Corner to the Mt. Baker ski area.

We would like to encourage any of you who are currently Mt. Baker/Foothills Chamber of Commerce members to submit any business related information regarding your business, and we'll include it in our Chamber Newsletter! Have you hired someone new? Finished a website? Promoted someone? Moved, expanded, changed phone numbers? Are you offering a new product, service or promoting a special event (i.e. music or art show, recreational or annual event)? We'd love to know!

Send your information
with a photo to:
Chamber Office
c/o Crystal Plesha
P. O. Box 866
Maple Falls, WA 98266
E-mail: info@mtbakerchamber.org

Northwest Professional Websites

Northwest Professional Websites is excited to announce that it has expanded its comprehensive website development team. This experienced group of professionals now includes a web copywriter, graphic designer, photographer, and a press release writer.

"Our website development package is unbelievably cost effective," said **Jeff Bergman**, owner, Northwest Professional Websites. "Not only do our clients save time and money managing their own site, but we have the professionals they need to make their website profitable in a very short period of time."

Specializing in user-friendly, easily managed and affordable website hosting packages, Northwest Professional Websites strives to give its clients more for their money. With free technical support, and a skilled website development team available, what more can

a client ask for? "With Northwest Professional Websites, you don't have to be rich to have a money making website," Bergman notes. "But having a great website can get you closer to being rich."

To schedule a FREE, no obligation, online website demo, go to www.nwproweb.com or call Jeff at 360.966.0516 for more information. Jeff also writes that NPW is a proud member of our Chamber!!



**Mt. Baker Foothills
Chamber's Farmers
& Crafts Market
Open Sundays
11 a.m. to 3 p.m.
all summer in
Maple Falls**

We hope you found time to drop by Mt. Baker Foothills Chamber's Farmers & Crafts Market in Maple Falls at least once last year! We think it is one of the best ways for the entrepreneurs of eastern Whatcom County (and beyond) to showcase their incredible talents.

Nothing tastes better than our locally grown produce and food products, and the artists' works are one-of-a-kind.

Although we went through some first year growing pains, our Farmers & Crafts Market was a success and will be even bigger and better in 2005.

Interested vendors can apply at our Visitors Center office or online at our Chamber website: www.mtbakerchamber.org A business license will be required. Cost for a booth space and table is only \$10 ... A great investment!

Mount Baker Experience Summer Issue

The *Mount Baker Experience* summer issue is filled with great activities to do indoors and outdoors throughout the Mt. Baker area.

The paper's 20,000 copy circulation and distribution to tourist and recreation outlets from Vancouver B.C. to Seattle provides this area's businesses the best value for their promotional dollars. Contact **Louise Mugar** at 332-1777 or email: sales@mountbakereperience.com today!





Beautiful hydrangeas are seen in bloom throughout the Mount Baker area this time of year. Photo by Eric Nathan, Gateway Art Studios. www.gatewayart.com.

Chamber Offers Great Health Insurance Package!

Once again, our Chamber has a great health insurance package, offering real savings for our members through *Wallace-Rice Benefits* in Bellingham, a subsidiary of Rice Insurance. The contact person there is **Carolyn Gill**, 734-1161 or you can e-mail her at carolyn@riceinsurance.com. She can answer any questions and will make every effort to fit health insurance into your budget.

Mystic Inn B&B Opens on Silver Lake

Chamber members **Linda Dorsett and Chris Babin** are excited to announce the opening of the newest B&B in eastern Whatcom County.



The *Mystic Inn at Silver Lake* offers a romantic getaway in a private lakefront setting near Maple Falls. The cedar paneled view suite is built in the trees overlooking Silver Lake. It is easy to relax with a fireplace in the room and a private hot tub just outside the door. For more adventurous moods, a canoe is available for guests. The surrounding area offers fishing, swimming, boating, hiking, skiing and peace. You can have it all!

For more information visit www.mysticinn.net or call 360-599-2501 for information and reservations.

Logos Word Designs Spreads the Word

Need words? Chamber member **Linda Nathan**, president of *Logos Word Designs, Inc.*, is enjoying editing and rewriting manuscripts, preparing book proposals, and generally acting as a liaison between authors, agents, and publishers. Her unique "Author 911" service offers solutions for all types of writing projects.



Linda recently finished book negotiations with a major New York publisher for a client whose book will be published next year, and another client just received a three-book contract for his fiction series.

"The personally exciting news," Linda says, "is that my husband and I were recently picked up by a top literary agent who is now representing all of our work." Their fiction series is being considered for publication.

For an initial free consultation, call 360.599.3429 or email linda@logosword.com. For more information about the wide variety of services available, you also can visit www.logosword.com.

The Inn at Mt. Baker One of the Northwest's "Best Places!"



Sasquatch Books, publishers of *Best Places Northwest*, recently selected *The Inn at Mt. Baker* as not only a "best place" to stay, but one of the "most romantic" as well! The Bed & Breakfast, which opened in 2000 near Glacier, also has been featured in *Sunset Magazine*.

The Inn at Mt. Baker was the only lodging recognized in eastern Whatcom County by the noted publishers of 'Best Places' guides. "We were really excited to learn that we were listed in such a prestigious publication as *Best Places Northwest*," states owner **Carole MacDonald**, "and in two categories yet! It took us (partner **Bill Snyder**) a long time and a lot of hard work to create our beautiful Bed & Breakfast, so it's nice to be recognized in publications like *Sunset Magazine* and *Best Places Northwest*. I must admit it has been a labor of love though, and we wouldn't trade our lives out here for anything."

Congratulations Carole and Bill! Please visit their website: www.theinnatmtbaker.com

Special Recognition for the North Fork Brewery

While we're on the subject of special recognition, *The North Fork Brewery, Pizzeria, Beer Shrine & Wedding Chapel* was also selected as an 'Editors Choice' in *Best Places Northwest!* There is simply no other place like it on earth.

Congratulations to **Sandy and Vicki Savage** for consistently kicking out their incredible tasting "low-tech" beer, terrific pizza and offering a one-of-a-kind





atmosphere to their patrons. Their stained glass window is a striking backdrop for weddings and photos. Learn more at www.northforkbrewery.com and be sure to read their Business Profile on p. 6 of this issue.

Black Mountain Forestry Center Launches Another Great Summer & World of Wood Festival August 27 & 28

The *Black Mountain Forestry Center and Gerdrum Museum* are now open every Saturday and Sunday from Noon to 4 p.m. throughout the summer, culminating with the **World Of Wood Festival August 27 and 28.**

Co-sponsored by Whatcom County Parks, the Mt. Baker Foothills Chamber of Commerce, and the U.S. Forest Service, the World Of Wood Festival is a celebration of history and commerce. This year the Forestry Center's festival will again showcase the incredible artistic qualities of craftsmen utilizing this amazing, renewable resource, as well as local musical talents. A 5K 'fun-run' called "Over the hills and through the woods to Gerdrum's House we go!" also will take place. Smokey Bear will be there to greet everyone, with lots of fun and games for the kids as well.

"The WOW Festival will be bigger and more exciting than ever," says **Becky Raney**, a Center Director. "We finally know what to expect regarding crowds and will offer even more to see and do."

For more information, or for vendor and 5K applications, contact Becky at 738-4931 or e-mail service@printcopyfactory.com.

Pardon the pun, but please 'log' on to their website at www.blackmountainforestry.com

Next Business After Business Thursday, June 16, 5–7 p.m. at The Inn at Mt. Baker

The next Chamber 'Business After Business' will be most exciting, as we are combining ours with the Bellingham Whatcom Chamber! It will be held on June 16—the third Thursday in June instead of the fourth—from 5–7 p.m. at The Inn at Mt. Baker, located in Glacier at the 28-mile post off the Mt. Baker Highway. The last time we hosted a BAB in conjunction with them, over 200 people attended! For more

information, call 599-1776 or email tiamb@earthlink.net

BABs are usually scheduled on the fourth Thursday of the month, always between 5–7 p.m. If you are interested in hosting one, please contact Crystal at our Chamber Office, 599-1518, or email info@mtbakerchamber.org It's a great way to expose your business to dozens of folks who might not know enough about it, to network and to socialize with your main street 'neighbors'.

How Can the Chamber Benefit You?

Finally, we are always aggressively looking for ways to benefit you as a Chamber member, i.e. small group health insurance and our Farmers Market. We would still like to initiate a flat 10% discount for all Chamber members doing business with others within our Chamber but have not yet had any significant response. Would you participate? Tell us! Send your thoughts about that or any other ideas you may have to Crystal at 599-1518 or by email to info@mtbakerchamber.org

Until next time ... have a great and productive summer!

—Greg De Mond

VISITOR CENTER UPDATE

Report from the Mt. Baker Foothills Visitor Center June 4, 2005

New Coordinator at the Visitor Center

We bid a fond farewell to Diane Galbraith, our Visitor Center Coordinator, who is leaving to devote more time to her art design studies in Bellevue. She has been creating a beautiful mural of Mount Baker on the Visitor Center wall that will be complete soon. Please come see her work.

In Diane's place we have a new coordinator, **Crystal Plesha**. Crystal moved to Whatcom County recently and is a senior at Western Washington University where she is completing her degree in Tourism Management. She lives here locally with her



Memorial Day Weekend brought numerous visitors to the Mount Baker area. Photo by Nichole Nathan. Gateway Art Studios. www.gatewayart.com



son Jacob, who attends Kendall Elementary. Crystal has a lot of ideas and enthusiasm and is hoping that this position with our chamber may become long term.

“We’re really happy to be here,” says Crystal. “We love the area and are thankful for the opportunity to work with such a fine group of people in such a terrific community.”

Please stop by the Visitor Center office and say hello to Crystal.

New Volunteers

Other changes have taken place. **Dominic Del Castillo** is taking some time off from his volunteer duties, but he will be back later this summer to help with special projects. In his place we have a special treat: **Eileen Henrickson** has returned. If you recall, Eileen was our first volunteer to work at the Center. We are delighted to have her back. She will be greeting guests on Saturdays, if you would like to stop in and visit with her.

Also new to the Center is **Connell Thrasher**, who lives nearby. Connell attends Bellingham Technical College when he’s not working for us. Eileen and Connell join **Carole Sharpe** who has been our faithful “girl Friday.” Carole maintains the Center on Fridays and is helping train the new staff.

With so many great volunteers, we are assured of having a successful summer providing much needed resources for visitors to our area. Please come down and thank them for their fine work when you get the chance.

Visitor Survey

Speaking of the summer season, we have already had a great start, with many people coming in for guidance and directions.

This summer our new coordinator is developing a visitor survey that will be placed at various locales throughout Maple Falls. The survey is designed to find out more about visitors to the area and what brings them here. Crystal is very excited about the project and reports, “We’ll be keeping careful statistics on who visits us and why, so that we can better understand our guests’ needs and promote our businesses. These figures will be especially helpful if the chamber wants to move forward on ideas for new events and promotions in the future.” Let Crystal know if you want to participate and offer surveys to your guests.

A Bit of History

In addition to the great job spiffing up and decorating the Center Diane did, we will have a new display soon. **Dawn Buckenmeyer**, from the Gerdrum Museum, has offered to bring in a set of historical

photos to showcase at the Center. The display should be up later this month. If you’re a history buff, or just a little curious, you’ll want to have a look.

Looking Forward

We’re excited to have so much going on and so many energetic helpers. We’re looking forward to a lively summer, as this season is sure to be a great success for all our members. Crystal would like to remind you all to come say hello to her at the Visitor Center and share your thoughts and ideas.

“This is your center, and my top priority is making a good first impression for you and your business. Let me know what I can do to best make this happen. I thank you for the opportunity to work for you, and am looking forward to learning more about your businesses and your needs, as well as meeting each and every one of you!”

—Crystal Plesha



Mt. Baker Chamber Visitor Center volunteers enjoy time together: Left to right: Crystal Plesha, Eileen Hendrickson, Connell Thrasher, and Carole Sharp. Photo by Linda Dorsett.



We are looking for news about YOUR business!

Send updates to **Greg De Mond** at **dezy3@hotmail.com.**

Warm thanks to the following for making this newsletter possible:

- Carole MacDonald, The Inn at Mt. Baker
www.theinnatmtbaker.com
- Greg De Mond, The Foghorn Agency
www.foghorngroup.com
- Linda Nathan, Logos Word Designs, Inc.
www.logosword.com
- Becky Raney, Print & Copy Factory
www.printcopyfactory.com



Chamber Member Business Profile: North Fork Brewery, Pizzeria, Beer Shrine & Wedding Chapel

After their marriage in 1982, Sandy Savage tried to convince his wife, Vicki, that all roads led to Deming. Quite a hard sale to a native Bay Area girl, but in the summer of 1995, that all changed.

“Sandy took me down to our property on North Fork Road, and our week at Racehorse Creek convinced me.” And so, the Savages left everything behind in December '95 to make their way to Deming, shedding their careers (his a brewmeister, hers, a hospital manager), home, cars and personal belongings to start afresh.

“Desperately hopeful and hopelessly ignorant,” the Savages decided to shed their former lives and quietly transition to a more “civilized” existence in their new home, upstairs from what is now The North Fork Brewery, Pizzeria, Beer Shrine and Wedding Chapel. Right! The year 1995 and the subsequent two years were anything but civilized. The traumas and dramas of attending to the needs of a building 90 years old and five years abandoned were at times overwhelming, taking two years and every penny the Savages had to open their doors in December 1997.

Why Deming? Sandy fell in love with this area as a student at Western in the '70s. He purchased acreage on the North Fork Road, almost directly across the river from where their business stands today. He lived on his property without benefit of power or utilities but always knew it was his home. Vicki and Sandy married in 1982 after meeting at Weyerhaeuser Company where both continued to work until the mid '80s, Sandy as a Senior Account Manager and Vicki in Customer Service.

Why Brewing? Sandy demonstrated a passion for beer collectibles in his teens, squirreling away old beer bottles and signs. He wooed Vicki (then a non-beer drinker), by introducing her to a beer-a-day for almost a year. Having converted her, he soon



Contact:

Sandy & Vicki Savage
6186 Mt. Baker Hwy.
Deming, WA 98244
360.599.BEER (2337)
Fax: 360.599.1379
www.northforkbrewery.com
nofoshrine@earthlink.net

converted their kitchen, then later a garage, into a home brewery. As his brewing technique continued to improve, so did his product. Soon, he was entertaining the idea of leaving his job of eight years in pursuit of a brewing career. Advanced educational opportunities in this field were then limited to two “beer schools” worldwide, one in Germany, the other, Chicago, and they only offered classes to professional breweries, such as Anheuser Busch, San Miguel, Bohemia, and the like. Sandy fought to become the first homebrewer to be accepted at Seibel Institute, Chicago, where he graduated at the top of his class in 1986. He subsequently worked for Triple Rock Brewery, Berkeley, California, and served as a consultant on numerous other micro-brewery

start-ups and projects. Throughout this time, Sandy and Vicki continued to collect beerphenalia, “Won't this look great in our brewery ... someday?”

Why Did You Open a Brewpub? Essentially, because there were no job opportunities in the area. Other breweries weren't hiring, and Vicki couldn't find anything in the health care field. “Being unemployable certainly forced our hand. We wanted to live here, but had to make a living. We saw that rundown building and thought, rather naively, “This is it!” Folks always said we threw good parties, so what the heck. Vicki claims they are still in business, “in spite of ourselves,” as she had never worked in food service, and thanks her former employer, Kaiser Hospital, for teaching her business basics.

What now? “Well, we have 12 employees, and we look forward to our best year ever. Maybe we can even get across the river to the property a couple of days a week,” says Vicki. “You have to be a ‘positive pessimist’, to quote Sandy. Always be prepared for whatever way the wind blows.”



Want to see your business featured?

Send your well-written article about your business, along with a clear, high resolution photo, to Greg De Mond at dezzy3@hotmail.com. Please keep your article to 600 words or less.

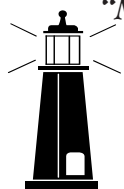
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