



# Newsleak

February 2010

## Chamber Events

### General Membership Breakfast Meeting

**Thursday, February 4**

Networking begins at  
7:15 am  
Meeting starts at 7:30 am

Location: **The Grange Café**  
15611 Main St NE Duvall  
Cost: \$6.50 each

#### **Speaker:**

Jeanette Nyden  
Negotiation Skills

**Door Prize donated by:**  
Gardens Alive Design

#### **Business Education**

If you have a business topic you'd like to explore, or you would like to be a presenter, please call our Chamber office at 425-788-9182

#### **Advertise Your Events in Our Calendar!**

If you have a community event coming up, please contact the Duvall Chamber office and we can include it on our Events Calendar.

#### **Advertise your business in the Newsleak**

Business card size ads \$25/mon.  
Call the Chamber office for info  
425-788-9182

## Business Spotlights

### *February 4th Meeting Speaker*

### **.Negotiating "Sticky" Situations**

As a small business person, you might find yourself in some "sticky" situations this year. You might need to reduce employee hours, or re-negotiate your lease, or tell that customer that you cannot accommodate their demands. Unfortunately, many of you never got any training on how to appropriately handle these conversations. Luckily, you can learn some simple tricks of the trade from Jeanette Nyden.

This is an interactive presentation. You will leave knowing three techniques that will help you negotiate any "sticky" situation. 2010 is another great opportunity to hone our negotiation skills.

*About Jeanette Nyden, J.D.:*

Ms. Nyden is the author of *Negotiation Rules! A Practical Approach to Big Deal Negotiations*. As both a professional mediator and negotiation skills trainer, she helps business people strike better deals by improving their confidence and skill level at the bargaining table. J. Nyden & Co., offers customized training programs and seminars which emphasize practical and relevant negotiation skills to achieve great outcomes. Ms. Nyden is also a business attorney, helping small companies negotiate a variety of deals from asset sales to alliance agreements.

*Communication is your key to success!*

**Jeanette Nyden, JD**  
J. Nyden & Co., Inc.  
**A Negotiation Skills Training Company**  
206-723-3472  
[jn@jnyden.com](mailto:jn@jnyden.com)  
[www.jnyden.com](http://www.jnyden.com)

## The Chamber President's Corner



**Marcelina McGinnis**  
Coldwell Banker Bain  
Real Estate

15410 Main St. NE, Suite E  
Duvall, WA 98019  
206-817-4710

This year has started off with a Bang! I've met with Mayor Will Ibershof and I'm excited to be attending his Economic Development Summit in March. During last week's discussion, we briefly talked about tourism in Duvall. The Chamber Board will soon be starting on a project to help bring people to our great little city. To get started we are calling all professional photographers, amateur photographers and any business owner with a digital camera to supply the Chamber with photos of Duvall's shops, restaurants, attractions and recreational opportunities. I just wanted to give everyone a heads-up on this project. There will be more to come next month.

While working on our 2010 budget, the board recently had to make some hard decisions. After researching what other chambers were charging and what the members were getting for their money, it was suggested by the budget committee to raise the general membership meeting fees from \$6.50 to \$10.00. This was passed unanimously by the board. Any extra monies received from these meetings will be used to get more great speakers. That being said, we have no intent to increase the annual dues this year.

Regarding advertising and marketing...Are you looking for a way to get more people into your business? Or are you a service provider looking for a way to tell more people about what you do? If so, we have a great way of helping you do this. The Chamber has monthly evening networking events and what better place to have this event than at your business. If your business is interested in hosting or would like more information, please contact me directly at 206-817-4710 or email me at [marcelinamcginnis@cbbain.com](mailto:marcelinamcginnis@cbbain.com).

Every year the Chamber has three fundraising events: NW Model Hobby Expo, Duvall Days, and the DirtyPaws Dog Walk. These events keep our Chamber moving forward and help provide funds to allow us to keep membership dues low. Instead of raising pricing across the board, we ask that you volunteer your time. If you want your business to grow with the Chamber we ask that you volunteer for one of these events. Please see the article on page 4 to sign up for the NW Model Hobby Expo. This is another great opportunity for you to build your rapport with other Chamber members.

Again, I'm dedicated to making every member a success! I would be happy to meet with each and every business owner to discuss your business and how the Chamber can be of more value to you. We all need to work together to be successful.

If you have any suggestions for this coming year, please feel free to contact me anytime at 206-817-4710, or [marcelinamcginnis@cbba.com](mailto:marcelinamcginnis@cbba.com). I want to hear from you.

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### 2010 Business After-Hours Networking

We are looking for hosts for the 2010 After-Hours Networking events.

They will be on the second Thursday of each month (February - November) from 6-8 PM.

This is a great way to spotlight your business and let people know what you are all about. Please contact the Chamber office at 425-788-9182 if you would like to host an event, or get more information.

February 11 - Host needed  
March 11 - Host needed  
April 8 - Host needed  
May 13 - Host needed  
June 10 - Host needed

July 8 - Host needed  
August 12 - Host needed  
September 9 - Host needed  
October 14 - Host needed  
November 11 - Host needed

## 2010 Duvall Chamber of Commerce

### OFFICERS

**President**  
**Marcelina McGinnis**  
Coldwell Banker Bain  
206-817-4710

**Vice-President**  
**Bert Mills**  
Edward Jones Investments  
425-402-6950

**Treasurer**  
**Kathy Doolin**  
QuickBooks Bookkeeping  
206-947-0434

**Secretary**  
**Sandy DuVall**  
DuVall's Dazzling Designs  
425-788-9824

**Past-President**  
**Peggy Kahler**  
Bank of America Home Loans  
425-844-6080

### DIRECTORS

**Shaun McWhinney**  
McWhinney Photography  
206-755-7127

**Kathy Nelson**  
Ovaleye Web Solutions  
425-844-2303

**Susan Jenkins**  
Northwest Art Center  
425-788-5900

**Michael Nehl**  
The Laurel Tree  
425-788-2590

**Aaron Keating**  
A Locksmith  
206-381-1622

**Lin Zhou**  
Lake Washington Technical College  
425-739-8100

### CHAMBER OFFICE HOURS

**Monday** 8:30 - 2:00\*  
**Tuesday** 8:30 - 2:00\*  
**Wednesday** 8:30 - 2:00\*  
**Thursday** 8:30 - 2:00\*  
**Friday** 8:30 - 2:00\*

\*Sometimes we may be out visiting businesses. Please call prior to your visit to make sure we are in.

## Local Happenings

- Feb. 1**      **Duvall Historical Society Meeting 7:30 PM**  
Dougherty House, 26526 NE Cherry Valley Road, Duvall  
For more information, please visit: [www.DuvallHistoricalSociety.org](http://www.DuvallHistoricalSociety.org)
- Feb. 6**      **Cascade Conference Sub-Regional Wrestling Tournament**  
Location: Cedarcrest High School  
Will include 6 schools from the surrounding area  
See page 6 for details and sponsorship opportunities.
- Feb. 9**      **First Heritage Bank- Free Small Business Administration Seminar**  
7:00 - 8:15 PM Snohomish Branch 167 Lincoln Ave, Snohomish  
Call 360-568-0536 for more details and registration (see article on pg. 5)
- Feb. 9,10, 12**      **Chic Essentials Valentine Open House 4-7PM**  
Come in for refreshments and see the new Spring arrivals and great gift ideas  
Closed Thursday.
- Feb. 12**      **Jim Malcom in Concert at The Grange Café 7:30PM**  
Tickets \$15 Available at Duvall City Hall & [www.brownpapertickets.com](http://www.brownpapertickets.com)  
See page 5 for more details and sponsorship opportunity
- Feb. 12-14**      **NW Model Hobby Show- Evergreen Fairgrounds in Monroe**  
Chamber fundraiser See page 4
- Feb. 13**      **Dinner Out - No Bull Just Beef –Prime Rib Dinner!**  
Sno-Valley Senior Center Dinner 4:30 & 6:00 seatings  
\$15/person Prime Rib, Salmon, or Chicken  
Call 425-33-4152 for reservations
- Feb. 13**      **Western WA 2A Region 1 Wrestling Tournament at Cedarcrest High School**  
Will include the 6 schools from Feb 6, plus 8 more schools from the Northwest (see pg. 6)
- Feb. 14**      **Happy Valentine's Day**
- Feb. 14**      **Sweetheart Night- Valentines Dinner at The Grange Café**  
Call 425-788-2095 for details and reservations
- Feb. 24**      **Carnation/Duvall CERT Meeting Duvall Fire Station 7PM**  
Presentation by PSE ( Puget Sound Energy) Life saving information and question and answer time. Do not need to be a CERT member to attend. Open to the public.
- Feb. 27**      **Casino Night- Sno-Valley Senior Center 7:30 PM**  
\$15 for unlimited play. Black Jack, craps, roulette, food and no host beer & wine bar.  
Proceeds are split between Cedarcrest HS Senior class and the Senior Center.  
Donations also needed for raffle baskets  
Contact Kim Lisk at 425-333-4855 or [kimlisk@comcast.net](mailto:kimlisk@comcast.net)
- March 8**      **Carnation/Duvall CERT (Community Emergency Response Training)**  
classes begin 6:30 - 9:00 PM for 8 week session at the Carnation Fire Station  
[www.carnationduvallcitizencorps.org](http://www.carnationduvallcitizencorps.org) or call Tom Redmond 425-788-2844 (see page 5)

## Calls - to - Action

### Chamber Fundraiser - First for 2010

We have again been asked to help out at the NW Model Hobby Expo at the Evergreen Fairgrounds in Monroe on February 12-14 this year. It is an indoor event in the Arena Building. Weather will not affect us, except maybe if it's cold!

The event highlights modeling hobbies, such as remote control cars, robots, boats, and airplanes. There will be demos, a swap meet, videos, indoor flying of planes and helicopters, etc.

*You'll have a ball! Bring the whole family!*

To make this a success, we need your help. We are asking that you donate some of your valuable time.

**When:** Friday, 2/12/10      2pm - 7pm (Setup 8 am to 2 pm)  
 Saturday, 2/13/10      10am - 5pm (Check in at 9:00am)  
 Sunday, 2/14/10      10am - 3pm (Check in at 9:00am)

**Where:** Evergreen State Fairgrounds in Monroe, WA

**What:** We are being asked to staff the sign in area, ticket booth, front and side doors.

**What the Chamber gets:** \$10 per person, per hour. This money will be used to get great speakers for our meetings this year.

If you can volunteer or have any questions, please contact Sandy DuVall at  
 425-788-9824 or 425-765-1546, or email her at [sandyd@cablespeed.com](mailto:sandyd@cablespeed.com).

More information about the NW Model Hobby Expo can be found at [www.nwmodelhobbyexpo.com](http://www.nwmodelhobbyexpo.com).

### Member-to-Member Benefit Program

Shopping locally is one of the best ways to build a stronger, more prosperous community. The Duvall Chamber would like to implement a Member to Member Benefit program. To promote shopping locally your business would give a discount to Chamber members who do business with you. You decide what the specifics of your offer would be. The discounts would be published in our monthly newsletter.

If you would like to offer your fellow Chamber members a benefit for doing business with you and encourage shopping local, please contact the Chamber office at 425-788-9182, or email [info@duvallchamberofcommerce.com](mailto:info@duvallchamberofcommerce.com). You may also contact our Chamber President, Marcelina McGinnis at [MarcelinaMcGinnis@cbbain.com](mailto:MarcelinaMcGinnis@cbbain.com).

Help invest in your community's development. Every dollar spent at a locally owned business generates about three times more regional economic activity than a dollar spent at national chains.

### Volunteers Needed at the Duvall Farmers Market

The **Duvall Farmers Market** is seeking volunteers to assist the market from May 6 - September 30, 2010 (22 week season). Volunteers are greatly needed for help with either set-up or tear-down of the Market's equipment each Thursday and are able to sign up now to select dates. Set-up begins at 11:30 am with tear-down beginning at 7 pm when the Market closes. Time required is approximately 1/2 hour - 45 minutes

The market is also seeking individuals to head specific volunteer Coordinator positions for the following areas:

- Kids' Activity Coordinator
- Music Coordinator
- Non-profit Coordinator
- Special Events Coordinator
- Information Booth Coordinator

***Laurie Gilbertson was diagnosed with Breast Cancer this past October and will be continuing her treatment into June/July. Your help is greatly needed!***

If you or someone you know would like to help out or for more information regarding a specific position, please contact Laurie Gilbertson directly at 206-999-2257 or by email: [DuvallFarmersMarket@msn.com](mailto:DuvallFarmersMarket@msn.com) or Sandy DuVall at 425-765-1546 or by email: [sandyd@cablespeed.com](mailto:sandyd@cablespeed.com) .

## Local Happenings (con't)

### SPRING INTO CERT!

You may be asking yourself just what is CERT? It stands for Community Emergency Response Training, and teaches citizens how to care for their families, neighborhoods & communities in the event of a disaster or emergency. Classes include training on topics including medical triage, disaster preparedness, use of a fire extinguisher and disaster psychology.

Have you been telling yourself that you or your \_\_\_\_\_ (fill in with: spouse, neighbor, favorite uncle, etc.) really need to take a CERT class? Well, here's your chance! Spring classes begin on **March 8<sup>th</sup> at the Carnation Fire Station**. Classes will run on Monday nights from 6:30-9:00 p.m. for 8 weeks. Can't make all of the classes? Contact us regarding make-ups. Already taken CERT? You can also attend classes as a **refresher course for NO CHARGE** – just fill out the form and send it in to register.

You can find the registration form at this link to our website: [www.carnationduvallcitizencorps.org](http://www.carnationduvallcitizencorps.org) and sign up today! For more information contact Tom Redmond at 425-788-2844 or [CERT@carnationduvallcitizencorps.org](mailto:CERT@carnationduvallcitizencorps.org).

### Duvall Cultural Commission Event Information:

Arts Onstage - Jim Malcolm In Concert at The Grange Café  
Friday, February 12, 2010 7:30 PM

The Duvall Cultural Commission is proud to present Jim Malcolm, world renowned singer/songwriter and former lead singer of the Scottish super group Old Blind Dogs. Jim's performances blend both original and traditional works, including those of poet Robert Burns, with his uniquely quirky sense of humor to create a performance that you won't want to miss.

Duvall has a strong Celtic music following and DCC is excited to have Jim Malcolm perform for one night on his West Coast tour.

The show will be upstairs at The Grange Café. Seating is limited and advance purchase is recommended. Refreshments will be sold upstairs. Tickets: \$15 Available now at Duvall City Hall and [www.brownpapertickets.com](http://www.brownpapertickets.com)

For "Concert Dinner Special", call The Grange Cafe at 425-788-2095 for reservations. The Grange Café also hosts DCC's weekly Celtic music jam sessions on Tuesdays at 7:00 PM.

More information at [www.summerstage.net](http://www.summerstage.net), [www.jimmalcolm.com](http://www.jimmalcolm.com).

### FREE SBA SEMINAR AT FIRST HERITAGE BANK

Snohomish, WA • February 9, 2010

First Heritage Bank will be sponsoring a free Small Business Administration (SBA) Loan Seminar conducted by Christine Heckert, Senior Vice President, head of First Heritage Bank's SBA Loan Department. Christine Heckert has over twenty years of SBA lending experience and was last year's Washington State Financial Services Champion. First Heritage Bank is an SBA Preferred Lender (PLP) which translates into a significantly quicker loan process.

Small business lending has been First Heritage Bank's niche since its inception twenty-eight years ago. Historically First Heritage has been the number one local SBA lender in Snohomish County with local decision making power. The Bank has six locations with experienced loan officers in each location willing to meet with small business owners at any time. First Heritage Bank knows small business.

The seminar will take place on Tuesday, February 9, 2010, at First Heritage Bank's Snohomish Branch, located at 167 Lincoln Avenue in Snohomish from 7:00 p.m. to 8:15 p.m. Attendees will learn about the advantages of choosing an SBA loan and how to qualify for and obtain a loan. The seminar also includes information on other free business counseling services. Reservations for this seminar can be made by calling First Heritage Bank at 360-568-0536 or email us at [businessresources@firstheritage.net](mailto:businessresources@firstheritage.net). Reserve your spot today seating is limited.

Cedarcrest High School Wrestling  
 Barry Paxman  
 Duvall, WA 98019  
 January 15, 2010



To Duvall Area Business Owners:

Cedarcrest High School has been chosen as the host for both the Cascade Conference Sub-Regional Wrestling Tournament and the Western Washington 2A Region 1 Wrestling Tournament this year. We are very excited for the opportunity to host these tournaments and increase the excitement for wrestling in our community.

The Cascade Conference Tournament on Feb. 6<sup>th</sup> will include 6 schools from the surrounding area: Sultan, Lakewood, Archbishop Murphy, Granite Falls, So Whidbey, and Cedarcrest. The Regional Tournament on Feb. 13<sup>th</sup> will include the same 6 schools along with 8 additional schools from the Northwest corner of our state.

We expect a large turnout at both events with over 100 wrestlers and their families and friends. We believe it will be a great thing for our community and it will also be a great opportunity for Duvall businesses to show their support and showcase their products or services.

We have options for sponsorship available that will allow your business to have some visibility at the tournament. (See attached sheet for options.) We will also accept donations of food or services. We are open for other options if you have ideas for how you would like to help or participate.

Thank you in advance for your support. Feel free to email or call me if you have any questions.

Sincerely,

Barry Paxman  
 President  
 Matwolves Booster Club  
[matwolves@hotmail.com](mailto:matwolves@hotmail.com)  
 (206) 409-4692

## Re-In Carnation

Living green can mean many things but an easy way to “green up” your life is to give more and buy less and **Re-In Carnation**, the Sno-Valley Senior Center thrift store can help you do just that.

Located ½ block off the Highway 203 on Commercial Street it can help you de-clutter by providing a useful avenue to dispose of items you no longer use, without being wasteful. In addition you can find almost anything you may need without having to buy “new”, and the prices are great too!

Stop by Tuesday-Saturday between 10:00am and 4:00 pm and see how the Sno-Valley Seniors can help you live greener today.



## January 2010 Chamber Memberships

***The Chamber would like to extend a warm welcome to our new members for January:***

**Forever Young**, providing aesthetic services to our community  
Jean Trost R.N. B.S. N.  
26331 NE Valley St., Duvall, WA 98019  
425-949-6920  
jeantrost@hotmail.com

**First Heritage Bank**, providing full banking services at multiple locations  
Heather\_Shelby  
19500 Hwy 2, Monroe, WA 98272  
360-243-4648  
heathers@firstheritage.net

***We would also like to welcome back a returning member:***

**Valley Mailbox** providing SnoValley's only full service, copy, fax, ship & pack store.  
Susan Aaron  
15321 Main St NE Ste. 102, Duvall, WA 98019  
425-788-7441  
valleymail@aol.com

***In addition we want thank our renewing members.***

***We appreciate the businesses that have renewed their membership in January.***

Acres of Diamonds	425-788-9999	Hometown Windows	425-844-8171
Big Rock Dozing	425-788-2356	Hopelink	425-333-4163
Busy Hands Preschool	425-788-7962	Ixtapa Restaurant	425-788-2235
Carnation/Duvall Citizen Corps	425-788-8260	Jerry's Ironworks	425-788-1467
Carnation Storage	425-333-6565	King County Fire District	425-788-1625
Caron Nelson GlickmanDDS	425-788-1551	Marty's Music	425-844-1423
CDK Construction	425-788-8441	Riverview School District	425-844-4500
Coldwell Banker Bain	425-788-1547	Scott Martin DDS	425-788-9575
Costco	425-806-7746	Snoqualmie Valley Music	425-788-6577
Davidson, Czieszler & Kilpatric	425-788-7014	SnoValley North Little League	
Duvall Books	206-714-7978	Sno-Valley Senior Center	425-333-4152
Duvall Dental Center	425-788-2626	TJ Dance Studio	425-844-9086
Duvall Family Drugs	425-788-2644	Tall Cedars Academy	425-788-6800
Duvall Family Grocer	425-788-4545	The Quilter's Garden	425-844-1621
Duvall Physical Therapy	425-788-0505	Valley Foursquare Church	425-844-1769
Duvall True Value Hardware	425-788-5487	Wilderness Awareness School	425-788-1301
DuVall's Dazzling Designs	425-788-9824	Woodinville Weekly News	425-483-0606
Edward Jones- Danny Edwards	425-844-9769	WSB Sheet Metal	425-844-2061
H&R Block	425-788-1096		

### ***First Member-to-Member Participant!!***

**Valley Voice Weekly offers all Duvall Chamber members a 5% discount on advertising. Plus 5% of all advertising dollars collected are given back to the community.**

**Contact Kris Wentworth at [info@ValleyVoiceWeekly.com](mailto:info@ValleyVoiceWeekly.com).**

## Employment Opportunity with the United States Census 2010

Apply now to be a Census taker. Work up to 40 hours per week in a temporary, part-time job with the 2010 Census and enjoy good pay, flexible hours, mileage reimbursement and the chance to serve your community. Time frame is from February - April, 2010

**Call toll free at 1-866-861-2010**  
to sign up for the test.

More info at [www.2010censusjobs.gov](http://www.2010censusjobs.gov)

Testing dates:

2/11/10 3 PM Duvall Library Rose Room  
2/11/10 6 PM Duvall Library Rose Room  
2/17/10 11 AM Carnation Library

## *Tax Facts*

The Department of Revenue's main comprehensive tax publication - **Tax Facts** - is now being published online only at <http://dor.wa.gov/Content/GetAFormOrPublication/TaxFacts/default.aspx>. The PDF publication is posted on the Department's web site and contains articles about tax filing tips, new services and resources, and newly issued rules and notices.

An advantage of the online PDF format is that it allows for links to be placed in the publication making additional information on a particular subject easier to get to. In addition, the publication is easy to print if you choose to do so. If you're unable to print Tax Facts, contact us at <http://dor.wa.gov/content/ContactUs/> and we'll mail or fax you a copy.

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