

# Connect

A Report to Skagit County from Chinook Enterprises



FALL ISSUE 2003

360-428-0140

## People Are Saying...



*"We have tried for years to find cleaners to take care of both of our offices. With Chinook we have had consistent cleaners that have stayed with us and have been able to grow with our increasing needs."*

**Deanna Nielsen**  
Postmaster  
United States Postal Service, Burlington



*"For my daughter, Chinook Enterprises has been a Godsend. Working has given her responsibility, improved her social skills, and has greatly enhanced her quality of life."*

**Debi Dunlap**  
Parent



*"Chinook Enterprises helped me find a job where I like the people. They also help me learn new things and do a good job."*

**Marc Moore**  
Clerical Aide,  
WA State DSHS Division of Children  
and Family Services

## The Chinook-Costco Connection

From the beginning, the connection between Chinook Enterprises and Costco has been a positive one. Warehouse Manager Wayne Harris has had a lifetime commitment to helping persons with disabilities become participating members of their communities. This commitment was brought to the Burlington Costco before the store ever opened. "I believe that people with disabilities or special needs have a lot to contribute to businesses. They bring an energy to the people around them that enhances the work environment," explained Harris. "When I hire someone (with special needs) I expect them to be productive. Sometimes all that needs to happen to improve their productivity is adjusting their task list by removing a task that is too difficult and switching it with one that is within the person's capabilities. This also benefits other employees, because it increases their productivity."

All of Costco's employees, those with and without disabilities, are a vital part of the Costco family. Each of the employees has brought their unique abilities, skills, and personalities to the workforce. Harris says it is important to have a diverse workforce. "The Costco staff is representative of the Skagit County community. It is important to us that people with disabilities are recognized and accepted

as contributing members of the community," he explained.

Costco has been a leader among retailers for their dedication to increas-

work with people who have such an amazing dedication and enthusiasm for improving opportunities for people with disabilities," expressed

Chinook Job Developer Debbie Maxwell. "We have many exceptional employers here in Skagit County, and Costco is among the finest to work with."

Chinook Enterprises Executive Director Robert Martin feels that Costco has been a great addition to the valley. "They are a very progressive organization and have been supportive of the entire community," said Martin. The Costco staff are involved with the community on many levels. They are one of the largest contributors to the Skagit County United Way, the Helping Hands Food Bank, and many other charitable organizations. In addition, members of the management team at Costco are active on the boards of several of these organizations. Costco Merchandise Manager Mark Conley has recently joined the Chinook Enterprises Business Advisory Council (BAC). "We are looking forward to having Mark on our BAC. He is a proactive manager who is always keeping an eye out for opportunities for the people we serve," added Maxwell.



*Costco employee Jake Cheek and Front End Manager Thomas O'Brien gather boxes for customer checkout.*

ing diversity in their workforce and to employment of persons with disabilities. Their commitment is evident in the support provided by each Costco manager and staff member that has collaborated in the development and placement of employees with disabilities. "It is a privilege to

## Chinook Industrial Services Can Meet The Needs of Area Manufacturers

When you want the job done and quality and timeliness are important to you, then Chinook Enterprises is the place to call! Our talented workforce has received the International Standards of Quality certification (ISO 9001:2000), which ensures that we meet or exceed our customer's product and services expectations.

Our production department offers a wide variety of capabilities, from small manufacturing and assembly to bulk cutting and packaging. We have a variety of tools available to assemble your products from a milling machine, bench punch or automatic

cutter, to pneumatic rivet squeezes, and both floor and bench mounted drill presses. Or maybe you need some industrial bonding in a climate-controlled room to achieve your end product. Our cutting department can develop templates that serve a wide range of manufacturing needs. Whether being used to make protective coatings from foam, Mylar or Protex, or other applications, our cutting department can produce different sizes and shapes of cuts tailored to your needs. The new wire shop offers the capability of cutting quantities of various lengths and gages of wire with or without lugs and contacts.

We also have an extensive wood shop operated by a true craftsman (see article on Roy Batey) that can take your rough plans and help make them a reality.

Whatever your needs are, Chinook Enterprises is the manufacturing partner you've been seeking. Call Bob Lakey at 428-0140 or e-mail him at [rlakey@chinookenterprises.org](mailto:rlakey@chinookenterprises.org) for a list of our current business partners and products we have produced and to discuss how we can add your name to that list!

### Contact Us At

Chinook Enterprises  
2026 LaVenture Road  
Mount Vernon, WA 98273

360-428-0140  
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Email:  
[chinook@chinookenterprises.org](mailto:chinook@chinookenterprises.org)

Website:  
[www.chinookenterprises.org](http://www.chinookenterprises.org)

A United Way Agency



## Local Artists Selected for VSA Arts Show "No Boundaries 2004"

Chinook Enterprises is pleased to share the recent accomplishments of two of our local artists. In August, the artwork of Dan Marty and Russell Martin was submitted to VSA arts of Washington (VSAAW) in Seattle. Dan sent slides of his ceramic portraits, and Russell sent slides of his linoleum prints.



Linoleum print card by artist Russell Martin.

VSAAW is a non-profit organization that is dedicated to providing art opportunities by and for persons with disabilities throughout the state of Washington. They have a gallery and studio space in the Seattle Center and offer a variety of services. For the last few years, VSAAW has organized a juried, traveling show called "No Boundaries" in which the artists' work is juried by a group of gallery owners and outsider art specialists from Seattle. The competition is open to art-

ists from Washington, Oregon, Idaho, Alaska, and Montana.

Both Dan and Russell had a piece of artwork chosen to be in the "No Boundaries 2004" exhibition that will travel throughout the Northwest from October 2003 through June 2004. The exhibit begins on October 25<sup>th</sup> in Seattle at the Harrison Street Gallery. The "No Boundaries 2004" show will be exhibited at the Skagit Valley College Gallery April 5-30, 2004. Additionally, Dan is having an art exhibit at Skagit Valley College in November, and Russell is selling cards at Chinook Enterprises and the Mount Vernon Food Co-op.

It is because of talented artists like Dan and Russell that Chinook Enterprises continues their funding efforts to create the Positive Space Art Center (PSAC). PSAC will help facilitate an artist's creative development, while providing exposure, opportunities, and an appropriate and supportive work environment for people with and without disabilities. In addition to offering seminars, supplies, equipment, and exhibition space, PSAC is exploring renting out individual studio space as well. For more information concerning PSAC's development, contact Kristin Theiss at 428-0140.



Mother and Son ceramic sculptures by artist Dan Marty.

## Roy Batey, A Lifetime of Achievement at Chinook Enterprises

Roy Batey has shared his wonderful talents with Chinook Enterprises for 20+ years, providing the agency with his incomparable expertise in wood, plastic, and metal working. Roy came to Chinook after a career as an Industrial Arts Teacher at Columbia High School in Richland, WA. Roy was instrumental in the development of the Woodworker training program in the early 80s and has continued contributing his outstanding ability in every product we have ever made. Roy says that his career here at Chinook Enterprises has been "amazing, and I get paid for doing something that I love."

Roy's talents include accommodation development for persons working in community settings where a special jig or fixture can make the difference between a successful job and an unsuccessful experience. Roy has a genius for looking at a job and developing just the right tool that will allow someone with a very significant disability to perform the task. He is also well known for his custom-made acrylic brochure racks, business card holders, and desktop space savers. Some of his recent wood projects include comment boxes for the Parks and Recreation Department on Mercer

Island, seven-foot advertising displays for Peoples Banks, as well as beautiful custom benches, tables, and cutting boards. It goes without saying that our facility benefits greatly by having someone with his wood crafting skills available to us three days a week.



Roy Batey takes a break on one of the beautiful teak benches in the Bert Langenhorst Memorial Friendship Circle.

Remember, if your company has a need for custom cabinets, brochure racks, or business card holders that show that special touch and quality craftsmanship, then you need to look no further than Chinook Enterprises (and ask for Roy Batey). Chinook Enterprises is proud to have Roy as a member of its staff. We couldn't do it without you Roy!

## Join these many fine companies and organizations who have made a connection with Chinook Enterprises

24 Hour Fitness  
 Alf Christianson Seed Co.  
**AMF Farms**  
 Anacortes Chocolate Factory  
 Anacortes Senior Center  
 Anacortes Yacht Charters  
 Arne Svenson Trucking  
 Avon-Allen United Methodist Church  
 Bates Abrasives  
 Baywood  
**Bill Bailey Tires**  
 Blockbuster, Anacortes  
 Boeing Commercial Airplane Group  
 BTI  
 Burger King, Anacortes  
 Burger King, Mount Vernon  
 Burlington Chamber of Commerce  
 Canned Food Outlet  
 Cascade Pizza  
 Chandlers Square  
 Christensen's Nursery  
 City of Anacortes  
 City of Mount Vernon  
 Clearsnap  
 Costco  
 Courtyard Cafe  
**Dave Youngquist Farms**  
**Dimensions of Gymnastics**  
**Donatello**  
 Dress Barn  
 DSHS Central Services Office  
 EDASC  
 Encore Shop  
 Fibrex  
**Fidalgo Bay Resort**  
 First Evangelical Lutheran Church  
 Fisher & Son Construction  
 Food Pavilion, Mount Vernon

**Frontier Automax**  
 Golden K Kiwanis  
**Grocery Outlet**  
 Holiday Market  
 Immaculate Conception Church  
 Jetpoint Technologies  
**Jo-ann's Fabrics**  
**Karma Place**  
 KLKI Radio  
**Kmart**  
 Lamar Technologies  
 Ledgerline Accounting  
 Lennox Hearth Products  
 Lowe's, Mount Vernon  
 MacGregor's Publishing  
 McDonalds, Anacortes  
**McDonalds, Burlington**  
 McDonalds, Mount Vernon  
**Mercer Island Parks and Recreation**  
 Mount Vernon Building Center  
 Mount Vernon Senior Center  
 Nordic Tugs  
 North Star Cold Storage  
 Northwest Academy of Hair  
 Outback Steak House  
**Overlook Golf Course**  
 Pacific Party Canopies  
 Peoples Bank  
 Pioneer Center North  
 Pleasant Ridge Cemetery  
 Port of Anacortes  
 Port of Skagit County  
 River City Screen Printing  
 Sacred Heart Church  
 Safeway, Anacortes  
 Schell Design Group  
 Sean's Yard Care in Shelter Bay  
**Sedro-Woolley School District**

Skagit County Courthouse  
 Skagit County Health Dept.  
 Skagit County Human Services  
 Skagit County Law Library  
 Skagit County Mental Health  
**Skagit County Parks and Recreation**  
 Skagit County Prosecuting Attorney  
 Skagit County Public Works  
 Skagit County Youth and Family Services  
 Skagit Gardens  
 Skagit Valley College  
**Skagit Valley Food Co-op Deli**  
 Skagit Valley Hospital  
 The Small Business Resource Center  
**Social Security Administration**  
 Sound Publishing  
 SPARC  
 Stiles and Stiles Inc., P.S. Attorneys at Law  
 Target Stores, Burlington  
 Thrifty Foods, Burlington  
 Truck Vault  
 United General Hospital  
 United States Postal Service, Burlington  
 United Way  
 Upchurch Scientific  
 UPS  
 Valley Bark and Topsoil  
 VSA arts of Washington  
 Wal-Mart  
 Washington State Division of Developmental Disabilities  
 Washington State DSHS Children/Family Services  
 Washington State Employment Security Dept.  
 Western Forest Products  
 Whatcom Area Transit Authority  
 YMCA

### ACCREDITATIONS

- Accredited by CARF: The Rehabilitation Accreditation Commission
- Accredited by the U.S. Department of Labor

### AFFILIATIONS

- United Way of Skagit County Agency
- Anacortes Chamber of Commerce Member
- Burlington Chamber of Commerce Member
- Mount Vernon Chamber of Commerce Member
- Sedro-Woolley Chamber of Commerce Member
- Economic Development Association

### CERTIFICATIONS

- Certified Community Rehabilitation Facility, Washington State Department of Social and Health Services (DSHS) Division of Vocational Rehabilitation, and Division of Developmental Disabilities
- ISO 9001:2000
- AS 9100

Chinook Connect Editor  
 Debbie Maxwell

*Bold italicized businesses indicate new connection*

## Grounds Division Celebrates 17 Years of Keeping Cap Sante Marina Beautiful

Chinook Enterprises has a long history of maintaining community relationships. This is especially true of the Grounds Division's relationship with the Port of Anacortes Cap Sante Marina. For the past 17 years, Chinook has provided full service grounds maintenance to the marina.



Cap Sante Marina Manager Dale Fowler commends Chinook Enterprises' Grounds Division Manager on his dedication to keeping the Cap Sante Marina looking beautiful.

Marina Manager Dale Fowler remembers the beginning of the relationship. "Rob Martin contacted us 17 years ago to bid on our lawn mowing contract. He was very persistent, enthusiastic, and honest." Since then Chinook has never failed to live up to those original expectations and has added other services to the lawn mowing. Now Chinook mows, weeds, prunes, and manages all of the Port's turf and

landscaped properties. Fowler is "very pleased with Dennis Greiner (Grounds Division Manager) and his crew. Having Chinook here is like having a trusted family friend taking care of your home. They listen to our concerns and seriously look after the best interests of the Port."

Fowler is also delighted with the prudence exercised by Chinook. He reports that the grounds crew is cost-effective and has a proactive approach, and that the Port can count on Chinook to bid fairly and honestly. Fowler further comments that Chinook has the flexibility to take on extra projects, and they make sure those projects are completed in a timely manner. "The public appreciates the work the grounds crew does to maintain the beauty of the marina. I receive a lot of positive feedback from the public about the grounds and the crew," reports Fowler.

"We enjoy working at the marina and the other Port properties," says Greiner. "Because of the Port of Anacortes and our other grounds contracts, we are able to employ five persons with disabilities and keep them busy year round." Chinook also maintains the Seafarer's Memorial Park and the Anacortes Airport, as well as all other Port properties.

Fowler encourages businesses to contact Chinook Enterprises about grounds maintenance. "We get a super value - not just in dollars. There is a real social and community impact in using Chinook Enterprises," says Fowler, "and my observation is that they like what they do."

## Opportunity Garden Provides Growing Experiences

Chinook Enterprises' new "Opportunity Garden" is up and growing thanks to the efforts of Chinook staff and donations from our community. The garden, located just north of Chi-

nook, is providing new and healthy experiences for participants in our sheltered workshop. It is built with large raised beds providing easy access to everyone, including people that use wheelchairs, walkers, or those with back injuries. We plan to use Square Foot Gardening techniques that are simple to apply to raised bed gardens. Thus far, everyone has enjoyed the planting and watering process, and harvesting some vegetables has been a real treat. We certainly get to enjoy the fruits of our labor!

Chinook would like to thank all of the community groups and businesses that made the Opportunity Garden possible. The Golden K Kiwanis generously donated \$500.00 for materials. We would like to especially thank six members of the Golden K Kiwanis for their hard labor in building the boxes: Don Herbaugh, Lyle Herbaugh, Everett "Bart" Bartram, Howard Tawes, Ronald

Eerkes, and Merrell Grube. Also, thank you to Western Forest Products for providing the lumber, Arne Svenson Trucking for gravel, BTI Landscape for garden



Chris Walden, Ken Greenhalgh and Shop Supervisor Matt Bounds inspect the abundance of tomatoes produced in the Opportunity Garden.

soil, Lowe's for building materials, and Skagit Gardens and Christianson's Nursery for plants. The garden would not have been possible without these generous donations of time, effort, and materials.

**Are You Ready...**  
To Make The Connection  
With Chinook Enterprises?

If you or someone you know would benefit from our services call:

360-428-0140 for more information

on how Chinook Enterprises'

Vocational Services can assist you.

You can also find us on the web at:

[www.chinookenterprises.org](http://www.chinookenterprises.org).

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## The View From Here

An Address from the Executive Director Rob Martin

A few days ago, I was talking with a friend of mine, the owner of a small business that employs about 50 people. His business, like so many others, has been greatly affected by the current downturn in the economy. He was expressing regret that he had not sold the business three years ago when things were "really booming." I asked him what the difference was now, from three years ago. "Nobody's buying anything!" he replied. "Three years ago we could barely keep up. I was working 70 hour weeks!"

It is difficult not to reflect on times when things were good and work was easy to come by. Clearly, we are in a period of economic uncertainty now. I think that when business is going especially well we are in the same period of uncertainty, but we don't have time to think about it because we are so busy. When things slow down to what might be considered a more "normal" business cycle, we feel uncertain and we become unsure of ourselves and our actions.

Over the past several months, I have become keenly aware of those feelings of uncertainty described by my friend. Here at Chinook we have seen many funding sources change, go away, or become much smaller. During times of higher unemployment, services from organizations like Chinook are always in greater demand. Then when funding is reduced or eligibility is tightened, a serious predicament emerges.

While this uncertainty affects Chinook Enterprises and those of us who are employed here, it has a far greater and more significant impact on those individuals with disabilities who depend on our services and services from other organizations like ours. Many of the individuals we work with live with economic uncertainty on levels most of us cannot even imagine. I saw a statistic in a local business publication the other day that stated that Washington State leads the nation in putting persons with disabilities to work. I got pretty excited until I realized that we have a 50% unemployment rate for people with disabilities. The National unemployment average is 70% for persons with disabilities. Clearly, even with uncertainty, we still have a long way to go. What can be done? Focus on successful models that have worked. These don't need to cost huge amounts of money, but let's look at successful models and find ways to replicate those. Let's look at the private sector and ask business owners what things are needed to improve employment for persons with disabilities. From there, let's just do it!

# Community Partners Help Chinook Meet Increasing Needs

Like many businesses responding to the economic slowdown, Chinook Enterprises is finding it necessary to stretch resources as much as possible to continue to meet corporate objectives. As a not-for-profit organization, Chinook's main objective is to provide services to individuals in need.

Currently, Chinook's supported employment program has reached capacity. There is not enough funding support available to serve new people entering the system. Consequently, there are approximately twenty individuals who are on a waiting list for services, with no additional support from the State expected anytime soon. In response to this problem, Chinook has agreed to accept a lower reimbursement rate for some individuals who require long term support to maintain their jobs. This frees up a small amount of existing money to begin to work with some of the new people who are waiting. "In essence, what we will be doing is serving more people with the same amount of money" explains Assistant Director Jim Halpin. "As a mission-driven agency, we have to continually try to

balance the needs of the individuals we serve with our economic viability."

Chinook's ability to respond to this

has numerous commercial sub-contracts with private businesses, which help produce additional revenue to off-

of the economic slowdown, maintaining these contractual relationships is a key to Chinook's continuing success.

In addition, the local chapter of the United Way has also helped out in a very timely fashion. When it became apparent that a system capacity problem was imminent, Chinook requested an emergency funding allocation from United Way for the specific purpose of providing long term support to people in the community jobs program. The money that was granted will help free up more existing resources to serve new people who are waiting. "United Way was very responsive to our needs" explains Executive Director Rob Martin.

It is apparent that the long term solution to this problem will require increased funding for disability programs at the state level. Given the current financial condition of the State, it is uncertain when or if that will happen. In the meantime, Chinook is once again relying on its community partners to help meet the needs of people with disabilities in Skagit County.



Employment Specialist Marcia Mueller and Sharon Oudman discuss some of the potential changes in funding her job coach support by the State of Washington.

problem in this manner is due in part to the existence of strong partnerships in the private and public sectors. Chinook

set funding shortfalls. Even though many of the businesses Chinook contracts with are also feeling the effects

## Meet Some of Chinook Enterprises' Friendly Staff



**Michael Bobb**  
Production Worker



**Marcia Mueller**  
Employment Specialist



**Doug Stokes**  
Lead Production Worker



**David Wilder**  
Production Technical Aide



**Bobbie Christensen**  
Secretary / Receptionist



**Susan Hibma**  
Administrative Assistant



**Stanley Beuprey**  
Lead Prod. Mechanic  
Assistant Quality Assurance Coordinator



**Gene Thomas**  
Employment Specialist



**Clea Burke**  
Employment Specialist



**Thomas Williams**  
Production Expediter / Marketing



**Cheryl Kaufman**  
REDARS / Bonding Technician



**Chuck Wick**  
Production Worker



**Steve Core**  
Production / Wire Shop Lead



**Larry Boffey**  
Lead Production Mechanic

### Chinook Enterprises Board of Directors

Chair: Cheryl Hymes  
Vice Chair: Kimberly Somers  
Secretary/Treasurer: Otto Rouw  
Directors: Sunshine Allen, Paul Chaplik, Colleen Fisher, Kurt E. Hefferline, Jack Henriot, Patrick Kennicott, Peter Stroosma

### Chinook Enterprises Business Advisory Council Members

Brock Stiles, Stiles and Stiles, Inc. Attorneys at Law  
Mark Conley, Costco  
Kimberly Somers, Whatcom Area Transit Authority  
Maureen Nokleby, Washington State Employment Security Department  
Dick Irwin, Burlington Chamber of Commerce  
Ryan Patrick, EDASC and The Small Business Resource Center  
Cheryl Hymes, Chinook Enterprises Board of Directors  
John Swapp, Jetpoint Technologies  
William T. Berry, KLKI Radio  
Michael Barrett, Writer/Editor  
Elizabeth Loure, Social Security Administration  
Gary Kent, UGH Board of Directors

### Here Is How You Can Help

If you have contacts with companies where our services might be needed, please let us know using the form below.

If you know of a job that one of our participants might be qualified for, please contact us.

If you would like information about making a donation to Chinook Enterprises to help us continue to provide quality employment services for people with disabilities, please complete this short form and we will get right back to you.

Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
City: \_\_\_\_\_ State: \_\_\_\_\_ ZIP: \_\_\_\_\_  
Phone #: \_\_\_\_\_  
Email: \_\_\_\_\_

Mail to: **Chinook Enterprises**  
2026 LaVenture Road  
Mount Vernon, WA 98273

[chinook@chinookenterprises.org](mailto:chinook@chinookenterprises.org) or [www.chinookenterprises.org](http://www.chinookenterprises.org)

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