

Business Connections



NOVEMBER 2023

Centralia - Chehalis Chamber of Commerce

Promote ♦ Protect ♦ Inform

Inside This Edition:

Welcome to November! This issue features three member businesses, lots of Chamber updates, and of course holiday announcements.

Staff and customers are family at O'Blarney's in Centralia

By Emily Fitzgerald
For the Chamber of Commerce

O'Blarney's at the Gibson House has enough regulars that managing partner Jeff Malloy estimates staff can take about half of their customers' orders without them saying anything: the customer just sits down and a server who knows them by name brings their order.

"I think that a lot of them appreciate that friendship that we've gained and grown with them," Malloy said.

With a plethora of options on the menu for all taste buds and a wide variety of beverages on tap, O'Blarney's customers range from families celebrating birthdays, to friends gathering to watch a ball game, to couples going on a date, to workers getting a drink after a long day, and more.

"We've got a little something for everybody, whether it be on the menu or just in the atmosphere that we tried to provide for them," Malloy said.

Maintaining that friendly atmosphere starts with a tight-knit group of employees, many of whom have recently had their 10 year anniversaries with the business.

"It's the employees who keep these customers coming, and you just can't thank them enough for being here and



O'Blarney's at the Gibson House is located at 221 N. Tower Ave. in Centralia.



O'Blarney's managing partner Jeff Malloy smiles for a photo in his office in Centralia.

doing the work on a day-in and day-out basis," he said. "We've been so lucky in finding these people that have wrapped their arms around this business and made it their own."

Some staff members are even volunteering to open O'Blarney's on Thanksgiving Day, which they normally get off, so they can have customers in for the Seahawks vs. 49ers game.

"We're not making anybody work — it's volunteer," Malloy said. "Some of the staff, they wanted to do it for our customers."

The Gibson House in Centralia is O'Blarney's second location, with founders John and Eileen Heelan opening the pub's first location in Olympia

in 1985.

Malloy started as a part-time employee in the kitchen of the Olympia location in 1991 and worked his way up to partner at that location before moving to the Centralia location when it opened in 2011.

O'Blarney's management signed the lease for the Gibson House in September 2011 and opened its doors the week of the popular Lighted Tractor Parade three months later.

"That was our first Saturday, which was quite an introduction," Malloy said.

Malloy and his business partner, Mike Heelan, work hard to uphold the standard of excellence John Heelan set at the Olympia location.

"The way he could be



Customers exit O'Blarney's at the Gibson House in Centralia.

around any group of people and just tell a story, and ... the joy and the laughter that he could provide for people, he embodies O'Blarney's. Anybody that's ever met him would say the same thing," Malloy said.

O'Blarney's at the Gibson House is located at 221 N. Tower Ave. in Centralia.

Operating hours are 11 a.m. to 2 a.m. Monday through Friday and 9 a.m. to 2 a.m. Saturday and Sunday. For more information, visit <https://www.oblarneypub.com/>. Upcoming events will be posted on the business' Facebook page at <https://www.facebook.com/OblarneysCentralia>.

Short Session, Big Issues Ahead

By Peter Abbarno
20th District Rep. R-Centralia

Although legislators work all year long serving on committees, developing policies with staff, and drafting legislation, the official 2024 legislative session begins

January 8, 2024 and lasts for 60-days. During the 'short session', many important issues will be considered, including the cost of gas, rise in crime, K-12 education, and much more. Because this is a condensed session, policy moves fast; I encourage you community to

stay connected with your legislators and share your thoughts and opinions.

Last year, the Centralia-Chehalis Chamber of Commerce hosted monthly morning Zoom meetings with Senator John Braun, Representative Ed Orcutt, and myself. The meetings, beginning again in December, are great ways for you to meet with us and share your opinion, ask questions, and engage your 20th Legislative District legislators. Be sure to contact the Chamber at www.Chamberway.com to receive the dates and links for the meetings.

In addition to making myself available to the community in-person and virtually, surveys are a great



Peter Abbarno

ways to get feedback and learn more about what issues most important to you, your family, and your business. In September, I sent out the Fall 2023 legislative survey- which is still available at www.RepresentativePeterAbbarno.com. As of late October, almost 300 constituents have responded to the survey and shared their stories.

So far. . .

Over 75% of constituents disapprove of the Climate Commitment Act (CCA) that created a cap & trade program resulting in increased gas costs.

Over 80% of constituents believe taxes in the State of Washington are too high.

The top-three tax relief solutions chosen by constituents were reducing or eliminating the gas tax, reducing property taxes, and expanding the working families tax credit.

I asked you what issues

should be the first addressed by the Legislature in 2024 with constituents choosing tax relief, other issues, and a tie between addressing homelessness and creating safer communities.

The survey results reflect what we are all seeing at our kitchen tables. The second-highest cost of gas in the nation, and largest gas cost increase, have a regressive impact beyond just the pump. The increased cost of food, utilities, goods, and services are negatively impacting all of us; especially those households that can least afford the increased costs.

If you are interested in sharing your opinion, visit my legislative website at www.RepresentativePeterAbbarno.com to find the survey on my legislative website. Your opinion and stories matter to me and I want to hear from you.

It is an honor to represent the 20th Legislative District from Rainier in Thurston County through Ridgefield in Clark County, and all my friends in Lewis County with the Centralia-Chehalis Chamber of Commerce. Please consider visiting www.RepresentativePeterAbbarno.com to learn more about the legislative process, share your opinions, and sign up for my E-mail updates.

Rep. Peter Abbarno represents the 20th Legislative District and is an attorney with Althausen Rayan Abbarno, LLP.

Join us for coffee and a review, and receive a free quote

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NON-VOTING

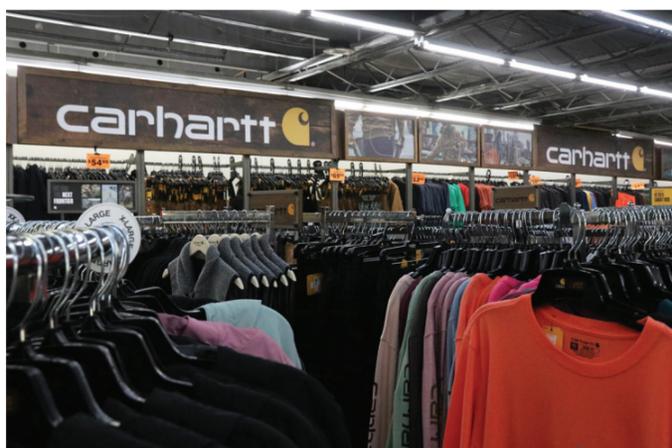
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Chehalis Outfitters is the area's largest supplier of workwear brand Carhartt in the Lewis County area.

Chehalis Outfitters celebrates successful first two years of business, continued growth

By Emily Fitzgerald

For the Chamber of Commerce

Voted Best of Lewis County in two categories this year, Chehalis Outfitters is preparing to end 2023 on a high note and continue excelling into 2024.

The business opened when the owners of Shelton Outfitters purchased Sunbird Shopping Center in Chehalis in 2021.

"It's been a real nice transition. We've kept a lot of the same Sunbird values, which is important," said store manager Kelli Erb.

While Chehalis Outfitters carries some of the same products as nearby big box stores Walmart and Home Depot, Chehalis Outfitters sets itself apart by offering exceptional customer service, Erb said.

"We want to help you solve any problems you may

have, or give you suggestions. Customer service is something that we're really focusing on," she said.

Chehalis Outfitters started selling firearms in September, much to the excitement of former Sunbirds customers.

The reason Chehalis Outfitters closed Sunbird's gun selection in 2021 was because the federal firearms license didn't transfer with the sale, requiring Chehalis Outfitters to apply for a new license, according to Erb. "It's nice to have that back," she said.

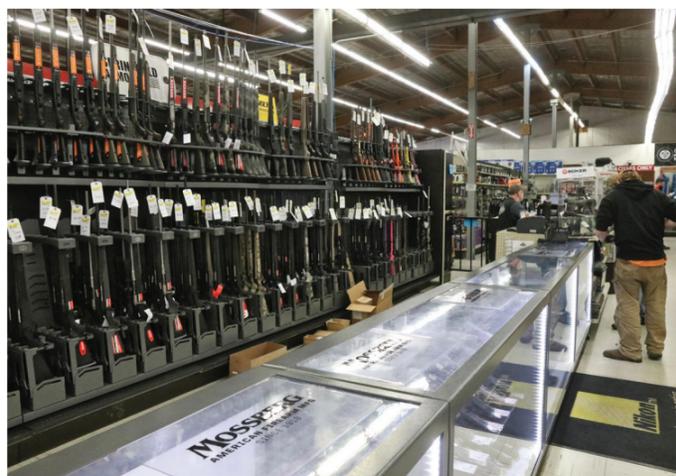
Chehalis Outfitters currently carries a large variety of firearms in stock and can also handle special orders and transfers.

In addition to firearms, Chehalis Outfitters is the largest supplier of workwear brands Carhartt and Georgia in the area, according to Erb.

"We're a big workwear



Photo by Chronicle photo editor Jared Wenzelberger
Chehalis Outfitters store manager Kelli Erb poses for a photo during the Best of Lewis County awards ceremony in Chehalis on Oct. 18.



Chehalis Outfitters' in-store gun selection, photographed on Oct. 19.

community, you know, and that is some of our bread and butter," she said.

The store also sells a variety of power tools in addition to home and garden goods and a growing toy section.

Chehalis Outfitters is located at 1757 N. National

Ave. in Chehalis and is open 9 a.m. to 7 p.m. Monday through Saturday and 9 a.m. to 5 p.m. Sunday.

For more information on the store and upcoming events, including holiday visits from Santa, visit <https://www.facebook.com/chehalisoutfitters>.



The trees of Central Park in downtown Centralia are fully decorated with lights, courtesy of Calypso, in this 2019 photo.

Calypso Window Washing LLC lights up Southwest Washington for the holidays

By Emily Fitzgerald

For the Chamber of Commerce

If you're driving through the Twin Cities and admiring an immaculate holiday light display, there's a solid chance the decorations were arranged by Calypso Window Washing LLC.

Based in Centralia, Calypso offers window cleaning and power washing services in addition to leasing Christmas and holiday lights.

"What they're buying is their house decorated for Christmas, so it goes up, it comes down, and we do maintenance on it all season," Calypso owner Cameron McGee said.

Calypso had about 300 holiday light clients last year. McGee estimates that number will increase to about 350 clients this year.

Clients this year include the Centralia Downtown Festival Association, which hired

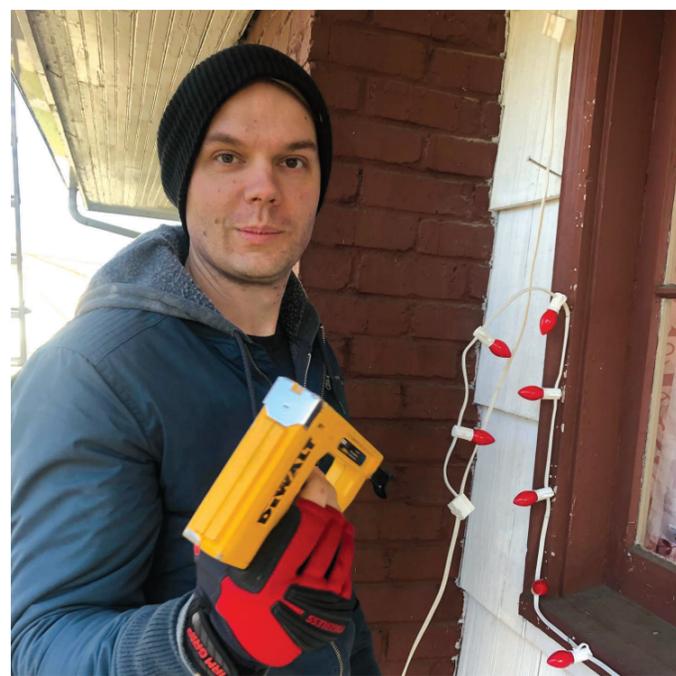
Calypso to decorate the trees at Central Park in downtown Centralia; and the City of Seabrook, Washington, which hired Calypso to decorate its downtown.

For holiday lights, Calypso is typically booked up through November with return clients and hangs lights for new clients the first two weeks in December, McGee said.

"We hang until Dec. 17, that's our cutoff date, and then we give our crew two weeks off so that way they can spend the holidays with their family," McGee said.

Calypso does offer lighting services year-round for other holidays, one-day events, and more.

McGee opened Calypso 14 years ago as just a window washing service, adding landscaping and housekeeping to the business' offerings about 12 years ago and adding power washing and holiday light decoration services about



Calypso Window Washing LLC owner Cameron McGee smiles while hanging lights in this 2021 photo.



Calypso's lights come in large spools of wire that are custom cut to fit each house. "That's how we make our lines so perfect," Calypso stated in a Facebook post.

10 years ago. At that point, McGee said, Calypso was getting too busy, so he decided to step out of the housekeeping and landscaping side of the business.

For more information on Calypso's services or to get an estimate, visit calypsowindows.com, email calypsowindows@gmail.com or call 360-269-4947.

BIZZBUZZ



WHAT'S THE BUZZ?



ARTrails Thanks Our Community

ARTrail Artists are filled with gratitude for our local community and our Sponsors, Patrons, Friends and Advertisers after this successful year. We could not have done this without you.

We had fantastic attendance at our Studios this year as our visitors watched art being made and bought lots of ART! We were especially pleased to see so many visitors from outside of Lewis County.

Lewis County and the Cities of Centralia and Chehalis have generously supported the vision and activities of ARTrails over the last 21 years. We thank them, as well as other communities over Lewis County, for their support of the arts. We look forward to our continuing and evolving relationships.

We also thank the many volunteers and businesses who have contributed to our annual events and our success over the past years. Their ongoing support has been a major factor in our success.

Additional information is available at our website:

ARTrailsofSWW.org



Blue Skies Drones – Top 5 Reasons To Gift a Drone This Christmas

1. Unleash Creativity: Drones open up a world of creative possibilities. Recipients can capture stunning aerial photos and videos, adding a unique perspective to their photography and videography projects.

2. Adventure and Exploration: Drones offer the gift of adventure. They provide an opportunity to explore the world from a new vantage point, whether it's capturing scenic landscapes, surveying nature, or embarking on exciting outdoor adventures.

3. Family Bonding: Drones can be a source of family fun. Gather loved ones for outdoor drone flights and races, creating memorable moments and bonding over shared experiences.

4. Educational Value: Drones can be educational tools, especially for young recipients. They offer hands-on learning about technology, aerodynamics, and remote control operation, making them a valuable



gift for inquisitive minds. 5. Tech Enthusiast's Dream: For tech enthusiasts, a drone is a dream gift. It's a cutting-edge piece of technology that's both entertaining and a gateway to exploring the latest advancements in robotics and aviation.

Giftng a drone for Christmas is an excellent choice because it combines creativity, adventure, family time, education, and the thrill of embracing the latest technology. www.blueskiesdrones.com

Centralia Outlets – 35 years of Brand Names & Big Savings!

After 35 years, we think we know a little something about our quality brand names and the big savings they offer at the Centralia Outlets.

Our Brand Names sell directly to consumers at a discount every day, and with the holiday season underway, even deeper discounts are in the works.

The Centralia Outlets will open at 6 A.M. on Black Friday! Bargain hunters will have a chance to save time and shop locally. Spark joy with giving gifts from quality brands like Hanes, Eddie Bauer, New Balance, Pendleton, Columbia Sportswear, and more.

Don't stress! If you need help, we recommend our Bath & Body Works for aromatherapy fragrances and go-to gifts for just about anyone on your list.

With seasonal events underway, treat yourself to a new look! Shop Chico's, Lane Bryant, Polo Ralph Lauren, and DXL Mens for a new outfit for upcoming special occasions.

If the spirit of giving strikes you, stop by our Kay Jewelers. From now until Christmas Eve, purchase a 2023 St. Jude Bears to help fund pediatric cancer research.

After Thanksgiving, shoppers will also have the opportunity to support local artisans. The indoor Holiday Farmer's Market will be open every Friday, Saturday, and Sunday until December 17th.

Shop the Centralia Outlets this Holiday Season! www.centraliaoutlets.com



Chehalis Centralia Railroad Announces The Polar Express™

Chehalis, WA – Tickets are on sale now! The Chehalis Centralia Railroad will begin service to the North Pole onboard THE POLAR EXPRESS™ Train Ride, starting Saturday, November 11. Weekend rides are Fridays, Saturdays, and Sundays. Rides are at 3:00pm, 5:00pm and 7:00pm until December 23. The magical story comes to life when the train departs The Chehalis Railroad Depot at 1101 SW Sylvanus Street, Exit 77, midway between Seattle and Portland, in Chehalis for a

1-hour round-trip journey to the North Pole.

Set to the sounds of the motion picture soundtrack, passengers will relive the magic of the story as they are whisked away on THE POLAR EXPRESS™.

Once onboard, hot chocolate and treats are served as passengers listen to the classic children's book, The Polar Express, by Chris Van Allsburg. Santa and his helpers greet passengers at the North Pole and then board the train, where each child is given the first gift of Christmas – a silver sleigh bell. Costumed dancers and chefs aboard each car lead passengers singing Christmas carols on the ride back to the Depot. Exact dates, fares and excursion times are available by visiting <https://steamtrainride.com/the-polar-express-train-2023/>. Families are encouraged to wear warm clothes and bring blankets... it is cold at the North Pole!

Chehalis United Methodist Church

Chehalis United Methodist Church is excited to announce our celebrations of animal appreciation and love for each other.

We wanted to thank everyone who showed up to PAWchella it was an amazing day.

Just to remind everyone on November 3 and 4 at church located 16 S Market Blvd, Chehalis, WA, 98532 we will be hosting Mint City Market and The Best Bake Sale ever.

We are filled to the brim with wonderful vendors who will be there to show their wares. There will also be a \$5 Hot dog, chips, and drink for all who are hungry. Come see all of the wonderful things we have in one place for your shopping pleasure.

Don't forget our doors are open every Sunday for church and the office is open Tuesday – Thursday from 10–3. Come visit for a coffee, a chat, or a great sermon!

Paula Burrows Team brokered by eXp Realty – A Great Time to Buy a Home!

The Paula Burrows Team brokered by eXp Realty is a full-service real estate team led by managing broker, Paula Burrows. Our team of expert agents are committed to your real estate goals and we enjoy being a valuable part of our local communities!

Lewis County Residential Only Stats for September 2023:

Total Sold - 65 homes!
Average Sales Price - \$454,729
Percent of List Price Received - 99.5%

The numbers above show that it is still a great time to buy and sell in our area!! Call (360) 520-4810 or visit www.pbthomes.com with any questions regarding these stats, real estate interest, and your home's value!
(All data from Northwest Multiple Listing Service)



Brokered by eXp Realty

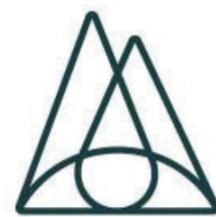
Rainier Eye – Diabetic Eye Exams

Do you have diabetes? Is your medical doctor asking you to get your eyes checked? Do you wonder why?

Uncontrolled diabetes causes the walls of blood vessels to weaken, resulting in blockages, leaks and new leaky blood vessels- called diabetic retinopathy. Diabetic retinopathy is the leading cause of preventable blindness in the United States. With a dilated eye exam and retinal imaging, Drs. Mary Ferris and Angela Loeb can see your blood vessels at work. The eye is the one place in the body where connective, vascular, and neurological tissue can be seen in a noninvasive way. The sooner retinopathy is found, the better your chances are of maintaining vision.

The Rainier Eye doctors send a report about your eye health to your medical doctor (PCP, endocrinologist, or internist) and they use this information to tailor your diabetes treatment plan- providing useful feedback for your whole care team. One thing many people don't know is that diabetic exams fall under medical insurance coverage, not vision insurance.

Rainier Eye is welcoming new patients for diabetic health exams as well as annual vision exams. Schedule online at www.RainierEye.com or call 360-506-5544. We look forward to seeing you!



RAINIER EYE

Chamber Forums – New Time, New Location!

Starting in November the Chamber Monthly Forums are moving from a Noon lunch format to a morning event at a new venue: The Station Powered by LC Coffee located at 120 South Tower in downtown Centralia. The doors open at 7:30 for those wishing to load up on coffee or enjoy one of their morning treats. The Forum itself runs from 8:00 to 9:00 am. "We hope this new format allows broader attendance and becomes an inspiring gathering," said Chamber Director Cynthia Mudge. "We also want to thank O'Blarney's at the Gibson House for the many years they have served as our lunchtime Forum space," added Mudge. "We anticipate being back at O'Blarney's in the future for special programs, such as the Debates."

The November Forum is dedicated to member and community updates. The Chamber will provide an overview of its upcoming holiday events and encourage members to come prepared to share their own activities and

other announcements.

Interested in speaking at a Forum for 2024? Call Cynthia Mudge at 360-748-8885 or email director@chamberway.com as the office is booking dates now.

Monthly Legislative Updates Returns!

Thanks to our District 20 State Representatives the Chamber is once again hosting monthly Legislative Updates from December through March. This is a great opportunity to hear firsthand about the issues, concerns, and progress of the Legislative session. These are Zoom meetings that start at 7:30 am, so they are easy to attend in the comfort of your home with a cup of coffee or at the office. Participants are encouraged to ask questions. Dates are the 4th Thursday of each month:
December 28
January 25
February 22
March 28

This is a Chamber Member benefit so watch for instructions on obtaining the Zoom link! Calendar links will be sent to Chamber Members via email. Contact director@chamberway.com to

ensure an invite or watch the Chamber Facebook page for details: www.facebook.com/ChamberWay

The Chamber thanks its District 20 Legislatures Senator John Braun, Representative Ed Orcutt and Representative Peter Abbarno.

NEW! Text Alerts!

"Darn it, I meant to attend that!" If you find yourself hearing about an event you meant to attend but it slipped your mind, The Chamber now offers event alerts on your cell phone! It's easy to subscribe. To join simply send a text to 218-229-8880 and in the body of the text type *notify chamberway Events*

Now is a GREAT Time to Join the Chamber or Become a Sponsor!

The Centralia-Chehalis Chamber is preparing its 2024 annual Directory, which also serves as a relocation and visitors guide. This is a great time to become a Chamber member or expand your commitment by becoming a sponsor. While all members are featured in the online directory at the time they join, only those committed by December 27 will be included for the 2024 printed version. The Directory is inserted annually

into The Chronicle, mailed directly to Chamber Members, and distributed at the Chamber Visitor Center, libraries, and a variety of public places throughout the year.

Top Five Reasons to Join the Chamber!

Credibility: National studies have shown that 63% of consumers are more likely to purchase from businesses that belong to their local chambers. Being a Chamber member signals to consumers trust and professionalism.

Education & Training: Chambers offer opportunities for expanded training and learning experiences for business owners and staff through its monthly forums, legislative updates, hiring events, and locally we're bringing back the Micro Learning Center. This is also a great opportunity for you to share your expertise!

Networking: The more involved you are with the Chamber the deeper the connection you or your employees will make with other businesses and community members. Networking is also one of the best ways to stay

informed, learn from each other, and support other businesses.

Community Involvement:

This gets back to credibility! When customers see businesses actively involved in community programs it builds trust and loyalty, especially in small towns. As a Chamber member you'll receive updates about activities taking place and opportunities available to pursue.

Promotional Opportunities:

Chamber members receive free and discounted prices on Chamber-generated promotions including the Electronic Billboard, Website, Digital Newsletters, and of course our monthly Business Connections inserted into The Chronicle. The free monthly listing inside Business Connections pays for itself! The Chamber also has a number of Sponsor opportunities that provide even greater exposure.

Joining is easy and we strive to keep it affordable. We offer monthly and quarterly payment options.

Call us today to learn more!

360-748-8885 or email Cynthia Mudge, Chamber Director, at director@chamberway.com

CHAMBER NEWS

UPCOMING
CHAMBER EVENTS

Monthly Forum

Thursday, November 9

7:30 am doors open
8:00 – 9:00 am Forum
The Station powered by
LC Coffee
Member Updates!

Business After Hours

Thursday, November 16

5:00 – 7:00 pm
Turkey Bowl!
This is always a fun time!

**Annual Black Friday
Bags**

Wednesday, November 22

5:00 – 7:00 pm
Lewis County Mall

**November
Ribbon Cuttings**

Tuesday, November 1,
Noon

Assured Hospice &
Palliative Care
1815 Cooks Hill Road,
Centralia

Wednesday, November 8,
4:30 pm

New Building! Fuller Design,
Waymaker Developments,
Evolution Health, and On
Top Roofing
1111 Kresky Avenue,
Centralia

Tuesday, November 14,
Noon

Bigfoot Treasures
548 N. Market Blvd.,
Chehalis

Wednesday, November 15,
5:00 – 7:00 pm

(Ribbon Cutting at 5:30)
LaQuinta by Windham
Grand Opening
1225 Mellen Street, Centralia

**NEW CHAMBER
MEMBERS**

On Top Roofing LLC
Lewis County Tennis
Association



Aaron's Ribbon Cutting

This Ribbon Cutting Ceremony by the Chamber celebrated a "coming home" event for Aaron's as they returned to their original location at Twin City Town Center Mall (1355 NW Louisiana). Shown here is owner Melissa Goulter with staff celebrating the move!



Greene Health Ribbon Cutting

Luke Greene (center) shown here with his wife Amanda, family, friends, and supporters, celebrated opening his newly launched therapy business focusing on trauma-informed care, cognitive behavioral therapy, and medication management. greenehealth.me



2023 Debates

The Chamber board and staff want to thank all the candidates who participated in the Debates that took place October 12 at O'Blarney's in Centralia. Shown here are candidates for Port of Centralia District #3 Peter Lahmann and Dianne Dorey. We also want to thank the fearless team who moderated questions and providing timing: (left to right) Lindy Waring with KELA/KMNT and immediate past Chamber Chair, Chris Thomas, with Providence Hospital and Chamber Executive Board member, and Todd Chaput, with the Economic Alliance of Lewis County.



**Dick's NW Sausage & Deli –
40th Anniversary**

Everyone had a great time at the October BAH celebrating Dick's NW Sausage & Deli's 40th anniversary! Shown here are (left to right) Jackie Creed, Lori Severns, Julie Pendleton (owner) and Grandma June Young (Dick's mom).



Upcoming Holiday Events!

November and December are busy months for many of our businesses and for the Chamber as well.

**Black Friday Bags kick off
the Holiday Season!**

Wednesday, November 22 from
5 – 7 pm at the Lewis County
Mall parking lot.



Elf on a Shelf Returns!

Dates currently scheduled are:
Saturday, November 25,
December 9, & 16 from 11 to
1. Locations being confirmed.
Watch for details on the

Chamber Facebook page: www.facebook.com/ChamberWay or
subscribe to the Chamber email
list by emailing marketing@chamberway.com and in the
subject type "Subscribe to
Chamber Email"

The Great Receipt X-change!

The Chamber has two big
stockings stuffed with all sorts
of fun gifts. There is one for

Centralia and one for Chehalis.
For a chance to win a stocking
simply show a receipt of \$10
or more spent at a Centralia
or Chehalis store to receive
a raffle ticket. Shoppers can
exchange as many receipts for
tickets as they want up until
December 16 when the winners
will be pulled at 1 pm.
You can get your tickets a
number of ways:

Visit the Chamber Office
located at 500 NW Chamber
of Commerce Way right off
Exit #79

Email a receipt to marketing@chamberway.com with your
name and phone number and
we'll enter the tickets for you.

Watch for one of our happy
elves in downtown Chehalis or
Centralia to exchange receipts
for tickets

73rd Annual Santa Parade
Saturday, December 2, starting
at 11 am in downtown Chehalis
Parade registrations
end November 15. Visit
chamberway.com to register.

**Centralia Lighted
Tractor Parade**

Saturday, December 9,
starting at 6 pm.

