

PORT REPORT



ECONOMIC VITALITY | COMMUNITY PARTNERSHIPS
OPENNESS & ACCOUNTABILITY | STEWARDSHIP

Fall 2023 NEWSLETTER *from the* PORT OF PORT TOWNSEND



Keeping it in the family

Sarah Kolbeck has taken the helm of the Port-based business PT Rigging from her dad, Dan Kulin, and stepmom, Lisa Vizzini. The benefits and challenges of keeping an important marine trades business and its legacy within the family is highlighted on Page 4.

INSIDE: Co-op's historic schooners: 6 Geraghty shop launches: 9 Port buys farm: 3, 10

Welcoming & celebrating the Port's fishing fleet

(This is a speech Port Commission President Petranek made to welcome home the Port Townsend-based fishing fleet at the Sept. 28 "Boatyard BBQ" event hosted by the Port at the Boat Haven shipyard.)



By Pam Petranek
Commissioner
District 1

I have the honor of welcoming home our fishing fleet.

A little history first.

Since the last ice age 10,000 years ago, people have connected to the waters surrounding Jefferson County, which have influenced tradition, provided rich sources of food, safe transportation and valuable trade. 1,000 years ago, the Salish people were well established along the coastlines and rivers throughout the Pacific Northwest, including 13 villages

along the Strait of Juan de Fuca.

230 years ago, Captain Vancouver entered the Strait of Juan de Fuca to explore and map the area.

150 years ago, the first shipyard was built at Point Hudson by E.T. Briggs.

99 years ago, on Nov. 4, 1924, the citizens of Jefferson County voted to establish the Port of Port Townsend. Our port district encompasses all of Jefferson County. Boundaries on three sides of the county boast 237 miles of shoreline, with Hood Canal and Admiralty Inlet due east, the Strait of Juan de Fuca to the north and the Pacific Ocean shining in the west.

Acting on a 1927 appeal from the Port Townsend Chamber of



Commissioner Pam Petranek welcomed home the commercial fishing fleet at the Sept. 28 Boatyard BBQ event hosted by the Port of Port Townsend in the Boat Haven shipyard.

Commerce, and following three years of study, the port commission resolved to build the Port's first capital project in September of 1930 — what we now call the Boat Haven.

Resolution No. 24 describes this project as:

"A haven in the form of a sheltered enclosure as a protection against wind and waves, together with suitable floats and docks for landing and mooring small craft of all descriptions and keeping them under proper protection... a haven to serve the needs of deep sea fishing boats... and other small vessels of public and private nature..."

Jewels in the crown

Today, Boat Haven and Point Hudson are the jewels in the Port's crown. Our working boatyard is the largest public boatyard in the Northwest. It has

developed into a mecca for marine construction and repair. The businesses in our boatyard support the working boats in communities all throughout the Pacific Northwest. People from all over Oregon, Washington and Alaska employ and trust our community to keep their boats afloat. Boat owners can work on their own vessels and have access to a full spectrum of marine trades businesses. Generations of knowledge and skill abound as boats are built, maintained and repaired. These skills encompass taking care of the resources we already have. Continuing to invest in them is key to our own survival.

Together, Boat Haven and Point Hudson provide the majority of the Port's revenue. This economic activity represents 20 percent of the living wage jobs in Jefferson County, and generates over \$12 million in annual tax revenues for our

county and state. Generational viability is alive and well. These boats create a stable and successful livelihood. Our children often leave to search for treasure in other places - and come back home to discover it here.

A legacy of commercial fishing

The commercial fishing industry is an essential component of our region's economy and has been for generations. Washington State is home to 1,000 boats that travel to fish off the coasts of Washington and Alaska. Behind Alaska, Washington State provides the highest number of skippers, crew and active permit holders in the Alaska fishing industry. It is second in the nation for seafood processing.

Small boat fisheries are built upon family and friends, representing multi-generational



Among many musical acts arranged by the Production Alliance at the Boatyard BBQ was the Unexpected Brass Band, which played its tunes amidst the happy gathering.

[»» Continued on page 11](#)

From the Executive Director

Port 'bought the farm' in deal with Short family

The Port bought the farm! The Short Family sold the Port their 253-acre farm in Chimacum for \$1.4 million in a transaction that closed on Sept. 1, 2023. The State of Washington provided a \$1 million grant to support this purchase with the remaining funds coming from the Port's reserves. So...

what's the plan? Why did the Port buy the farm? What's the vision for the future?

Purchasing the Short's Farm is the first step for the Port in advancing economic development in agriculture since the people of Jefferson County approved the Port's first comprehensive scheme in 1926. That original plan imagined providing a cold storage facility for farmers. For the better part of the ensuing century, the Port has explored various ways to support Jefferson County farmers, but none quite so direct as owning and leasing property to farmers. In February of this year, the Port Commission authorized purchase of the Short's Farm. The Commission's objectives



By Eron Berg
Port Executive Director

in taking this step were straightforward:

1. To ensure that this land continues to contribute directly to our local agricultural economy.
2. To support food production and community resilience in uncertain times; and
3. To collaborate with other landowners and agencies to improve the habitat functions of both Chimacum and Naylor creeks.

A plan for future use will be developed by a Farm Steering Committee (FSC) comprised of nine people, six of whom will be farmers appointed by Port Commissioners and three who will represent agency partners and collaborators. Professional support will be provided to help facilitate and document the planning process, which will include multiple opportunities for the public to be involved and shape the plan.

Between mid-January and June of 2024, the FSC will meet and develop a plan to

present to the Port Commission next July, before the Port takes formal possession of the farm on Sept. 1, 2024 (i.e., one year after closing, allowing the Shorts time to wrap up their operations).

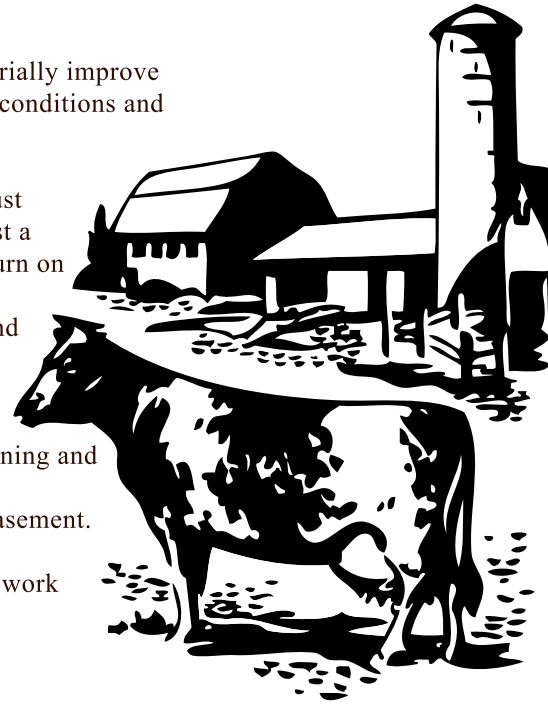
The FSC will have broad latitude to think creatively as to how make productive use of the farm and how to address complex drainage and habitat questions. That said, the Commission has established four objectives that the farm plan must achieve:

1. It must tangibly benefit local farmers.
2. It must materially improve environmental conditions and habitat.
3. The farm must generate at least a 9.5 percent return on direct Port investments; and
4. It must be consistent with current zoning and the existing conservation easement.

We have much work to do, but the

opportunity to make a positive difference to future generations of Jefferson County residents is huge. As the planning process kicks-off in early 2024, regular updates will be on the Port's website and in the Port Report.

If you are interested in serving on the Farm Steering Committee, I encourage you to check out the details on the Port's website, under the Short's Farm section (applications are due Nov. 10). As always, I welcome your comments, thoughts and questions about the Port.



Doing Business with the Port

HOW DO I:

- **Sign up for permanent boat moorage?** Call the Boat Haven Moorage Office at 360-385-6211.
- **Sign up for transient boat moorage?** Call the Boat Haven Moorage Office at 360-385-6211, or the Herb Beck Marina (Quilcene) office at 360-765-3131. For boats or RVs at Point Hudson, visit www.pointhudsonmarina.com.
- **Get a vessel hauled out?** Call the Boat Haven Yard Office at 360-385-6211 to schedule.
- **Become a tenant?** Talk to Lease & Contracts Administrator Sue Nelson at 360-385-0410. (snelson@portofpt.com).
- **Pay a bill?** Call the Boat Haven Moorage Office at 360-385-6211.
- **Comment on or participate in a discussion of the Port Commission?** Call Joanna Sanders at 360-385-2323, or email publiccomments@portofpt.com.

- **Attend a meeting of the Port of Port Townsend Commission?** All meetings are open to the public. Regular meetings are the second Wednesday of each month at 1 p.m. and the fourth Wednesday of each month at 5:30 p.m. Workshops are held 2nd Wednesdays at 9:30 a.m. Meeting agendas and supporting documents are accessed via the website, portofpt.com. Click on "Commission Meetings" and find the meeting you want. Each agenda includes links and information on how to attend a live meeting or attend via Zoom. The Port also maintains full recordings and documents of all previous meetings.



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When a business passes from one generation

When young people grow up in a small family business, they are likely to come into adulthood knowing not just skills common to that business, but also its family legacy: The work ethic, the unique character, the reasons for a reputation that brings customers back.

That has certainly been the case for Sarah Kolbeck, who now owns and operates Port Townsend Rigging, the mast and rigging company at the Port of Port Townsend's Boat Haven boatyard once owned and operated by her father, Dan Kulin, and her stepmom, Lisa Vizzini.

Then and now, said Kolbeck, PT Rigging strives to meet a high bar.

A legacy reputation

"PTR's reputation is customer service - full service - listening to clients, implementing proven strategies and processes for rigging work," she said. Understanding the wishes and plans of clients is the most important thing, Kolbeck said.

"I want to hear what they would like to do, and where they want to go in the world," she said. "Then my job is to plan with them to make sure they get there."

Added Vizzini: "We never assume the client has the skills we do, the physicality we do." And sometimes the client needs to be told what they want is unsafe or, for some other reason, can't happen within their budget. "Learning to say no nicely is hard, but my Dad taught me it's easier to follow that up with, 'maybe we can meet in the middle.' We always do quality work, and quality will pay off in the long run." Quality, she added, "is not nit-picking. It comes from detail. It comes from looking and listening and focusing."

If the gap is too large between what the customer wants to spend and what's best for the safety and operation of the boat, Vizzini said PT Rigging sometimes must respond: "Sorry, that's not us."

Once the job is understood, PTR brings to bear its products, skills and connections to make it



Sarah Kolbeck took the helm of PT Rigging from her dad, Dan Kulin, and stepmom, Lisa Vizzini, in 2020. Kolbeck has worked to sustain the high-quality legacy of the family business even as she's made it her own.

happen. Collaborations with industry leaders and boatbuilders allows PTR to "provide a service to our clients that is beyond comparison to any other rigging shop," Kolbeck said.

Inside PTR's custom-built shop along Sims Way, several long aluminum masts are being repaired or retrofitted by a small but loyal crew. One of them, Justin Lathrop, has been with PTR for 19 years. The shop is so busy that Kolbeck recently negotiated with the Port to rent additional exterior space to stage more masts ready to come inside the shop.

PTR is equipped to work on everything between the deck to the masthead. It includes high quality wire, rod standing rigging, custom spars and fabricating whatever is needed to "motor less and sail more," said Kolbeck.

Family maritime heritage

Kolbeck grew up in the boating business in more ways and more places than one.

Her dad, shipwright and rig designer Dan Kulin, was well-

known in Wrangell, Alaska as a guy who could do anything with boats. Kolbeck recalls that the family house was right next to Kulin's Norwegian boat shop. She and her brothers would play under the boat shop in the sawdust that fell through the cracks. One of those brothers is Anders Kulin, a co-owner and shipwright with the Port Townsend Shipwrights Co-op. (A couple family generations back was Robert Newton, the founder of American Marine and Grand Banks yachts.)

Dan Kulin moved his family from Wrangell to Port Townsend in 1984, where Kulin brought his skills to a few boat shops over the years. They included Mark Burn's Port Townsend Boatworks, Cecil Lange's shop and Skookum Marine. Kolbeck was 5 or 6 years old when she recalls hanging out at the Boat Haven, going through scraps of wood at PT Boatworks and foraging on the beach with the kids of other shipwrights.

In 1992, when Sarah was 11, Kulin and Vizzini married.

Vizzini has her own maritime pedigree. Vizzini had been a sailor

since high school and, in 1979, in a sailboat without a working engine, sailed to Southeast Alaska. "It was the Race 2 Alaska before there was a Race 2 Alaska," she said. "We had to row a lot to get there." Once in Port Townsend, Vizzini worked for sailmaker Carol Hasse of Port Townsend Sails for several years. She also had obtained a degree from the University of Washington's School of Business and passed the exam to become a CPA.

Making PT Rigging their own

A little company called PT Rigging had been started by Frank Briggs and was located on the second floor of the old Skookum Building, now ACI Boats, at the Boat Haven. PT Rigging was three years old when, in December 1999, Kulin and Vizzini bought it and made it their own.

By then Kulin had mastered mast and rigging skills. Vizzini ensured that careful business planning was done to ensure cash flow would stay a step ahead of obligations. That was doubly so when the



Shipwright Dan Kulin worked on every part of boats in Wrangell and then Port Townsend over 40 years, before he came to specialize in masts and rigging at PT Rigging.

to the next: Sarah Kolbeck runs PT Rigging

couple decided to build their own building, designed for and dedicated to the rigging business. Taking out a second mortgage on their home, they signed a 30-year lease for the dirt from the Port, designed the building and had Mark Grant build it.

“We knew what numbers we had to hit to make it,” remembered Vizzini.

The new PT Rigging took root and grew, gaining a reputation as the one-stop business where quality work on everything from the deck to the masthead could be done.

Kolbeck’s route home

The ebb tides of life intervened for Kolbeck. After she graduated from Port Townsend High School in 1999, the University of Colorado beckoned. She worked at PT Rigging for a summer - “popped rivets in sail track along masts, worked aloft, removed and pinned standing rigging,” she said. But she stayed in Colorado after college, drawn to the world of art non-profits, where she became a manager, adept at streamlining operations, managing cash flow and managing people. Even for



When Kolbeck was a kid, she hung around her dad’s boatshops. Now it’s her daughter Mya who spends time inside the office of PT Rigging.

non-profits she found a critical part of the work was careful listening to fully understand what was needed.

“Client service was always a big thing for me,” she said. “I love to visit people, to understand their needs, their ideas, to add my own experience and to put a plan into action.” She also talked to Vizzini often about operations and strategies for the family business back in Port Townsend.

In 2015, Dan Kulin turned 61 and had been working on boats for 40 years. He was, Vizzini recalled, ready for something else. The couple worked with a succession coach, then put the word out to the five adult children of their blended family that they were ready to move on.

“Sarah’s the one who stepped up,” said Vizzini.

A plan for a family business transition took shape over a couple years. In 2019, Kolbeck moved back to Port Townsend and into PT Rigging.

“It was an intentional move to Port Townsend and to start the process,” said Kolbeck. “We had been talking about it, we had planned when I would move out and what it would look like. And there was a plan for the parents to take on the next stage of their lives after PTR.”

Once home, she worked alongside her dad and Vizzini for a year until, on March 12, 2020, Kolbeck told Vizzini that she could take her laptop home. Kolbeck was good to go.

Then, as now, Vizzini stays involved in the business. She and Dan have moved east of the Cascades to Winthrop, but Vizzini still serves chief financial officer.

The transition in 2019 and 2020 was buffeted by the Covid



Dan Kulin and Lisa Vizzini now live in Winthrop, Wash. while Sarah Kolbeck operates PT Rigging. Lisa remains involved, from a distance, as chief financial officer.

pandemic, which almost shut down the Boat Yard and shrunk the employee base of every business, including PT Rigging. But, as Vizzini says, it also gave Kolbeck the chance to become fully familiar with the business, its building, and its customer base. There was sufficient cash flow to sustain a slimmed-down business, and sufficient time and space to become comfortable running PT Rigging.

Transition of ownership

While Vizzini was never too distant, she said she worked to not be too close.

“Sarah would tell us something she was going to try,” said Vizzini. “And I would say, ‘let’s see how that goes.’ She has to do it her way, and she’s done an amazing job.” There have been pitfalls, of course. “We don’t want to give anyone the illusion that it’s easy to run a small business,” said Vizzini.

Asked what has seen her through the pitfalls, Kolbeck gives a single word: Determination.

“It’s about sticking with it,” she said. “You have to roll out payroll next week. You have to keep the lights on. It’s about managing through many factors, pressure, stress.”

She added: “Determination is a strong trait in our family. I’ve always felt determined by nature, whether in boat projects, non-profits, business, relationships, or sports.”

At PT Rigging, her determination is also powered by the family’s business legacy. “With a family business, you have a reputation to uphold, and you have expectations from the community, from clients and from the family.”

On days when all of this was too much, Kolbeck said, she could hear Vizzini’s voice: ‘Go home. Get some rest. Tomorrow’s another day.’

Said Kolbeck: “It’s nice to have the family culture to keep you going.”

Today, PT Rigging employs six

including Kolbeck. Under Kolbeck’s guidance, PTR has managed over 45 high-quality mast refits for offshore and coastal cruising. The company completed a custom-built mast and another has been requested for 2024.

Kolbeck said she has a couple highlights outside of work, such as building and installing stainless chainplates on her 26-foot Thunderbird sailboat, and restoring a classic 11-foot Joel White designed rowboat. Next year she plans to design and refit a carbon mast on the rowboat.

Those hands-on accomplishments are satisfying for Kolbeck, whose role within PT Rigging is mostly as the front end of the company, talking with or meeting new and repeat customers and starting discussions on how PTR’s work can help optimize a sailboat.

That, in a nutshell, is the family legacy now in its second generation at PT Rigging.

Shipwrights Co-op earns work on famous halibut schooners

An entire generation of some of the most important boats in the Northwest-based commercial fishing fleet have discovered the quality of the marine trades in little Port Townsend, Wash.

That's why Brad Seamans, a shipwright with the Port Townsend Shipwrights Co-op, is overseeing rebuilds or improvements to the four heavy, historic halibut schooners that today sit on the hard on the water side of the big Co-op building.

The wood-hulled schooners, three built in 1913 and one in 1926, form the backbone of a storied fleet that has sent skipper and crew north into Alaska's fiercest waters for over a century. These big, capable boats search for halibut and black cod, bringing them from the depths via long line fishing. All are home-ported at Fisherman's Terminal in Seattle.

For many years, they hauled a half-dozen dories on their aft decks and sent the dorymen out into the Gulf of Alaska or Bering Sea, losing a few each year. Then they switched to running longline gear off the sterns of the big boats, which is still done for halibut. One change in the black cod fishery, however, is a switch to pot-fishing, given that orcas and sperm whales have learned to snatch hook-caught fish before they're brought to the surface.

The halibut schooners combine the pioneering work ethic of their original Norwegian skippers and hardy crew, with the modern system of quotas that ensures these vessels will load up on fish for as long as they're seaworthy.

Winners in the quota system

Regarding the quotas, Seamans said these schooners fished heavily and often during the



Brad Seamans, co-owner of the Port Townsend Shipwrights Co-op, guides the work of many Co-op employees on four wood-hulled, historic halibut schooners hauled out annually at the Boat Haven.



Moses Dane of the Shipwrights Co-op digs out some damaged hull planking near the stern of the Seymour. Some seven Co-op workers are assigned to each schooner.

three-year period in the 1990s that wound up becoming the statistical basis of future catch quotas. If you did well in those years, you were guaranteed a like portion of the annual catch. If you did not do well in those years, or worse did not fish at all, your quota reflects that too.

There were winners and losers in that system, affecting all West Coast commercial fishers. These halibut schooners were winners. A crewman on one of these schooners could, in a five-month season, earn \$120,000. The skippers and owners earned much more.

For most of the schooners' 110 years, Seattle shipyards got the fall and winter work of extensive repairs and upgrades that earned, for the boatyards, between \$50,000 and \$150,000

per schooner. The needed work formed a long list each year, given the age of the schooners and the effects of seeping water on enormous beams and planks.

Boatyards closing

Now they come to Port Townsend and the Shipwright's Co-op, and to Brad Seamans as project manager.

In part, that's because some of the traditional heavy-duty wooden boat yards of Seattle have closed down. That's the case with one, the FVOA boatyard, named for the Fishermen's Vessel Owners Association in Ballard. It was, in effect, also a co-op owned and controlled by the owners of the deep-sea fishing vessels of the commercial fleet. It was the boatyard of choice for the

halibut schooners now in Port Townsend. The FVOA boatyard closed two years ago, said Seamans, a victim of an aging workforce, expensive Seattle housing, and other factors. (The FVOA trade association itself still exists.)

Other Seattle-area boatyards specializing in wooden hulls have also gone away. That includes the famous Jensen Motorboat yard of Portage Bay, which closed in 2019, and Foss Maritime, which closed its Seattle shipyard in 2021.

But it's also because the talent to do the work needed by these schooners, from bow to stern, was all here in one place.

Seamans and the Shipwrights' Co-op got their entry into this work in 2019. That's when the owner of

the 84-foot *Polaris* brought the white-hulled vessel here and saw it hauled out on the 300-ton lift. He kept a sharp eye on the first Co-op crew Seamans put together to do the work.

“You know these Norwegians,” said Seamans. “You can’t tell what they’re thinking, and I didn’t know what he thought” of the work the Co-op had done until the day *Polaris* was ready to go back to the water. “Then he says to me, ‘Do you know what I’m going to want done next year?’” recalled Seamans. “He went through the list. Only then did I know he was satisfied with the work we’d done.”

The owners of the big halibut schooners are a tight club. One owner talks to the other. Before long, the 87-foot *Vansee*, 76-foot *Seymour* and 68-foot *Grant* were being hauled out in Port Townsend alongside *Polaris*. Then came the *Northern*. Yet another - *Thor* – also came to Port Townsend, but she’s pretty far gone and is scheduled for demolition.



The 76-foot Seymour, built in Seattle in 1913, is one of four heavy wood fishing schooners in for repairs and retrofit at the Boat Haven.

Seamans estimated he has about seven Co-op employees working each boat. Some are corking (also called caulking) the hull planks, some fabricate struts on a mast, some do structural woodwork, some paint bottoms, some replace zincs, some work on the propellers.

Seamans’ personal specialty is “the big timber stuff” and especially the corking - pounding cotton or oakum between hull planks to seal them up.

Seamans got his start on wooden boats in 2004, when he attended the Northwest School of Wooden Boatbuilding, now in Port Hadlock. He’s been at the Boat Haven since 2005, worked for Haven Boatworks

for 10 years and came to the Co-op in 2015. In 2019, the senior shipwrights invited him to become a Co-op co-owner.

Talent lined up early

The Co-op has a unique way of operating. It has 12 co-owners and 50 hourly employees for a total crew of 62. Within those 62 are a dozen areas of expertise: Wood, engines, electronics and wiring, fishing gear, welding and metal fabrication, etc.

As the coordinating shipwright, Seamans’ job is to schedule the right expertise to the right job at the right time, knowing that other shipwrights who guide other jobs are also hungry for the top talent. That’s one of the reasons work on these halibut schooners is scheduled eight

months in advance, he said.

Now that Seamans is getting to know these schooners well, he is also making lists of what needs to be done this year and what is on the list for next year. For the *Seymour*, for example, there’s a rotten deck beam being replaced now. Next year he’ll address a large timber at the forward end of the well deck and install new fresh water tanks.

Fortunately for him, every shipwright at the Co-op recognizes the history and the importance of the halibut schooner fleet. They’re eager to get these boats done so they can fish again safely in the spring and summer of 2024, and will likewise welcome them back for additional work in the fall.



The stern hull of the *Polaris* has been corked and now gets a layer of sealing cement from James McClurg (left) and Puck Page of the Shipwrights Co-op.

Horus Horizon is Port's newest small business

Only a few months after a moderate-risk waste facility closed at the Boat Haven, a new marine trade business has arisen inside the building.

Lou Geraghty, 32, moved into the building during the Wooden Boat Festival of late September, and is already at work refinishing a beautiful dinghy, *Loki*, owned by Jim Tolpin. Geraghty has attached a hand-painted sign on a cyclone fence identifying the place as the home of Horus Horizon Marine.

“The focus is finish painting and varnish,” said Geraghty, “but I do so much more.”

Geraghty was recruited to work professionally on local boats even before he had completed all the classes at the Northwest School of Wooden Boatbuilding in May 2022. For awhile he worked at Haven Boatworks on the magnificent *Sea Wolf*, a southeast Alaska cruising boat. He also worked independently,

and with other independents, on the *Glory Be*, owned by Boat School Director Betsy Davis.

In fact, when Geraghty was aboard *Raven* for a sail-about during the 2023 Wooden Boat Festival, he was able to point out many boats on the water on which he had worked. Turns out Jim Tolpin, a well-known Port Townsend woodworker, was also aboard *Raven* and soon asked Geraghty to take on the finish work for his skiff *Loki*. It was soon moved inside the Horus Horizon shop as Geraghty's first project in the new commercial space.

Geraghty loves having a commercial space for the new business in the Boat Haven. The higher visibility of the business also means that Geraghty's identity as a transgender person is more visible, which he said is important. “There are so many people who work here (at the Boat Haven,) I want us all to be represented,” he said.



Lou Geraghty peels away old varnish as part of a refinishing job on the beautiful dinghy *Loki*, the first indoor job assigned to Horus Horizon Marine.

The new location also comes with the usual small business pressures of making the business successful despite the higher expenses of a Port lease.

Geraghty has received assistance from several quarters. He received financial guidance, business planning and an entrepreneurship class from the Economic Development Council/Team Jefferson (see the related story.) Help came from a group of investors connected to the Local Investment Opportunity Network (LION). Assistance, advice and connections came from Boat Haven peers such as Pete Stein. Betsy Davis and Diana Talley have been huge supporters, as were many others.

The Port of Port Townsend, for its part, got back to Geraghty and offered a reasonable lease rate for the space the shop now occupies, Geraghty said.

“Once that conversation (about the lease rate) took place, it all happened very quickly,” said Geraghty.

Geraghty grew up in the Hudson River Valley of New York State,

and for over a decade painted houses and other things before coming to the Pacific Northwest in 2019. That was the year he signed up for classes at the Wooden Boat School. At the school, Geraghty learned traditional wooden boat skills but diversified into the systems programs about electronics and mechanics.

Even before those programs were done, his skills were impressive enough that he was hiring out, and had to plan days tightly both to do the work and to finish the program.

Horus Horizon Marine, he said, is already looking for other small boat projects - refinishing, carpentry, spars, you name it. At some point in the future, Geraghty said, what's now little Horus Horizon should become “one of the premier West Coast finishing companies.”

(Contact Horus Horizon Marine via email at loujgeraghty21@gmail.com.)



Horus Horizon has taken over what used to be a moderate risk waste transfer station in the Boat Haven.

EDC program helps marine trades launch, grow

By Carrie Andrews

When Lou Geraghty decided to grow his marine repair business at the Port of Port Townsend's Boat Haven, he knew he'd need some help.

Having been through both the traditional boat building and the marine systems programs at the Northwest School of Wooden Boatbuilding, he was completely comfortable with the craft part of the business, but less so with the *business* part of the business.

After taking a business class through the Center for Inclusive Entrepreneurship and securing funding through the Local Investment Opportunities Network (LION), he turned to Economic Development Council Team Jefferson (EDCTJ) Business Services Director Douglas Hammel.

"Douglas helped me with everything from developing an updated estimating system to basic accounting," Geraghty said. "I was operating my repair business out of the back of my truck, and now I have a shop with a roof and room to work indoors." Geraghty's business, Horus Horizon Marine, opened in the Boat Haven in early September. Horus Horizon occupies the building formerly used as a transfer station for moderate-risk wastes.

EDCTJ is the state-designated economic development council for Jefferson County. It is a private non-profit devoted to providing access to capital, education and training programs, research, and facilitation of projects and partnerships. EDCTJ is a hub designed to expand the diversity of small



Ian Weedman, manager of Brion Toss Yacht Riggers, said working with business coach Douglas Hammel of EDCTJ was a "game-changer."

businesses and organizations. The aim is sustainable prosperity for Jefferson County.

EDCTJ advises businesses on financial decision making, connects them to sources of capital, and assists with important applications.

EDCTJ is guided by eight different board members from various industries and organizations, as well as representatives from the City, County, Port of Port Townsend, and PUD. Tactical support is provided by an in-house advisor, advisors from Washington Small Business Development Center

and the Center for Inclusive Entrepreneurship.

Into the job of economic development, EDCTJ tries to pose new questions, such as: What might a resilient network of interconnected local businesses look like? How might we think and work together differently for mutual gain? What gaps does our business ecosystem have that startups might fill?

EDCTJ also helps existing local companies grow and guides startups through their early steps. EDCTJ offers classes in business skills, business



Douglas Hammel



planning, LEAN thinking and one-on-one counseling.

Hammel has developed a uniquely effective method for turnarounds and expansions. He is a Certified Business Development Specialist.

"Helping businesses prosper is fun for me," Hammel says.

Hammel doesn't just serve new businesses. Brion Toss Yacht Riggers has been in business for 45 years. Ian Weedman worked for Brion Toss off and on since 2000. When Toss was diagnosed with a terminal illness in 2019, Weedman stepped in to manage the business.

In 2023 the company was awarded an Olympic Peninsula Small Business Boost grant, which provided legal and professional marketing services. Weedman reached out to Hammel for one-on-one business counseling.



Lou Geraghty

"Douglas has been a game-changer," Weedman said. "I feel like I'm getting all the benefits of going to business school by meeting with Douglas each week." Hammel is now helping with a succession plan as Brion Toss Yacht Riggers enters the next phase of its storied existence.

Whether looking to start, expand, buy, sell, or just fine-tune a business, the team at EDCTJ can help point you in the right direction. It also offers an eight-week workshop with Hammel, called "Succeed! Your Essential Guide to Business Growth." Visit <https://www.edcteamjefferson.org/> or call 360-379-4693 for information.

(All business counseling/consulting is confidential. The clients mentioned in this article gave permission to share this information. Carrie Andrews is the operations manager for the Economic Development Council Team Jefferson.)

Short Family Farm acquired by Port Sept. 1, 2023

Everybody at the Port of Port Townsend knows it sounds odd, but they also know it allows the Port to help Jefferson County's farms in the same way it helps boat building and repair shops.

The Port of Port Townsend, long associated with boats and marinas, in early September completed the purchase of the locally-famous Short Family Farm in Center Valley. State funds contributed \$1 million of the \$1.4 million purchase price, with the rest coming from Port funds.

The deal means the Port now owns the 253-acre farm, one of the largest and historically most productive in this county.

Many public ports serve farmers in Eastern Washington. Public ports in Washington are devoted to providing facilities that aid economic development in almost any industry.

With the property, the Port may be able to support some small farmers and/or construct facilities that assist all local farmers to bring produce to market.

The Port's plans are unformed as of yet. The Port is beginning a deliberative process that will include a wide swath of residents to develop its plan. A steering committee is being put together to give guidance. The committee, Executive Director Eron Berg said, will be "farmer-heavy, but include collaborators who have been integral to the process."

One very interested party is the Jefferson Land Trust, which has a special oversight role with the farm.

In 2016, the Shorts signed a conservation easement managed by the Land Trust. It prevents the farm from ever being



Roger and Sandy Short stand on their deck overlooking the 253-acre Short Family Farm, now owned by the Port of Port Townsend. The Port's support of local agriculture is new in this county but not in many public port counties, such as in Eastern Washington.



The Short Farm is a way-station for migrating birds in winter.

subdivided or converted away from agriculture. The easement means the entire 253 acres had to be sold to a single buyer and must remain in agriculture and open space use. The Shorts were credited for taking that step to preserve forever one of the county's most valuable and largest farms.

Through the years, the Port District Act of 1911, the state law that approved public ports as drivers of economic development, has been

amended and expanded to allow ports to support non-maritime industries. There was a specific amendment to allow ports to build and operate airports after World War II, for example.

Even earlier, the Port District Act expanded to allow infrastructure that supports agriculture. In fact the fourth county-wide port district ever approved by voters was the Port of Kennewick, in 1913. It was created a full decade

before the voters of coastal Jefferson County created a port district in 1924.

The Short's Center Valley farm was purchased by Norris and Laura Short in 1945. They brought in dairy cows and raised nine children. That included Roger, the second eldest son.

Starting in 1970, Roger moved into ownership, buying 88 of the dairy cows and renting half the farm. Over time Roger expanded to 600 Holsteins and grew forage on 500 acres of owned or leased land. Roger and Sandy raised six children on the farm, two of whom - Kevin and Bill - still help out today.

Starting in 2003, prompted by regulatory and economic forces, the Shorts switched from dairy cows to beef cows. The 200-plus beef cattle are all grass-fed Angus whose feed comes from the lush pasture.

They are free of any antibiotics, grain, growth hormones or steroids, and have become a popular fixture for discerning beef eaters.

The Short Family Farm is also known as a source of "Magical Soil" dug up from the nutrient-rich peat mixture at the floor of Center Valley. The Shorts also provide pure peat, compost, biochar and washed dairy manure.

Part of the purchase agreement allows Roger and Sandy Short to remain in their home rent-free for a year, and to remain longer at a set rental rate.

Almost a mile of the salmon-bearing Chimacum Creek runs through the property. Port Commissioner Pete Hanke from District 3, who also owns cattle and who brought this opportunity to the Port, said additional stream-flow work on the creek will be another benefit of Port ownership.

Petranek: Welcoming the fishing fleet

» Continued from page 2

skills and mentorship. I am a commercial salmon troller, a lifelong Alaska and Washington fisherman, and an advocate for our marine environment and maritime culture. My dad built a boat the year I was born and I have been fishing ever since. My three children - Jay, Kev, and Kai - have all been involved in maintaining the boat, fishing in the ocean and selling fish in our community.

A few boats & boat families

I'd like to welcome home and thank all of our fishermen and marine trades for the work you do. There are so many beautiful boats and wonderful people, and I only have time to spotlight a few now - but I'll write a book later!

Our fishing fleet includes:

*F/V Cape Cleare, a 70-foot sailing schooner/troller built here in Boat Haven, owned by Rick Oltman, an Alaska fisherman of 40 years, hiring many young people in our community over the years, a master of maritime skills and a provider of food to our community.

*F/V Arminta, a 48-foot wood troller, with husband and wife owners, shipwright Greg and Amy, who tirelessly advocate for wild salmon habitat.

*F/V Karolee, 42-foot wood troller, owned and operated by third-generation Quilcene resident Joel Kawahara. He was named National Fisherman Highliner of the Year, and has been the number one environmentalist on several boards at the local and national levels as a leading salmon habitat advocate.

*Vessels of the historic working longliner fleet; F/V Polaris, 1913, F/V Vansee, 1913, F/V Seymour, 1914, and F/V Grant, 1926, all 80-foot-plus wood boats, with historic technology working over 100 years, showing generational viability.

*F/V Barbara B, 56-foot wood boat, 1962, and F/V Voyager, 75 ft wood boat, 1945, both owned by the Veitenhans family representing six generations of fishermen. Greg and sons Henry and Joseph run the boats, along with the many young people from our community they've hired. Greg says when he grew up, "Everyone was a fisherman. You were either too old, too young, or you were a fisherman!"

Shipwrights

Many of our shipwrights have also been fishermen.

*Tim Hoffman, former owner of Steelhead Marine and now one of the 12 owners at the Port Townsend Shipwrights Co-op, was one. He said: "90 percent of my business is fishing boats. They don't get the credit they deserve for what they've brought to this place for decades. Every time you get a downturn in the economy, yacht work evaporates. Commercial fishermen keep coming back because these boats are their business. It's their livelihood." He owned a classic wood troller F/V Josephine.

*Blaise Holly now owns Haven Boatworks, employing some 40 people. He owned F/V Coronation and then F/V Alaska.

*Joe Smith and family owned the beautiful wood troller/longliner called Caribou. Joe grew up in the Boat Haven, and

is now a master of installing and repairing marine systems.

The best work there is

By any standards, fishing is hard work. It's physically demanding and financially unpredictable. But for those individuals who persevere and master the skills it takes to keep a boat going, it's the best work there is.

We should all be proud of the world-class knowledge and skills of our marine trades and our fishing fleet here.

Welcome home, and let's raise a glass to our fine fishermen, their crews, all of our marine trades everyone here who supports our working waterfront!

(Besides the Port, sponsors of the Sept. 28 Boatyard BBQ included the Marina Café, Haven Boatworks, Port Townsend Sails, Shipwrights Co-op, Key City Fish, Admiral Ship Supply and ACI Boats.)

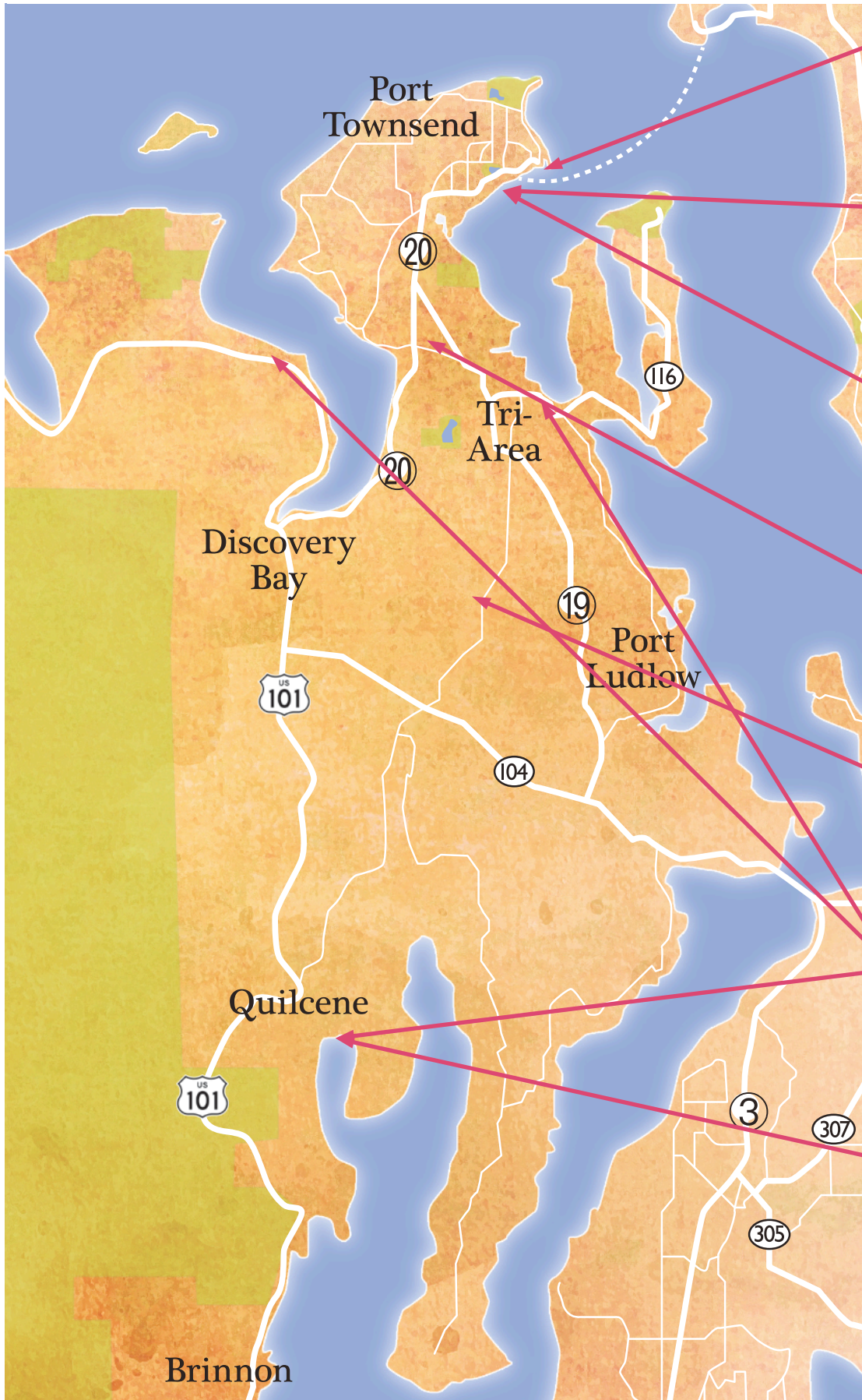


A rainbow welcomed the crowd to the Boatyard BBQ, and also forecast the end of drizzles and clear skies for the Sept. 28 event.



Marine trades workers mingled with the public at the Boatyard BBQ, enjoying the company, the music and the food.

What the Port Manages



Point Hudson Marina

An intimate marina surrounded by historic buildings, with 50 slips and 800 feet of linear dock. Also an RV park with 48 spots. Home of the annual Wooden Boat Festival.

Boat Haven

Center of the marine trades in Port Townsend and the region's largest marina, home to 475 vessels. Fuel, showers, restroom, pump-out. Over 400 skilled marine trades workers employed by 60 businesses. Acres of upland storage used both by the pros and do-it-yourselfers. Three lifts carry boats up to 300 tons. Dual boat ramps.

Port Administration

Port staff can help with billing questions, and with public engagement in the public decision-making by the elected Port of Port Townsend Commission.

www.portofpt.com

Jefferson Co. International Airport

Featuring a 3,000-foot runway, together with on-call Customs, full aircraft services, fuel, the renowned PT Aero Museum, and the Spruce Goose Cafe. More than 140 aircraft are home-based here.

Short's Family Farm

Port acquired the historic 253-acre farm on Sept. 1, 2023. A planning group to propose uses is being formed.

Boat Launches

The Port operates four rural boat launches. They are at Discovery Bay (Gardiner Beach Road), Port Hadlock (Lower Hadlock Road), Mats Mats Bay near Port Ludlow (Verner Avenue) and Quilcene (Linger Longer Road). There are also dual launches at the Port Townsend Boat Haven.

Quilcene Marina

The Herb Beck Marina in Quilcene offers 50 slips, and offers services such as pump out, showers and restrooms. Nearby is Coast Seafoods, operating mostly on Port land.

Look for the Next Newsletter in December 2023

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