



Dear Valued Members and Partners,

My name is John Naylor and I have been an entrepreneur since 1980 starting with the advent of Western Distribution Services. In May of this year, the company was acquired by Lineage Logistics, the largest 3PL Cold Storage in the world. With that, I assumed the duties of Regional Vice President Pacific Northwest for Lineage Logistics. I am also your 2019 Board Chair of the Seattle Southside Chamber of Commerce.

At the Chamber, we continue to work with the cities that we represent in bringing the business community and the various cities together—working towards a common goal as we attempt to improve our business climate.

In doing this, we have been partnering with various organizations to put on Chamber events. This quarter, that included our annual Sea-Tac Airport Luncheon with the Port of Seattle, the Three Chamber After Hours with the Renton and Kent Chambers, and the first installment in our Summit Series, the PNW Future of Retail Summit and Job Fair which we held in conjunction with the City of Tukwila and Port Jobs. All of this and more contributes to being better and stronger together.

As we seek to create a vibrant region here in the Southside, we must be mindful of negative influences ahead. I am referring to the likely possibility of an economic recession and we in the Southside community should prepare to face it.

In my opinion, this is not going to be your normal recession—if, in fact, it occurs. This may be a geopolitical recession and the reason I say this is because interest rates are at an all-time low, consumer debt is largely under control, and inflation is in check. All of these numbers point towards a stable economy; however, it should be noted that the latest manufacturers' reports paint a different picture.

In 2008, at 65 years old, I expanded Western Distribution Services to the refrigeration business during one of the worst recessions of recent times. I saw the need in my community to create more jobs! In a negative time, I made the best of it as a business owner and played my part in keeping the company as recession-proof as possible.

This possible recession is in part why our Retail Summit event was so crucial in today's economy. We set a goal to bring the retail community together to discuss both positive and negative trends in an effort to prepare for the future. Again, the Chamber exists to bring people together—that's our goal, to be better and stronger together.

Here's a reminder to always look on the positive side and keep an eye out for opportunities. We should be mindful that recessions come and go just as they have in the



past and surely how they will in the future. And, nevertheless, every end is a new beginning.

On a lighter note, I would also like to take this opportunity to welcome our two new board members: Jennifer Hansen from BECU and Sawyer Coleman from Expedia. As we travel through life, we tend to stick with the things we know and already hold close, but these individuals embrace the bravery that it takes to step out of their comfort zones and give back. I am speaking of volunteerism: putting the community as a whole before the individual. Especially now, there's not enough time in the day, but that shouldn't stop us from at least trying to give some of that time back into the community that raised you and that continues to raise the next generation of leaders.

Warm regards,

A handwritten signature in black ink that reads "John P. Naylor". The signature is fluid and cursive, with "John" and "P." on the first line and "Naylor" on the second line.

John P. Naylor
2019 Board Chair
SSCC Board of Directors