A PUBLICATION OF NCW MEDIA INC.

MARCH 2022 - ESTABLISHED IN 1987

VOLUME 35, No. 12/ \$2

Confluence Parkway (\$134 million) Wenatchee River Bridg New, additional bridge

PHOTOS SUBMITTED BY SEN. BRAD HAWKINS

Map of the proposed Confluence Parkway Plan.

Confluence Parkway snubbed from "Move Ahead Washington" plan

By Megan Sokol, Staff Writer

Media outlets outside of North Central Washington are taking notice of the state's perceived disregard for the 12th district, specifically for their dismissal of the Confluence Parkway plan that was proposed to be funded by the "Move Ahead Washington plan."

The "Move Ahead Washington" plan has a \$16 billion budget for a 16-year transportation plan. The absence of the plan surprised Wenatchee Mayor Frank Kuntz.

"Obviously we were disappointed. We've been working really hard to find a final piece of funding for our project," Kuntz explained. "We just anticipated that the state would be the final participant in it. Obviously it wasn't this time."

The proposed Confluence Parkway plan would include an additional access point connecting Wenatchee and East Wenatchee, reducing the bottleneck effect of North Wenatchee Ave.

The plan would help serve approximately 40k-60k cars per day, give better access to emergency service vehicles, and provide direct connection to the US 97A -US 2 Interchange and Odabashian Bridge.

The City of Wenatchee partnered with the Chelan-Douglas Transportation Council to develop the North Wenatchee Transportation plan back in 2011.

The city proposed that the state provide \$85 million, which would be added with the city's \$10 million contribution and over \$49 million of federal funds.

"I think there's 'a stick to our guns' aspect to this, but that doesn't mean that there can't be little concessions made here and there," Chelan-Douglas Transportation Council Director Jeff Wilkens explained.

"The \$85 million we've asked for Confluence Parkway is a lot of money for us locally, but in the scope of the \$16 billion bill, it's not huge."

Wenatchee has not had a new access path since the construction of the Richard Odabashian Bridge of 1975. Kuntz references multiple studies from the 1990s that express a dire need for new access routes.

"The state has managed to fund other little portions of other projects in our area, but have

SEE CONFLUENCE PARKWAY, PAGE 16



DECA mentors achievement for **BHS** business and marketing students

By Mike Maltais, Staff Writer

BREWSTER - The DECA marketing club, a new program making its debut at Brewster High School under the capable stewardship of Marketing and Business instructor Jeff Dowd, is producing some solid results judged by the competitive

recognition BHS students are already

Five Brewster students placed among the top six spots in a recent June 10 competition that included more than 200 Area 10 students."It is truly impressive

SEE WASHINGHTON DECA, PAGE 16



PHOTO SUBMITTED BY JEFF DOWD

Brewster High School medalists from the Area 10 DECA competition last January include from left, Mayra Sepulveda-Santana, Abigail (Abby) Pamatz-Garcia, Madelyn (Maddie) Sandoval-Trejo, Gustavo Perez-Olmedo, and Mareli Arevalo-Martinez.

WA Verify surpasses huge milestone:

1 million digital vaccination cards create the digital tool that gives Washingtonians convenient access to their COVID-19 vaccination records

Submitted by DOH

OLYMPIA - The Washington State Department of Health (DOH) is pleased to share WA Verify, the state's Digital COVID-19 Verification Record system, has successfully generated more than 1 million QR codes for Washington residents, making it easier and faster for people to provide digital proof of their COVID-19 vaccination status.

DOH's Office of Innovation and Technology worked closely with partners at MITRE, Microsoft, and the state of California to create WAVerify.org (VerificaWA.org).

Since launching in October 2021, WA Verify has created 1,000,057 QR codes and counting, and currently supports more than 40 languages.

"Thanks to WA Verify,

Washingtonians all across our state have been able to successfully access their digital COVID-19 vaccination records to show proof of vaccination at businesses, restaurants, events, and more," said Umair A. Shah, MD, MPH, Secre-

tary of Health. "If you have not utilized this tool yet, I highly encourage you to do so today. It is easy, fast and convenient - and helps ensure you always have proof of with you."

WA Verify draws COVID-

19 records from the state's immunization system.

To use the tool, people enter their name, date of birth, and an email or phone number associated with their vaccination record.

the information If matches an official record, they will receive a text or email with a link to their Digital COVID-19 Verification Record.

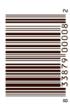
The digital record includes a QR code that, your COVID-19 vaccination when scanned by a SMART

SEE WA VERIFY, PAGE 8



IN THIS ISSUE

Sen. Hawkins update 2	Top Properties Chelan County &
Senior Focus section4-5	Douglas County14-15
Keeping Up With People 7-8	Wenatchee Labor
BNCW Section 9-12	Market Reports 17-18
New Business Licenses13	Kinwell Health Clinic20



2 • MARCH 2022
Wenatchee Business Journal

WENATCHEE BUSINESS JOURNAL

www.NCWBusiness.com

CAROL FORHAN

Publisher
Publisher@leavenworthecho.com
509-548-5286

BILL FORHAN

Publisher, ex officio

CAROL FORHAN

Advertising Manager carol@leavenworthecho.com 509-548-5286

MIKE MALTAIS

News Staff QCHReporter@gmail.com

MEGAN SOKOL

Reporter Reporter@leavenworthecho.com

Editor@ncwmedia.net

509-548-5286

LINDSAY TIMMERMANS

Advertising Sales Executive Adexec1@ncwmedia.net 509-860-7301

RUTHEDNA KEYS

Advertising Sales Executive ruthk@lakechelanmirror.com 509-682-2213

WBJ offices & contact information

© 2022 NCW Media Inc.

The Wenatchee Business

Journal is published on the first Monday of each month.
Subscriptions are \$24 for 1 year or \$35 for 2 years in Chelan and Douglas counties; \$28 for 1 year outside Chelan/Douglas or \$48 for 1 year out of state.

Circulation: For circulation information or to sign up for a subscription,

call 509-293-6780 Newsstand Locations

WenatcheePlaza Super Jet

106 Okanogan Ave.

Safeway, 501 N. Miller St.

East Wenatchee

Safeway, 510 Grant Road

Cashmere

Martin's Market Place 130 Titchenal Way

Leavenworth

Dan's Food Market 1329 U.S. Highway 2

The Leavenworth Echo 215 14th St.

Chelan

Safeway, 106 W. Manson Rd.

131 S. Apple Blossom Drive, #109 Lake Chelan Mirror

Brewster

Quik E Mart #2 (Exxon) 26048 U.S. Highway 97

The Wenatchee Business

Journal is published monthly 215 14th St., Leavenworth,

WA 98826 Bulk Postage paid at Wenatchee, WA 98801





Washington must continue its focus on wildfires

Submitted by Sen. Brad Hawkins

In recent years, the communities in North Central Washington have sadly experienced a significant impact from catastrophic wildfire. Our district has endured many devastating fires, including back-to-back years of the state's largest wildfires, in 2014 and 2015.

In 2020, the state Department of Natural Resources responded to nearly 1,640 fires, including the Cold Springs and Pearl Hill fires in Okanogan and Douglas counties. This past year, wildfires continued to impact our region. Included among them were Wenatchee's Red Apple Fire and the Cedar Creek and Cub Creek fires in the Methow Valley. Our risk of wildfire has been increasing, which is why proactive measures for forest management and fire response are necessary. These two areas will continue to be important priorities for me as I advocate for our district and adequate wildfire funding.

A stronger, more comprehensive approach

Washington state has been working toward a stronger, more comprehensive approach to reducing our risk of wildfires. That's why I'm encouraged by the Wildland Fire Protection 10-Year Strategic Plan by Public Lands Commissioner Hilary Franz.

I've worked closely with Commissioner Franz and DNR staff over recent years and am very proud of the bill we passed together in 2017, Senate Bill 5546, to direct the state DNR to set up a framework for assessing and treating fire-prone lands. The law sets a specific goal of assessing and treating 1 million acres over 16 years, most likely through prescribed fire and strategic thinning. This process is now underway, but it will likely take several years of aggressive thinning and responsible prescribed fire in order to minimize our risk of catastrophic fires.

As we've learned from the Era of Megafires discussions that originated in Wenatchee, we must take a proactive approach with wildfires in all neighborhoods and at every level of government. This includes responsible thinning and prescribed burning on state and federal forestlands, along with taking aggressive steps to create defensible space around your homes and neighborhoods through the Firewise Program.

We must also ensure the state's firefighting capability is as effective and efficient as possible.

Increasing state support for wildfires

For the 2021-23 biennium, the state budget significantly increased its support for forest health and wildfire response. Positioning additional resources in strategic locations across the state has shortened the response time when new blazes are spotted and has helped us put out fires soon after they start rather than just "managing" the fires once they begin burning. The state has recently converted to year-round wildfire staff, funded more seasonal staff, acquired additional firefighting air assets, and has contracted for priority private aircraft response. The Legislature also approved House Bill 1168 to direct investments of \$500 million over the next eight years for wildfire response, forest restoration, and community resilience.

I was proud to join my legislative colleagues in supporting this bill last session. Passing this expanded policy was a multiyear effort by Commissioner Hilary Franz and her DNR staff. I was very proud to support this effort. These new investments are important because the state has already spent hundreds of millions in recent years reimbursing the costs of wildfires. And that does not even factor in the negative long-term economic impact that wildfires have had on communities in our district, including the impact on our all-important tourism or recreational opportunities. There are also emotional costs and losses that cannot be quantified, as courageous firefighters from our area, sadly, have lost their lives or been severely injured battling these blazes. Finally, there is a quality-of-life impact caused by wildfires, as smoke can blanket a region, making it dangerous for people to be outdoors and difficult for many to breathe.

Legislature approved my Senate Bill 5158

After the Electric Utilities Wildland Fire Prevention Task Force released its recommendations to the Legislature, I began partnering with Chelan PUD and DNR to boost funding for the group and help implement its recommendations.

My Senate Bill 5158, signed into law by the governor in 2021, directs Commissioner Franz to work with a Utility Wildland Fire Prevention Advisory Committee to implement recommendations.

These recommendations involve ways to prevent utility-caused wildfires, including model agreements to remove dangerous trees, developing communications protocols, and considering investigation recommendations.

The group's work would be maintained and periodically updated on DNR's website to benefit utilities and our state. This work is very important to many of our local utilities, especially considering the 12th District's recent history of catastrophic wildfires.

History of my sponsored wildfire bills

During my years of work in the Senate, I have developed a strong partnership with my legislative colleagues and the DNR.

leagues and the DNR.

During my first term as 12th District senator, three of my bills related to forest health or wildfire prevention were passed by the Legislature and signed into law, and last year, my first year of my second term, I sponsored and helped pass Senate Bill 5158.

Commissioner Franz and her DNR staff worked diligently alongside me for each effort. Below is a summary of those four approved hills:

of these four approved bills:

1 Senate Bill 5158 (approved, 2021) establishes the Utility Wildland Fire Prevention Advisory Committee to implement recommendations. The group's work includes establishing model agreements to remove dangerous trees, finalizing communications protocols and investigation recommendations. This work is very important to

many of our local utilities.

2 SB 6211 (approved, 2018)
provides DNR authority to handle revenue and authorize spending under the Good Neighbor Authority agreement signed by DNR and the U.S. Forest Service in 2017. The Good Neighbor Authority is a partnership between governments to streamline management of national forestlands.

Senate Bill 6032, Sec. 303 (approved, 2018) directs funds to the Washington State Parks, at the request of the Forest Ridge Wildfire Coalition, for forest management activities at the Squilchuck State Park in Chelan County.

4 Senate Bill 5546 (approved, 2017) directs DNR to set up a framework for assessing the health of fire-prone lands and treating them. It sets a specific goal of assessing and treating 1 million acres over 16 years, most likely through prescribed fire and mechanical thinning. The bill

also includes a stakeholder process and biennial progress reviews to the Legislature.

Senate Bill 5270 (ap-• proved, 2017) was passed unanimously by both legislative chambers and signed into law by the governor to remove the "temporary" label from the contract-timber harvest program operated by DNR. The program allows the agency to hire someone to harvest timber and sort the logs, after which DNR can sell them. It began in 2003 and was expanded by lawmakers in 2009.

Looking ahead on wildfire issues

The state wildfire season is unfortunately growing longer. It is not even a wildfire "season" anymore because fires are occurring as early as April and some aren't totally extinguished until a heavy rain or snowfall late in the year. Wildfires are no longer just impacting areas in central or eastern Washington. We're seeing wildfires west of the Cascades, also. This is having a significant and growing impact on our state budget and local communities. The Legislature has taken positive steps forward recently on wildfire policy with my bills and others.

One bill of particular interest this session is Senate Bill 5803, sponsored by Sen. Christine Rolfes, directing utilities to develop wildfire mitigation plans. As part of this process, the Utility Wildfire Advisory Committee associated with Senate Bill 5158 would have input in the planning. Each session going forward, there likely will be one or more wildfire bills of interest. As we move ahead identifying state priorities, the issue of wildfires and wildfire suppression should continue to be high on our list.

In addition to state efforts, the federal government is also stepping up funding for wildfire prevention, which is expected to complement the state's strategy.

Marco Aurilio's Statement on Wildfire Prevention

Leavenworth City Councilmember Marco Aurilio is a former volunteer Lieutenant Firefighter for Chelan County District 3.

One of his chief priorities for the Leavenenworth community is to help fortify the upper valley region against the threat of wildfires destroying the neighborhood.

"Leavenworth is in a very high-risk category in terms of Washington. I think we're top three and we have a lot of infrastructure that's at risk in terms of houses and other things. As recent as

SEE FOCUS ON WILDFIRES, PAGE 3



Wenatchee Business Journal March 2022 • 3

Chelan County proposes Multimodal Pathway Plan

By Megan Sokol, Staff Writer

Chelan County's proposed Multimodal Pathway Plan gains traction as they brainstorm new routes that could connect neighboring communities to Chelan, Leavenworth, Cashmere, and Wenatchee.

On Feb. 9, Chelan County Natural Resources Director Mike Kaputa presented to the Chelan County Transportation Council a powerpoint presentation that illustrated constructed pathways that would connect Manson to Chelan, Monitor to Cashmere, and Malaga to Wenatchee.

Public discussion started on Dec. 16, 2020, with over 1,500 responses from their feedback survey collected last spring. Many of the respondents had an opportunity to draw their own desired pathways between towns, which is what Kaputa later demonstrated to the council.

"People could actually draw like on a map where they thought a pathway could go, and so it was pretty cool because we just haven't had that kind of tool before," Kaputa said.

Pathway corridors that Kaputa and his team have been focusing on include those surrounding Leavenworth to Lake Wenatchee West areas, Leavenworth to Lake Wenatchee East areas, Icicle and Leavenworth Roads, Leavenworth to Wenatchee, South of Wenatchee, Wenatchee to Lake Chelan, and the

shores of Lake Chelan.

The presentation also addressed multiple pathway options for Cashmere, which include widening the sidewalk on the Cottage Ave. Bridge, extending Riverside Trail and cross over to Old Monitor Road, a shared use trail for US Hwy. 2, or a new road crossing through the middle of Cashmere parallel to the railroad and the river.

For the Chelan corridor, residents wish to see continued construction of the SR 150 pathway to Manson, with some consideration for other options due to limiting geographical factors.

The next step includes looking for more funding sources for the plan and to work out the designs for these routes. Kaputa

hopes that the Transportation Council will help assist them alongside their Steering Committee.

So far, the project has received a total of \$100k in funding, with \$50k coming from Chelan County, \$20k from the Port Authority, and approximately \$2-5k from each city involved in the pathway project, which include Cashmere, Chelan, Entiat, Wenatchee, and Leavenworth.

"We're looking at the infrastructure bill and some other policy and state-funding sources to help move that work forward."

Road options included additional bike lanes and sidewalks, separated shared use paths, paved shoulders, or a shared roadway. These

Wenatchee
National Forest

Lake Cehlan
State Park

Wenatchee

Peptasin

Peptasin

Scan

Sc

options would include micro-mobility vehicle access alongside wheelchair and stroller access.

The majority of respon-

dents stated that they would use the pathways for exercise and recreation, with the second option used for commute.

CONTINUED FROM PAGE 2

Washington must continue its focus on wildfires

the fires we saw in Colorado that destroyed a thousand homes in a very short period of time. I think we're behind



Marco Aurilio

the game and we need to get way more proactive in terms of getting this fuels and potential for what they call extreme fire behavior. That potential is so big that when it hits, it's going to be too late.

Part of our biggest problem is that we are surrounded by Forest Service land, so creating that cooperative agreement between the forest service and the state is one of our biggest challenges. I believe Hillary Franz is working hard on that, but most of the land around Leavenworth, which is my primary concern, is actually forest service land. The DNR is going to have a hard time."

Aurilio references Research Ecologist Dr. Paul Hessburg, who delivered a TedTalk regarding future prevention from "megafires." The theory Aurilio cites is one where trees must be safely burned in order to reduce the risk of the tree spreading embers to neighboring ecosystems

via wind gusts.

"It reaches what's called a healthy state where the forest will run into previous old burn scars and put itself out. Whereas if we have a high fuel forest burning, the 80% of the homes that burn from wildfire run from embers that are emitting from the wildfire. It's not usually direct flame impingement and those embers can come from miles away."

Aurilio states that wildfire prevention will require both state and federal efforts and hopes that North Central Washington can become the chief authorities on the discussion of wildfire prevention. He also states that retrofitting older homes to be more fire-resistant can help reduce the negative loss from wildfire spread.

"We have the Chumstick Wildfire Coalition and Cascadia Conservation District that have been working with the DNR to do what's called small landowner fuels reduction, and they've been doing what's called a costshare program. So they come out and do chipping and they will come out and, and cost share. So if that person who lives in the Wildland Urban Interface (WUI) and they have a lot of land depending on the land size, [i.e. Rattlesnake Hill in Leavenworth] if they want to reduce fuels and reduce ladder fuels specifically (fuels that cause a ground fire to go up into the grounds) if you can reduce that, that's actually extremely effective that reduces fuels in town on private land."



We're here for you, Wenatchee.

More than 130 years ago, we started with core values that will never go out of style: listen, learn, and help our clients reach their financial goals. Despite what's happening throughout the world today, you can trust that our focus remains helping you dream big and achieve more.

Let's create tomorrow, together.

Contact the team: Kevin at 509-886-8288 Jake at 509-573-6773 Jonathan at 509-886-8272



Pictured above (I to r): Kevin Vitulli, VP/Senior Commercial Relationship Manager; Jake Hambly, SVP/Commercial Banking Center Manager; Jonathan Hanson, VP/Senior Commercial Relationship Manager.

bannerbank.com Member FDIC

4 • MARCH 2022 WENATCHEE BUSINESS JOURNAL

Senior Focus Healthy Living

Mental healthcare and you - Finding the right fit

Searching for a mental health provider? You likely have auestions.

(StatePoint) Recent research from virtual care provider MDLIVE suggests that confusion around finding a mental healthcare provider is common.

One in five surveyed said they were concerned about finding a provider match and 70% experience confusion and uncertainty about where to begin.

The research also revealed that not everyone knows the difference between the various mental health professionals - psychiatrists, psychologists, counselors, mental health coaches and others.

"Many people are ready to get depression, anxiety and stress under control by working with a mental health professional but get bogged down right from the start. Confusion about selecting a professional that best suits their needs causes a lot of people to give up. That's something we want to change," says Dr.

Shakira Espada-Campos, who brings more than two decades of direct practice experience to her role as behavioral health medical director at MDLIVE.

To help you in your search, MDLIVE is answering some frequently asked questions:

When is it time to see a therapist? Mental healthcare is self-care that most everyone can benefit from.

However, if your emotional state is interfering with your daily life, it's definitely time to take action.

Beyond the common signs of mental illness, such as sadness, drug and alcohol misuse, trouble sleeping and mood swings, Dr. Espada-Campos notes that there are some often overlooked signals that could indicate it's time to seek treatment.

These include withdrawing from loved ones, feeling fatigued, having a lack of motivation and frequently "zoning out." She also notes that life events such



as decoupling, job loss or the loss of a loved one can often trigger the need for professional mental health support.

What's the difference between therapists and psychiatrists? Psychiatrists and therapists can treat the same things, however, psychiatrists are medical doctors who can diagnose psychiatric conditions and prescribe medication, while therapists are licensed providers who can evaluate and support people with emotional or behavioral health concerns through talk therapy.

What should one look for in a provider? Mental healthcare is highly personal and it's essential that your provider is someone you can opento make progress with and not feel judged by.

A good place to start is by working with a provider who has experience treating patients like you. Understand that you may not find the right therapist on your first try.

Dr. Espada-Campos encourages individuals to both trust their feelings in this regard and to take an active role in their sessions by asking questions like, "What can I do to help my treatment?" and "How can we work together to achieve my goals?" Does insurance cover therapy?

In recent years, many health plans and employers have acknowledged the importance of mental healthcare and have expanded the resources available to their members and employees.

Check coverage details online or through the plan's call center.

Alternatively, you may wish to seek counseling through an Employee Assistance Program (EAP). EAP counselors can help with a variety of mental health concerns, however, members are typically restricted to a set number of sessions.

If you're suffering from a recurring mental health issue, check what options are available through your health plan.

Can therapists be seen remotely? Virtual care, an increasingly popular option, can provide private, convenient, quality care quickly, and is often offered by health plans.

For example, MDLIVE's platform makes it easy to search for a provider that meets your needs and to schedule an appointment with one of their psychiatrists or licensed therapists.

MDLIVE is a covered benefit for more than 60 million Americans through health insurers such as Cigna, Aetna, certain Blue Cross Blue Shield plans, and many regional and local plans.

To learn more or to register, visit www.mdlive.com.

Finding a mental healthcare provider can feel overwhelming.

However, identifying what you want out of care and understanding the different treatments available can help demystify the process.

Reverse Mortgage

Митиаь УОтана

MORTGAGE

Contact me for more information.

Carlos Mata | NMLS: 70770 Reverse Mortgage Specialist

Phone (509) 662-5495

cmata@mutualmortgage.com

1025894. These materials are not from HUD or FHA and the document was not approved by HUD, FHA or any Government Agency. Subject to Credit Approval. www.nmlsconsumeraccess.org

Mutual of Omaha Mortgage, Inc., NMLS 1025894. WA Consumer Loan Company License CL-

"GET BACK INTO LIFE"





147 Easy Way, Ste. 106 • Wenatchee, WA 98801

663-7733

65 or older? It's time to assess the risk of pneumococcal pneumonia

(StatePoint) Now, more than ever, you're likely acutely aware of the importance of helping protect your lung health.

As you return to doing the things you love, it's essential to understand the risk for pneumococcal pneumonia, a potentially serious lung infection that can strike anyone at any time.

Older adults are at greater risk of serious illness and death resulting from pneumococcal pneumonia compared to younger adults, according to the Centers for Disease Control and Prevention.

To give you the facts you need to help protect yourself, the American Lung Association is partnering with Pfizer to raise awareness about the risk of pneumococcal pneumonia for adults 65 and older.

An Overview When words begin with "pneumo" it means related to the lungs, and a pneumonia is an infection in one or both lungs, which you can get from bacteria, viruses or fungi. This infection causes the air sacs in your lungs to fill with fluid or pus, which makes the gas exchange that supplies your body with oxygen more difficult. It also can result in a host of uncomfortable and potentially serious symptoms.

pneumo-Pneumococcal nia, the most common type of bacterial pneumonia, is caused by bacteria that can be spread through coughing and close contact with an infected person. Common symptoms include high fever, excessive sweating, shaking chills, coughing, difficulty breathing, shortness of breath and chest pain. Certain symptoms, such as cough and fatigue, can appear quickly and without warning and severe cases can lead to hospitalization and even be potentially life threatening.

Risk Factors and Protection The immune system naturally weakens with age, making

age a risk factor regardless of health status "Even healthy adults aged 65 and older are over 10 times more likely to be hospitalized with pneumococcal pneumonia than those aged 18-49," says Albert Rizzo, MD, chief medical officer, American Lung Association. "If you also live with a chronic lung disease like COPD, asthma, diabetes or chronic heart disease, you face a greater risk."

Dr. Rizzo speaks on behalf of the American Lung Association when he encourages all adults 65 and older to speak with their doctor about vaccination.

But he knows all too well that there are disparities among who is most likely to be protected against this potentially serious lung infection. While the overall vaccination rate among adults 65 and older was 59% in 2017, only 42% of Latino/Hispanic individuals were vaccinated. And with only 45% percent of Black adults and 56% of Asian adults vaccinated, the gap in coverage has potentially serious consequences for communities of color.

Additionally, Latino and Black Americans are at greater risk of developing chronic health conditions such as asthma and diabetes compared to white Americans, which further increases their risk of getting pneumococcal pneumonia.

If you are 65 or older, talk to your healthcare provider about pneumococcal pneumonia vaccination, which is available at many doctor's offices and local pharmacies. You can also learn more at Lung.org/pneumococcal, where you can take a free personal risk assessment quiz. Don't ignore pneumococcal pneumonia. Get the facts you need to help protect yourself.



Coverage You Can Trust



Bruce Cheadle, Agent 301 Aplets Way, Cashmere, WA (509) 782-1659

State Farm 5 4 1

State Farm Insurance Companies Home Office Bloomington, Illinois Wenatchee Business Journal March 2022 • 5

Senior Focus Healthy Living

How home healthcare can improve lives and deliver better care



(StatePoint) There is a growing demand for in-home caregivers and there is good reason for that, say experts.

There are many unique advantages that healthcare at home, or in another familiar setting, provides.

"Offering a full continuum of care, home healthcare includes pediatric, adult nursing, senior care, postoperative care, Medicare-approved visits and hospice, allowing for an individualized approach focused on empowerment and the pursuit of possibilities rather than perceived limitations," says Jennifer Sheets, president and CEO of Interim HealthCare Inc., the nation's leading franchise network of home healthcare, personal care, healthcare staffing and hospice services.

"The home is where care can happen in the most personal way, typically resulting in higher quality care, reduced hospital readmissions, optimization of healthcare dollars, improved outcomes and greater patient satisfaction."

As part of "The Difference is Home," a campaign

• Howard and Ch

aiming to educate people on the value of home healthcare, Interim HealthCare is sharing the experiences of individuals profoundly impacted by home healthcare:

- Kaitlyn Metro, pediatric care patient. Born with a condition causing seizures and severe developmental delay, Kaitlyn requires a feeding tube and total nursing care. She's received home healthcare for 16 years. While she doesn't speak or walk, home healthcare allows her to be surrounded by her loving family and nurses who adore her and closely monitor her condition.
- · Louis Klein, COVID-19 recovery patient. After spending four days in the hospital with COVID-19, Louis was discharged into home health services as part of his Medicare benefits. Prior to that, he was an active 85-year-old who played golf every week. The compassionate nursing care, physical therapy, and occupational therapy he received helped him improve significantly in a matter of weeks, with the goal of full recovery without the need
 - Howard and Charlene truly want to be."

Russell, hospice patients. Married for 65 years, Howard and Charlene have had many wonderful life experiences and wanted to continue living well as they aged. After receiving home health services, the couple transitioned to hospice due to declining health.

The nursing and aide care, social services and chaplain support that hospice at home uniquely provides have allowed them to make the most of their time, while surrounded by loved ones. To see more stories like these, visit: differenceishome.com.

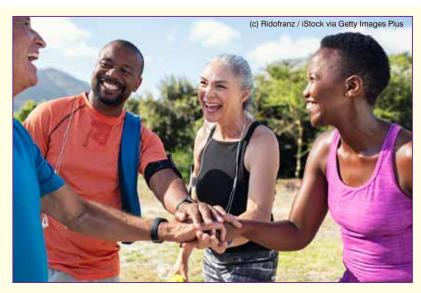
Behind the Success

"The tireless helping hands behind the scenes of these inspiring stories often go unrecognized," says Sheets.

"From home health professionals and paraprofessionals who provide care and the certified agencies who employ and support them, to physicians, discharge planners and social workers who support their outcomes and the health plans that reimburse this invaluable service, there is an entire community of care that the home health-care industry thrives on."

As the nation's first home care company, Interim HealthCare continues to innovate the care delivery process. For more information on Interim HealthCare's services, visit interimhealthcare.com.

"Every day, we see the difference home-based care has on clients' lives," says Sheets. "What the last two years have taught us is that home is where outcomes are better and where people truly want to be."



10 doctor-recommended ways to improve your overall health

(StatePoint) While investing in your health and wellness can sound like an overwhelming goal, doctors say that there are easy, tangible steps you can take to feel your best and better protect your health.

"It is always the right time to consider your personal goals, and how you can make positive health choices," says American Medical Association (AMA) president, Gerald E. Harmon, M.D. "Small lifestyle changes today can have a lasting effect in improving your health."

Not sure where to start? Consider these tips from the AMA:

- 1. Make sure your family is up to date on their vaccines, including the annual influenza vaccine for everyone age six months or older and the COVID-19 vaccine for everyone age five and older. Anyone with questions about the COVID-19 vaccines should speak with their physician and review trusted resources, including getvaccineanswers.org.
- 2. Learn your risk for type 2 diabetes by taking a simple online 2-minute self-screening test at DolHavePrediabetes.org. Steps you take now can help prevent or delay the onset of type 2 diabetes.
- 3. Be more physically active. Adults should do at least 150 minutes a week of moderate-intensity activity, or 75 minutes a week of vigorous-intensity activity.
- 4. Know your blood pressure numbers. Take the time to visit ManageYourBP.org to better understand your numbers and take necessary steps to get high blood pressure -- also known

as hypertension – under control. Doing so will reduce your risk of heart attack or stroke.

5. Reduce your intake of processed foods, especially those with added sodium and sugar. Also reduce your consumption of sugar-sweetened beverages and drink more water instead.

6. If your health care professional determines that you need antibiotics, take them exactly as prescribed. Antibiotic resistance is a serious public health problem and antibiotics will not make you feel better if you have a virus, such as a cold or flu.

7. If consuming alcohol, do so in moderation as defined by the U.S. Dietary Guidelines for Americans -- up to one drink per day for women and two drinks per day for men, and only by adults of legal drinking age.

8. Talk with your doctor about tobacco and nicotine use and quit. Declare your home and car smoke-free to eliminate exposure to secondhand smoke.

9. If you are taking prescription opioids, follow your doctor's instructions, store them safely to prevent diversion or misuse, and properly dispose of any leftover medication.

10. Manage stress. A good diet and daily exercise are key ingredients to maintaining and improving your mental health, but don't hesitate to ask for help from a friend or mental health professional when you need it.

More health resources and tips can be found my visiting ama-assn.org.For a happy, healthy future, consider making these 10 doctor-recommended tips for improved wellness.



Family caregivers are all around us. They care for friends, relatives, and neighbors and never ask for anything in return. But sometimes the "helpers" need a little help too.

Aging & Adult Care has free and low-cost services such as respite, housekeeping, home-delivered meals and shopping.

Keep helping them with a little help from us!



270 9th St. NE, Suite 100 East Wenatchee

509.886.0700 aaccw.org

Serving Adams, Chelan, Douglas, Grant, Lincoln and Okanogan Counties

We're your local specialist for Medicare Advantage and Part D RX Plans.

Greene Insurance Services

Medicare Supplements & Rx Plans Medicare Advantage Plans Health | Life | Group | Dental



Tracy Greene
Independent Insurance Agent/Broker
FREE CONSULTATIONS!
509-888-2328 | 144 E. Woodin Ave., Chelan WA 98816
tracy@greeneinsuranceservices.com

Wenatchee Business Journal 6 • MARCH 2022

Brewster City Council addresses canine parvovirus options

By Mike Maltais, Staff Writer

BREWSTER - When Brewster city council member John Housden learned how easy it is for one dog to spread the highly contagious parvovirus to another dog, he decided to bring the issue before his fellow council members to see if the city should take steps to reduce the risk of transmission. Accordingly, at the first council Go To meeting of the year January 20, Housden outlined his concerns. He explained that the highly transmittable virus can infect a dog that visits an area where an infected dog has been previously.

"Parvo is very deadly to dogs," said Housden. "You get a new puppy and take it to the vet and the required shots are a parvo and the rabies."

Mayor Art Smyth noted that parvo "runs rampant in the City of Brewster."

Council member Jan May asked if the parvo vaccination requirement was common in most cities out of her concern for adding an unnecessary burden on Brewster dog owners.

The city council agreed to consider a proposal requiring that all dogs licensed in Brewster show proof of vaccination for the parvovirus. Housden and Smyth clarified that the intent of the proposal at that time was to research the issue further and, with the assistance of city attorney Chuck Zimmerman, provide more information for council members to consider for a later vote on the matter.

Subsequent council research into canine parvo revealed that no other city in Washington state requires the vaccination as a precondition to acquire a dog license. Based on that consensus the Brewster council decided at its regular monthly meeting Feb. 16 to forego parvo shots as a licensing prerequisite in favor of a public information effort to urge city residents to voluntarily get their dog treated.

Sources at the Brewster Veterinary Clinic located just outside the city limits said most of their clients who bring puppies in for appointments agree to the parvo shots along with the state mandated rabies vaccination. For full coverage a puppy needs a parvo shot at eight weeks of age, again at 12 weeks, and a third 16 weeks. After that an annual shot protects an adult dog.

According to the website canineparvovirus.org parvo is an extremely contagious and resilient virus that affects dogs worldwide and equates to somewhere between the flu and Ebola in humans.

The glaring difference between flu in humans and parvo in dogs is that a healthy human who comes down with the flu usually recovers in a couple of weeks whereas a healthy dog that contracts parvo succumbs to the virus about 90 percent of the time if not treated.

The Center for Disease Control (CDC) advises that humans cannot catch canine parvo because the canine parvovirus (CPV) cannot replicate in a human host. There is a form of human parvovirus called Parvo-

Seeking lead partners for new five-year action plan

Submitted by OVOF

Our Valley Our Future is seeking lead partners to champion the implementation of projects and programs featured in the nonprofit organization's upcoming new regional Action Plan.

The lead (or co-lead) partners can be a nonprofit organization, community group, business, or local government.

A list of available projects and programs can be found at www.ourvalleyourfuture. org or at http://www.ourvalleyourfuture.org/wp-content/uploads/2022/01/OVOF- $2022 \hbox{-} 26 \hbox{-} available \hbox{-} action$ items.pdf. After reviewing the list, those interested in serving as a lead partner or co-lead partner can contact Our Valley Our Future at info@ourvalleyourfuture.

org for more information. All projects and programs are in draft form pending final Action Plan publica-



The new Action Plan, for the years 2022-26, will officially be released in March and replaces the community's first plan (2017-21).

The release will culminate a 14-month process in which approximately 2,000 community members weighed in on the region's strengths, weaknesses and challenges, and what they

envision for the future.

All of the projects and programs, including largescale initiatives known as "game changers," originated as suggestions by community members during OVOF's outreach work in 2021. The ideas were then vetted, refined and turned into action items by six OVOF Action Teams whose 82 members represented numerous organizations and areas of expertise.

The OVOF Board of Directors approved the final list of projects and programs.

During the input gathering process, community members cited adapting to growth, developing more housing, creating more living-wage jobs, preparing for future natural disasters and emergencies, bridging community divides, responding to inequities magnified by the pandemic, and improving education as the biggest challenges for the region over the next several years.

About OVOF

Our Valley Our Future, founded in 2015, is a nonprofit organization that brings together residents and organizations to improve the region's quality of life. Its guiding document is its Action Plan. OVOF serves as convener, facilitator, data-collector, planner and communicator in furthering the community's vision.

Pateros Tech Center emerging as a business resource hub

By Mike Maltais, Staff Writer

PATEROS - A month after its grand opening January 22, the Pateros-Brewster Community Resource Center's (PBCRC) Tech Center, located at 169 Pateros Mall, is:

- 1. Attracting business customers and discovering what, among the many services it has to offer, are those being most
- 2. Learning more about what to add to its arsenal of equipment to increase user interest.

To the first point, Gene Dowers, PBCRC Executive Director, said the printing options available at the new resource hub are getting the most initial use by clients coming through the door and the center is expanding its selection of materials, such as trifold and large format paper, to accommodate requests.

Dowers said Wenatchee Valley College uses the Tech Center's conference facilities for linguistic instruction and English as a second language classes.

Regarding the second point, Dowers said he is already investigating funding sources to acquire a client-recommended Glowforge 3-D laser printer to add to the center's Dremel Digilab 3-D filament

The Glowforge utilizes a beam of light to cut or engrave a wide variety of materials from paper and fabric to hardwood

Natalie Torres, the AmeriCorps volunteer and technician/instructor who has trained on the center's equipment since it was first plugged in, said the Tech Center is one of the few places around the area that currently offers



Tech Center navigator Natalie Torres

public access to 3-D technology.

Torres said she is encouraged that among the clientele she greets at the center are older adults interested in learning more about some of the current

Born and raised in the Brewster area Torres is a first generation 2017 graduate of Brewster High School who went on to earn her bachelor's degree in public health and minor in family science from Central Washington University. Following graduation from CWU she found that a year's commitment as an AmeriCorps intern was both a meaningful way to perform community service and return to her home turf.

Information about the Tech Center is available online at paterosresource.com/tech-center, or by contacting Torres at (509) 557-8415 or ntorres@crcpb.org.

What we get when we give

By Denise Sorom

Director of Community Philanthropy

More happiness, less stress, better relationships. Sounds pretty good, doesn't it? Latest research shows that living generously - that is, developing a consistent practice of donating your time, talents, and treasures - may reap more rewards for the giver than the receiver.

We all can relate to the "warm glow" sensation - that feeling of satisfaction, or goodness, or (maybe there isn't a word in the English language for it) that befalls us when we've done something generous for another person. We may understand intuitively that being generous makes us happier, but vou can take heart in knowing that this link has been studied and confirmed by dozens of researchers over the past several decades.

In 2018, the Greater Good Science Center out of the University of California at Berkeley prepared a white paper entitled "The Science of Generosity" written by Summer Allen, Ph. D. Dr. Allen cites over 300 different studies and meta-studies on generosity and provides a summary report that examines roots of human generosity, the consequences of generosity, and the individual, social and cultural factors that influence generosity.

I zoomed in to the section

that describes the consequences of generosity, and I liked what I found:

■ Acts of generosity decrease stress. Dr. Allen cited evidence that "helping others may act as a stressrelieving buffer - which may, in turn, delay severe health problems and death." People who were assigned to engage in generous acts toward specific others were



Denise Sorom

found to generate less of something called the CTRA gene, which is a gene that links negative psychological and social events with negative health outcomes. So, less CTRA gene means your body is experiencing less stress! Maybe that "warm glow" is us healing ourselves from the inside out?

■Generosity makes us happier. The most compelling link that was confirmed in the report was that between generosity and happiness. Dr. Allen asserts, "While popular culture may imply that happiness comes from focusing on yourself, research suggest the opposite: Being generous can make you happier." Studies have shown that everything from volunteering your time to help others, donating money (especially when you understand the positive impact your dollars are making, caring for loved ones, and performing small acts of kindness throughout your day improves one's sense of well-being.

■Generosity leads to better relationships. Dr. Allen cites several studies that confirm that acting generously improves romantic relationships, friendships, and general interactions with

Imagine this scenario: Your friend does not respond to your email because of technology problems. Instead of assuming it is because you are not a priority and acting in a tit-for-tat fashion, act a bit more generously than that person's last action.

"Adding a small generosity buffer and giving someone the benefit of the doubt may lead to more cooperation and stronger relationships."

So, go forth in life with more generosity and you may find you are the one who is really receiving the most! To learn more about how CFNCW may be able to help you build on your generosity and happiness check out our new website at www.cfncw.org.

Yogi Grind owner Elvis Garcia earns 2021 Social Justice Award

By Megan Sokol, Staff Writer

Wenatchee native Elvis Garcia has recently earned the 2021 Wenatchee Valley Civil Rights and Social Justice award on Jan. 24, 2022, for his contributions to the LGBTQ+ and other marginalized communities.

Garcia was speechless when he realized that not only was he nominated for the award but that he would also receive the award.

In June 2021, Garcia had made banners for neighboring downtown businesses to put up during Pride month.

"I told them all the banners are going to be sponsored by local businesses. They're going to have the local business logo on them and families who want to also sponsor. Our foundation name was not on them," Garcia explained. "It wasn't about growing our foundation, it's about showing and bringing visibility."

The banners were sold for \$100 each and they cost approximately \$80 to make, giving us a net profit of \$20 for each banner.

Unfortunately the Garcias were not able to meet their

financial goal for scholar-

Garcia had also helped raise scholarship funds for the LGBTQ+ community and students of color.

The Elvis Garcia Foundation was started in March of 2021. The funds were aimed to give \$1-5k scholarship "Gap grants" to those working on an employment or educational venture, whether that be for college or a nontraditional career route, for example, a yoga instructor.

"We believe that as a foundation that you can't be a good student and learn your trade if you're worrying about hunger, if you're worried about where you're going to sleep that night."

Garcia states that coming back to Wenatchee felt like he was coming back home. He had left for Seattle in 2006 and came back to Wenatchee in 2019.

Garcia had co-founded his first Yogi Grind business in Seattle with his husband Teddy Garcia.

"Everything was really good, smooth sailing. Our coffee shop, hit it off right away. Our yoga studio was



SUBMITTED PHOTO

Co-owners Elvis and Teddy Garcia.

picking up steam. And then as soon as the pandemic hit, and we (had to) close down, like we were still in our first year of business," Garcia said. "It's like a plant, if it doesn't get well established in that first year, it's hard to build off of that." The idea to combine a coffee shop to their already established yoga studio came from a brainstorming session with Teddy. It was only recently that Elvis' love for plants inspired them to expand their merchandizing to include plants.

Garcia explained that it was also by expanding their yoga studio to include food and drinks that helped save the Yogi Grind during the pandemic.

"What kept us alive [were] the drinks. People were coming in and getting drinks, people were ordering food and that's also how we expanded more into food."

Since coming back to Wenatchee, Elvis has noticed a considerable change to the Wenatchee Valley's gradual acceptance of the LGBTQ+ community.

Although he noted some pushback that East Wenatchee Mayor Jerrilea Crawford received for contributing to Garcia's foundation, he notes how much more accepting Wenatchee has become.

"The amount of positive feedback and the amount of kindness that went out. We got messages from people saying that they had kids that were like 'we have no idea that we were so accepted in the city. They felt seen for the first time," Garcia explained.

"Never would my 15-yearold self have imagined that, and so it's definitely come a long way."

Some of the businesses who bought Garcia's banners include the American Shoe Shop, the Firehouse Pet House, the Rhubarb Market, and the Original Childrens Shop.

Kristen Taylor of Stifel named to Forbes' America's Top Women Wealth Advisors List for yhird straight year

Submitted by Leslie Nelson

Stifel Financial Corp. (NYSE: SF) announced that Kristen Taylor of the firm's broker-dealer subsidiary, Stifel, Nicolaus & Company, Incorporated, was named to Forbes' America's Top Women Wealth Advisors list for the third straight year.

This year's America's Top Women Wealth Advisors list spotlights approximately 1,375 top advisors across the country who were nominated by their firms and then researched, interviewed, and assigned a ranking within their respective states.

In addition to the America's Top Women Wealth Advisors list, Ms. Taylor was named to Forbes' Best-In-State Wealth Advisors list in 2021.

She has 40 years of experience as a financial advisor and earned an MBA from the University of Washington.

Ms. Taylor is based in Stifel's Wenatchee, Washington, Private Client Group office and can be reached at (509) 663-8604.



Kristen Taylor

Methodology

Forbes' America's Top Women Wealth Advisors, February 4, 2022, March 24, 2021, and April 21, 2020.

Rankings are based on the opinions of SHOOK Research, LLC, and were selected from a pool of 34,500, 32,810, and 32,000 nominations, respectively. Forbes' Best-In-State Wealth Advisors, February 11, 2021.

Rankings are based on the opinions of SHOOK Research, LLC, and were selected from a pool of 32,725 nominations.

The America's Top Women Advisors and Best-In-State Wealth Advisors rankings were developed by SHOOK Research and are based on in-person, virtual, and telephone due diligence meetings to evaluate each advisor qualitatively, a major component of a ranking algorithm that includes: client impact, industry experience, review of best practices and compliance records, firm nominations; and quantitative criteria, including: assets under management and revenue generated for their firms.

Investment performance is not a criterion because client objectives and risk tolerances vary, and advisors rarely have audited performance reports.

SHOOK's research and rankings provide opinions intended to help investors choose the right financial advisor and are not indicative of future performance or representative of any one client's experience.

Past performance is not an indication of future results.

Neither Forbes nor SHOOK Research receive compensation in exchange for placement on the ranking.

For more information, please see www.SHOOKresearch.com. SHOOK is a registered trademark of SHOOK Research, LLC.



Nutcracker Museum earns Guinness Book of World Records certificate

By Megan Sokol, Staff Writer

2022 started off with a surprise for Ms. Arlene Wagner (aka The Nutcracker Lady), who soon learned that the Nutcracker Museum had officially held the largest collection of nutcrackers in the world.

In September of 2021, the Guinness World Records committee and Ms. Wagner counted all 9,103 nut-cracking devices three times to be official.

Co-founders George and Arlene Wagner founded the Nutcracker Museum in 1995.

Since then, the museum has been featured on CBS News, The Food Network and Ms.Wagner was a special guest on the Conan O'Brien Show.

Some of the highlights of

the museum include their 6-foot nutcracker Karl, and also the largest Rat King nutcracker, along with the countless other nut-cracking devices that date back to the Archaic period.

You can visit and see all the nutcrackers and learn more about the museum at 735 Front Street in Leavenworth. Or visit www.nutcrackermuseum.com

Webster Furniture has new owners in 2022

By Mike Maltais, Staff writer

BREWSTER - After nearly 73 years in business spanning two generations in the same family, Webster Furniture at 332 E. Main Avenue is under new ownership in 2022.

New owners Rachel Dreyer and Glenn Grovenburg officially assumed ownership of one of the city's oldest retailers on Jan. 1, ushering in a new era with the same values that have sustained the business since its founding in 1949. That's why Dreyer and Grovenburg are keeping the name Webster Furniture above the door.

Websters was founded by Dan Webster's father, Frank, and the store will observe its 73rd birthday on March 12 of this year. It is one of the two oldest

businesses owned and operated by the same family and that successful formula is one the new owners want to continue.

Dreyer said she has already heard from locals concerned about changes the new owners might be planning. Other than more attention to the e-commerce side of the business "we don't plan to change a thing," said Dreyer. "That's the reason Dan is training us and helping us with the whole transition of everything."

"Our goal is to keep it pretty much the same and keep that exemplary customer service," Grovenberg said.

That will include furniture and appliance sales, in-home delivery and setup, repair services.

Dreyer knew that she

wanted to own her own furniture store after working

"I worked for a large furniture store in Eastern Washington for awhile and liked it," Dreyer said.

After spending a spell working in the dental profession Dreyer knew the furniture business was what she wanted to pursue and the search was on. As a rural girl at heart from being raised in the small town of Rosalia, Dreyer also knew she wanted to be in Eastern Washington. When she connected with Webster she found a store that is the only one of its kind in town; one with a proven track record and the nearest competition in Omak and Chelan. Dreyer will also be closer to her parents who now live in Spokane.

Webster explained how their store differs from those that depend on foot traffic coming into their buildings.

"The world of owning a small business and doing service outside is that a lot of things we do is in peoples' homes," said Webster. "Our radius is 75 miles and there's a lot ground to cover and a lot of people in between."

The Covid pandemic has been hard on many businesses since mandates and restrictions have been in place. Business owners have been motivated to look for additional ways to reach their customers.

Dreyer said she intends to update the website and expand the store's exposure through online platforms like Facebook and Instagram to allow customers to browse through the store's

Rachel Dreyer, and Glenn Grovenburg are the new owners of Webster Furniture.

inventory from the comfort of their homes. Customers can expect to see more of a social media presence as more and more buyers turn to internet sources.

Webster is open from 9 a.m. to 6 p.m. during the week and 10 a.m. to 3 p.m. on Saturdays.

Pateros native Kelly Hook takes the helm as Pateros mayor

By Mike Maltais, Staff writer

PATEROS When Pateros native Kelly Hook assumed the office of mayor in January he became the second member of his family to hold that post. His father, Tom, served two terms as the city leader from 1979-1986. Hook was asked if he consulted with his father before running for the office. "I did," said Hook. "He told me to always act with the best interests of the town at heart."

Hook is no stranger to community service. As a former volunteer fireman, EMT, and police officer Hook has devoted more than three decades of his career to the protection of people and property in the Pateros and Brewster areas.

Hook's family settled in Pateros in 1974, five years before his father was elected mayor of the city. Hook graduated Pateros High School in 1984.

An interesting detail about his school years is that Hook and outgoing mayor Carlene Anders were Pateros school classmates since third grade. Hook attended Wenatchee Valley College the year following graduation.

"I lived in several places around the Pacific Northwest but always returned to Pateros," Hook said in his introductory bio on the city

website, pateros.com. Hook's father still resides in Pateros as does his sister, Wendy, and her family. A brother,



Courtesy City of Pateros

Kelly Hook

the Tri-Cities.

When he did return to his Pateros roots Hook volunteered as the high school football coach, a Pateros volunteer fireman, and District 15 EMT.

"I held my certification for 10 years," said Hook. "I was also a First Aid and CPR instructor at this time."

In 1990 Hook entered law enforcement becoming the city's last uniformed police officer. He attended the Washington State Criminal Justice Training Commission Police Academy in Burien in January 1991 and graduated the following March.

"I started working for the Brewster Police Department after Pateros contracted with the sheriff's office while I was away at my training," Hook said.

During the 28 years he spent with the Brewster PD until his retirement in 2019 Hook rose in rank from patrol officer serving the Pateros community to department lieutenant.

Since retiring he has worked as a substitute teacher for the Pateros and Brewster school districts.

In his first term as mayor Hook said he would like to bring more business into the town and add to the safety of students crossing Highway 97 between the school and downtown.

"One of the biggest issues facing the town is more housing," Hook said.

Hook recalls the fond memories of growing up in Pateros.

"The summers were spent riding my bike through town with my best friend, playing basketball at the tennis courts at the west end of Warren Ave., or the hot summer days in the park downtown celebrating the Apple Pie Jamboree," said Hook.

"The winters were ice skating on the frozen Methow River, building snow forts on the school field or just spending the cold winter days inside playing board games with my friends. Sometimes I wish I could go back to those days, and take the town and all of the people with me."

Parking enforcement officer Mark Syria retires

Submitted by Chief Steve Crown

The Wenatchee Police Department is wishing farewell to Mark Syria, the City of Wenatchee's Parking Enforcement Officer.

Many of you know him as the tall guy with a big smile that drives the funny looking parking enforcement vehicle.

More than enforcing the City's parking ordinances, Mark has been an ambassador of sorts to the downtown corridor.

People either loved to see the parking enforcement vehicle or ran to their car to avoid receiving a citation.

Mark has served our



Mark Syria

city for seven years in this position, but what is perhaps more remarkable is that over the previous twenty years he served as a Wenatchee Police Reserve Officer -First Class.

This meant that he was able to patrol and respond to calls without having a patrol officer accompany him.

This required additional training and volunteer hours under direct supervision and evaluation of his performance.

Mark volunteered thousands of hours to the citizens of the Greater Wenatchee Valley by patrolling the streets of Wenatchee and providing security for major events like the Apple Blossom Festival.

We wish him well in the next chapter of his life and we will all miss his humor, and honorable service and dedication to the citizens of Wenatchee.

CONTINUED FROM PAGE I

1 million digital vaccination cards successfully created

Health Card reader, will display the person's COVID-19 vaccination information and can be easily added to Android or iPhone digital wallets or printed on paper.

Those who received an additional of WA Verify's website. dose and/or booster dose after generating their initial QR code through WA Verify will need to repeat the process to receive an updated QR code that reflects their up to date vaccination status.

To ensure updated vaccination information has been submitted to the state's Immunization Registry, DOH recommends people wait at least three days after getting vaccinated to retrieve their digital verification record and QR code through WA Verify.

Additional information is available in the Frequently Asked Questions section

Those who have questions or need help accessing their vaccination records can call the state's COVID-19 Information Hotline at 1-800-525-0127, then press #. Language assistance is available.

The DOH website is your source for a healthy dose of information. Find us on Facebook and follow us on Twitter. Sign up for the DOH blog, Public Health Connection.





Wenatchee Business Journal March 2022 • 9



MEMBER MESSENGER

"Driven to Promote and Protect Small Business"

MARCH 2022 ASSOCIATION NEWSLETTER

PAGE 1













MEMBER HIGHLIGHTS

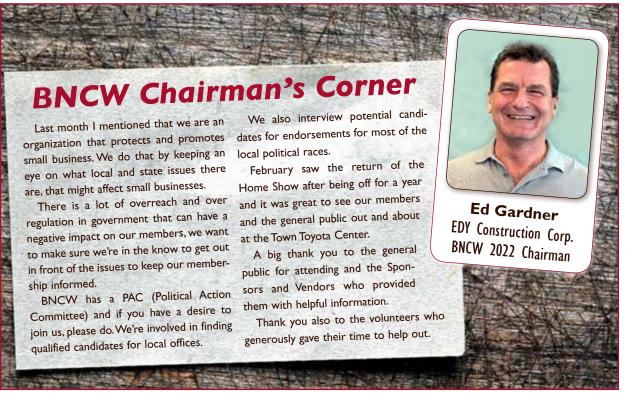
Renewing Members This Month

Thank You to the following valued renewing members this month. We're extremely grateful to each of you for your continued membership, involvement and support!

- Allemandi Construction, Inc. 24 years
- Augustedge Real Estate 3 years
- Carlisle Classic Homes 4 years
- Cascade Powder Coating 9 years
- Chelan Glass and Door 3 years
- Davis, Arneil Law Firm LLP 6 years
- Marson & Marson Lumber, a division of TAL Holdings, LLC – 24 years
- NCW Media, Inc. 9 years



- Northwest Geodimensions, Inc. 24 years
- Rental Association of Wenatchee Valley 1 year
- SlabJack Geotechnical 9 years
- Wenatchee Sand & Gravel 24 years



WELCOME NEW BNCW MEMBERS!

To view each of our valued member company's complete profile, we invite you to visit BNCW's website at www.BuildingNCW.org and click on the membership directory tab. Thank you!

■ Lowe's Home **Improvement Warehouse** Maritza Aranda 509-663-4530

Ohme Garden **Business Park Stew Cusick** 509-293-7256

Sew Creative **Sewing & Vacuum** Les Weaver 509-663-5516

For more information about becoming a BNCW member, please contact Membership/Events Coordinator, Danielle Martin at (509) 293-5840. We look forward to sharing with you the benefits of membership!



Building North Central Washington is a nonprofit trade association dedicated to promoting and protecting the North Central Washington building industry for the preservation and growth of the local economy, small business and quality of life.

2201 N. Wenatchee Ave. Wenatchee, WA 98801

PHONE: (509) 293-5840

Email us for more information: Info@BuildingNCW.org

Visit us online at: www.BuildingNCW.org

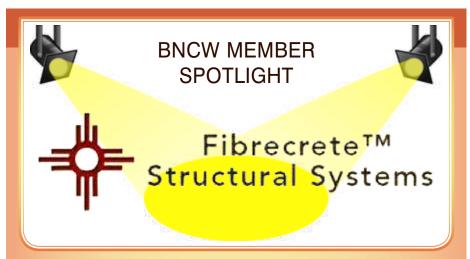


WENATCHEE BUSINESS JOURNAL **10** • MARCH 2022



MEMBER MESSENGER

MARCH 2022 ASSOCIATION NEWSLETTER



We have been in business for over 40 years as builders, developers, general contractors, resort owners, pipeliners, designers, architects, draftsmen and a host of other lines.

We can help and guide you through every aspect of your project from inception to completion. If we don't know how to do something we know people who do.

Top 5 Things to Know About Us:

- 1. Manufacturer of Fire Proof Saferooms 2. Manufacturer of Fire Resistant Homes
- 3. Manufacturer of Sound Proof Rooms
- 4. Manufacturer of Sound Proof Walls
- 5. Manufacturer of Fire Resistant Multi-Family Structures

For more information please call Jim or Linda Stidman at 360-770-2088 or 509-699-6016 email: fibrecrete@gmail.com,

website: www.fibrecretestructuralsystems.com

Fibrecrete is located at 1412 3rd St. SE, East Wenatchee, WA 98802



Looking for Members to be a part of these **Upcoming Committees**





Golf Committee



Home Tour Committee

Call the BNCW Offices 509-293-5840 for more information



THANK YOU "NCW VETS SERVING VETS" aka "THE BUNKER" FOR HELPING MAKE **OUR HOME SHOW A SUCCESS!**

We want to sincerely "Thank" the NCW Vets Serving Vets aka "The Bunker" for all the time spent helping out with selling tickets to the Home Show this year.

They manned the ticket sales tables over the 3 days of the event all while having their own booth too! They are an AWESOME group of people.

During the show attendees were hope to continue for years to come!

asked to bring a non-perishable food item to support one of the programs that "The Bunker" offers.

In exchange for bringing in a food item the attendee received a \$1 off their admittance.

A portion of every adult ticket sold to this year's show will go to benefit "The Bunker".

We appreciate the partnership and



Pictured from left to right: Wes Hensley "The Bunker", BNCW CEO Lee Shepherd, BNCW Chairman Ed Gardner and Mark Harle "The Bunker".

GOVERNMENT AFFAIRS UPDATE by: Dan Beardslee, BNCW's Government Affairs Director

SHORT TERM RENTALS - IS THERE A BETTER WAY?

In September of 2021, engage in other activities disshort term rentals (STR's).

This was the result of nearly two years of process to develop the regulations with thousands of pages of input from all sorts of people, including those who just don't like STR's and STR owners themselves, and plenty of interested other parties.

The major complaint about STR's is that living next door to one or having one nearby can be downright aggravating when they are rented by folks that party all night, play loud music, park cars all over the place, and

Chelan County adopted new ruptive to the neighborhood.

regulations pertaining to Of course, that sort of obnoxious activity is regulated by existing nuisance laws, but as a practical matter, that sort of thing is low on the priority list of law enforcement, and even more problematic is that by the time an officer arrives after receiving a complaint, the offensive activity has probably stopped or been subdued.

There are two ways the problem STR's can be addressed through regulation.

One way, which the County has chosen, is to treat them as land-use issues, but another way to think



about it, and which in many ways makes more sense, is to attack the problem as a behavior issue.

If it is looked at through the latter, the solution is totally different.

The County has adopted some 41 pages of code to address on single land-use.

The County staff is trying their best to administer it

unresolved issues and mine- into an enforcement fund. fields that require interpreta- The State Statute tion that it has become a real struggle for the County staff, but even more so for STR owners or potential owners.

So, would it make sense to think about this a different way, considering that it really is a behavior issue and not a real land-use issue?

Consider this:

Instead of requir-**▲** • ing land-use permits for STR's just implement a simple registration process (not a business license).

Require all STR's to register with the County and as

fairly, but there are so many part of the registration, pay

∠ • RCW 64.37, passed in 2018, already contains performance standards for the operation of STR's and there are other local and State codes that regulate nuisance behavior.

3 Say the registration J. and enforcement would amount to \$1000 per year per STR.

If there are 1500 STR's in the County (which is one of the common numbers bandied about), and they all registered, that would create an annual fund of \$1.5

SEE SHORT TERM RENTALS, PAGE 12

WENATCHEE BUSINESS JOURNAL March 2022 • 11



MARCH 2022 ASSOCIATION NEWSLETTER



The BNCW 2022 Home Show was a success despite quite a few obstacles along the way.

Our success did not just happen rather, it was due to the efforts of many individuals and groups working together to promote BNCW Members and their businesses. Here are the highlights:

First and foremost, thank you to all our sponsors, without your trust in the ability of BNCW to pull off



Lawrence "Lee" Shepherd

a Home Show under pandemic conditions, we would have gone nowhere fast.

Second, thank you to all the Vendors that bought a booth and promoted their

You represent everything that is great about the American entrepreneurial

Third, nothing in this world is successful without strong leadership.

We were fortunate to



Amy Gustin

have Amy Gustin and Sherrie Harlow our former CEO and Home Show Committee Chair respectively plowing through all obstacles along the way.

Finally, the BNCW and Town Toyota Center Staffs performed above expectations and at times, were behind the scenes moving mountains to keep the show going.

Thank you again to all.



Sherrie Harlow

2022 Home Show Wrap Up

The 2022 BNCW Home Show presented by Complete Design, Inc. was another year that could be condensed down to one word: SUCCESSFUL!

If you missed attending the show you missed another AMAZING display from Complete Design, Inc. Ryan Kelso, owner of Complete Design, and his staff go above and beyond with their displays every year! We are very fortunate to have a number of long-time sponsors who make the Show possible, sponsors like Complete Design, Inc. who for the last 12 years has made the commitment as our Presenting Sponsor!

With many returning vendors and plenty of new businesses joining us, the 2022 Home Show provided our attendees with both familiar and new faces in an updated layout. Our new layout allowed one of our new attractions,"The Beer Garden", sponsored by Community Glass to be located on the ice. The "Beer Garden" drew numerous people who were very excited about the added attraction!

Without the help of our Supporting and Associate Sponsors, this show wouldn't have been the success it was. A big THANK YOU is owed to the following businesses for their generous contributions to this event.

Supporting Sponsors:

Cashmere Valley Mortgage Wenatchee Valley Glass Boyer Mountain Pool Marson & Marson Lumber

Associate Sponsors:

Western Ranch Buildings, LLC Artisan Flooring, LLC Deep Water Home & Electronics Cascade Powder Coating Alpine Group – Keller Williams Lexar Homes

The BNCW Home Show derives some of its greatest strengths from the ideas

and preparation efforts that come from a planning committee comprised entirely of member volunteers who begin their work several months in advance of the Show.

This year we would like to recognize Sherrie Harlow, of The Wenatchee World, as our planning committee Chair. Sherrie dedicated a tremendous amount of time, energy, and leadership to this event, for which we are grateful. We would also like to sincerely thank everyone who served on our committee and the numerous volunteers who helped make this event a success!

The Town Toyota Center's staff deserves a special acknowledgement for their dedication and hard work throughout the pre-show set up and the duration of the weekend. Their professionalism, reliability and on-the-spot help made the entire thing run like a well-oiled machine. We are truly grateful for them and all they do.

If you are interested in joining us for next year's show as a vendor, please contact the Building North Central Washington office at 509-293-5840.



What's New From Our CEO?

BNCW Members,

The last couple of years has been marked by change. When change is treated like an opportunity, an organization has an opportunity to flourish.

BNCW created a subsidiary nonprofit, "Building for Tomorrow" (BFT) in 2020.

The focus of BFT is to promote, manage and provide educational opportunities for small businesses and the building industry.

education fund and award chandeliers).

scholarships for people to attend trade schools as electricians, First Annual Building for welders, carpenters, plumbers, mechanics, etc.

Fundraising started in January 2022 with BFT selling selective items on Facebook Market Place. We have been successful in selling 40% of our items.

Join us in supporting the Trades by assisting with the below items:

- Donate a high demand item for BFT to sell (examples: One of our long-term goals refrigerator, freezer, stove, for "BFT" is to create an dishwasher, toilet, vanity, and

- Donate items for the Tomorrow "Scratch & Dent" Sale (think yard sale) on April 15th 2022.

Thank you for your time. Lawrence "Lee" Shepherd CEO, BNCW

I can't change the direction of the wind. but I can adjust my sails to always reach my destination.

- Iimmy Dean

Presented by



Supporting Sponsors



















Thank you

for another amazing BNCW and Complete Design Home Show!

See You Again in 2023!









12 • MARCH 2022 WENATCHEE BUSINESS JOURNAL



iding! MEMBER MESSENGER

MARCH 2022 ASSOCIATION NEWSLETTER

PAGE 4



The Right Choice for **BNCW Members.**

Health Insurance solutions that just make sense.

Our members say one of their largest expenses is Health Insurance. -We've heard you loud and clear.

One of the goals of Building North Central Washington is to help our members save money. That is why we are announcing our preferred provider, Mitchell, Reed & Schmitten Insurance.

Mitchell, Reed & Schmitten Insurance will provide the BNCW members with the lowest health insurance quotes available from health insurance carriers all over the state such as Regence Blue Shield, Premera Blue Cross, Asuris NW Health, LifeWise, United Healthcare, Cigna, Aetna, HealthNet, Kaiser, Assurant Health, Ambetter, UNUM, Aflac, and more.

Building North Central Washington members will receive a customized proposal that is simple and easy to understand, with side-by-side comparisons of the most competitive health rates in Washington State.

Plus, members will receive one-on-one customer service from a licensed agent to assist with questions, enrollment, and claims issues - saving our members time and money.

Why settle for one Health Insurance quote, when you can choose from them all?

Mitchell, Reed & Schmitten offers Insurance BNCWmembers competitive health insurance rates from several insurance carriers.

Mitchell, Reed & Schmitten Insurance offers health plans for self-employed individuals and group plans for member businesses between 1 - 1,000 employees.

For more information, please call Craig Field at 509-665-0500 or 1-800-253-1442



Craig Field Producer/Agent



124 E. Penny Road, Suite 101 Wenatchee, WA 98801 www.mrandsinsurance.com 509-665-0500 • 1-800-253-1142

CONTINUED FROM PAGE 10

million. That amount of money should easily fund STR problems.

another to the Manson- tially diminished. Chelan area, and the third serving as floating in the rest of the County.



They could be stationed in the areas with the most at least three enforcement STR's and then could officers solely dedicated to respond almost immediately to complaints. If that One officer could be ded- happened, most of the bad icated to the Leavenworth behavior would most likely - Lake Wenatchee area, cease or at least be substan-

> 4 If an STR open.
> tor consistently fails If an STR operato abide by the standards their registration could be revoked. The County is being sued left and right over issues related to the current adopted regulations. Is it possible there is a better way?



Kathy Z. **Smithson**

> 720 Valley Mall Pkw East Wenatchee



Information You Can Rely On!

Let Kathy assist you with answers to your questions about: Group Employee Health & Benefit Plans, Individual Health Plans, WA Health Plan Exchange Plans, Group and Individual Life, Dental, Vision, Long Term Care, Disability and ALL Medicare Planning

Call Kathy Today - 509-884-5195. www.SmithsonlnsuranceServices.co

Need a Meeting Room?

As a valued BNCW member company, you're welcome to utilize the BNCW conference room if you require a place to meet with clients or prospective clients, or simply need access to a meeting room.

The room will seat up to 16 people comfortably, has wireless internet access and other amenities.

Please contact Kim Fenner at (509) 293-5840 to make the necessary arrangements.

This is a membership benefit and is available to you at no additional cost!



(509) 886-4114 Cell 670-2021

Pat Brown Lic# INDUSCI011L3

101 South Roland East Wenatchee, WA 98802



- Ready Mixed Concrete
- · Sand & Gravel
- Crushed Rock
- Concrete Supplies & Blocks
- 3 Locations to Serve You

"We are creating a team of highly skilled people working safely to build long-term relationships with our customers and communities. Integrity, superior quality, and exceptional service will continue to be the foundation of our future."

886-4853

886-1070 Rock Island

BNCW EVENTS

BNCW's March Board of Directors Meeting

■ Wednesday, March 16, 2022

7:00am to 9:00am

at Building North Central Washington 2201 N. Wenatchee Ave, Wenatchee

Chairman: Ed Gardner

The Board of Directors is the policy-making body of the Association and is responsible for the business affairs of the Corporation according to BNCW's bylaws.

Our Directors meet the third Wednesday of each Month in the boardroom of the BNCW offices.

These meetings begin at 7:00am and are open to any BNCW member to attend. If you wish to contact any of the officers or directors, please visit the BNCW website for their contact information.

BNCW's March CPR & First Aid Training

■ March 16, 2022 from 4:00pm to 6:00pm Held at Building North Central Washington, 2201 N. Wenatchee Avenue, Wenatchee

Class size is limited to 16 people.

\$49/person, includes Continuing Ed credits and is good for new and recertification.

Call BNCW at (509) 293-5840 to Register!

Were you aware that as an employer, unless you are able to get an injured employee to medical care within 3-4 minutes, you are required to have trained and equipped employees? This two-hour class will provide attendees with their certification.

Our instructor — George Templeton — puts on a great class that is enjoyable and informative, too.

Pre-registration Required. Seats are limited to 16 and fill-up quickly, so reserve your spots early!

You may also register online at BuildingNCW.org.

BNCW Members SAVE on your health insurance costs! CALL 293-5840 TO LEARN HOW





Serving Chelan, Douglas and Okanogan counties for over 129 years!

NCW Media, Inc. is now an 8 year member supporting BNCW members.

To advertise your company/business call one of our Advertising Executives:

Ad Executive, **Lindsay** 509-860-7301 or

email adexec1@ncwmedia.net Ad Executive, **Ruth** 509-682-2213 or email RuthK@lakechelanmirror.com or further questions call Ad director, Carol Forhan 509-548-5286

Carol@leavenworthecho.com

WENATCHEE BUSINESS JOURNAL March 2022 • **13**

New Business Licenses February 2021

WENATCHEE

Gomez Construction LLC New Single-Family Housing

1200 Columbine St., Wenatchee, Construction

WA 98801-6210 (except For-Sale Builders)

Abbygale Marie Photography Photography Studios, Portrait

206 2nd St., Wenatchee,

WA 98801-2101

Moongate Landscaping **And Construction, LLC**

Landscaping Services/ New Single-Family Housing Construction

517 Cascade St., Wenatchee, (except For-Sale Builders)

WA 98801-2907

EAST WENATCHEE

Vals Artistry 615 19TH St. NE. East Wenatchee,

Jeffries, Valerie Independent Artists, Writers, and Performers

New Single-Family Housing

PNW Limitless Builders LLP

Construction

1104 S Nevada Ave., East Wenatchee

(except For-Sale Builders)

WA 98802-6086

WA 98802-8351

Best Stones Jewelry and Silverware Manufacturing

Day, Brook

307 S Jackson Pl., East Wenatchee.

WA 98802-5518

Manny Clipper Hands Barbershop

Pulido, Emmanuel

879 Valley Mall Pkwy., East Wenatchee,

WA 98802-4841

LEAVENWORTH

Blue Heron Health

Roumasset, Adrienne Grace

75 Rosie Ridge Lane, Leavenworth, Individual and Family Services WA 98826-5701

Lewman Holdings LLC

Other Financial Vehicles

10406 Simpson Rd., Leavenworth

WA 98826-9418

Nebblett Homeworks

Sean, Nebblett Erin Adrian

11393 Chumstick Hwy., Leavenworth,

New Single-Family Housing Con-

WA 98826-9201

(except For-Sale Builders)

Increment Ventures LLC

Administrative Management and

426 Cedar St., Leavenworth,

Management Consulting Services

WA 98826-1112

CASHMERE

Cascade Ventures Northwest LLC Other Financial Vehicle/Lessors of Nonresidential Buildings

96 Tanager Lane, Cashmere,

Builders)

WA 98815-9203

Black Wolf Builders LLC New Single-Family Housing Construction (except For-Sale 5455 Binder Road, Cashmere,

WA 98815-1205

Mountain Valley Venture LLC **Basecamp Lodging**

5820 Sunset Hwy., Cashmere, All Other Traveler Accommodation

WA 98815-9532

CHELAN

Chelake LLC

All Other General Merchandise Stores

322 W Woodin Ave # 723, Chelan

WA 98816-9152

KKW Holdings INC **KP Repair**

917 Parkview Road, Chelan, General Automotive Repair

WA. 98816-9507

Kreidler adopts rule temporarily banning credit scoring, proposes rule to increase transparency

Submitted by Mike Kreidler, **Insurance Commissioner**

Mr. Kreidler has adopted his rule temporarily banning insurers from using credit information to set auto, homeowner and renter insurance, effective March 4.

In addition, he's proposing a new transparency rule requiring insurers to provide policyholders with a written explanation for any premium change.

"I'm taking this action against insurers' use of credit scoring in response to the economic harm many people have experienced during the COVID-19 pandemic - harm that has significantly impacted people who are already financially vulnerable," said Kreidler. "We know that now, more than ever, credit reporting is unreliable. It is unfair to base how much someone pays for frequently mandatory insurance on an unreliable and fluctuating factor like a credit score."

The federal government recognized that many people are suffering financially and (had) passed the CARES Act that allows lenders to grant relief to some people who are struggling financially.

However, the protections do not apply to everyone. And when the CARES Act ends, any delinquency could then be reported or show up as a blackout period on someone's credit report. This makes the credit histories insurers are using unreliable and inaccurate. Since it is not clear when the public health emergency will end, the rule requires insurers to temporarily remove the inaccurate credit rating factor.

The rule will be in effect starting March 4 through three years after the federal or state emergency declarations end, whichever is later.

Kreidler's rule is designed to be rate neutral for the insurers, meaning any rate change is spread across all policyholders. Some will see a one-time rate increase and others will get a rate decrease, depending on how much their insurer relied on credit scoring.

Based on consumer stories he heard during the rule's public hearing, Kreidler asked insurers to provide additional information, including:

·An illustration called a histogram that shows the range of premium changes due to removing credit information as rating factor. Some insurers already provided these illustrations as part of their rate filings.

·Copies of any communications insurers used to describe the new credit rule to their policyholders.

He asked for copies of the communications because several investigations the OIC conducted on behalf of consumers uncovered that despite what they were told by their insurer, the premium change was not entirely due to the removal of credit scoring.

In some responses they received, it was nearly impossible for the policyholder to determine what caused their premium to increase.

Only 12 companies repre-



Change in Premiums After the Credit Scoring Emergency Rule

Mike Kreidler

senting 5.2% of the affected market provided the information Kreidler requested.

Based on the lack of transparency and responses, Kreidler is proposing a rule that requires insurers to provide policyholders with clear written explanations for any rate change. This proposed rule will include stakeholder involvement and a public hearing.

"If an insurer wants to change how much you pay for coverage, you deserve to know why," said Kreidler.

"And it shouldn't be difficult to understand the reasons that led to the change. If your insurance company wants your business, you deserve an honest and clear answer. We're going to help them give you one with this rule."

The histogram shows an

average premium change for the 12 companies that responded to Kreidler's initial request for information on how removing credit as a rating factor impacted their policyholders.

"I understand that some people will be upset this rule is moving forward," said Kreidler.

"They believe deserve a discount because of their good credit score, but I need to look at the fairness for all consumers in our state. And to base premium on a factor that is unreliable or inaccurate is not fair.

"While this rule is in

effect, I intend to work with the Legislature, stakeholders and the insurance industry to see how we can permanently end the use of credit scoring in setting insurance premiums. It's an outdated practice that relies on your creditworthiness instead of how you drive or treat your property. And if you believe you're more deserving of a good rate because of your high credit scores, what do you say to the good drivers out there with low credit scores who pay an average of 80% more than you? We need to join the other states that have done so and end this discriminatory practice once and for all."



Jennifer Bushong

ByJennifer Bushong

Buy now! Hurry, limited supply! On sale today only! Chances are you have seen these catchy advertisements aimed at capturing your attention to make immediate pur-

Marketing 101 tips on getting in chases. When you receive what and how are impor-

a phone solicitation, you expect to learn why you should purchase a product or service.

Let's face it. No matter the profession or service, everyone is in sales. No matter what you call the end users of your product or services, customers, clients, buyers, patrons or patients, you need humans to buy or use your products to stay in business.

Whether you "cold" call or work to market your invention and gain investors, here are a few ideas to change up your initial introduction:

•Ask questions about their business: The who, tant when doing business. Align with the customer's values and ideas. Why is your service better than your competitor?

·Talk about the benefits: How does your product or service benefit the customer? What sets you apart? Why is it important for the person buying your product or using your service?

•Right person, right time: Make sure you talk to the right person at the right time. Spend a few minutes to research the company or customer before you make the initial call. If a marketing firm handles the account, be respectful and call them first. This might provide insights on internal or external events, happenings, or meetings. Be respectful of timing too!

Always close with a thank you note or kind words. Buying today might not happen, but tomorrow may pay dividends.

Jennifer Bushong, MA is a seasoned marketer and public relations professional. JBe Marketing Group, LLC. is a full-service marketing firm in Washington State.

jennifer@jbemarketinggroup.comwww.jbe-marketing.com

Page **14**

WENATCHEE BUSINESS JOURNAL / NCWBUSINESS.COM

MARCH 2022

TOP PROPERTIES - CHELAN COUNTY January 2022

January 2022					
Buyer	Seller	Sale Price	Street	City	
EGN LEGACY LLC	STATION 2601 LLC	\$4,334,905	250 E PENNY RD	WENATCHEE	
EGN LEGACY LLC	NELTEAM LLC	\$3,465,095	UNASSIGNED	WENATCHEE	
BROWN CHARLES P & TRACEY L ETAL	ISENHART-TAVOULARIS PAMELA R & LEE P TAVOULARIS W/H	\$2,600,000	1291 WAPATO WAY	MANSON	
SHERMAN BARRY W & LYNN M	PFEIFFER KRISTIE & JOHN	\$1,650,000	12555 MAPLE ST	LEAVENWORTH	
SULLIVAN WILLIAM F & VATNE PALMA S	MLTE PROPERTIES LLC	\$1,500,000	113 W WHITMAN ST	LEAVENWORTH	
NECHAYEV ANDREW & POTAPOVA MARIA	GUEMPEL JOHN & TERRINA	\$1,325,000	101 HIGHPOINT LN	CHELAN	
LOHMAN TYLER J & MARRIOTT MELISSA M DUESENBERG WILLIAM H & CYNTHIA B ETAL	KOPHS THOMAS C APPLE BLOSSOM CENTER HOLDINGS LLC	\$1,100,000 \$1,061,121	7520 CHELAN RIDGE RD	CHELAN	
WILLIAMS DAVID L & ALLISON	GARLOCK ROBERT	\$940,000	3795 VIEWMONT DR	WENATCHEE	
CORNELIUS HOLDINGS LLC	MARSON FAMILY HOLDINGS INC	\$900,000	UNASSIGNED	PESHASTIN	
COLE JOSEPH F & JANET N	MARTINSON ERIC & KELSEY	\$860,000	554 CLOUDLESS DR	MANSON	
NORWOOD BRIAN R & MALSBURY HOLLY M	EL RANCHO JURGENS LLC ETAL	\$815,000	7711 SMITH RD	DRYDEN	
HEAD DAVID & MC VAY BRIDGETTE C	LUNDBERG JOHN A	\$795,000	14360 US HWY 97A	ENTIAT	
WALTERS CHRISTIAN & CATHERINE	PHILLIPS BRIAN K	\$787,500	2669 SUMAC LN	LAKE WENATCHEE	
IRELAND DARREN S & KATHRYN B	RUDNICK BRANDON M & CEINWYN A	\$775,000	448 W ROLLING HILLS LN	WENATCHEE	
GROEN LUKE H & SYDNEY C	DIGIVATIONS CAMP DEMIGOD INSTITUTE	\$775,000	6326 CAMPBELL RD	PESHASTIN	
JAECH JEREMY & JACQUELYN	MC CLELLAN LONNIE B	\$775,000	183 MARGIES LN	MANSON	
MC CORD RAMSEY & IAN	SMITH SHERRI L	\$762,000	8896 DEADMAN HILL RD	DRYDEN	
KAUFMAN KEVIN & JULIE TAM SCOTT GEOFFREY W & ANNA A ETAL	PETERSON RICHARD L & RONETTA HUTSELL DAVID & WIEST MAYA	\$750,000 \$749,000	3565 SCHOOL ST 3140 BERMUDA ST	WENATCHEE MALAGA	
CHANNEL LINDA	SHOOK JANIE	\$749,000	2221 HONEYSETT RD	WENATCHEE	
WYCKOFF CHRISTOPHER J	BEACH JOSEPH & JENNIFER	\$687,500	3063 CONARTY RD	MALAGA	
DUONG THO X	BUCHMANN BRIAN H & JODY K	\$670,000	4294 JIM SMITH RD	WENATCHEE	
LOMBARD SUZANN D & ROBERT F	MUNOZ BRIAN L	\$669,000	244 CENTER ST	LEAVENWORTH	
OKANOGAN PROPERTY OWNERSHIP LLC	WELLNESS PLACE	\$655,000	609 OKANOGAN AVE	WENATCHEE	
ABEGG JENNIFER M	STROUD STEVENSON G TRUSTEE	\$645,000	209 SCHOLZE ST	LEAVENWORTH	
GRIMM JEFFREY & MAGGIE	SCHULTZ KRYSTAL & ROBERT	\$640,000	575 ALPINE PL	LEAVENWORTH	
MOORE BRAD J & TRACY J	BISHOP JODI & ANDREW III	\$622,000	2981 RIVIERA BLVD	MALAGA	
RAMACHANDRAN LAKSHMI N & SATHYANARAYANAN AARTHI	FAVROW VALERIE	\$615,000	525 ALPINE PL	LEAVENWORTH	
NONILUNA II LLC	BURGON NITA A	\$600,000	755 WAPATO WAY	MANSON	
TLACHI ALVARO	STITT D CODY	\$595,100	1505 EASY ST	WENATCHEE	
BALDOCK STEPHEN J & JANE E	JONES AARON CONSTRUCTION	\$586,242	187 PERSHING CIR	WENATCHEE	
PRAVITZ WAYNE & JEFFERSON PATRICIA	BOETTCHER SAMUEL & KATHERINE M	\$575,000	9151 ICICLE RD	LEAVENWORTH	
BARGA NANCY K CHAMPION ORCHARDS LLC	BATDORF ERIC STRAIN SANDRA L	\$569,000	12160 W SHUGART FLATS RD	PLAIN MANSON	
HANKINS TIANNA L & PRIBBLE KENNETH G	CLIMER KEN & JEANELL M	\$550,000 \$539,900	1961 MANSON BLVD 11119 WASHINGTON ST	WENATCHEE	
GAY LINDSEY & HANSON WILLIAM	LINK JOHNATHEN & CHRISTIN	\$500,000	3681 COTTONWOOD LN	PESHASTIN	
WENPAL LLC	OLDS EASY STREET LLC	\$500,000	139 EASY ST	WENATCHEE	
SILCOCK STEVEN & MARGARET	MC NUTT JOE & JANET	\$495,000	110 ICICLE RD	LEAVENWORTH	
OVITT JEFFREY & MC CURDY BRIANNA	NORRIS DREW W	\$485,000	2843 MALAGA ALCOA HWY	MALAGA	
WYBO JAN & ROBIN	SELECT HOMES INC	\$485,000	285 APPLE AVE	CHELAN	
KESTER NATHAN D & MOWRY ADRIENNE J	LAIL SPENCER S	\$479,000	143 MARGAUX LOOP	MALAGA	
GAMEZ ESPERANZA ETAL	SALAZAR CANCHOLA MANUEL	\$459,000	1201 BROWN ST	WENATCHEE	
DRIGALIO ALEKSANDR & TATIYANA	CHELAN LOOKOUT LLLP	\$455,000	1303 DRAGONFLY CT	CHELAN	
BLANK BRIAN J & WENDY L	OLSON KEITH R & JODI T	\$450,000	4744 MANSON BLVD	MANSON	
KUNTZ JUDITH & STEVEN	PULIDO BELISARIO & MARTHA A	\$440,000	1463 MELISSA WAY	WENATCHEE	
KEMP KERRY B & CHANEY MAX I	CATE RUSSELL H	\$435,000	1201 JEFFERSON ST	WENATCHEE	
RAGOSTA SUMMER M & GUY A	SILJANDER KATHERINE S & PHILLIP E	\$415,317	5260 HUGHES RD	CASHMERE MALAGA	
DALLMAN MARION & AMANDA HOWSON BRIAN & PATSY	NORES CHRISTOPHER MANSON VIEW DEVELOPMENT LLC	\$412,000	3172 BERMUDA ST 538 BOETZKES AVE	MANSON	
GRIFFIN HOLLY M	PROPERTY SOLUTIONS NNW LLC	\$399,000	732 KITTITAS ST	WENATCHEE	
VALDEZ GONZALEZ KEANNA ETAL	HIGGINS RYAN R	\$390,000	3100 MONTEREY DR	MALAGA	
DARLINGTON LLOYD & PIZZANO JOAN	HARROW RICHARD & JACKIE	\$380,000	15 N WESTERN AVE	WENATCHEE	
KANSKY ROBIN E & TRACY L	OVITT JEFFREY J ETAL	\$380,000	1734 LINCOLN PARK CIR	WENATCHEE	
HARDIN SETH ETAL	MANSON VIEW DEVELOPMENT LLC	\$380,000	BOETZKES AVE	MANSON	
ZUNIGA MACIAS EMA L & CASTELLANOS FLORES DIEGO	BRISKY LEA M	\$364,900	921 CORBALEY PL	WENATCHEE	
SWANSON MATTHEW	CITY OF LEAVENWORTH	\$362,500	9111 ICICLE RD	LEAVENWORTH	
ROMERO EDGAR & AVALOS DIAZ MARIA	BAINE JOHN & CINDA	\$350,000	1107 WASHINGTON ST	WENATCHEE	
BENNETT TODD D & VICTORIA L	BURGE JEREMY B & PATRICIA BAKER	\$350,000	1650 SUNSET DR	WENATCHEE	
NASSIRI AMIR	SELECT HOMES INC	\$350,000	261 APPLE AVE	CHELAN	
KUYKENDALL ROGER & BRENDA	DAVIS PETER H ETAL	\$330,000	16035 TELEMARK LN 1800 HERITAGE DR	LAKE WENATCHEE	
JOHNSON RILEY & EARLENE TRAVIS KATHLEEN A & TINA M	SUTTERLIN LUCILLE HOUTCHENS MARK & TAMMY	\$320,000 \$320,000	3486 MARLETTE PL	WENATCHEE MALAGA	
TAN COSMO K	KURTZ DOUGLAS R	\$320,000	2486 EASY ST	MONITOR	
SILBERFEIN ADAM D & TYLEE TRACY S	SCHALLER MICHELLE & JEFF	\$315,000	2532 WENATCHEE PINES	LAKE WENATCHEE	
SATTLER JEFFREY S & CYNTHIA M	SELECT HOMES INC	\$310,000	262 APPLE AVE	CHELAN	
BARNES TIFFANY ETAL	NELSON BRADLEY D & AIMEE SHERIDAN	\$299,000	41 KOKANEE LN	MANSON	
FEINSTEIN JASON	TIMMERMANS WILLIAM H	\$299,000	4846 US HWY 97	PESHASTIN	
REED PAUL J & ANJANETTE M	CHELAN LOOKOUT LLLP	\$293,000	1408 COTTAGE LN	CHELAN	
BRUCKER MARY W	BOOTH T WILLIAM ETAL	\$269,550	16925 FIR DR	LAKE WENATCHEE	
MA JEANNE & BRUSS ANDREW	HOLDEN JAMES F	\$260,000	12289 PINE RIDGE DR	PESHASTIN	
	TOD 00000	TIES CLIE	AN COUNTY xx - SEE	DACE IF	

TOP PROPERTIES – CHELAN COUNTY xx - SEE PAGE 15

TOP PROPERTIES DOUGLAS January 2022

RES	IDENTIAL

Original Price	Street
\$1,800,000.00	781 TURTLE ROCK RD
\$885,000.00	2924 N BRYSEN DR
\$780,000.00	509 2ND ST NE
\$750,000.00	2510 FANCHER LANDING
\$685,000.00	2219 TREAT ST SE
\$675,000.00	723 19TH ST NE
\$645,000.00	401 19TH ST NE #2
\$640,000.00	89 SPRINGHILL DR
\$610,000.00	1983 LEGENDARY LN SE
\$580,000.00	2455 NEIGHBOR PL SE
\$566,000.00	1757 S BLANCHARD LOOP
\$565,000.00	1601 N AURORA AVE
\$542,500.00	485 N JOSEPH AVE
\$536,000.00	1350 N GROVER AVE
\$485,000.00	2329 VEEDOL DR
\$475,000.00	2410 BADGER MOUNTAIN RD
\$455,000.00	394 HAMMOND LN
\$449,000.00	917 11TH ST NE
\$442,000.00	2452 NW COLUMBIA AVE #7
\$440,000.00	720 MOUNTJOY SQ
\$435,000.00 \$432,500.00	2574 NE OLYMPIC DR 319 S MARY AVE
\$432,500.00	5679 PENN AVE
\$420,000.00 \$415,900.00	5679 PENN AVE
\$415,000.00	411 LAKE VIEW DR
\$412,000.00	5689 PENN AVE
\$410,000.00	1808 8TH ST NE
\$400,000.00	514 NEWPORT PLZ
\$391,000.00	2530 AVIATION DR
\$375,000.00	303 S HOUSTON AVE
\$370,000.00	420 COLUMBIA AVE
\$370,000.00	325 W MARINE VIEW DR
\$355,000.00	1123 BARTON SQ
\$350,000.00	2440 ROCK ISLAND RD
\$344,000.00	1104 S NEW OAK LN
\$344,000.00	1098 S NEW OAK LN
\$334,900.00	1110 S NEW OAK LN
\$327,900.00	2408 SE SAGE BROOKE RD
\$325,000.00	5536 PENN AVE
\$320,000.00	1121 S NEW OAK LN
\$305,000.00	1093 S NEW OAK LN
\$280,000.00	2553 NORMA LN
\$235,000.00	12 TRAILS END RD
\$200,000.00	1301 3RD ST NE
\$182,000.00	1030 DESERT CANYON BLVD #303A
\$158,700.00	221 WALNUT ST
\$150,000.00	2215 NW ALAN AVE
\$105,000.00	2408 SE SAGE BROOKE RD
\$105,000.00	1121 S NEW OAK LN
\$105,000.00	1110 S NEW OAK LN
\$105,000.00	1104 S NEW OAK LN
\$105,000.00	1098 S NEW OAK LN
\$105,000.00	1093 S NEW OAK LN
\$100,000.00	420 S LYLE AVE
\$70,000.00	116 1ST ST
\$70,000.00	1107 FOSTER AVE
\$53,000.00	2500 SR 28 SP 047
\$50,000.00	285 S WITTE AVE
\$20,000.00	
\$12,000.00	
\$3,000.00	2400 TACOMA AVE SP 23
\$551.00	3449 NW EMPIRE AVE

TOP PROPERTIES DOUGLAS January 2022

FARM Grantor **Grantee Street Price** NAKATA ORCHARDS INC ADH PROP LLC \$2,030,000 3120 6TH ST SE MOLITOR, DAVID E CASWELL &, LINDA LEE \$275,000 : 145 OSPREY DR WESSELMAN, SEAN D & CHARITY S CAVADINI, DANIEL D \$200,000 11735 SR 17 \$130.000 : 66 HILLCREST DR MORRIS &, ADELL R DOBSON, PHILLIP HALE, SARAH E & BILLY D CHRISTENSEN, SAVANNAH JOY \$125,000 WITTIG FARMS LLC \$125,000 : 623 N JAMESON LAKE RD HOLMQUIST ESTATE, MARGARET L RICE FAMILY ENTERPRISES LLC CORNING AND SONS LLC \$87,500 MORRIS &, ADELL R DOBSON, ORVLE \$46,000 PHILLIPPI FRUIT CO MCMONAGLE, GARY R \$15,000 MORRIS &, ADELL R DOBSON, ORVLE \$14,000 54 HILLCREST DR

BANKRUPTCY FILINGS

Bankruptcies are filed under the following chapter headings.

Chapter 7 - Debtor gives up nonexempt property and debts are discharged. This does not require a repayment plan unlike a chapter 13 bankruptcy filing.

Chapter 13 - Debtor is required to pay a percentage of debt back as feasibly possible based on their ability to pay. All disposable income must be used to pay back debts. Debtors are proposed a repayment plan that must be repaid back to creditors in 3-5 years.

All reports are compiled through the U.S. Bankruptcy court in Spokane.

Chelan County Chapter 7

Yvette Louise Gould, 108 S Douglas St. Cashmere. Filed Jan. 4.

Salvador Guillen Garcia, 4 S. Viewdale St. Wenatchee. Jan. 17.

Kayleen Nichole Shepherd, 619 Kittitas St. Apt. 2 Wenatchee. Jan. 26.

Douglas County Chapter 7

Christy L Carter, 1413 Cooper Loop, East Wenatchee. Jan. 21.

Amanda Lee Crockett, 681 Rock Island Road, East Wenatchee. Feb. 1.

Douglas County Chapter 13

Anthony Joseph Nicolino, 2321 NW Alan Ave. East Wenatchee. Feb. 4.

Okanogan County

Chapter 7

Juan Abel Lozano Larios, PO Box 1019, Oroville. Jan. 18.

Okanogan County

Chapter 13

Michael Carl Beaver and Amanda Carole Beaver, 39 Sand Flat Rd, Omak. Feb. 9.

TOP PROPERTIES - CHELAN COUNTY January 2022 - continued from page 14

Buyer	Seller	Sale Price	Street	City
FOSTER KRISTIN L	J&OLLC	\$255,000	334 ALPENGLOW DR	LEAVENWORTH
WENATCHEE RIVER GENERAL CONTRACTOR LLC	CARMICHAEL RONNIE M & JACKALINE C TRUSTEES	\$239,400	426 MALAGA AVE	WENATCHEE
GA SEXTON INC	J & O LLC	\$234,000	636 CENTRAL AVE	LEAVENWORTH
BOYD TAYLOR & LINDSAY	J & O LLC	\$230,000	654 CENTRAL AVE	LEAVENWORTH
WIGGS JOSEPH D & JENNIER	COLWELL ROBERT W	\$211,375 EDGEMONT DR		WENATCHEE
GODBEY CALVIN & CORINNE	ORNELAS JERRY	\$205,000	28 SEQUOIA LN	WENATCHEE
FIDUS ACHATES INVESTMENTS LLC	GARCIA MARIA G	\$184,000	11 ELIZABETH CT	WENATCHEE
WILLIAMS DONALD L & MARGARET A	MOTT JAMES M & BRENNA J	\$175,000	1216 SUMMER HILL PL	WENATCHEE
VALERI CYNTHIA	T8 DEVELOPMENT LLC ETAL	\$174,999	UNASSIGNED	CASHMERE
CHAMBERS TYLER W	HEINZ ERIC S & ANDREA M	\$170,000	UNASSIGNED	WENATCHEE
WAGNER AMY	RAMEY AARON C & SHANNAN L	\$165,000	20 MCLALLEN LN	MANSON
CHADDERTON VICTORIA A	CHADDERTON VICTORIA A ETAL	\$164,489	1720 LINCOLN PARK CIR	WENATCHEE
LENINGTON MICHAEL R	FORSEN DEBRA A ETAL	\$159,100	1307 HORIZON PL	WENATCHEE
SEWELL BRENDA S & MARK R	SEWELL- FREITAS KIM L	\$155,000	UNASSIGNED	PESHASTIN
MILLER CLINT M & JANE E	JANSEN LAURA	\$150,000	16757 SECOND CREEK RD	LEAVENWORTH
ROSALES ENRIQUE & MARIA	WAUNCH FRED & PATRICIA TRUSTEES	\$140,000	1119 KITTITAS ST	WENATCHEE
SMITH ERIC T & CAROLYN H	BARRY GEOFFREY G & CELESTE Y	\$135,000	634 KINGS CT	WENATCHEE
NELSON ZAK & JULIE	VISTA ROCK PROPERTIES LLC	\$135,000	UNASSIGNED	ENTIAT
JESSEN JOHN G & WHITNEY H	STJI LLC	\$129,000	309 SABIO WAY	CHELAN
MASTEN MARY E & ROBINSON CHARLES A	ROBINSON JUSTIN A	\$125,000	104 SPADER BAY RD	CHELAN
POTTORFF MIKE	SHARPE JACKSON V B	\$120,000	1011 N MISSION ST	WENATCHEE
JONES AARON CONSTRUCTION	MTNS LLC	\$115,000	187 PERSHING CIR	WENATCHEE
ZIMMERMAN ANDREW & ESTHER		\$110,000	4573 SQUILCHUCK RD	WENATCHEE
STRODE STEVEN E & CHELCIE R	KAHLER MOUNTAIN CLUB LLC	\$107,000	20626 HAIGHT DR	LAKE WENATCHEE
KAHLER MOUNTAIN CLUB LLC	STRODE STEVEN E & CHELCIE R	\$107,000	20631 MIRACLE MILE	LAKE WENATCHEE
MILLER DENNICE M & SEARS DOUGLAS W	MILLER DENNICE M	\$105,100	6610 N DRYDEN RD	DRYDEN
K & L HOMES LLC	FERRARO CHRISTOPHER J & RITA P	\$100,000	223 BANDERA WAY	CHELAN
EGN LEGACY LLC	BARBIL INC	\$100,000	UNASSIGNED	WENATCHEE
COVEY REX N	SUNSET MARINA LLC	\$87,950	W WOODIN AVE	CHELAN
DUMONT ANDREW	STJI LLC	\$75,000	255 SABIO WAY	CHELAN
CROWN INTERNATIONAL LLC	STJI LLC	\$75,000	275 SABIO WAY	CHELAN
NAVA LUNA ROBERTO & AVILA MARQUEZ SILVIA	DSJS LAND LLC	\$75,000	UNASSIGNED	CHELAN
BARTHOLOMEW JOSHUA	SCOTT ELZIE D & PEGGY J	\$75,000	1783 SLEEPY HOLLOW RD	WENATCHEE
GARRISON JAMES V & SUZETTE M	NONDORF PROVENE R & MICHELE D	\$70,000	W WOODIN AVE	CHELAN
ORTEGA SALGADO DANIEL & MENDOZA ORTEGA CRISTINA	GUDMUNDSON GARY & BARBARA	\$58,000	UNASSIGNED	CHELAN FALLS
BEARCE JAMES T	SCHMALTZ SANDRA	\$43,000	1311 MAPLE ST	WENATCHEE
BEARCE DENISE J	DYAL ARTIE G	\$25,000	1115 MCKITTRICK ST	WENATCHEE
GORDON TODD & REBECCA	COCHRAN CAMILLE S & ROBERT A	\$5,000	103 N PARK & WOODIN AVE	CHELAN
WEYERHAEUSER TIMBER HOLDINGS INC	WEYERHAEUSER COMPANY	\$4,640	UNASSIGNED	ENTIAT
VISHNIAKOVA ANASTASIA	CHELAN COUNTY TAX TITLE	\$441	103 N PARK & WOODIN AVE	CHELAN

WENATCHEE BUSINESS JOURNAL'S PROFESSIONAL SERVICES DIRECTORY

BUSINESS CONSULTING

Your Future, Planned with Care.



Investment Management Retirement Planning Financial Planning



Brad Blackburn, CFP®

Stephen Allen,

509-782-2600 121 Cottage Ave Cashmere, WA 98815



ADVERTISING & MARKETING

Let us help you get the word out in our Professional Business & Service Directory





Call for special rates for one month or one year. All ads are in full color and choose from 3 sizes.

BUSINESS JOURNAL

Lindsay: 860-7301 or Carol: 548-5286



Check the weathercams on the web before travelling over the mountain passes!

Find these links on our Web sites

www.leavenworthecho.com www.cashmerevalleyrecord.com

BLEWETT PASS U.S. Highway 97 click here to see

webcam

SNOQUALMIE PASS Interstate 90 click here to see webcam

STEVENS PASS U.S. Highway 2 click here to see webcam

16 ● MARCH 2022 WENATCHEE BUSINESS JOURNAL

House-proposed supplemental capital budget with \$7.76 million in project funding for 12th District approved by committee



Rep. Michael Steele



Rep. Keith Goehner

Submitted by Kelley Payne, Senior Public Information Officer

Rep. Mike Steele, ranking member and lead negotiator on the House Capital Budget Committee, and Rep. Keith Goehner are pleased to announce today's committee approval of the 2022 supplemental capital budget.

The representatives said the supplemental agreement continues the historic work from last year and provides funding for key infrastructure projects across the state and the 12th District.

The House proposed 2022 supplemental budget includes a total of \$1.5 billion in spending, with \$77.4 million in bonds, and leaves \$27.6 million in the ending fund balance.

For the 12th Legislative District, projects approved and included in the proposed budget total more than \$7.76 million

Steele, R-Chelan, noted the bipartisan nature of work that went into creating the proposal and the effort made to keep it geographically diverse, benefiting urban and rural communities alike.

"As the lead Republican negotiator, I'm really proud of the collaborative nature of this committee's work on the capital budget. This budget puts people to work, creating economic development and opportunities across the state. We worked hard to deliver a proposal that makes the right investments for cities, towns and rural communities. I'm also proud that, for the 12th District, we were able to fight for and win project funding that will really make a difference in the lives of individuals and families across our region," concluded Steele.

Goehner, R-Dryden, said it is important communities see a return on their tax dollars.

"We are fortunate to have Rep. Steele as our lead on the capital budget. He, and the other capital budget writers in the House, have done great work to provide all corners of Washington state needed capital improvements and

projects in a supplemental budget year.

"The capital budget proposal has strong bipartisan support and addresses important needs such as mental health, housing and education. Working in local government for many years, I have seen firsthand the importance of taxpayer dollars coming back to communities in our district to support much-needed projects and infrastructure improvements. This supplemental plan builds on the historic capital budget we passed last year that benefits the 12th District and all of North Central Washington."

12th District capital budget projects include:

- Peshastin Cross Over Siphon Pipe: \$309.000
- Wenatchee Valley YMCA: \$515,000
- Lake Chelan EMS Design: \$191,000
- Town of Elmer City Fire Station Improvements: \$772,000
- Chelan Douglas Food Distribution
 Center (Malaga): \$1 million
- City of Brewster Canyon Well House: \$494.000
- City of Brewster Sewer Upgrade: \$3.5 million
- SD Brewster School District: \$933,000

The supplemental capital budget makes changes to the biennial capital budget in response to feedback from administering agencies to address emerging issues and act on new opportunities.

House Bill 1781 now heads to the House floor for a vote by the full chamber. The 2022 legislative session is scheduled to end on March 10.

Cascade becomes hispanic-serving school district

Submitted by CSD

Cascade School District (CSD) in Leavenworth, is delighted to become a 2022 Hispanic-Serving School District (HSSD), the first such school district in Washington State. In 2006, The Hispanic Association of Colleges and Universities (HACU) launched its HSSDs initiative for school districts whose total enrollment is at least 25% Hispanic with the intent of close and substantive collaboration between PreK-12 and higher education. CSD's enrollment of Hispanic students is 31%, which is why CSD was invited to become a HSSD.

As HACU states on their website, "The HSSD affiliation was started in order to address the many challenges facing both higher education and K-12 in recruiting, retaining, and graduating Hispanic students. The goal is to have HACU-member colleges and universities collaborate with HSSDs in an effort to frame, develop, and carry out innovative initiatives that benefit their respective student populations and significantly increase Hispanic student success."

Jeanette Morales, HACU Executive Director for Student & PK-12 Services, and Erica Romero, HACU Assistant Vice President for State Advocacy made a presentation at the Cascade School District School Board meeting on January 10, 2022. During the meeting, they mentioned the emphasis on improving access to and quality of post-secondary educational opportunities for Hispanic students, which aligns with Cascade School District's goal of post-secondary success for all students. The Cascade School Board unanimously approved CSD's membership as a HSSD during the School Board meeting on January 24, 2022.

Jill Weil, English Learner teacher and Migrant Graduation Specialist for Cascade School District, said, "Being named an HSSD is exciting to me for two reasons: it acknowledges the work we already do (serving Hispanic students) and enables us to do that work even better. I'm looking forward to connecting our students with even more post-secondary opportunities!" Jesus Sandoval, English Learner teacher and soccer and wrestling coach elaborated, "I'm very proud to know that the Cascade School District is the first district in the state of Washington to be recognized as a Hispanic-Serving School District. This recognition shows how much our district values our Hispanic culture and the progress that has been made to improve the success of Hispanic students in education."

Washington Coalition for Open Government

WCOG sues the Washington State Redistricting Commission

WA redistricting board ordered to pay over \$137k in legal fees and fines

Submitted by George Erb, WCOG Secretary and Juli Bunting, WCOG Executive Director

The Washington Coalition for Open Government (WashCOG) today agreed to settle its lawsuit with the state of Washington and its Redistricting Commission for violating the state Open Public Meetings Act. The Commission today voted to accept the settlement, as well.

The parties reached an agreement on a consent decree to present to the Thurston County Superior Court for approval. That agreement includes open government principles that ensures future Commissions will not continue to act secretly, which was Wash-COG's goal.

Elements of the agreement include:

The Open Public Meetings Act (OPMA) applies to the Commission and its Commissioners.

The Commission and its commissioners violated OPMA and the Commission's corresponding rules regarding transparency.

A commitment to implement rules so that commissioners no longer negotiate in private.

A stipulation that all future commissioners and staff shall complete open government training within thirty days of hiring or appointment.

Before the Commission considers any motion to approve a final redistricting plan, the Commission shall make that plan publicly available, including any proposed Congressional or legislative district maps.

The Commission shall open for public comment any motion to approve a final plan prior to voting on the motion.

Penalties of \$500 per commissioner and payment of legal costs and fees for the plaintiffs.

Under the settlement, the Superior Court would deny WashCOG's request to invalidate the redistricting plan and district maps the Commission transmitted to the state Supreme Court on Nov. 16.

The Supreme Court's had already issued an order December 3, 2021, affirming that plan. The Supreme Court's decision said that "the primary purpose of achieving a timely redistricting plan would be impeded,

not advanced, by rejecting the Commission's completed work."



WashCOG President Mike Fancher

Subsequently, the Supreme Courts declined original jurisdiction to hear WashCOG's complaint and the Legislature adopted of the Redistricting Plan as amended on February 8, 2022.

WashCOG President Mike Fancher said, "We concluded the Supreme Court and Legislature had no interest in invalidating the plan and maps so close to the 2022 elections. We took no position on maps, but pursued an outcome that ensures this Commission and future Commission will not repeat the same mistakes. We feel this outcome achieved that aim."

The Commission has agreed to clarify its rules

and never again vote on a "framework" rather than a redistricting plan in final form with actual maps in recordable form made public prior to its vote. The Commission agreed to forgo private negotiations and bring its working conversations or deliberations into the public forum moving forward.

"The Commission has taken these matters seriously as shown by their stipulation to individual penalties and covering the costs and attorney's fees incurred in enforcing open government protections," he said.

Washington's Open Public Meetings Act requires "All meetings of the governing body of a public agency shall be open and public and all persons shall be permitted to attend any meeting of the governing of a public agency, except as otherwise provided in this chapter." RCW 42.30.030

The Washington Coalition for Open Government is a nonpartisan, nonprofit organization founded in 2002. We are an independent, broad-based advocate for public records, open meetings and informed citizens.

CONTINUED FROM PAGE I

DECA mentors achievement for BHS business and marketing students

how well our BHS students performed in our first year of DECA participation," Dowd wrote in an after-action memo about last month's competition.

The DECA state organization is comprised of 10 areas. "Area 10 is in Central Washington, from the Canadian border to south of Yakima," said Dowd. "There are 12 schools in Area 10 with DECA Chapters."

DECA prepares emerging leaders and entrepreneurs in high schools and colleges around the globe for careers in marketing, finance, hospitality and management. One of the BHS competitors, Mareli Arevalo, placed second in Quick Service Restaurant Management and has been invited to the state competition in March. Other BHS winners included Mayra Sepulveda-Santana, Abigail (Abby) Pamatz-Garcia, Madelyn (Maddie) Sandoval-Trejo, and Gustavo Perez-Olmedo.

Dowd divides his course work between marketing, business and personal law, and computer programming. Introduction to marketing explores topics from economics and international business, to new product development, promotion and merchandising. The business and personal law courses run the gamut from contracts and employment and insurance law to criminal and civil law, constitutional law, and court systems. Introduction to programming adapted from the UC Berkeley CS 10 course teaches students the basics of programming principles and helps students discover if an IT career is for them.

The DECA model provides students with the opportunity to participate in comprehensive, industry-validated competitive events where they can earn recognition, qualify for state and international competition, and compete for scholarships while demonstrating their career area knowledge.

For more information online about DECA, please visit: wadeca.org/about/ or deca.org/about/

Wenatchee MSA (Chelan and Douglas Counties) Labor Area Summary — December 2021

Overview

This report provides an update on the Wenatchee Metropolitan Statistical Area (MSA) economy using not seasonally adjusted, nonfarm employment and civilian labor force data. Analysis focuses on year over year (December 2020 and December 2021) and average annual data changes (between 2020 and 2021).

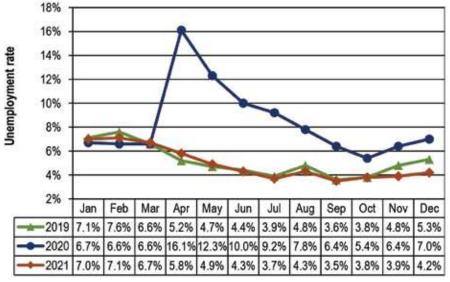
Unemployment rates

Preliminary Civilian Labor Force (CLF) data show that Washington's not seasonally adjusted average annual unemployment rate dropped from 8.4 percent in 2020 to 5.1

percent in 2021. Between December 2020 and December 2021, the rate fell from 6.6 to 3.8 percent, a two and eight-tenths percentage points downturn. In the Wenatchee MSA, the average annual unemployment ratefell from 8.4 percent to 4.9 percent between 2020 and 2021. Year over year, unemployment rates have declined during the past nine months

The December 2021 percent reading of 4.2 percent is the lowest rate for the month of December in the Wenatchee MSA (Chelan and Douglas counties) since data began to be recorded electronically in 1990.

Wenatchee MSA unemployment rates, not seasonally adjusted Washington state, January 2019 through December 2021. Source: Employment Security Department/LMEA; Local Area Unemployment Statistics (LAUS)



The Wenatchee MSA's unemployment rate fellby two and eight-tenthspercentage points between December2020 and December2021.

Total nonfarm employment

Between 2020 and 2021, preliminary estimates indicate that Washington's labor market provided 80,600 more nonfarm jobs, an average annual increase of 2.5 percent. Year over year, Washington's nonfarm market contracted from April 2020 through March 2021 prior to expanding from April through December 2021.

This December, business and government organizations statewide tallied 3,446,300 jobs (not seasonally adjusted) compared with 3,268,200 in December 2020, up by 178,100 jobs and 5.4 percent.

The Wenatchee MSA's economy added2,300 jobs during 2021, a 5.3 percent upturn, a bit

more robust than Washington's 2.5 percent growth rate between 2020 and 2021. Year over year, the Wenatchee MSA's nonfarm market also contracted for 12 months (April 2020 through March 2021) prior to employment increases from April through December 2021.

This December, total nonfarm employment netted 2,600 more jobs (up 6.0 percent) than the 43,100 jobs tallied in December 2020.

In aggregate however, the locale conomy has still not recovered all jobs lost because of COVID-19 related layoffs. Specifically, total nonfarm employment in the two-county MSA in December 2021 (45,700 jobs) was 700 jobs and -1.5 percentless than the 46,400 jobs provided in December 2019 (two years ago).

Wenatchee MSA nonfarm industry employment, not seasonally adjusted, in thousands Washington state, January 2018 through December 2021. Source: Employment Security Department/LMEA; Current Employment Statistics (CES)



Nonfarm employment in the Wenatchee MSA increased by 6.0 percent between December 2020 and December2021.



Donald W. Meseck, Regional Labor Economist Employment Security Department Kittitas County WorkSource, 510 N. Pine Street, Ellensburg, WA 98926

Phone: (509) 607-3267; E-mail: dmeseck@esd.wa.gov Website: https://esd.wa.gov/labormarketinfo Wenatchee MSA labor force and industry employment, not seasonally adjusted Washington state, December 2021. Source: Employment Security Department/LMEA; Local Area Unemployment Statistics (LAUS), Current Employment Statistics (CES)

				Change		Percent change
	Preliminary	Revised	Revised	Nov-21	Dec-20	Dec-20
Wenatchee MSA	Dec-21	Nov-21	Dec-20	Dec-21	Dec-21	Dec-21
Labor force and unemployment						
Civilian labor force	61,865	62,957	62,180	-1,092	-315	-0.5%
Resident employment	59,248	60,500	57,813	-1,252	1,435	2.5%
Unemployment	2,617	2,457	4,367	160	-1,750	-40.1%
Unemployment rate	4.2	3.9	7.0	0.3	-2.8	
Industry employment (numbers are in thou	isands)			9 10		4
Total nonfarm 1	45.7	46.5	43.1	-0.8	2.6	6.0%
Total private	37.0	37.7	34.8	-0.7	2.2	6.3%
Goods producing	5.7	5.8	5,3	-0.1	0.4	7.5%
Mining, logging and construction	3.2	3.2	2.9	0.0	0,3	10.3%
Manufacturing	2.5	2.6	2.4	-0.1	0.1	4.2%
Service providing	40.0	40.7	37.8	-0.7	2.2	5.8%
Private services providing	31.3	31.9	29.5	-0.6	1.8	6.1%
Trade, transportation, warehousing and utilities	10.0	9.8	10.1	0.2	-0.1	-1.0%
Retail trade	6.7	6.6	6.6	0.1	0.1	1.5%
Education and health services	8.0	7.9	7.8	0.1	0.2	2.6%
Leisure and hospitality	6.7	6.6	4.9	0.1	1.8	36.7%
Government	8.7	8.8	8.3	-0.1	0.4	4.8%
Federal government	0.7	0.8	0.7	-0.1	0.0	0.0%
State government	1.1	1.1	1.0	0.0	0.1	10.0%
Local government	6.9	6.9	6.6	0.0	0.3	4.5%
Workers in labor/management disputes	0.0	0.0	0.0	0.0	0.0	

Excludes proprietors, self-employed, members of the armed services, workers in private households and agriculture. Includes all full- and part-time wage and salary workers receiving pay during the pay period including the 12th of the month. Columns may not add due to rounding.

The Wenatchee MSA nonfarm market provided 45,700 jobs in December 2021, a gain of 2,600 jobs since December 2020.

Employment and unemployment

Washington's Civilian Labor Force (CLF) edged upwards by 8,133 residents (a marginal 0.2 percent upturn) from 2020 to 2021. Virtually all this expansion occurred in the last seven months of 2021. Specifically, the CLF grew from June through September 2021, dipped by -0.9 percent in October 2021, and rebounded by 2.2 percent in November and 3.8 percent in December 2021.

Most recently, Washington's labor force grew by 144,867 residents (up 3.8 percent), from 3,830,175 residents in December 2020 to 3,975,042 in December 2021.

The Wenatchee MSA's CLF shrank from 65,471 residents in 2020 to 65,077 in 2021, a-0.6percent downturn.

Year over year, the Wenatchee MSA's Civilian Labor Force has expanded in five of the past seven months (June through December 2021), so the trend has been moving in the right direction.

However, the local labor force slipped backwards from 62,180 residents in December 2020 to 61,865 in December 2021, a -0.5 percent downturn. On the positive side, the resident

employment growth pace of 2.5 percent is a good sign. This Local Area Unemployment Statistics (LAUS) estimate shows that 1,435 more Chelan or Douglas County residentswere employed in December 2021 than in the corresponding month one year prior; and it likely indicates that more residentsare either commuting or teleworking to jobs outside of Chelan or Douglas counties. Finally, the number of unemployed residents in the Wenatchee MSA plunged from 4,367 in December 2020 to 2,617 in December 2021, a -40.1 percent decrease. In effect, the-0.5 percent contraction in the CLF was more than offset by this -40.1 percent drop in the number of unemployed. Hence, the Wenatchee MSA's unemployment rate fellfrom 7.0 percent in December 2020 to 4.2 percent in December 2021.

The downside when analyzing Civilian Labor Force (CLF) trends in Wenatchee MSA is that the CLFin December 2021 (61,865 residents) was still 3,352 residents (-5.1 percent) shy of the 65,217 residents in the labor force back in December 2019 (i.e., pre-COVID). Hence, the Wenatchee MSA's labor force is presently in the "re-building mode."

Nonfarm industry employment

Between December 2020 and December 2021, total nonfarm employment in Chelan and Douglas counties (the Wenatchee MSA) increased from 43,100 to 45,700jobs, a 2,600 job and 6.0 percent upturn. Year over year, the Wenatchee MSA's nonfarm market contracted for 12 months (April 2020 through March 2021) prior to employment increases during each of the past nine months (April through December 2021). Washington's nonfarm market also contracted from April 2020 through March 2021 and posted year over year employment upturns from April through December 2021. However, job growth rates in the Wenatchee MSA from April through December 2021 have been a bit faster than job growth rates, for corresponding months, across Washington - an encouraging local economic indicator.

Summaries of employment changes/ trends between December 2020 and December 2021 for three local industries (construction, retail tradeand leisure and hospitality) are provided as follows:

◆ In the mining, logging and construction category, most jobs are in "construction." Year over year, employment in the Wenatchee MSA's construction industry has expanded from January through De-

cember 2021. In December 2021, construction provided approximately 3,200 jobs in the MSA, a 300 job and 10.3 percent upturn from the 2,900 tallied in December 2020.

A glimpse at the number of closed sales of single-family homes or condominiums in December 2020 versus December 2021 in the Wenatchee market (i.e., in Wenatchee Malaga, East Wenatchee, Orondo and Rock Island, WA), from the December 2021 Real Estate Snapshot newsletter published by Pacific Appraisal Associates, shows that the number of sales in the Wenatchee market year to date (YTD) slipped by -1.7 percent. Specifically, from January through December 2020, there were 1,080 closed sales in the Wenatchee market. This ebbed to 1,061 closed sales in the twelve months of 2021, down by 19 sales and -1.7 percent. However, the number of active listingshas soared, from 31 listings in December 2020to56 in December 2021 (up by 25 listings and 80.6 percent). Also, home prices in the Wenatchee market have been escalating.

The Real Estate Snapshot newsletter stated that the median sales price of homes/condos sold in the Wenatchee market accelerated from approximately \$372,250 YTD

SEE LABOR AREA SUMMARY, PAGE 18

Wenatchee MSA and Washington state total nonfarm employment changes Washington state, state, January 2020 through December 2021. Source: Employment Security Department/LMEA; Local Area Unemployment Statistics (LAUS)



Year over year, the Wenatchee MSA's nonfarm market has expanded during each of the past nine months (April through December 2021). Washington's nonfarm labor market also expanded from April through December 2021, but at growth-rates slightly less robust than those in the Wenatchee MSA.

CONTINUED FROM PAGE 17

in December 2020 to \$444,000 YTD this December, a jump of 18.2 percent. Across Washington, construction employment retrenched for 12 months (April 2020 through March 2021) before increasing monthly from April through December 2021.

◆ Year over year, retail trade employment in the Wenatchee MSA expanded from January to October 2021, stabilized in November, and edged upwards by 1.5 percent in December 2021. The retail trade sector is comprised of the following subsectors: motor vehicle and parts dealers, furniture and home furnishing stores, building material and garden supply stores, food and beverage stores, health and personal care stores, clothing and clothing accessories stores, general merchandise stores, and other retail trade businesses (i.e., internet shopping). In aggregate, between December 2020 and December 2021, the number of partand full-time jobs in the Wenatchee MSA's retail trade sectorelevated from 6,600 jobsto 6,700 jobs, respectively. Also, preliminary average annual estimates indicate that the Wenatchee MSA's retail sector added 350 new jobs last year: rising from 6,183 in 2020 to 6,533 in 2021. Across Washington state, retail trade employment rose in each of the 16 months from September 2020 through December 2021. Specifically, the state's retail sector increased from 411,300 jobs in December 2020 to 413,900 in December 2021, a 2,600 job and 0.6 percent upturn.

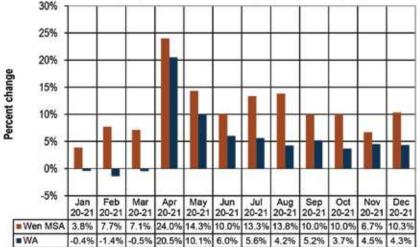
◆ COVID-19-related layoffs in leisure and hospitality were more severe than layoffs in any other Wenatchee MSA industry during 2020. In fact, of the 2,900 nonfarm jobs lost in 2020 across the MSA, 1,600 jobs, or 55.2 percent, were in the leisure and hospitality sector. Conversely, re-hiring in the local leisure and hospitalityindustry was stronger than re-hiring in any other Wenatchee MSA industry during 2021.

Preliminary estimates indicate that of the

2,300 nonfarm jobs gained in 2021 across the MSA, 1,000 jobs, or 43.5 percent, were in the leisure and hospitality sector. Year over year, employment in the local leisure and hospitality industry has increased from April through December 2021. Between December 2020 and December 2021, leisure and hospitality (primarily hotels, eating and drinking places, and amusement and recreation services) added 1,800 jobs across the MSA, a lively 36.7 percent upturn, as employment revivedfrom 4,900 jobs to 6,700.

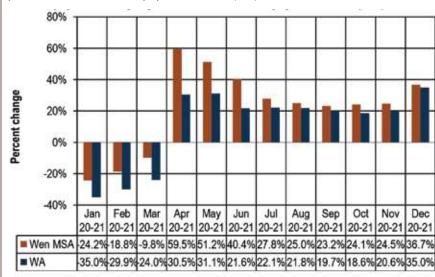
In fact, between December 2020 and December 2021 leisure and hospitality businesses added more jobs to the Wenatchee MSA nonfarm economy than any other major industry, accounting for 69.2 percent of total nonfarm growth during this time frame. Herein lies another piece of modestly upbeat news for this tourism-dependent industry: leisure and hospitality employment in December 2021 (6,700 jobs) was only down 100 jobs and -1.5 percent from the 6,800 jobs provided in December 2019 (two years ago). This is an indicator that this industry is back to providing nearly the same number of jobs as in the pre-COVID days of 2019. Employment in Washington state's leisure and hospitality industry retrenched for 13 months (March 2020 through March 2021) before posting year-over-year job gains from April through December 2021. Across Washington, leisure and hospitality employment elevated by 35.0 percent between the Decembers of 2020 and 2021 with arts, entertainment and recreation businesses (i.e., fitness centers, ski resorts, casinos, museums, etc.) within this leisure and hospitality sector rising by 44.3 percent, from 29,100 jobs in December of last year to 42,000 in December 2021. Conversely, food services and drinking places (within the leisure and hospitality sector) increased at a respectable, but relatively less robust, 34.6 percent pace, from 175,700 jobs in December 2020 to 236,500 in December 2021.

Wenatchee MSA and Washington construction employment changes Washington state, January 2020 through December 2021. Source: Employment Security Department/DATA; Current Employment Statistics (CES). Source: Employment Security Department/LMEA; Local Area Unemployment Statistics (LAUS)



Year over year, employment in the Wenatchee MSA's construction industry has expanded from January through December 2021. Statewide, construction employment has also been rising from April through December 2021, but at less robust growth rates than in the Wenatchee MSA.

Wenatchee MSA and Washington state leisure and hospitality employment changes Washington state, July 2019 through November 2021. Source: Employment Security Department/LMEA; Current Employment Statistics (CES)



Year over year, employment in the Wenatchee MSA's construction industry has expanded from January through November 2021. Statewide, construction employment has been rising from April through November 2021, but at less robust growth rates than in the Wenatchee MSA.

Agricultural employment / production

The Bureau of Labor Statistics' Quarterly Census of Employment and Wage (QCEW) program, conducted by the Washington State Employment Security Department provides agricultural and nonagricultural employment and wages for firms, organizations and individuals whose employees are covered by the Washington State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends at the county level. In September 2021, revised average annual QCEW data for calendar year 2020 became available. An analysis of industry employment changes from 2010 through 2020 shows that in Chelan County:

◆ Total covered employment rose from 38,179 in 2010 to 40,871 in 2020, a 2,692 job and 7.1 percent upturn with an annualized growth rate of 0.7 percent. However, agricultural employment (a subset of total covered employment) decreased from 8,983 jobs in 2009 to 8,708 in 2020, a 275 job and -3.1 percent downtrend with an annualized loss rate of -0.3 percent. In 2010, Chelan County's agricultural industry accounted for 23.5 percent of total covered employment; but ten years later in 2020, this industry provided only 21.3 percent of total covered employment countywide. Hence, the agricultural share of total covered employment fell by two and two-tenths percentage points (from 23.5 to 21.3 percent) in Chelan County during this ten-year period.

 Total covered wages (not adjusted for inflation) rose from \$1.23 billion (in 2010) to \$1.88 billion (in 2020), a \$649.5 million and 52.6 percent upturn with an annualized growth rate of 4.3 percent. The agricultural payroll (a subset of total covered wages) advanced from \$171.8 million in 2010 to \$279.1 million in 2020, a \$107.3 million and 62.5 percent uptrend with an annualized growth rate of 5.0 percent. In 2010, Chelan County's agricultural industry accounted for 13.9 percent of total covered wages, and by 2020, agricultural wages tallied 14.8 percent of total covered payroll; meaning that the agricultural share of total nonfarm payroll advanced a marginal nine-tenths of a percentage point (from 13.9 to 14.8 percent) during this timeframe. Hence, the agricultural share of wages (versus total covered payroll) showed a marginal upturn, whereas agricultural employment trends showed that the agricultural industry has become less influential in Chelan County's economy (when comparing the agriculture/total covered employment ratios in 2010 and in 2020). Certainly, agriculture is still a seasonal industry in Chelan County, but anecdotal evidence indicates that more agricultural workers are being hired into full-time year-round positions (with relatively fewer hires into parttime/seasonal positions); plus, automation

in the picking, packing, and sorting of fresh fruit and vegetables appears to have reduced the need for labor. These are two apparent reasons why the agricultural share of total covered employment receded during this most recent ten-year period (see previous paragraph) while the agricultural share of total covered wages/payroll edged upwards.

For Douglas County, an analysis of industry employment changes from 2010 through 2020 shows that:

- ◆ Total covered employment rose from 10,823 in 2010 to 11,875 in 2020, a 1,052 job and 9.7 percent upturn with an annualized growth rate of 0.9 percent. The number of agricultural jobs (a subset of total covered employment) decreased from 3,038 in 2010 to 2,690 in 2020, a 348 job and -11.5 percent downturn with an annualized loss rate of -1.2 percent. In 2010, Douglas County's agricultural industry accounted for 28.1 percent of total covered employment. In 2020, agricultural employment accounted for only 22.7 percent of total covered employment countywide. Hence, the agricultural share of employment contracted by five and four-tenths percentage points (from 28.1 to 22.7 percent) in Douglas County during this ten-year period.
- Total covered wages (not adjusted for inflation) rose from \$312.9 million in 2010 to \$502.4 millionin 2020, a \$189.5 million and 60.6 percent upturn with an annualized growth rate of 4.8 percent. The agricultural payroll (a subset of total covered wages) advanced from \$51.7 million in 2010 to \$80.6 million in 2020, a \$28.9 million and 55.8 percent uptrend with an annualized growth rate of 4.5 percent. In 2010, Douglas County's agricultural industry accounted for 16.5 percent of total covered wages, and by 2020, agricultural wages tallied 16.0 percent of total covered payroll. Hence, the agricultural share of wages (versus total covered payroll) showed only a negligible five-tenths percentage point dip whereas agricultural employment trends showed that the agricultural industry has become considerably less influential in Douglas County's economy (see previous paragraph) when comparing the agriculture/total covered employment ratios in 2010 and in 2020. Certainly, agriculture is still a seasonal industry in Douglas County, but anecdotal evidence indicates that more agricultural workers are being hired into full-time year-round positions (with relatively fewer hires into parttime/seasonal positions); plus, automation in the picking, packing, and sorting of fresh fruit and vegetables has reduced the need for labor. These are two apparent reasons why, during this recent ten-year period, the agricultural share of total covered employment receded significantly while the agricultural share of total covered wages/payroll just ebbed slightly.

Web link to Monthly Employment Report (MER) for Washington state

https://esd.wa.gov/labormarketinfo/monthly-employment-report

Wenatchee Business Journal March 2022 • 19

Staffing shortage: through the eyes of a worker

By Megan Sokol, Staff Writer

After roughly 925k+ US residents died from COVID-19, many workers feeling that work is unsafe, while others have been able to draw from unemployment and pay bills, Chelan County employers and employees alike have been trying with little success to keep up with their usual pace.

For the past six months, almost every sector and industry has been feeling the effects of the pandemic. Many working-class people have communicated some concerns that they have with working.

Here are some of their perspectives while working in the pandemic.

AnnaLee Zenkner is the hiring manager for Water from Wine in Leavenworth.

Zenkner explained that former employees from Water from Wine were normally retirees, who saw the wine industry as a way to keep social.

However since the pandemic, many of her former retired employees steered away from Water from Wine after the rising concern of COVID-19 kept them feeling unsafe to work.

"Now they're not seeing the benefit of coming back to these jobs because once it was fun," Zenkner explained.

"Now you have customers who are extra demanding, extra entitled, and blatantly disrespectful."

Zenkner described the lockdown of 2020 as an opportunity for those in the food industry to see how toxic their workplace environment was, which she claims is a factor in why less workers are coming back to the food service industry.

"If you're met with violence from a customer, you're not going to want to go into work. I also think that there's this 'old-school' mentality about employment, that after being out of work for so long, people don't wanna come back to that tyrant boss." Zenkner elaborates on how staff, especially in the service industry, usually have more than one job and in the case of tourist towns like Leavenworth or Chelan, employees would possibly need to commute to work due to the lack of housing and reliable public transportation.

On top of that, Zenkner illustrates how her staff were met with unreliable hours from their second job that fluctuated greatly with spikes of holiday tourists.

"I've had employees come to me after leaving one place asking for more hours. Then weeks later, finding out that the entire staff, where they had been, got laid off like the day after Christmas."

In Wenatchee, Tammy Smith recalled quitting her hotel job on Dec. 31, 2021.

Smith states that she quit due to the intensifying staffing shortage at her job along with other unhealthy conditions. She claims that employees were leaving due to the hotel's lack of benefits and bonuses that other hotels were able to offer.

"They don't offer benefits. They weren't offering more money. They weren't offering sign-on bonuses, which I think was a big downfall considering a few of these other hotels, especially the new ones, were offering benefits and everything," Smith explained.

"Our managers have jumped ship and gone into other hotels and now we're stuck with no managers. Nobody's even applying."

Smith was hired to work the front-end reception with a crew of 30 workers. However, in the last few months of her employment, she ended up working approximately 60+ hours per week with a skeleton crew of 25 workers.

Smith was working in the kitchen, shoveling snow outside, and eventually cleaning the rooms.

"Our housekeeping staff has been so short that most housekeeping staff at all hotels are off by 3 p.m. at the latest. "Ours would work until 6-8 p.m. almost every night just to get the rooms done."

When asked how employers could improve their recruiting process, Zenkner states that on top of raising wages, employers need to make their workers to feel safe along with being treated fairly.

"Employers aren't seeing the whole person when they hire, they're just looking for a cog in the system and that's not what people are," Zenkner explained.

"Employers have to look at their employees as full humans with a full set of other things going on in life. You might not necessarily need to know all the other things that are going in their life, but just consider that this is not their only situation."

CONTINUED FROM PAGE I

Confluence Parkway snubbed from "Move Ahead Washington" plan

never funded our no. 1 priority, which has been the Parkway," Kuntz said.

However, neither Kuntz nor Wilkens have given up on the project. Wilkens recalls the Eastmont extension of the Odabashian Bridge back in 2009 that was funded through a similar process to the Confluence Parkway project.

"The game's not over until the fourth quarter and there's no more seconds left on the clock, so we haven't given up," Kuntz remarked. "We might be currently behind the game, but we haven't given up and we're gonna keep telling our story and hopefully it resonates in the right spots."

Sen. Brad Hawkins had voted against the "Move

Ahead Washington" in the Transportation Committee and the following Senate session, claiming that the plan "leaves a gigantic donut hole in the center of the state."

Hawkins proposed two separate amendments that could be added to the plan: one to add the Confluence Parkway proposal along with improving North Wenatchee Avenue, funding the Wenatchi Landing Interchange, US 2 Safety Improvements in Leavenworth, and improving the US 2 Roundabout at Icicle Road in Leavenworth. The other option was for the state to only fund the Confluence Parkway proposal. Both amendments were voted down.

Wenatchee Businessjournal

The Wenatchee Business Journal is free to business owners with offices located in Chelan, Douglas, or Okanogan County. Due to the increase in mailing and printing costs, we are requiring Verification to continue to qualify your business for our Requester/Complimentary Program.

First Name	MI	Last Name			
* Business Name		* Position/Title			
* Washington State UBI #		Number of employees	Bus. Type (Corp./etc)		
Street Address		Mailing Address			
City		City			
State Zip		State	Zip		
Email Address		Telephone			
Primary Li	ne of Bus	iness - Check one	1 _F		
Agriculture (Production & Services)		Construction			
Accounting & tax service		Real Estate			
Attorneys & Legal		Retail sales & services			
Banks & Financial Services		Technology Equipment & Service			
Business Services		Wholesale supplies & services			
*Required for verification on all Requester/Complimentary Subscriptions		Other:			
Subscription Prices are: Primary market (Chelan, Douglas & Okanogan C Washington State Outside Washington State	ounty)	1 Year \$29	2 Year \$48 2 Year \$56 2 Year \$96		

To renew/start a subscription call our Circulation Department, 509-293-6780, with your credit card info

To continue receiving your Requester/Complimentary copy of the WBJ, Scan and Email this form to circulation@lakechelanmirror.com or Mail this form to: Wenatchee Business Journal, PO Box 1922, Chelan, WA 98816-1922

WENATCHEE BUSINESS JOURNAL **20** • MARCH 2022

New Kinwell Clinic in Wenatchee

By Gabriella Silva and Megan Sokol

The Kinwell Clinic officially opened on December 30, 2021, with physicians hoping to bring more awareness of a new clinic that accepts Premera Insurance

By 2034, the U.S. is projected to face a shortage of up to 124,000 physicians, 48,000 of which will be in primary care alone, according to a 2021 study by the Association of American Medical Colleges (AAMC).

Kinwell Clinic's Director of Behavioral Health Josh Cutler said that although there is a growing shortage of healthcare physicians, Cutler believes that Kinwell is doing its part in addressing that crisis head-on.

"I actually had an interview with a physician that was interested in working in Wenatchee just last week. I was telling him about what a beautiful area it is and he was real excited about the possibility," Director of Behavioral Health Josh Cutler

"It's definitely an attractive place for people who are in especially higher cost areas, especially as patient demand increases, we'll be adding more physicians."

The Kinwell will serve people who



New Primary Care Clinic in Your Area: Kinwell Wenatchee To address the growing primary care crisis in the U.S., Kinwell Medical Group is opening clinics in communities across the state of Washington, including in Wenatchee, located at 201 Valley Mall Parkway, Suite 3, East Wenatchee, WA 98802.

have Premera Blue Cross, Premera Blue Cross Medicare plans or LifeWise Health Plan of Washington as their primary insurance, as well as BlueCard holders which will help to reduce wait times and elevate patient care.

Cutler finds that many established Wenatchee clinics are excited to have another partner in the community.

Specifically, Cutler has found that Kinwell's behavioral health department is adding a more holistic treatment plan for their clients.

"So for example, someone with depression really

should be screened for thyroid issues. We should also be talking about diet and exercise and whether there's any other health conditions that could be impacting your mood, then you would also have an opportunity to meet with a behavioral health specialist who can help with some brief counseling and support."

Cutler wants to stress his enthusiasm for Kinwell Chief Medical Officer Dr. Mia Wise's vision in providing long-term healthcare solutions for rural communities.

"She has an incredible

vision that definitely inspired me to come on board for how we can redefine primary care in a way that can really be actually a positive and healing environment and experience. Even, dare I say, some delight involved where you look forward to seeing your clinic and people really have the space to heal and recover."

The Wenatchee Kinwell clinic is located at 201 Valley Mall Parkway, Suite 3, East Wenatchee, WA 98802.

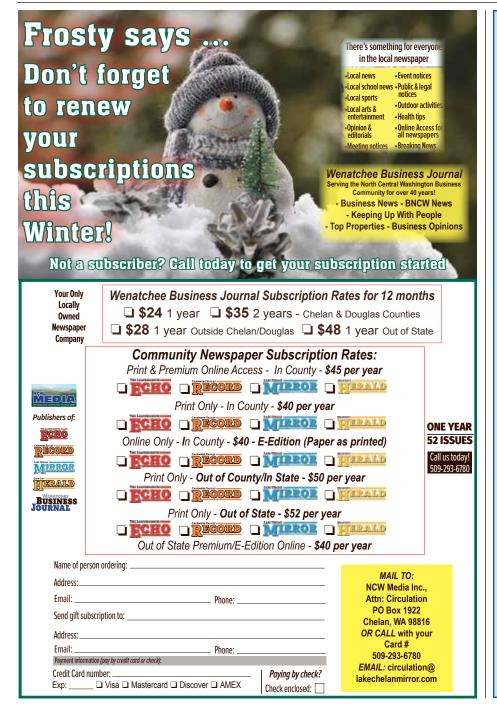
For more information about the Kinwell clinics, please visit: www.kinwellhealth.com.



Northwest Farm Credit Services pays \$165.2 million in patronage dividends to customer-members

SPOKANE - The Northwest Farm Credit Services Board of Directors recently approved 2021 cash patronage dividends of 1.25% of customer-members' eligible average daily loan balances. Eligible customer-members throughout the Northwest received patronage payments totaling \$165.2 million. "Despite continuing challenges of the pandemic and extreme drought and fire conditions across the Northwest, our customers continue to be great stewards of their businesses and sound risk managers," said Nate Riggers, Northwest FCS Board Chair. "Their continuing strong performance allows us to maintain our risk-bearing capacity and provide consistent, reliable cash patronage dividends to our customer-members." One of Northwest FCS' key business principles is to return a significant portion of net earnings to customer-members based upon their use of the cooperative. "Our purpose is to improve the lives of our customers, employees, communities and the industries we serve," said Phil DiPofi, Northwest FCS President and CEO. "Being a cooperative allows us to pay a portion of our earnings back to the customer-members who helped create the association's success. We believe this excess capital is best used by our customer-members to reinvest in their businesses and to invest in our rural communities." Since the program began in 2000, more than \$1.4 billion in patronage dividends has been paid to Northwest FCS customer-members.

Northwest Farm Credit Services Northwest FCS is a \$14.8 billion timber producers, rural homeowners and crop insura rest FCS is a member of the nationwide Farm Credit System that supports agriculture and rural communities with reliable consistent credit and financial services. For more information, go to northwestfcs.com. Contact Kylee Andrews Communications





Mission Ridge ranked #1 for most affordable ski resort in the nation

By Megan Sokol, Staff Writer

The HomeToGo site ranked Washington's Mission Ridge as the most affordable ski resort in the nation. Mission Ridge was ranked most affordable in a pool of 50 other ski resorts.

"It's really cool to be recognized for amazing quality and value for a skiing experience, but I think it really speaks to how amazing this whole community is," Mission Ridge Marketing Director Tony Hickok said.

HomeToGo calculated both the price of a lift ticket and the price for overnight accommodations and found

Mission Ridge to have the best overall quality factor.

A full day ticket price for adults is \$77-\$97, and late start tickets ranging from \$63-\$83. Recently, they have also begun offering night-skiing rates, with some tickets as low as \$25-\$45 per

"There's just a lot of opportunity to get out on the mountain at different times of the day, different days of the week, and for different price points," Hickok states.

You can check out the ranking here: https://www.hometogo.com/unitedstates/ski-vacation/.