

WENATCHEE BUSINESS JOURNAL

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Tsillan Cellars: State Winery of the Year



COURTESY PHOTO

Bal Flores, Ray Sandidge, Bob Jankelson

By Gary Bégin

CHELAN – Tsillan Cellars owner Dr. Bob Jankelson was interviewed by the Wenatchee Business Journal in April about his company being named Washington Winery of the Year for 2020.

Doctor Bob used to be a dentist and became an expert in his field. Being a technical expert came in handy once he transformed his meticulous entrepreneurship into becoming a vintner at the south end of Lake Chelan.

After years of hard work, “Dr. Bob” has achieved one of the great pinnacles in the wine industry. The best in state designation paired with his multiple award-winning wines and award winning on-site Italian

(Tuscany-style) restaurant – Sorrento’s. He’s got it all and has finally been recognized for that statewide.

Wenatchee Business Journal: *What was your early life and educational background leading to your ultimate life as a vintner?*

Dr. Bob Jankelson: My twin brother and I were raised by our maternal grandmother on the same hardscrabble Western Washington homestead farm where she was born in Washington Territory in 1889. Work was called “chores” in those days and you had a choice: enjoy doing chores or have a miserable childhood. My brother and I found joy in work that is the underpinning of our success 80 years

later. Our grandmother was our rock and our inspiration. When our mother became ill in 1942 our widowed mater-

nal grandmother raised us on the farm until we left for the University of Washington.

I received a Doctor of Dental Surgery from the University of Washington School of Dentistry, graduating with honors in 1963.

My professional life involved private practice in Seattle, research in neuromuscular problems of the head and neck and ultimately co-founding a medical device company that pioneered research and development of medical devices for diagnosis and treatment of head and neck dysfunction.

One advantage of knowing a whole lot about a very specialized

SEE **TSILLAN CELLARS**, PAGE 8

East Wenatchee Police Chief arrives during virus pandemic

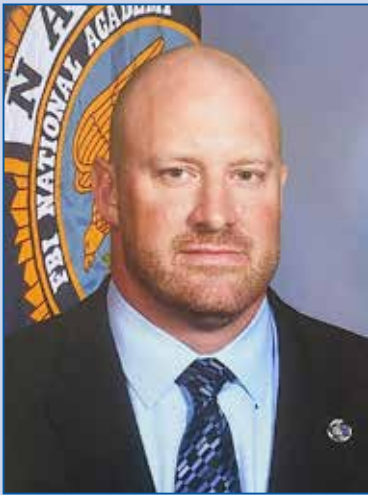
By Gary Bégin

EAST WENATCHEE – The last chief of police here lasted for over many years, but he wasn’t the boss when Coronavirus ravaged the land. Now, new East Wenatchee Police Chief Rick Johnson has a mess on his hands with a pandemic on top of the normal crime and safety concerns every cop shop must deal with.

What are Johnson’s priorities at his new post? What are the rules for keeping citizens safe that somehow must be enforced by Johnson? To find out what the new guy thinks and what he plans to do with his new found responsibilities, the Wenatchee Business Journal interviewed him last week.

Wenatchee Business Journal: *What is your first order of business now that you are the chief cop in this town?*

Chief Rick Johnson: I’ll still be working as Chief of Patrol at the Chelan County Sheriff’s Office through Memorial Day weekend, and there are several projects I’m hoping to wrap up there between now and then. Starting June 1st, I plan to meet individually with all East



Rick Johnson

SEE **NEW POLICE CHIEF**, PAGE 2

Starr Ranch donates to food banks



Starr Ranch Growers CEO Brett Reasor with pallets of fruit being donated to food banks, schools and other organizations in partnership with retailers in 26 states, including Washington state, to meet growing demand. The company’s fruit was shown being unloaded for the San Antonio Food Bank on a feature for The Today Show.

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\$2

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NEWSSTAND LOCATIONS

Wenatchee
Plaza 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.
The Lake Chelan Mirror,
310 E. Johnson Ave.
The Vogue – A Liquid Lounge,
117 E. Woodin Ave.

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NCW MEDIA

Bringing the community to your door

Small Business relief drowning in the swamp

By Bill Forhan,
Owner NCW Media

The big story last month was the small business relief program or Paycheck Protection Program (PPP). It is a program touted to jump start our collapsed economy by helping small businesses get some immediate funding to keep people employed.

The program started accepting applications April 3. Within a weeks' time the funds allocated had run out.

The problem was finding a bank that was processing the applications.

Locally, Cashmere Valley Bank originally decided not to participate as the application process was too cumbersome.

They had originally put up a link on their web site for customers to apply but took it down on Tuesday morning April 7.

North Cascades Bank had a link on their website for submitting an application although it was not clear if applicants needed to be a current bank customer in order for the bank to process the application.

Washington Federal Bank was accepting applications and according to their website they did not

require the applicant be a current customer of the bank. They do not have an online link for submitting applications but do have a link to get a call back. Washington Federal has branches in Leavenworth, Wenatchee and Chelan.

Wheatland Bank in Chelan was participating, however you must be a customer to apply and they advised they were nearing capacity as of April 6.

Coulee Dam Federal Credit Union was participating but their website does not appear to have a link on how to apply.

Umpqua Bank is participating however they are servicing their own customers before considering applications from other outside firms.

Forbes magazine reports that as of April 5, Wells Fargo was not accepting any more applications.

All of the other national banks are only accepting applications from businesses that have a current active account with them.

NCW Media contacted all local banks to assess their acceptance policy with regard to this program, but as the end of the first week funding had already been

fully committed leaving most small businesses unable to secure funding.

There were some online companies that were taking applications. For example, Kabbage was accepting applications. Although Forbes reports they are forwarding the loan applications for those who qualify to their "partner lenders."

Many of these potential lenders are asking for information that is not required by the program.

A clear sign that they are simply using this program to identify possible borrowers for their high interest working capital programs.

Here is what the SBA says is required:

The application form – SBA Form 2483 2 pages that require a signature and several places need initials.

Federal form 940 for 2019 – Shows the total payroll for last year, payroll register for 2019 and 1Q of 2020.

A schedule of any shareholder of the business that hold more than a 20 percent interest.

A schedule of any other payroll related costs that you are claiming as part of your payroll costs.

In Washington state there is no state income

tax but unemployment and workers compensation premiums could qualify.

Any health insurance and retirement plan costs can be included.

Most lenders are asking for a copy of the applicant's driver's license although it's not clear this is required by the government.

Other lenders were asking for other information that is not required. A red flag that they are more interested in getting the applications to sell the applicant other loan products that are not part of this program.

This is a highly touted measure to get the economy moving and protect small businesses from financial collapse. The problem is it looks like lenders, who are the most important link to

making this work, are not really behind it.

A new round of funding has been approved. Time is of the essence in this program. It is intended to provide financial relief to small businesses and their employees. Unless the private sector banks can quickly process the applications and get the money into the local economy.

Many local small businesses will shut down and unemployment claims will continue to soar.

Many small towns across the country only have one local bank. These communities are primarily served by small businesses that need this help.

Without access to a qualified lender these small businesses cannot access the help they vitally need.

CONTINUED FROM PAGE 1

East Wenatchee Police Chief arrives during virus pandemic

Wenatchee Police staff. I will be asking for their assessment of the police department and how they see us moving forward.

I would like to put out a survey to the community regarding their police department and the services they receive. I want to establish a baseline we can measure improvement from. I also plan to do an internal culture survey within the police department for the same purpose of establishing a baseline we can measure improvement from.

WBJ: Are there specific criminal or safety issues you plan to focus on?

Chief Johnson: I really want to increase our presence in the schools. I want to partner with the Eastmont School District to make this happen. With Chelan County and Wenatchee P.D. I've seen first hand how valuable a solid SRO (School Resource Officer) program can be for both students and the community. When students and staff can build trust with their police officers information flows freely. We want to create the safest learning environment we can. I can't stress that enough. There are some great school safety

programs being utilized around the nation and I want get them in play here.

WBJ: How is Coronavirus affecting your patrol duties, if at all?

Chief Johnson: There is no doubt COVID-19 has changed the current state of policing. Social distancing, daily temperature checks, masks, and Zoom Meetings have all become part of our routine. We have been forced to become reactive versus proactive in many areas to try and keep our staff as safe as we can. All this being said, we still police with courage and compassion and will respond when called.

WBJ: A major drug bust was made last week in a parking lot of a local motel. How were the arrested persons physically handled by law enforcement considering the virus issue?

Chief Johnson: I wasn't personally present at this incident. A Chelan County K9 Deputy did assist the East Wenatchee Officers. The deputies have been provided PPE to include masks and gloves. Our deputies have been wearing PPE during all of the recent contacts I have been present for.

GARY BÉGIN/WBJ
East Wenatchee police headquarters on 9th Street NE.

WBJ: Are there any major changes planned for the force? (Equipment or personnel?)

Chief Johnson: I'm sure there will be changes. Its been my experience that happens whenever there is a leadership change.

I want to foster a positive working environment through clear expectations with fair and consistent treatment of all staff. I plan to stabilize the relationship with the Union and the Administration. Processes involving the Union will be transparent and known in advance to all involved parties.

My goal will be to bring East Wenatchee on board with "Best Practices" for law enforcement. We are going to partner with the other area law enforcement agencies where ever it makes sense to do so.

I plan to get a internal training program up and running for our staff with a focus on high risk / low frequency incident training.

This means training for incidents we hope we don't encounter but when we do, we are prepared. It is a absolute must in modern policing.

WBJ: Do you ever foresee a day when "social distancing" can be enforced or is it up to the citizens to keep themselves safe?

Chief Johnson: We are obviously in uncharted territory for U.S. law enforcement and the public.

I have read about some incidents around the country where social distancing has been enforced. This seems to be in extreme cases.

Getting compliance through education seems the most realistic to me. Anything outside of this would

have to be reserved for those extreme situations.

WBJ: Feel free to ad lib and speak your mind here:

Chief Johnson: There are great men and women working here. In the coming months and years we want to show this community they have a police force they can count on and be proud of.

I'm confident we will get there and I want our community to be part of the success story.

WHAT'S

EVENTS

HAPPENING

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Goehner legislative aid Cappell runs for Chelan County Commissioner, Position 3

By Gary Bégin

WENATCHEE – Senior legislative staffer to Rep. Keith Goehner Brandt Cappell, has joined the race for Chelan County Board of Commissioners, Position 3.

Cappell, a Republican, is in the middle of his second year as a staffer to State Rep. Keith Goehner and previously worked for former State Rep. Cary Con-dotta for nine years.

He is affiliated with the Re-publican Party. NCW Media inter-viewed Cappell last week about his ideas on how to best serve the people of Chelan County. Here is the Q&A:

NCW Media: How do you feel about lifting the moratorium on new marijuana grows – both outdoor & indoor?

Brandt Cappell: Although the LCB has no plans on opening up the application window for new licensing, I think that at the county level this issue has been largely settled. From my experience, most growers have moved on and have little interest in coming back. Chelan County has minimal available land so it makes it difficult to site operations, especially outdoor production, without affecting neighbors. That said, I do think that with the right side-boards limited indoor production

could have a place in Chelan County.

NCW Media: What is the biggest issue you feel Chelan County residents face?

Cappell: Before the last few weeks, I would have said the issues surrounding our affordable housing crisis. We have a need for more developable land, infra-structure to incentivize builders to build, and efficient and timely permitting. In more recent times, I think folks are concerned about just getting by, keeping the roof over their head and providing for their families. Of course, these are priorities no matter what the conditions are, but we are truly in unprecedented times. I do find comfort in knowing that our communities in Chelan County are no stranger to adverse conditions. We have such a great sense of togetherness that I know we are better positioned to support our neighbors in this time of need than many regions. When we do come out on the other side we will be ready to get going again.

NCW Media: Tourism and ag-riculture are our biggest money makers, but both industries rely heavily on so-called H2A guest workers. Governor Inslee wants to make Washington a “sanctuary state” so how will this be good –

or bad – for Chelan County?

Cappell: I think these sanc-tuary policies are much more about political grandstanding than sound policymaking. I think this just further divides us. What I would rather see the governor focus on is lobbying for a fix to the immigration program. We have neighbors and friends here that would love to become citizens if given a chance. Enforcement should focus on the small portion of those that are criminals.

NCW Media: Being a legisla-tive assistant was a great govern-ment job, but what can you bring to the table in regards to un-derstanding complex issues like housing, hydropower and other infrastructure?

Cappell: I am a bit of a policy nerd. I really like to deep dive into complex topics. My decade of experience in the legislature has really strengthened my under-standing that the details matter. Especially when it comes to policy writing. My passion might be in natural resources, which is im-portant to our county, but we are much more than that.

Blanket policies in our state can have direct ramifications for Chelan County residents that Olympia doesn’t understand. A struggling orchard can’t just



COURTESY PHOTO

Brandt Cappell, wife Brittney and daughter Savannah.

subdivide and put in much-need-ed housing. The Growth Man-agement Act dictates what can be done with the property. The greenest power source we have must compete with the subsidies handed out to wind and solar. Our roads compete for dollars spent on mass transit in Seattle and mega projects along I-5.

I think my experience brings a unique perspective to the table for our county.

NCW Media: What else would you like readers to know about you and your experience?

Cappell: I was always interest-ed in how our government func-

tioned. I wrote my first letter to the editor when I was seven-years-old or so. I found myself wondering why there were still political signs posted in yards two weeks after an election, so I wrote the paper about it! In college, I interned in the legislature and caught the bug for service. I think that public service is a calling and when folks starting asking “when are you going to run?” it gave me pause to say, “God is this the direction I am to go?”

After two sessions with Goehner, a former commissioner himself, I found that the role of a

SEE BRANDT CAPPELL, PAGE 9

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Adrienne Moore, House District 12 candidate, wants your vote

By Gary Bégin

WINTHROP – Adrienne Moore wants your vote for representative in the 12th District, Position 1. Moore has named her campaign “Voice of the 12th” because, “This has to be bigger than one person or one election, it has to be about engaging working people’s voices each and every day in the decisions that impact us most, to build the future we want.” She’s running as a Democrat against GOP incumbent Keith Goehner.

The aspiring elected leader spoke exclusively to NCW Media at the end of March to explain what she has envisioned for the people she seeks to serve. Here is the Q&A:

NCW Media: What is your most important subject to tackle if you get elected?

Adrienne Moore: I know the vast majority of people across our region believe that no matter who you are, where you come from, or what you look like, if you work hard, you should be able to support your family. And yet, across my community, I know many hard-working families who can’t get ahead. If we continue on our current path, life for people in rural Washington is only going to get harder -- our children will struggle just to live a good, stable life. I’m running to represent you

for the same reason my great-great-grandparents came to this beautiful, rugged land: because I want a home my children, and yours, can come back to and prosper.

We need to come together for the things that matter most to all of us. For instance, together, we can address our housing crisis so our small towns and cities don’t begin to look like Seattle. Across NCW, the high cost of housing and the limited number of available rentals have created a housing crisis. Low and middle-income families are being priced out of their homes, neighborhoods, and schools. We can address outdated and prohibitive regulations that make it challenging to build affordable housing and we can provide viable housing solutions so local families can stay in their home towns and jobs, schools, and community. We can incentivize permanent affordable rentals; develop land trust or other homeowner models so we can recruit and keep teachers, nurses, and tradespeople; and ensure that every one of our elders has safe, stable, supportive housing.

NCW Media: Affordable housing, tourism, agriculture, water resources and infrastructure are some of the main issues in the 12th District. Can you address

these topics?

Moore: As jobs in forestry, logging, government, and small agriculture continue to decline, many people struggle to find work that pays a living wage. The work that’s available is often seasonal and low-paying, and doesn’t offer the benefits or stability that households need. It’s hard to find child-care when your waitressing shifts start at 5 p.m. and it’s hard to keep your health insurance when you’re laid off three months of the year. Washington is at the forefront of innovation and technology. We need to build sustainable ways to support the industries we do have in tourism, agriculture, and healthcare. Supporting these industries means we support working people and families.

We are also primed to bring new opportunities to our region, from fire prevention efforts in forestry to sustainable manufacturing and technology. There will be a response in Olympia to climate change and we need to make sure our voices are heard. Our elected representatives should work to advocate for our region and ensure economic investments reflect the needs of those who will be most impacted: the working people and families of rural and small town Washington.

NCW Media: Tell our readers



Adrienne Moore

about your life, family and life experiences that make you ready to represent the 12th District.

Moore: My family rooted me in the values of our rural community. My mother and step-father are ministers in Wenatchee, and my father is a carpenter.

I grew up working class in a family with five kids on a farm in Eastern Washington and in small towns across the state. I became a young mom at twenty and worked my way through college at Western Washington University as a night manager for a shelter serving women and children escaping domestic violence. The families at the shelter were no different than families I’d known my

whole life: they were people who showed up with grit, determination, and generosity in the face of hardship.

I’ve committed my entire career, including more than a decade of work in Okanogan County, to ensuring all families have a chance to build a better life for themselves. When I returned to Eastern Washington with my small family, I took a position as the sole staff member of a small nonprofit. For more than 12 years, I helped it become what it is today: a community leader and critical resource for our neighbors seeking social and health services. We partnered with schools, health

SEE **ADRIANNE MOORE**, PAGE 16

Tiffany Gering wants to be your new Chelan County Commissioner, District 3

By Gary Bégin

CHELAN – Tiffany Gering announced her candidacy for Chelan County Commissioner, District 3 last week. She currently serves as the Sales Manager and Chief Operating Officer for the Lake Chelan Chamber of Commerce and states she is affiliated with the Republican Party. Rather than just run her news release, which was submitted to all local media, NCW Media, parent company of Chelan County weekly publications Lake Chelan Mirror, The Leavenworth Echo and Cashmere Valley Record, contacted Gering for a Q&A session meant to enlighten the citizens she seeks to represent.

Here are our questions and her answers:

NCW Media: How do you feel about lifting the moratorium on new marijuana grows – both outdoor & indoor?

Tiffany Gering: Currently when marijuana growers apply to renew their license with the Washington State Liquor and Cannabis Board (WSLCB), the state grants approval even though growers are not adhering to county code. I don’t foresee the moratorium being lifted until Chelan County and the Washington State Liquor and Cannabis Board can get on the same page.

With that said, I believe all businesses should have the opportunity to thrive in Chelan County as long as they abide by county codes. When the litigation is done, the WSLCB and the county work together and the remaining growers are abiding by county code (or have closed), I see no reason for the moratorium to continue.

NCW Media: What is the biggest issue you feel Chelan County residents face?

Gering: Lack of housing. Hiring seasonal employees for businesses in Chelan County becomes an issue when there isn’t enough affordable housing. But it is just one of the issues that County Commissioners are working on.

NCW Media: Tourism and agriculture are our biggest money makers, but both industries rely heavily on so-called guest workers. Governor Inslee wants to make Washington a “sanctuary state” so how will this be good – or bad – for Chelan County?

Gering: I grew up in Brewster and vividly remember when Gebbers Farms had to let go over 500 illegal immigrants. While I know this was an incredibly difficult decision for Gebbers Farms, I watched as they figured out how to successfully rebuild their workforce. They did so by hiring Ja-

maican “guest workers” through the H-2A visa program which provides visas for qualified temporary agricultural workers. Innovative, forward thinking is the solution, not becoming a sanctuary state.

NCW Media: Selling ads on the radio and working at the chamber are great jobs, but what can you bring to the table in regard to understanding complex issues like housing, hydropower, and other infrastructure?

Gering: As a Sales Manager, I worked with small businesses throughout Chelan County. Being successful in Sales, means that I know how to listen to people, hear their issues, consider options to solve the problems and execute a plan of action. At the Chamber, I am the Chief Operating Officer. I deal with financial issues, day to day operations, handle issues, as well as helping to impact economic development through Chamber events and creative marketing strategies. My business degree affords me the skills to work with the \$40 million budgets that Commissioners manage, knowledge to learn all aspects of an issue and the managerial skills to work with staff and committees.

I am not a politician. I am a problem solver, a communicator and most importantly, a listener.



Tiffany Gering

A Commissioner must be able to hear both sides of an issue, do the research, understand the impact and then make a decision that best suits the county now and in the future. I have no agenda except to help make Chelan County a good place to live, work and play. The taxpayers are my boss and the only promises I will make is to listen to the constituents, to research and educate myself and to help find sensible solutions on issues that face our county.

I have been told that I am a tenacious leader. I am not afraid of tough issues. There is definitely a lot to learn but I’m not afraid of

a learning curve, in fact, I rather enjoy it. Over the last couple of months, I have immersed myself in the issues the County Commissioners are working on and I am ready for the challenge.

NCW Media: What gave you the confidence to run for office?

Gering: When a friend first mentioned the position, I was unsure. So unsure that I decided to start sitting in session, going to board meetings and shadowing the Commissioners. Before I committed, I wanted to be sure that I would 1. Like the position and 2. Not only be capable but excel. Once I had done my due

SEE **TIFFANY GERING**, PAGE 9

GOP’s gubernatorial candidate Loren Culp wants citizens to rally against Gov. Inslee’s mandate

Submitted by Culp Campaign

SPOKANE – Washington Gubernatorial Candidate Loren Culp, who received statewide and national media attention after rejecting the I-1639 Washington Gun Ban, today called for Washington citizens to reject Governor Inslee’s Executive Order; a move the Governor labeled as insubordinate.

“Jay Inslee, in all of his infinite wisdom said President Trump is inciting insubordination,” Loren Culp said. “In order for us to be insubordinate, we must first be subordinate to him. [But] we can’t be insubordinate because he’s not our superior. He works for us.”

Loren Culp made the remarks Tuesday evening during a live broadcast on Facebook.

Culp is currently the Chief of Police in Republic, Washington,

and describes himself as a Constitutional Conservative Republican. His advocacy and national media attention led to the publishing of his best-selling book, American Cop, which outlines the role of government as outlined by the Constitution and citizen rights.

“Jay Inslee is the Governor of Washington State,” Culp said.

“His job is to run the state’s Executive Branch. Not to run our lives. Not to tell us what to do. Not to tell us we can’t go fishing. Not to tell us that we can’t go to the park or go into the woods or that we have to stay in our house. That’s not what happens in a free country.”

Culp, a life-long Constitutional Conservative, is running on the Republican ticket in the 2020 Gubernatorial election. Prior to his

career in law enforcement, Loren was a small business owner in Olympia for over 20 years and a member of the U.S. Army’s 101st Airborne Division.

“Our founding fathers were part of a kingdom. They were insubordinate to a king. Thank God that they were, or we wouldn’t be here enjoying the freedoms that we’re supposed to have in this country.” Culp said. “Jay Inslee’s not my king. I’m not subordinate to Jay Inslee. Elected public servants are the subordinates. I think Jay Inslee is the one who’s being insubordinate to his superiors which are the citizens of Washington State.” He closed the message by referring to his viewers as the “insubordinates.”

Go to: facebook.com/CulpforGovernor/videos/232815487986211/ for more information.



Loren Culp

Maheshwary new state information, communications technology guru

Submitted by Washington Dept. of Commerce

OLYMPIA – The Washington Department of Commerce announced today that Steven Maheshwary has been named Governor’s Sector Lead for Information and Communications Technology (ICT).

Maheshwary will lead strategy and economic development efforts for the state’s ICT sector, including promoting tech-for-good initiatives and social impact among underserved communities.

A veteran of the local tech industry, Maheshwary most recently served as Amazon’s Program Lead for Underserved Populations, focusing on building products and services for low-income customers and underserved communities.

In 2017, he was appointed to serve on the Community Technology Advisory Board, advising Seattle’s mayor and city council on issues relating to technology and information.

Maheshwary also serves on the Board of Directors for DemocracyLab, a non-profit that provides a platform to connect skilled tech volunteers with tech-for-



Steven Maheshwary

good projects sourced from the community.

“Steven brings a wealth of experience and perspective that will advance our work with industry partners to use technology to improve life for all Washingtonians,” said Gov. Jay Inslee.

“I’m delighted to welcome Steven to the Commerce team,” said Commerce Director Lisa Brown.

“Steven’s commitment to strengthening communities aligns perfectly with our efforts to create more strategic development opportunities through our state’s powerful technology sector.”

Throughout his career, Maheshwary has been in-

SEE TECHNOLOGY GURU PAGE 16

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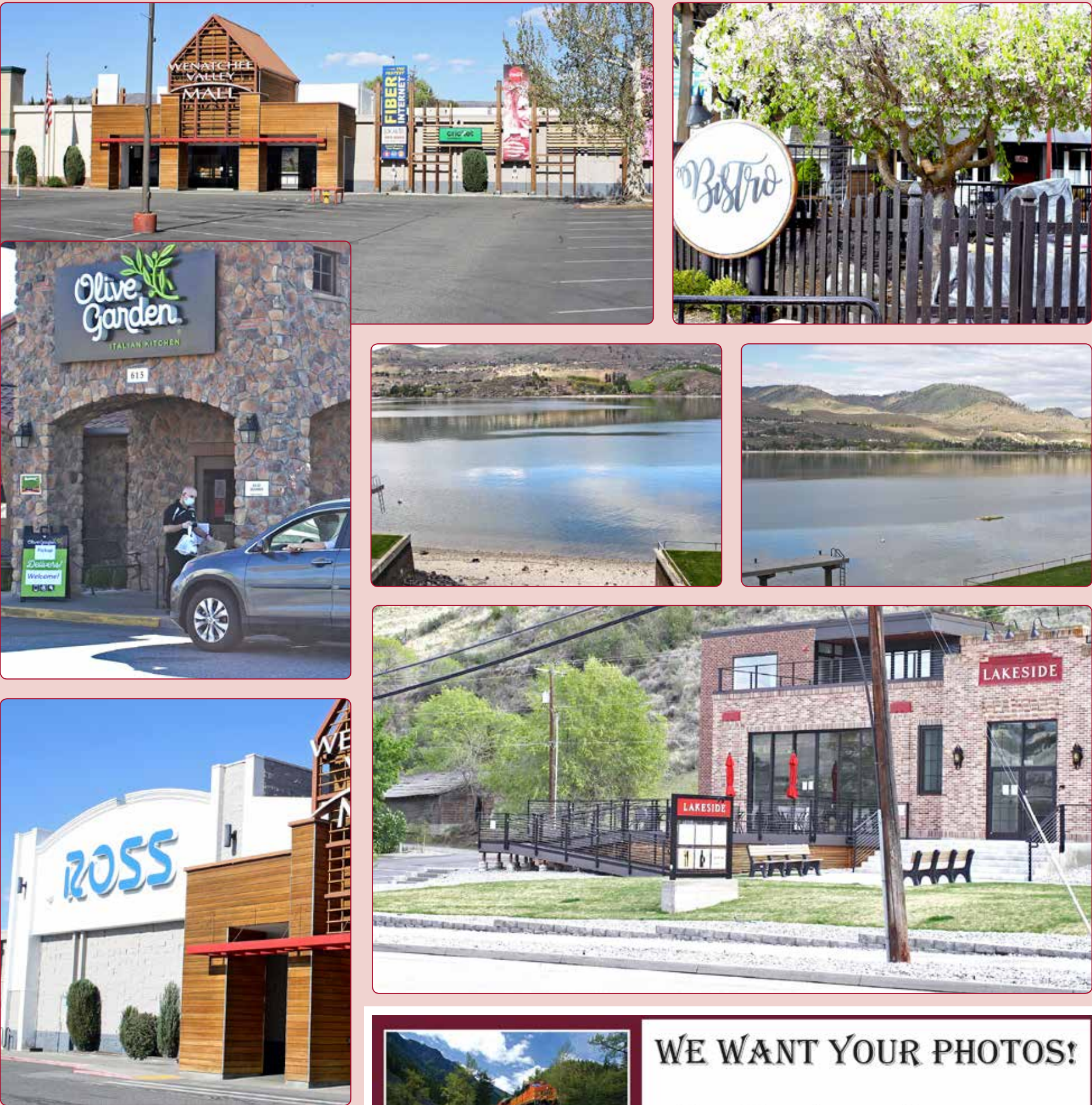
Temporary closures around town



All photos: Gary Bégin/WBJ

Everything from dental offices to restaurants to bars are temporarily closed due to the coronavirus pandemic, but some retail establishments are learning new ways to service customers. Olive Garden in East Wenatchee near Wenatchee Valley Mall has created a drive through pick up service where food orders will be delivered by a “masked man” in order to ensure against the spread of the virus.





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CONTINUED FROM PAGE 1

Tsillan Cellars: State Winery of the Year

subject is the opportunity to travel around the world teaching other docs a whole lot about a very specialized subject. I was honored to give over 800 professional lectures and courses in over 15 countries and authored the seminal textbook on the subject of Neuromuscular Dental Diagnosis and Treatment. I love teaching and find great joy in making complex ideas simple and understandable.

Business Lesson #1: Hire the musicians to play the symphony. When leading the R&D team my job was to define the clinical objectives for diagnostic and treatment devices. I had no clue how the hardware engineers, the software engineers, the biophysicists, the mechanical engineers did what they did to bring their expertise and talents to the orchestra. My job was to assemble a team that could play the music that resulted in the vision I outlined. This was formula for success when I entered the world of viticulture and wine.

WBJ: *Why and when did you move to the Chelan Valley?*

Dr. Bob: Dr. Bob: I first visited Lake Chelan in 1957 when I was a pre-med student at the Univ. of Washington. It was love at first sight. Growing up on a farm I loved hiking, climbing, hunting and fishing. In 1994 I decided to get off the “hamster” wheel of a busy professional life in the city. I moved to Lake Chelan in 1994 with no intention of another pioneering career.

For years Lake Chelan was a summer playground for Seattle and the Lake was ringed with apple orchards. In 1998,’99 and 2000 the era, of the 40 acre family orchard that could put three kids through college came crash-

ing down for a number of reasons. It seemed there was news of bankruptcy almost every day.

There are several individuals that stimulated my interest in the possibility of changing the culture and agriculture of Chelan. In 1998 I met Steve Kludt and Bob Christopher who were exploring the possibility of planting grapes in Chelan as an option to apple and cherries. I was also motivated by the advice of two legendary orchardist, Grover Collins and Grady Auvil who advised: If you can buy south shore agriculture property do it. It is the best ag land in the Valley.

I felt that Chelan’s rich agricultural tradition, in grave danger of being lost altogether with the difficulties in the apple industry, could be saved by turning old fruit orchards into vinifera grape vineyards. Confident of the land’s potential to grow world class wine grapes, I began to design and build what is now considered one of Washington State’s premier destination wineries.

Business Lesson #2: Ask questions. Gather data and information from the experts, organize and weigh the information, make prudent judgements and act on the conviction you have carefully considered all relevant pros and cons. Success is a four-stage process: Passion, Vision, Execution and Perseverance. Execution and Perseverance are the most difficult and require discipline.

WBJ: *How and why did you choose the Native American spelling for the name of your winery?*

Dr. Bob: I am a student of history and find the early American culture fascinating and a connection to the

natural history of the Northwest. It was considered pretty radical building an Italian themed winery with a native American name. In fact, I took criticism from several wine writers for evidently offending their sense of propriety. Tsillan appeared on survey maps after a 1826 survey party recorded the Native American “Tsillan” meaning “Deep Water”.

Business Lesson #3: What is your story? When an enthusiastic entrepreneur asks me whether they should get into the wine business my first Question is “What is your story?” How are you going to distinguish yourself in a crowded field? The most asked question at Tsillan Cellars: How do you pronounce it? That is the start of our story.

WBJ: *What was the biggest hurdle getting Tsillan Cellars established?*

Dr. Bob: The bureaucratic maze was the single biggest challenge. Vineyards take three years before first small production. That is about the time it took to navigate the various agencies before breaking ground on the project. Starting a winery requires rigid compliance to Federal regulations, State Liquor Control regulations and then the many agencies required to write off on your application for a Conditional Use Permit to begin building. A special thank you to Chelan County Hearing Examiner Andy Kottkamp who always presided thoughtfully upon the various applications. He always made me feel the battle was worth it. This was at a time when many in the local regulatory agencies were skeptical of change.

Business Lesson #4: Don’t get discouraged. Be methodical, get the facts, present the facts in the format the regulatory agency requires and understand that you are not the first puzzled by the process.

WBJ: *What financial investment have you made in Tsillan Cellars?*

Dr. Bob: When I decided to change the culture and economy of the Chelan Valley is was with the understanding that the agricultural base of growing world class wine grapes was foundational to the rest of the business plan. I under-



COURTESY PHOTOS

Tsillan Cellars vineyard

stood that a value-added business plan was essential to making the cultural and economic changes. This involved purchase of 127 acres of orchard property, a \$25,000/ acre investment in vineyards, wine production facilities, world class hospitality/entertainment facilities that included wine and food components. We set out to establish Tsillan Cellars as a world class producer of fine wine from our estate vineyards. However, our underlying business model is to give every guest hospitality experience to remember. We are not just in the wine business. The value added concept also provides opportunity to broaden the employment base to embrace a more year around work force that will keep bright young talent in the Valley.

I had no illusions about undertaking this project for an impressive Return On Investment (ROI). The winery opened in 2004, saw its first modest profit in 2008 and has been profitable since with average ROI of only 3 percent. However, investment in Tsillan Cellars has been much more exciting and enjoyable than clipping \$10,000,000 of Treasury or CD coupons. I would do it again. The thousands of friends I have made through the years at Tsillan Cellars is the best return on investment one could imagine. It has been the most rewarding retirement I could imagine.

Business Lesson #5: I was able to undertake this project without partners or debt. While partnerships sometimes are necessary and can work, all too often there is not a happy ending. Particularly when equity and sweat equity partners do not see eye to eye the story does not end happily. If possible, pursue your business dream with no partners and no debt.

WBJ: How did you go about educating yourself and finding qualified staff?

Dr. Bob: I must start with the confession that I have few talents. This has required me to hire the musi-

cians with their instruments to play the music. I learned during my business experience running a medical device company that I cannot possibly master the many talents necessary to execute a successful operation. This is particularly true in an operation that involves agriculture management, sophisticated wine production knowledge, a large restaurant operation, wedding and event planning, marketing, facility maintenance and a Direct to Customer (DTC) model where all wine is sold thru the tasting rooms, restaurant and wine club. I am blessed with incredible people that bring their talents to the symphony. Bal Flores has been the vineyard manger since 2003 and is responsible for bringing the vineyards national acclaim. One of Washington State’s best known winemaker, Ray Sandidge, has elevated Tsillan Cellars wine program that rivals the best in the Northwest. His winemaking was instrumental in Tsillan Cellars being named Wine Press Northwest 2020 Washington Winery of the Year.

With over 50 employees in the peak summer season I depend upon key management to keep the music playing on a world class stage. Carrie McGuin just celebrated her tenth year as our most versatile employee. Carrie manages of one of the largest wine clubs in Washington State, is head bookkeeper and office administrator. While my task is to motivate each to be the best, Carrie somehow rises to the task in all three key job descriptions.

Business Lesson #6: Hire the best musicians possible. Not everyone will perform to your expectation and may be motivated to perform to your expected standards. Move on and find musicians willing to expend that extra 10% to reach the top. I constantly remind the staff that the heaviest competition is in the middle. If you reach the top there is less competition because few will expend that 10% to reach

the top 1%. Another business philosophy of mine is “If everybody is doing it, don’t.” All too often it is easier to follow the crowd. To be a pioneer it is best to take paths less traveled, be innovative and set standards.

WBJ: *Where did the rootstock for the vineyard come from?*

Dr. Bob: Most root stock comes from Washington State nurseries in the Yakima and Prosser areas. These root stocks are certified disease free and are well acclimated to our Northwest weather. We presently have fourteen varietals planted in our vineyards. These include five white varietals: Pinot Grigio, Chardonnay, Riesling, Viognier and Gewurztraminer and nine red varietals: Syrah, Cab Sauvignon, Malbec, Merlot, Grenache, Sangiovese, Barbera, Cab Franc and Dolcetto. The versatility of these estate grown varietals was showcased when Tsillan Cellars estate wines won an unprecedented nine Double Gold and four Gold in the 2019 Seattle Wine Awards. Tsillan Cellars estate wines won six Platinum awards in the 2019 Wine Press Northwest Best of the Best competition. A total of 23 career Platinum awards places Tsillan Cellars as the all-time fifth most awarded Washington winery in the Best of the Best competition. Proof that the slopes which grew some of the world’s best apples can grow world class wine grapes and produce wines that can compete with the best on the world wine stage.

Business Lesson #7: If you can grow world class tree fruit you can probably grow world class wine grapes. Like apples, the best growers commit expertise and resources to get the best from what the land can provide.

WBJ: *Was the restaurant an afterthought or planned from the beginning?*

Dr. Bob: The restaurant was planned from the beginning but went ➡➡

About Tsillan Cellars

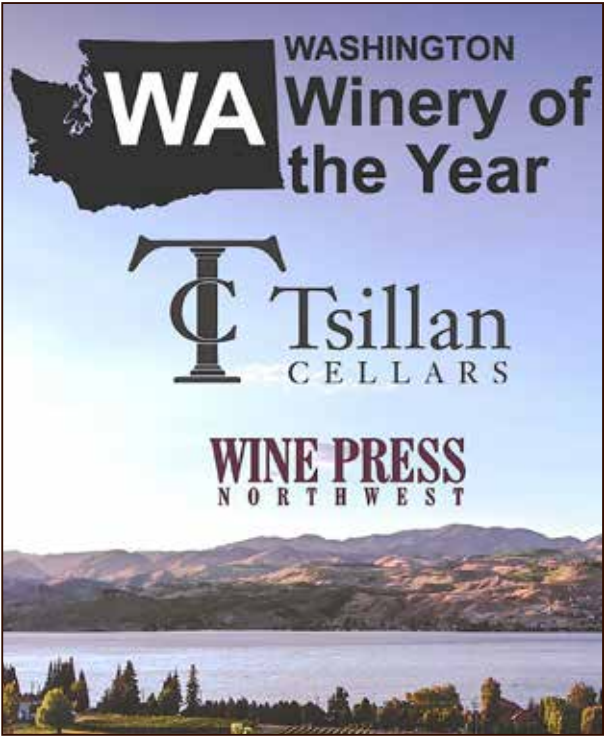
Producing an annual average of 6,500 to 7,000 cases of wine each year, Tsillan Cellars is one of the largest producing wineries and largest estate vineyard in the rapidly growing Chelan Valley. The 135 acre estate is cultivated with attention to the finest viticulture techniques with an eye to producing award winning wines. A wide variety of premium wine grapes are presently planted on the estate including, Sangiovese, Syrah, Merlot, Malbec, Nebbiolo, Barbera, Cabernet Sauvignon, Cab Franc, and Grenache, Chardonnay, Pinot Grigio, Riesling and Gewurztraminer. Wine Tasting is open daily. The winery landscape of gardens and waterfalls creates an incomparable backdrop that draws so many visitors year round. Sorrento’s Ristorante is located at 3875 Highway 97A in Chelan. Call (509) 682-5409 for more information.

➤ through multiple evolutions. Food and wine are inseparable when you think of the Italian lifestyle. Initially the restaurant was a modest seating of 40 for fireside dinner in the Tasting Room. In the summer seating was in a tent area that could accommodate 60 people. In 2010 I began designing a 3,000 square foot addition to the existing facility that included 160 feet of folding glass doors that could be opened for summer dining. This facility has gotten numerous architectural accolades along with Sorrento's designation as Open Table Top 100 scenic restaurants in North America. Several magazines have acclaimed Sorrento's Ristorante as the #1 winery restaurant in Washington. Jamie Mason has been restaurant general manager since 2019. Under her inspiration the operation achieved new levels of excellence which she plans to build upon when restaurants can reopen in Washington State.

Business Lesson #8: The restaurant business is one of the most challenging and low margin businesses in the world. Why would anyone choose to be in the restaurant business? Synergies. When designing a business model look for different components that will be accretive and synergistic with your core business. It also creates entry barriers for your competition. Restaurants are expensive demanding enterprises. Most wineries cannot afford the capital investment and the management headaches to include a high-class dining experience in their business model. There is a competitive advantage going where others cannot go.

WBJ: *What is your favorite Tsillan Cellars wine and what is your best selling wine?*

Dr. Bob: I have a modest but eclectic wine palate but I must admit to favorites. I have been a fan of our Estate Malbec since first tasting it in barrel in 2005. Wine experts from around the world agree. Ray's 2017 Estate Reserve Malbec was awarded Double Gold and 94 Points in the San Francisco International Wine Competition, the largest international competition in the United States. It then made another clean sweep at another prestigious California competition, the Grand Harvest Challenge where it won Best of class, Best Columbia Valley Wine, Double Gold and an amazing 97 Points. It then went on to win Double Gold in the San Francisco Chronicle Wine Competition, the largest competition of American wines. Tsillan Cellars Estate



Malbec has been winning Best of Class in major international competition since 2010. Match Malbec with a beautiful steak to enjoy the ultimate wine food pairing experience.

Our most iconic and best selling wine is Syrah which has won over 50 Gold medals in major wine competitions. The 2017 Estate Syrah and Estate Reserve Syrah are both world class wines that are already winning Best of Class accolades in several major competitions.

We were just informed this month that one of my favorite Italian food friendly wines, the subtle and exquisite Estate Sangiovese confirmed my love of this wine. It was awarded Best of Class, Best of Varietal, Gold and 94 points in the New World International Wine Competition. I paired it with Italian lamb meatballs the other night. Perfect.

For white wine lovers my favorites are our award winning Pinot Grigio and Gewurztraminer. Our 2018 Reserve Chardonnay was selected as one of Washington's top Chardonnays.

It is interesting that the early advice from the experts in Walla Walla and Prosser was to plant only white varietals which require less growing heat than red varietals.

There was this misconception that Lake Chelan was a cool climate region nestled in the North Cascade mountains. In 2000 I had access to 60 years of WSU growing data for Chelan that suggested we could grow red varietals every bit as good as Walla Walla and Yakima. The WSU weather station for the Lake Chelan South Shore is located in the Tsillan Cellars vineyards. Our WSU weather station data year after year registers more Growing Degree Day (GDD) heat units than either Walla Walla or Yakima. So much for the cool climate label.

Business Lesson #9: Sometimes you just have to

be a contrarian and go with the data and trust your intuition. Pursue paths less traveled and you will often find treasure. That is definitely true of my faith in Lake Chelan viticulture. "Great wine is a gift of geography, soil and sun playing a symphony in the vineyard." I am thankful for the gift of the past twenty years that has brought so much joy to my life.

WBJ: *Any final words to our readers?*

Dr. Bob: In conclusion: The Chelan Valley has evolved into a serious wine tourist destination since I looked out on nothing but orchards 20 years ago. There are now 40 wineries in the Chelan Valley. Tsillan Cellars pioneering viticulture under the management of Bal Flores has proven we can be a world class grower and producer of fine wine.

The impact of the Covid 19 virus is devastating to the wine tourism and hospitality business in the Chelan Valley. It not only affects the wineries which have closed their tasting rooms, but restaurants, hotels and suppliers who normally depend on a vibrant tourist economy. Uncertainty is the enemy of business and business plans. We are presently at the height of medical and economic uncertainty which makes planning difficult.

Our Valley is known for its resilience. We rebound from natural disasters such as the 1994 Tyee fire and the fires of 2015. We recover from economic upheavals such as the demise of the small family orchards in 1999-2000. We will find ways to not only survive, but eventually thrive and see fresh vitality and recognition for the Chelan Valley wine tourism industry.

Editor's Note: Due to Governor Inslee's mandatory closure of restaurants and bars, Sorrento's and the Tsillan Cellars tasting room are currently closed until further notice.

CONTINUED FROM PAGE 3

Goehner legislative aid Cappell runs for Chelan County Commissioner, Position 3

commissioner would allow me to still use my knowledge and skills of the legislature while being here at home serving closer to our constituents.

I found out last fall that the seat I live in was probably going to open and after prayerful consideration, my wife and I decided it was time. And if you ask my wife, she would probably mention that she wouldn't mind if I lived full time at home instead of part of the year in Olympia.

NCW Media: *What are your passions, hobbies, etc.?*

Cappell: My family and I spend our summertime either in the backyard getting our hands dirty in the vegetable garden, on Lake Chelan fishing for Kokanee or the Columbia River fishing for salmon. We love being outdoors. It's one of the many things that makes us so happy to call Chelan County home.

In summary: The 33-year-old Cappell grew up in North Central Washington, graduated from Wenatchee High School and now lives in the Sunnyslope area of Wenatchee with his wife, Brittney and daughter, Savannah. He grew a passion for FFA in high school sparking his appreciation for agriculture after spending

entire summers working in orchards and raising livestock for the fair. That FFA experience drove him to pursue a degree in natural resource policy from Washington State University, graduating in 2009. His legislative experience opened his eyes to unfunded mandates and overbearing regulations from Olympia that challenge local government's ability to serve its citizens.

Cappell: Housing affordability is front and center with so many, but I also know there are concerns around wildfire prevention, property rights, public safety, and taxes. Our county has an amazing mix of agriculture, natural resources, and public lands. Through thoughtful land use planning, we can find a balance between supporting agriculture, the open spaces we all enjoy and developing areas to grow our community and economy.

He is a member of his church's leadership team, chairs its community outreach committee, and also leads small groups teaching personal finance besides being a member of the Wenatchee Confluence Rotary Club. For more information go to: Cappell4Commissioner.com and facebook.com/Cappell4Commissioner.

CONTINUED FROM PAGE 4

Tiffany Gering wants to be your new Chelan County Commissioner, District 3

diligence, I had the confidence to take next steps.

NCW Media: *Please tell the readers a little about yourself, hobbies, church, family, passions, travel, etc.*

Gering: I grew up in Brewster, just 30 miles from Lake Chelan. After graduating from Seattle Pacific University and living in Los Angeles for a couple of years, I realized that living close to my family was my first priority. That is when I made the decision to move home.

I was welcomed into the community immediately. I was part of the Chelan Business Association before it morphed into the Historic Downtown Chelan Association. I have been a Rotarian for over 10 years and served on the board as treasurer. Currently I am on the Rotary scholarship committee and am helping spruce up the Teen Center with Thrive.

My travels include a mission trip to Mexico with my church, chaperoning high school students on a trip to South Korea for the Rotary International Convention and a trip to Kenya with Me to We and Lake Chelan Rotary. I have also travelled for fun... to Mexico, the Caribbean, Canada (of course), Dominican Republic, Dubai and many of the states. I love traveling and as the matter of fact, I am looking forward to a family trip to the ocean next month.

My two daughters are the loves of my

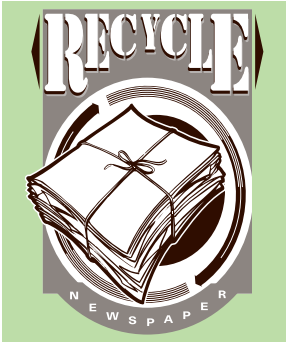
life. They help make me a better person as I teach them how to navigate life. My friends and family are my tribe of which I wouldn't know what to do without them. I am beyond blessed and feel so fortunate to live in the Lake Chelan Valley.

NCW Media: *Anything else to add?*

Gering: Working, raising my family, and planning to retire in the Lake Chelan Valley, I am fully invested in the County. I am committed to making a difference. I am not looking for a job, nor am I a politician. Rather, I see the County Commissioner role as serving as a voice for the people. I will use my leadership and business experience to serve the people of Chelan County. I understand the complexity of the role and am well aware of the challenges that the County faces and the significant responsibilities a County Commissioner has in overseeing fourteen different departments/organizations and holding seats on numerous boards.

I am passionate about finding solutions on important issues that affect the people of Chelan County, especially those that involve land use, tourism and mental health. I agree with Helen Keller, "alone we can do so little; together we can do so much."

For more information, contact Tiffany Gering at 509-449-2979 or electtiffanygering@gmail.com.



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Last Cruise of the USS Shangri La

I am Cdr. Jim Reid Reid, USN ret. and the last Shang A/C Handler. I made the final WESTPAC (Western Pacific) cruise then was part of the decommissioning crew in Boston.

Please recognize that this is a 31-year-old tale and some of the details may have faded, but the memory is special:

SHANG Nostalgia (File: Handler 2/7/98) In 1968, while I was in a squadron in Tonkin Gulf, someone made up a set of bogus orders sending me to some carrier as the Aircraft Handler. I mean to tell you I lost my cool and ranted and raved for two days, until they let me off the hook and fessed up. Two years later I would actually receive this same set of orders to the USS Shangri La (CV-38).

That set of orders that I so greatly dreaded, provided me with more excitement, friendship and memories than any other tour, with the notable exception of my first squadron(VA-85).

Let me point out that the SHANG was an aging ship. Nothing worked, but the crew. It was either cry or laugh, when someone in the crew had a cruise patch made up titled “CASREP-70”, listing the major casualties that were reported during the cruise: Lost a screw while launching strikes; Dead in the water; Evaporators never able to provide enough water; Reefers burned up losing all perishable food; Lost steering while in a turn, (prompting the recommendation that we fire off two aircraft each time we passed through the launch heading); Port catapult cold cat shots; Liquid Oxygen plant inoperable; Contaminated jet fuel; Aircraft elevator cables parted; TACAN failure; and one story that the radar antenna fell and landed on Primary.

Add to this a bag of aging A-4C Skyhawks, F-8 Crusader as well as H-2 rescue helicopter that had no authorized night capabilities and pitiful availability the rest of the time. Small wonder that we might look like the “African Queen with F-Troop embarked”.

There was so much JP Fuel in the so called fresh water that one might expect, “the smoking lamp is out throughout the ship while taking showers”.

Each evening after flight operations we wandered Tonkin Gulf seeking water from anyone. There should have been no surprise that SHANG had problems. The ship had been short changed funding over the years and become somewhat of a legend.

One of the first tales I heard in the Navy had it that the crew had to mail their dirty clothes home from deployment to wash out the ship’s laundry salt. Once in the Mediterranean SHANG, which always left a path of leaking fuel, circled back in her own wake to pick up Oscar, the man over board dummy.

That time a spark from a smoke light set the fuel in the water on fire and scorched the entire port side of the ship. In 1970, as SHANG prepared to depart Mayport, Florida for ESTPAC, she failed the final material inspection, but was instructed to sail anyway.

I joined the SHANG shortly after its first line period in Tonkin Gulf. Following a week of turn over with the outgoing Handler, he passed to me his standard spot sheets and departed in the COD.

Seven hours later the cables of the number three aircraft elevator began to unravel, and the elevator had to be locked to keep it from falling into the sea.

The Air Boss, Paul had given me earlier marching orders, that if he had to tell me what to do, he did not need me. In shock, I waited for five hours for Divine guidance, finally realizing that no one else knew what to do either.

With the knowledge that as a beginner I would be forgiven some mistakes, I published a spot sheet that essentially moved everything aft forward and everything forward aft.

Two other factors come to mind, at the beginning of the respot most of the aircraft on the flight deck were down for maintenance, so they needed to go below, and, there was a major vertical replenishment of bombs arriving on the flight deck at this same time.

After an hour there was the worse mess on that deck you have ever seen. Bombs and airplanes were in major gridlock.

I finally got some of the Divine intervention that I



needed as the first launch was canceled because of weather.

Once the weather cleared we were able to meet scheduled operations the next three weeks with my creative respot, but I have to admit that it was with a lot of luck and effort from some of the worlds best Aviation Boatswains Mates.

After two or three weeks without the Number 3 aircraft elevator, the new cable arrived in Da Nang.

The Captain took SHANG right in to the harbor to pick up the cable and the Subic shipyard workers. As he entered the harbor he gave the crew a harbor tour.

“On the left we have Da Nang airfield. On the right is Charlie Ridge where the VC fire on the Base”.

Somehow I felt a little uncomfortable knowing we were right in the middle of these two geographic points. I can just imagine some VC calling Hanoi for instructions concerning the Carrier in his sights. Another time the Captain drove SHANG into Subic Bay launching aircraft.

The last A-4 off the catapult was on final for Cubi Point runway as soon as he was in the air. One of my SHANG sea stories begins, “I recall one day when nothing went wrong”.

That is part truth, but we did get to the fifth launch without the usual crisis. It was a strange feeling and everyone begin to look over their shoulder as if expecting the calamity to worsen with each hour of delay.

Finally the COD went “down” on the Cats and could not fold its wings.

Everyone relaxed, the situation was normal, FUBAR at last. On one major Alpha Strike the flight deck crew, needing some breathing room, launched the Spare F-8 first.

At most five seconds

passed before the squawk box roared, “Handler, this is air-ops, why did you launch the spare?” I knew we had goofed, and I tried stonewalling with, “I will call you back after the launch is complete.” No luck, again they insisted on an answer as to why the spare was leading the rendezvous. Still not wanting to confess our sin, I said “Falcon Code 169”, hoping to put an end to the inquiry.

It took Cdr. Ralph at best 22 seconds to be in my face. “Damn it Reid”, said my friend, ” the Captain was standing behind me asking why you put the spare in the air.

“I knew you had goofed, but I did not want to be the one to put you on report. Then he wants to know what is this Falcon 169, and he would not let me dodge the question”, says Ralph. Ralph finally told the Captain that “Falcon 169 means, COMMANDER, I THINK YOU HAVE ME CONFUSED WITH SOMEONE WHO GIVES A S—“.

With, that the Captain roared laughing and said,”What else could he say?” and left the space.

About this time one of the scheduled F-8 reported that he was “down”. No one would accept my claim that this was all part of the Air Department’s plan to have the spare airborne to speed things up.

The Yellow Shirts were wonderful and could meet any spot time table, unless their Handler could not make up his mind.

One of these guys watched me spin my wheels with a spot sheet for about five minutes.

He finally picked up the paper and in three seconds dashed off a workable plan. I took a look, put it in the ditto machine and went to press.

He had trained me to

know that they knew their job and to stay out of their way. On one wild afternoon an A-4E landed, on fire, having forgotten to put on a fuel cap.

All of the yellow shirts worked to put out the fire after pulling the burning craft clear of the landing area. A second A-4 landed, experienced brake failure and taxied over the port side into the cat walk.

The aircraft hung over the side, but the pilot ejected into the water. The safety photographer on the bridge took a series of shots that made Stars and Stripes as well as newspapers around the world.

As the A-4 rolled toward the edge of the flight deck, the Flight Deck Chief threw himself against the doomed aircraft. As the pilot ejected, an access panel flew off and whacked the Chief on his helmet, knocking him to the deck with an expression of anguish on his face.

This was a real exciting series of shots. Several weeks later, Joe, the Chief, would autograph 8 X 10 photos for a \$5 donation to the United Way.

The SHANG turned a large check over to the United Way that year. Oh, by the way, the tail of the A-4 that hung over the side and the nose of the one that was on fire were joined to make one good A-4.

My favorite SHANG story happened one dark night about 0200. One of the aging A-4C “fell apart” on a cat shot and it took a few minutes to decide if the pilot had ejected before the plane went into the water.

The next shocker came when it was noted that one of our H-2 helicopter was actually in the air, on a maintenance test hop(?). Our H-2’s did not have and “Ace” installed, that is to say, they did not have an auto pilot so that they could be expected to hover over a downed pilot at night. As was the procedure, the flight deck crew hurled their wands over the side to mark the point the accident occurred. (We had to have an emergency resupply of wands that line period from multiple night crashes)

After the SAR helicopter had made the difficult pickup, he returned to SHANG. It was noted that the rescued pilot was walking without assistance, but that the helicopter crewman was

in serious need of medical aid. It seems the helicopter crewman and several would be rescuers, from a Destroyer Plane Guard, got into a fight, in Tonkin Gulf in the dark, over who was going to save the pilot.

On another dark night about 2300, the recovery was delayed because of a pitching deck.

The last recovered aircraft shut down about the time the word was passed for pilots to man their planes.

The Captain had never called me before, but he did this time. He indicated that SHANG had to notify the Admiral how late the 2330 launch would be.

I said to the Captain that “if I say that the launch will be late, the Crew will get the launch off on schedule and make me look dumb”.

The Yellow Shirts in Flight Deck Control looked like I had lost it, but hurried out to begin respot. What followed was a zoo. The aircraft were towed aft with the pilots pre-fighting on the run.

Purple Shirts fueled anything that stopped and Red Shirts hung bombs after chasing the aircraft with the bomb skids the length of the ship. Some planes were still being towed aft while others tried to taxi forward. They did it, they made the launch on time. I do not know how and I may not want to know. As the SHANG shook from the first launch from the catapult. I picked up the phone to call the bridge. The Captain answered with, “Go to Hell, Reid.”

After the last line period, we started the long trip home via Australia and New Zealand, and for decommissioning. A rumor started that the Navy might retain either SHANG or Bon Homme Richard. Accordingly, the SHANG crew immediately began to collect money to save the Bonnie Dick. Everyone on the ship shared the hard times and took pride in their part in getting a job done in the worst of circumstances.

What a Captain and Crew!!! Shortly after this cruise SHANG put into Boston Navy Ship Yard to be put out of her misery. As she steamed up the coast we passed America departing Norfolk and received the following flashing message,”Do you need water?”



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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!

- Apple Valley Honda – 9 years
- Cascade Mechanical Contractors Inc. – 1 year
- Dave's Plumbing Inc. – 2 years

- DC Custom Construction Inc. – 1 year
- Lake Chelan Chamber of Commerce – 3 years
- Laura Mounter Real Estate & Co. – 20 years
- Leavenworth Electric & Excavation – 22 years
- Libke Insurance Associates, Inc. – 14 years
- MJ's Odds & Ends, LLC – 4 years
- Quality Pacific, Inc. – 22 years
- Select Roofing LLC – 1 year
- Valley Supply Co. – 3 years
- Wenatchee Electric LLC – 2 years
- Wok About Grill – 13 years
- Yusi Construction, Inc. – 23 years

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.

LOCATED AT:
2201 N. Wenatchee Ave.
Wenatchee, WA 98801

PHONE: (509) 293-5840

FAX: (509) 665-6669

Email us for more information:
Info@BuildingNCW.org

Visit us online at:
www.BuildingNCW.org

Phase 1 Construction Restart

BNCW has compiled the following documents which are necessary to restart construction under the Addendum to Proclamation 20-25, Governor Inslee's "Stay Home, Stay Safe" order. The addendum sets forth criteria for a **limited** Phase 1 Construction Restart. Among other criteria the order requires work to be limited to tasks that can be completed while maintaining 6' social distancing requirements. There are 30 requirements that **must be met** in order for construction work to continue or resume.

We have combined all the needed forms into one fillable PDF to simplify the compliance process. All the documents must be filled out, and/or posted on each jobsite. The documents can be found on our website at www.BuildingNCW.org/Phase-1. There are a number of requirements that will require special attention including; Safety meetings, visitor and employee logs, body temperature testing, designated site specific supervisor, and use of employer provided PPE. All these requirements are outlined in the following documents. Please feel free to read and share this document with anyone that may find it helpful.

We will do our best to keep everyone informed of any changes that we become aware of, and the latest information available. If anyone has any questions, comments or concerns, please contact Lee Pfluger, by email Lee@BuildingNCW.org or by phone (509) 881-8213.

As always, we are here for you and your business.

Sincerely

Lee Pfluger, CEO Building North Central Washington

www.BuildingNCW.org
2201 North Wenatchee Avenue | P.O. Box 3556 | Wenatchee, Washington 98807 | Office (509) 293-5840 | Fax (509) 665-6669



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

BNCW's: FROM A DIFFERENT PERSPECTIVE Lost Labor

“Over the last four weeks, 22 million jobs have been lost, 13.3% of the labor force. Add the initial unemployment rate of 3.5%, and the unemployment rate is 16.8%. By the end of the month, it will be meaningfully higher. However, many of those not working will not be considered technically unemployed as they will not be actively seeking work, pushing the officially reported unemployment rate down, possibly quite considerably.”

Elliot F. Eisenberg, Ph.D.
GraphsandLaughs LLC, elliott@graphsandlaughs.net
Cell: 202.306.2731, www.econ70.com



Safety Compliance

- You must develop a formal accident-prevention program (APP), tailored to the needs of the particular plant or operation and to the type of hazard involved.
- The following are the minimal program elements for all employers: A safety orientation program describing the employer's safety program and including: (a) How, where, and when to report injuries, including instruction as to the location of first-aid facilities. (b) How to report unsafe conditions and practices. (c) The use and care of required personal protective equipment. (d) The proper actions to take in event of emergencies including

- the routes of exiting from areas during emergencies. (e) Identification of the hazardous gases, chemicals, or materials involved along with the instructions on the safe use and emergency action following accidental exposure. (f) A description of the employer's total safety program. (g) An on-the-job review of the practices necessary to perform the initial job assignments in a safe manner.
- You must outline each accident-prevention program (APP) in written format.
- You must conduct crew leader-crew safety meetings as follows: (a)

SEE SAFETY PAGE 13

Respirator Usage During COVID-19



Employers who continue operations are required to maintain coronavirus prevention practices consistent with DOSH, OSHA and Department of Health guidance. Coronavirus is recognized as a very serious workplace hazard.

Mandatory Social Distancing

Employers must ensure all employees keep at least six feet away from coworkers and the public, when feasible. Other prevention measures are required such as use of barriers to block sneezes and coughs or improve ventilation when social distancing is not feasible.

Only infrequent, intermittent passing within 6 feet is allowed between employees without wearing respiratory protection.

Employers should assess their engineering controls, work practices, and administrative controls on an ongoing basis to identify any changes they can make to decrease the need for M95s or other FFRs (Filtering facepiece respirators).

When Mandatory Social Distancing is Not Feasible

Some industries may have challenges with basic elements so one or more of the following alternatives may be used to provide protection for workers.

- Face shields can prevent direct exposure to sneezes or coughs; they also provide protection from cleaning chemicals and disinfectants. Please note DOSH is also promoting the use of a face shield as an alternate means of protection.

- Respirators are not normally recommended for social distancing purposes but may be appropriate where workers must be near others. Employers must establish a Respiratory Protection Program per the Respirators Rule (Chapter 296-842 WAC) to ensure proper use and care when respirators are necessary.

- Surgical face masks (loose fitting cloth covers over the mouth and nose) do not prevent respiration of fine aerosols and are not protective within close proximity. The primary purpose for these devices is to prevent exposures to others and may have a use when individuals enter the workplace with a cough or sneeze.

- Workers should not touch their mouth, nose, eyes, and nearby surfaces when putting on, using, and removing PPE and masks.

Respirator Requirements: Employees must be medically cleared, trained, and respirator fit tested prior to respirator use. Employees who are required to use respirators must also complete the training and fit testing requirements on an annual basis. However, compliance officers have been ordered to use discretion during the COVID-19 outbreak.

Respirator Basics:

- Respirators must always be inspected prior to donning.
- The inspection should check for missing or worn respirator parts.
- For air-purifying respirators, the proper cartridge or filter must be selected based on the hazard.
- Respirator users must don the respirator properly and verify a good fit by performing positive and negative user seal checks each time the respirator is donned.
- Respirator users must know the limitations of their respirator and stay clean shaven in the respirator seal area.
- Employees may not share respirators and must only use the respirator for which they have been fitted for.
- Respirators must be cleaned and stored properly after each use.
- Perform initial fit tests for each employee with the same model, style, and size respirator that the worker will be required

to wear for protection against COVID-19 (initial fit testing is essential to determine if the respirator properly fits the worker and is capable of providing the expected level of protection).

- Inform workers that the employer is suspending the annual fit testing of N95 filtering facepiece respirators to preserve and prioritize the supply of respirators for use in situations where they are required to be worn.

- Explain to workers the importance of performing a user seal check (i.e., a fit check) at each donning to make sure they are getting an adequate seal from their respirator. User Seal Check Procedures.

- Conduct a fit test if they observe visual changes in the employee's physical condition that could affect respirator fit (e.g., facial scarring, dental changes, cosmetic surgery, or obvious changes in body weight) and explain to workers that, if their face shape has changed since their last fit test, they may no longer be getting a good facial seal with the respirator and, thus, are not being adequately protected.

- Remind workers that they should inform their supervisor if the integrity and/or fit of their N95 filtering facepiece respirator (FFR) is compromised.

REFERENCES

From WA DOSH:
<https://www.lni.wa.gov/safety-health/safety-topics/topics/coronavirus>
Coronavirus (COVID-19) Prevention: General Requirements and Prevention Ideas for Workplaces
General Coronavirus Prevention Under Stay Home-Stay Healthy Order (DOSH Directive 1.70)
To find the Respirators rule (Chapter 296-842 WAC) and other workplace safety and health rules, visit: [https://lni.wa.gov/safety-health/safety-rules/rules-by-](https://lni.wa.gov/safety-health/safety-rules/rules-by-chapter/?chapter=842)



[chapter/?chapter=842](https://www.lni.wa.gov/safety-health/safety-topics/topics/coronavirus)

Employers should reference the CDC's, Interim Guidance for Businesses and Employers, found at www.cdc.gov/coronavirus/2019-ncov/community/guidance-business-response.html

Resources from Washington State Department of Health: www.doh.wa.gov/Emergencies/NovelCoronavirusOutbreak-2020COVID19/ResourcesandRecommendations

Fact sheets for specific industries such as grocery, agriculture, and construction are available at www.lni.wa.gov/safety-health/safety-topics/topics/coronavirus

OSHA sent this out on required fit testing which brings all business into the previous guidance regarding healthcare workers, stating that inspectors are to use discretion. <https://www.osha.gov/news/newsreleases/national/04082020-0>

NIOSH-Approved Particulate Filtering Facepiece Respirators
https://www.cdc.gov/niosh/nppt/topics/respirators/disp_part/default.html
<https://www.cdc.gov/coronavirus/2019-ncov/prevent-getting-sick/cloth-face-cover.html>

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MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

FAQS on the Governor’s April 29, 2020, Memo on Construction

What does the Governor’s April 29, 2020, memo on construction do?

The memo generally allows any existing construction that was previously paused due to Proclamation 20-25, “Stay Home, Stay Healthy,” to resume, if it is low-risk and can meet new health and safety standards that were created in consultation with state agencies and industry stakeholders.

What are some of the key definitions in the memo?

Previously authorized construction is construction activity that was permitted to continue operations under Proclamation 20-25 and subsequent guidance.

Examples include the construction of medical offices and grocery stores, and construction needed to avoid

damage or unsafe conditions.

Newly authorized construction is construction activity that:

- a) Was in existence prior to the issuance of Proclamation 20-25, “Stay Home, Stay Healthy,” and
- b) Was not authorized under Proclamation 20-25 and subsequent guidance.

This includes, for example, most residential construction like remodels, renovations, and speculative construction.

Existing construction (referenced above as “in existence”) is construction that:

- a) Is needed to fulfill an obligation under a contract effective prior to March 23, 2020, or
 - b) Is authorized by a government-issued permit obtained prior to March 23, 2020.
- For purposes of this defi-

nition, contracts can include pre-leases, construction contracts, design contracts, sale contracts, etc.

When does this go into effect?

Previously authorized construction may continue operating, but must also comply with all Phase 1 requirements. All Phase 1 safety criteria must be in compliance by no later than May 1, 2020.

Newly authorized construction may begin immediately, if and only if the work follows all Phase 1 requirements. For newly authorized construction, only existing construction projects can resume.

What work is not permitted?

The Governor has declined to allow projects to begin that were not exist-

ing construction projects or previously authorized construction (as defined above) during Phase 1.

In what cases may tasks permit a worker to break six-foot distancing requirements?

Previously authorized construction (as defined above) also must comply with all Phase 1 requirements. In instances where six-foot distancing cannot be followed for a specific task or

tasks on previously authorized construction sites, the contractor must create and implement a hazard control and safety plan with mandated PPE.

Is landscape construction allowed?

For purposes of the April 24, 2020, construction memo, contracted landscape con-

struction projects are treated identically to structural projects. Landscape construction includes the installation of greenery and hardscape but does not include routine outdoor maintenance like mowing and weeding by professionals.

Outdoor maintenance by a professional is still permitted if needed to prevent damage or spoliation.

Why is other landscape work treated differently?

The landscaping sector more broadly is under consideration for the next phases of reopening. Landscaping connected to construction projects may be necessary to complete current contracts, so is contemplated under the construction Phase 1 plan.

How are public works projects treated?

Public works projects are treated identically to other previously authorized projects.

Contractors working on contracts held by WSDOT or other Washington state

agencies should connect with their agency leads for further instruction.

May we bring back office staff who support our construction firm?


Yes, the office staff of a construction firm may return to work. However, employees who can work remotely are encouraged to do so.

Proclamation 20-46, “High Risk Employees – Workers’ Rights,” still remains in effect and requires employers to use “all available options for alternative work assignments to protect high-risk employees.”

Why are some new construction projects not authorized to begin?

Phase 1 is intended to be an interim step. We are still encouraging the majority of Washingtonians to stay home and help reduce spread. Existing construction faces unique challenges due to contractual obligations and spoliation. Additional construction reopening is under consideration.

JAY INSLEE
Governor



STATE OF WASHINGTON
OFFICE OF THE GOVERNOR
P.O. Box 40002 • Olympia, Washington 98504-0002 • (360) 902-4111 • www.governor.wa.gov

TO: Interested Stakeholders

FROM: Governor Jay Inslee

DATE: April 29, 2020

SUBJECT: Implementation of Phase 1 Construction Restart – Proclamation 20-25



As an addendum to Proclamation 20-25, this memorandum serves as the criteria for a limited Phase 1 Construction Restart.

After working with representatives from the Construction Roundtable, we have developed the comprehensive [Phase 1 Construction Restart COVID-19 Job Site Requirements](#) and [Frequently Asked Questions](#). These requirements apply to all previously and newly authorized construction activities in Washington as long as Gubernatorial Proclamation 20-25, or any extension thereof, is in effect or if adopted as rules by a federal, state or local regulatory agency.

Authorized construction now includes:

- Construction previously authorized under Proclamation 20-25 and Governor Inslee’s March 25, 2020, memo on construction.
- Construction not previously authorized under Proclamation 20-25 and the March 25, 2020, memo that was in existence on March 23, 2020. For purposes of this memo, *in existence* means construction activity that is a) needed to fulfill an obligation under a contract effective prior to March 23, 2020, or b) authorized by a government-issued permit obtained prior to March 23, 2020

Although Proclamation 20-25 and the Governor’s March 25, 2020, memo will still be used to determine whether a construction project was *previously authorized*, this memorandum sets aside all restrictions on construction activity in those documents. Specifically, this memorandum allows *authorized construction* that meets a low-risk threshold of six-foot distancing to operate.

In limited circumstances where six-foot distancing requirements cannot be maintained on a specific task on projects previously authorized under Proclamation 20-25, a hazard assessment and control plan must be implemented identifying appropriate PPE use in accordance with Department of Labor & Industries requirements (<https://www.lni.wa.gov/forms-publications/F414-164-000.pdf>). No newly authorized projects are permitted to break social distancing standards during phase 1.

CONTINUED FROM PAGE 12

Safety Compliance

You must hold crew leader-crew safety meetings at the beginning of each job, and at least weekly thereafter.

(b) You must tailor crew leader-crew meetings to the particular operation.

- Crew leader-crew safety meetings must address the following: (a) A review of any walk-around safety inspection conducted since the last safety meeting. (b) A review of any citation to assist in correction of hazards. (c) An evaluation of any accident investigations conducted since the last meeting to determine if the cause of the unsafe acts or unsafe conditions involved were properly identified and corrected. (d) You must document attendance. (e) You must document subjects discussed.
- You must prepare minutes of each crew leader-crew meeting and you must maintain a copy at the location where the majority of the employees of each construction site report for work each day.
- You must retain minutes of crew leader-

crew safety meetings by the employer for at least one year and you must make them available for review by personnel of the department, upon request.

- You must conduct walk-around safety inspections as follows: (a) At the beginning of each job, and at least weekly thereafter, you must conduct a walkaround safety inspection jointly by one member of management and one employee, elected by the employees, as their authorized representative. (b) You must document walk-around safety inspections and such documentation must be available for inspection by personnel of the department. (c) You must maintain records of walk-around inspections until the completion of the job.

As a valued BNCW member, we can assist you with maintaining compliance. Give us a call at (509) 293-5840.





MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

MAY 2020 ASSOCIATION NEWSLETTER

PAGE 4




STATE OF WASHINGTON
OFFICE OF THE GOVERNOR
P.O. Box 40002 • Olympia, Washington 98504-0002 • (360) 902-4111 • www.governor.wa.gov

TO: Interested Stakeholders

FROM: Governor Jay Inslee

DATE: April 24, 2020

SUBJECT: Implementation of Phase 1 Construction Restart – Proclamation 20-25



As an addendum to Proclamation 20-25, this memorandum serves as the criteria for a limited Phase 1 Construction Restart.

After working with representatives from the Construction Roundtable, we have developed the comprehensive [Phase 1 Construction Restart COVID-19 Job Site Requirements](#). These requirements apply to all construction activities in Washington as long as Gubernatorial Proclamation 20-25, or any extension thereof, is in effect or if adopted as rules by a federal, state or local regulatory agency.

This memorandum rescinds previous guidance related to construction from the essential business list and allows for all activities meeting a low-risk threshold of six foot distancing to operate.

In limited circumstances where six foot distancing requirements cannot be maintained on construction projects previously authorized under Proclamation 20-25, a hazard assessment and control plan must be implemented identifying appropriate PPE use in accordance with Department of Labor & Industries requirements (<https://www.lni.wa.gov/forms-publications/F414-164-000.pdf>). No newly authorized projects are permitted to break social distancing standards during phase 1.

No jobsite may operate until the contractor can meet and maintain all requirements, including providing materials, schedules and equipment required to comply. Currently operating projects must be in compliance by no later than Friday, May 1.

- All items minus numbers 28 and 30 are subject to enforcement action under L&I’s Division of Occupational Safety and Health (DOSH). Workplace safety and health complaints may be submitted to the L&I Call Center: (1-800-423-7233) or via e-mail to adag235@lni.wa.gov.
- General questions about how to comply with construction safety practices can be submitted to the state’s Business Response Center at <https://app.smartsheet.com/b/form/2562f1caf5814c46a6b163762263aa5>.
- All other violations related to Proclamation 20-25 can be submitted at <https://bit.ly/covid-compliance>.

Washington State chose to exclude residential construction from the essential services list at the last minute

By Mark Harmsworth

When Governor Inslee issued his ‘Stay in Place’ COVID-19 declaration on March 23rd, there was enough ambiguity in the list of essential businesses that his office had to issue a follow-up clarifying statement. In that statement, the state classified residential construction, which represents a large portion of the Washington economy, as a non-essential activity and shut it down.

Washington’s position on residential construction differs from that of Oregon and California where both public and private construction is exempt and can continue.

A public records request to the Governors office has revealed that the decision to shut down residential construction

was made at the last minute. The original decision was residential construction was deemed essential.

On March 22nd, the first email draft of the Stay at Home order included language based on the California declaration and specifically exempted residential construction from shutdown. Subsequent drafts on March 23rd continued to exempt residential construction until the final draft in which additional language was inserted 2 hours prior to the statement being announced to the public. This new language was not clear if it applied to all construction or just government contracts.

The hurried nature of the changes contributed to the need for a follow-up clarification.





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BNCW EVENTS

BNCW’s May Board of Directors Meeting (Tentative)

■ Wednesday, May 20, 2020
7:00am to 9:00am
Building North Central Washington
2201 N. Wenatchee Ave, Wenatchee
Chairman: Greg White

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 May CPR & First Aid Training (6 openings)

■ **May 14, 2020** from 4:00pm to 6:00pm
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee

\$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 15 and fill-up quickly, so reserve your spots early!

You may also register online at BuildingNCW.org.



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Rep. Keith Goehner speaks about first term, restarting economy

By Gary Bégin

DRYDEN – Two years ago he was a Chelan County Commissioner, now State Representative Keith Goehner (R-Dryden) has two years under his belt representing the 12th District in Olympia.

How has he faired? What are his thoughts and ideas going forward? Why does he want to get re-elected?

Rep. Goehner was kind enough to speak with the Wenatchee Business Journal in an exclusive interview held during this era of pandemic via email.

Here are the Q&A's:

Wenatchee Business Journal: *Now that you have one term under your belt, what lessons have you learned about working as a Republican State Representative in Olympia while under Gov. Jay Inslee?*

State Rep. Keith Goehner: Representing the 12th District is an honor and privilege and this experience has given me an understanding of the need for a clear and strong message of our district's significance in the State. The greatest awareness was how great



Rep. Keith Goehner

the philosophical divide is between the two parties and rural and urban Washington. The adage that majority rules is very evident in the legislative process. Often good policy is not advanced because of personalities that may not want to see it advanced. It is very apparent that the priorities of the legislature are dictated by most of the majority party.

Rural Washington is more apt to be more self-sufficient and willing to be

responsible for solving their problems. Although many groups have an interest in acquiring financial assistance from the State, local groups are more inclined to build on that for the benefit of their community.

The Governor has shown to be more inclined to promote issues that have a global impact exceeding the State's ability to control and need the Federal government, neighboring states and international interests to partner with.

WBJ: *What efforts do you support to reopen the economy once this crisis is over?*

Goehner: I favor a phased in approach with individuals exercising caution and using good judgment in their interaction with others.

We want to minimize health risks, but there is a point where, if we are following the guidelines, we must allow businesses to employ their workers and provide the goods and services we need. As more business activities start functioning, we will learn what

SEE REP. KEITH GOEHNER, PAGE 22

Taylor/Bryant Investment Group's Kris Taylor makes Forbes' Top Women Wealth Advisors List

ST. LOUIS – Stifel Financial Corp. (NYSE: SF) announced last month that **Kristen Taylor** of the Taylor/Bryant Investment Group in Wenatchee, was named to Forbes' America's Top Women Wealth Advisors list for 2020.

This year's America's Top Women Wealth Advisors list spotlights 1,000 top advisors across the country who were nominated by their firms and then researched, interviewed, and assigned a ranking within their respective states.

"I am honored and grateful that Forbes has recognized me on this year's Top Women Wealth Advisors list," said Ms. Taylor, Senior Vice President/Investments and founding partner of Taylor/Bryant Investment Group.



SUBMITTED PHOTO

Kristen Taylor

"I value and have enjoyed my client relationships built over many years. This honor is shared by my team, who

are continually committed to serving our clients and their families."

She has more than 30 years of experience as a financial advisor and earned an MBA from the University of Washington.

Forbes "America's Top Women Wealth Advisors," were selected from a pool of 9,654 nominations. Based in Stifel's Wenatchee Private Client Group office, Taylor is available by phone: (509) 663-8604.

Stifel Financial Corp. (NYSE: SF) is a financial services holding company headquartered in St. Louis that conducts its banking, securities, and financial services business through several wholly owned subsidiaries. To learn more about Stifel go to stifel.com.

North Central Education Foundation Board welcomes new members

The North Central Education Foundation (NCEF) welcomes new board members – **Stacy Luckensmeyer** and **Ray Dobbs**. Luckensmeyer currently oversees the Center for Entrepreneurship at Wenatchee Valley College and represents WVC in a variety of economic development projects, including growing the entrepreneurial ecosystem in central Washington. Dobbs was a Planning Commissioner for city of Chelan for 10 years and Treasurer for Historic Downtown Chelan Association for five years. He also served on the Wenatchee and Lake Chelan Chamber of Commerce boards. He has been a Rotarian since 1982 and served two terms as president of Lake Chelan Rotary.

North Central Educational Service District adds to team

Wenatchee, Wash. – North Central Educational Service District (NCESD) has announced that **Nora Gonzalez** has been hired as a Family Resource Coordinator/Interpreter.

A 20-year veteran in her field, Gonzalez brings extensive work experience in the non-profit arena in North Central Washington. Her professional background includes working with children and families through the Head Start Programs in Chelan-Douglas Counties, as well as serving as the Early Learning Specialist Lead for Catholic Charities in North Central Washington. She has experience as a family advocate, home visitor and Consultant and trainer to licensed childcare providers in the region. Nora is passionate about serving children and families, building advocacy skills and connecting families with local resources.

Gonzalez is working toward completion of a Bachelor's degree in Family Studies through Eastern Washington University.

"We're thrilled to add Nora to the NCESD team. She is a strong asset to our organization," explained Suzanne Reister, Executive Director of Human Resources.

The North Central Educational Service District is a resource to the 29 districts within the four-county service area, providing professional and timely tools to meet the needs of individual schools and districts, and a reliable point of education-related information for the communities served. The NCESD is a respected resource to other ESDs throughout Washington State.

Share your news!

WENATCHEE BUSINESS JOURNAL

509-571-5302

Starr Ranch Growers adds three to sales, marketing team

Jason Fonfara joined the company in the export/domestic sales and marketing department.

Fonfara has previous grower/shipper experience having worked with CDS Distributing in San Francisco then Domex Superfresh

Growers and FirstFruits Marketing in Washington state. He is a graduate of the University of Washington and lives in Sunnyside, Washington with his wife and two daughters.

Randy Eckert is another hire for the Yakima office,

joining Starr Ranch Growers with more than 30 years of produce industry experience. Eckert previously worked as export sales manager for Yakima Fresh and will bring his market knowledge to both the export and domestic sales departments.

"These hires add great depth and knowledge to our domestic and export teams," said Brett Reasor, CEO. "We look forward to their help and guidance with retailers as our company moves forward."



Jason Fonfara



Morgan Maitoza



Randy Eckert

In the marketing department, **Morgan Maitoza** has been hired in a new position as social media and communications manager and will work remotely from Monterey, California.

A graduate of California State University at Long Beach with a bachelor's degree in journalism with

an emphasis in public relations and a minor in marketing, Maitoza was most recently at Cal Giant in Watsonville, California.

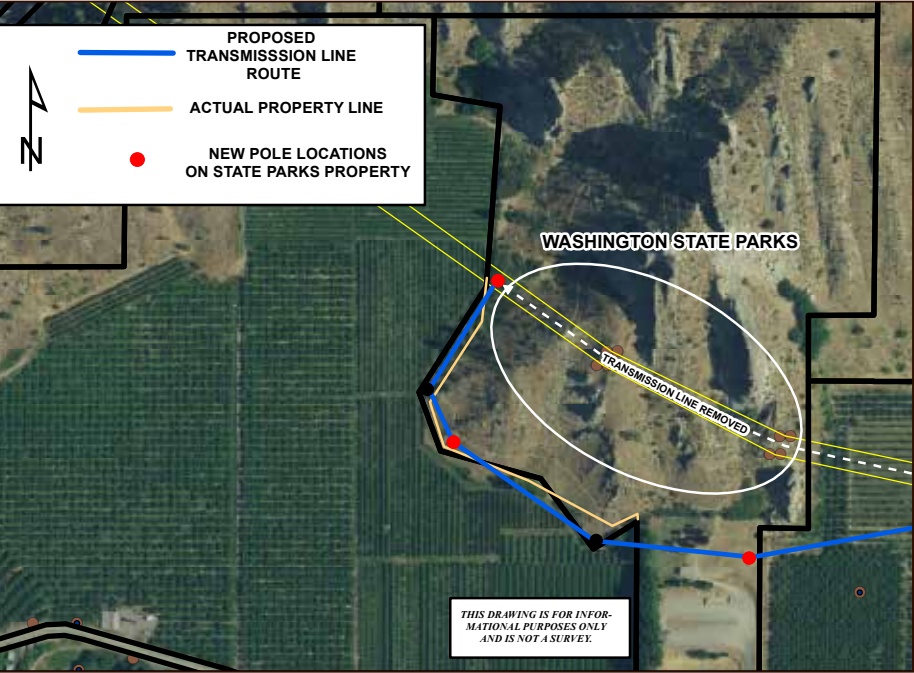
Dan Davis, director of business development, said, "We are excited to reach this milestone with our marketing department. The addition of Morgan

strengthens our team's capabilities so we can develop programs that will enhance our consumer outreach and brand recognition activities."

As a result of the addition to the marketing team, Krista Beckstead's role and title changes to brand manager.

About Starr Ranch

Starr Ranch Growers is a family-owned business in Wenatchee, Wash., that manages more than 13,000 acres of tree fruit orchards and packs in multiple locations across Washington and Oregon. For more information about the company and its products visit starranch.com.



Collaboration leads to moving power lines away from Peshastin Pinnacles

Tribes, state parks, neighbors and Chelan PUD work together to protect cultural site

PESHASTIN – Sandstone formations thought to be 46 million years old are gaining additional protection with plans to reroute two Chelan PUD transmission lines around Peshastin Pinnacles State Park. Construction is set to start in May.

The rocks are significant sites in Native American culture. Working together to protect them was paramount as Chelan PUD faced mandated upgrades to the lines that pass through the park.

“Because of the risk of damage to the rock formations, and because as good stewards we must care for the natural resources affected by our operations, we determined rerouting the lines outside the park is the most cost-effective and preferred solution,” said Steve Wickel, transmission engineering manager.

In 2010, new reliability standards required Chelan PUD to assess all of its transmission lines.

Engineers found that the sections in the park needed replacing with taller poles due to inadequate clearance, Wickel said.

Working with members of the Confederated Tribes

of the Colville Reservation, state parks officials, other agencies and neighboring landowners, Chelan PUD identified a new route for the taller poles, to run behind and around the park. (See attached map.)

Construction is set to start in May. The first phase will go through July 30, and then pause to reduce traffic during wildfire and harvest seasons.

Work will resume Oct. 1 and plans are to finish by Nov. 30. If not finished, work would then resume in May 2021 until finished, Wickel said.

Potelco of Sumner, Wash., will build the 0.8-mile section of high-voltage lines for the \$2.4 million project. The park, closed now due to COVID-19, will remain closed for the project duration.

Guy Moura, tribal historic preservation officer for the Confederated Tribes of the Colville Reservation, said the tribes and Chelan PUD have developed a good working relationship on this and other projects.

“This is a very significant site, a legendary site for the Colville Confederated Tribes,” Moura told

PUD commissioners at their meeting earlier this week. (At 00:04 on the board meeting audio recording.) He thanked Jennifer Burns, PUD environmental/cultural program manager, in particular for her efforts to protect the pinnacles.

“We appreciate all the efforts on Jennifer’s behalf to protect those rock formations, which really are quite fragile,” he said.

“The Colville Confederated Tribes greatly appreciate the effort that was made,” Moura added. “I think it is close to precedent setting, and thank you all very much – the individuals and PUD at large – for all those efforts.”

The collaboration also was cited by a national cultural preservation group as a key factor in awarding Chelan PUD the 2019 American Cultural Resources Association (ACRA) Industry Award for its outstanding commitment to protecting cultural resources.

PUD Commissioner Dennis Bolz thanked all the parties involved for “exemplary” effort in working together. “Job well done,” Bolz said. “Thank you very much to everyone on your efforts.”

community engagement, and my experience in business and entrepreneurship, to help Commerce assist with economic recovery from COVID-19 and continue to develop the ICT sector across Washington state.”

Based in Commerce and closely aligned with Gov. Jay Inslee’s team, are part of a collaborative approach to economic development that brings together state, local, private industry, education and workforce resources to cultivate growth opportunities statewide.

Maheshwary is based in Commerce’s Seattle office. He can be reached at atstevem.maheshwary@commerce.wa.gov. LinkedIn: www.linkedin.com/in/snmahesh

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Maheshwary new state information, communications technology guru

spired by, and seeks to educate others on entrepreneurship. He started his own language learning company in college, receiving the Harvard i3 Innovation Challenge and Leadership in Commercial Enterprise awards. In 2016, he served as a Fulbright Scholar in Malaysia teaching English and social entrepreneurship, and published an anthology of his students’ personal narratives.

Maheshwary has a decade

of experience in tech, having worked in program ownership, partnerships, finance and marketing roles across Amazon, Microsoft and several startups. Originally hailing from Houston, Texas, Maheshwary graduated from Harvard University with a concentration in sociology and secondary in economics.

“I am excited for this new challenge,” Maheshwary said. “I look forward to leveraging my passion for

Rory Turner joins North Cascades Bank

Rory Turner has recently joined the Board of Directors for North Cascades Bank.

Turner is a Washington State native who has spent nearly 4 decades in the Commercial Real Estate industry.

During his career, he has been involved in Real Estate Finance, Investments, Brokerage, Management and Construction.

Over the past 15 years, his primary focus has shifted to historical renovation and adaptive re-use projects throughout North Central Washington.

Turner also serves as a Commissioner for the Port



SUBMITTED PHOTO
Rory Turner

of Chelan County (elected to a 6-year term in 2015) and was President of the Wenatchee Valley Chamber of Commerce in 2016.

North Cascades Bank is a division of Glacier Bank of Kalispell, Montana.

Glacier Bank is a subsid-

iary of Glacier Bancorp, Inc. (GBCI), a publicly traded regional bank holding company headquartered in Kalispell, Montana, operating individual bank divisions including North Cascades Bank.

These bank divisions provide financial services to individuals and community-based businesses throughout the western United States.

Additional information about the bank can be found at www.northcascadesbank.com or please contact Charlie Guildner, president and CEO at North Cascades Bank, at 509-682-4502 or email charlie.guildner@northcascadesbank.com.

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Adrianne Moore, House District 12 candidate, wants your vote

agencies, government, businesses, non-profits, and churches so our neighbors had support when they needed it most.

After catastrophic wildfires in 2014 burned down hundreds of houses across Okanogan County and put many households and small businesses on the brink of financial crisis, I worked with people across the region, and across political and social divides, to stand up the long-term recovery effort. I led the two-year disaster case management program that oversaw the distribution of millions of dollars in direct financial assistance, donations, and volunteer time, and a skilled staff providing one-on-one support to families who lost their homes and livelihoods. In many disasters, these programs are highly controversial, but our recovery effort, which responded to the largest wildfire in Washington State history, was named by state and community leaders as a model for success. It united our rural community in unprecedented ways to ensure we not only recovered, but emerged more resilient than before the fires began.

NCW Media: Are you in favor of allowing marijuana growers to do so?

Moore: I’m running to support the future of working people and families in North Central Washington. Policies regarding the growth and distribution of marijuana, particularly in rural areas, must be focused on the wellbeing of communities. We need sensible policies that protect families and young children, while allowing for the ethical development of an industry that could provide well-paying jobs for working people and families.

NCW Media: What about taxes on gasoline, hotels, etc. Any thoughts?

Moore: Washington’s tax system is upside down. The poorest people in our communities, those in the bottom 20 percent of income earners, pay 17.8 percent of their wages in local and state taxes, while the wealthiest Washingtonians pay roughly 1-3 percent. We rely heavily on high sales, property, and business taxes, which hurts working families and leaves critical public services like schools and healthcare underfunded. It’s time for our government to bet on our

own people, our own communities, and our own businesses. Let’s invest in and protect local small businesses, farmers, teachers, tradespeople and cooperatives. Instead of huge tax breaks for corporations like Amazon, let’s ensure we all pay a fair share in taxes. We can build a tax system that works for working people and rural Washington as a whole.

NCW Media: What else would you like to add?:

Moore: If we continue on our current path, life for people in rural Washington is only going to get harder: our children will struggle just to live a good, stable life. I’m running to represent our 12th District for the same reason my great-great-grandparents came to this beautiful, rugged land: because I want a home my children, and yours, can come back to and prosper. The State House and Senate both have a Democratic majority. That means Democrats make the vast majority of decisions on the budget and legislation in a Democrats-only “back room.” We can’t expect Democrats from the west side to advocate for the unique needs of rural working people and families, businesses and land in NCW. Now more than ever, we need a seat at the decision-making table.

I believe the things we’re working for – an economy that works for working families – is more important than ever. In the coming months and years, many families in our rural community are going to struggle in unprecedented ways. I struggle with the decision of whether or not I could be a mother, work full time at a job I’m grateful to still have, and launch the kind of campaign our community deserves. I think if it was just about me, I would have said it was all too much, but this campaign isn’t for me, it’s for my two kids, and one for the hundreds of children and families I’ve worked with over the years who’ll need us now more than ever.

My opponent, current 12th District State Rep. Keith Goehner (R-Dryden), has done nothing to ease the burden or level the playing field.

For more information on Moore’s campaign, visit voiceofthe12th.com. Follow her on Facebook or Instagram.

<div> <div>MAY 2020</div> <div>WENATCHEE BUSINESS JOURNAL / NCWBUSINESS.COM</div> <div>PAGE 17</div> </div>													
TOP PROPERTIES – February 2020													
Buyer	Seller	Sale Price	Number	Address			Acreage	Sq. Ftg.	Year Built	Bed-rooms	Bath-rooms	Pool	Fire-place
PHEASANT HILLS ESTATES LLC	D & T CAMPBELL INVESTMENTS LLC	\$3,431,457	727	EASY	ST	WENATCHEE	6.5000	616	1970	2	2	N	N
PHILBIN CAVIN & MISTY	SCHKROHOWSKY JOSHUA G & CYNTHIA LOCHHEAD	\$2,050,000	1050	S LAKESHORE	RD	CHELAN	0.2100	2638	2015	4	3.5	N	Y
BOIROUX JACQUES R	SULLIVAN KEVIN & MELISSA	\$2,025,000	9239	LONE PINE ORCHARDS	RD	LEAVENWORTH	1.4400	3898	2018	7	8	N	N
GASZYNSKI BILL & PAMELA	HENDRICKS MIKE & CINDY	\$1,650,000	81	COOPERS HAWK	LN	LEAVENWORTH	2.5500	3255	2014	3	2.5	N	Y
GTE II LLC	SLAVENSKY MITCHELL F & CHERYL A TRTEES	\$1,050,000	20045	BEAVER VALLEY	RD	PLAIN	2.0000	2270	2007	4	4	N	Y
BILES ROBERT & SARA	SILVERS HEATHER M	\$950,000	658	MAJESTIC VIEW	DR	WENATCHEE	2.0300	2766	2006	5	3.5	N	Y
HATCH MICHELLE	SIMMONS MICHAEL D	\$933,000		UNASSIGNED		LEAVENWORTH	11.0000	0	0			N	N
KIDD MICHAEL & SUSAN TRUSTEES KIDD TRUST	WOOD JAMES B III & CECELIA A TRTEES	\$927,000	3530	WESTRIDGE	PL	WENATCHEE	1.3900	3533	2003	3	3	Y	Y
KOROVKIN CONSTANTINE & POSTUPNA NADIA	MONSEY J RAYMOND	\$925,000	11600	RIVER BEND	DR	LEAVENWORTH	0.4800	2719	1990	2	2.5	N	Y
MORONES JOHN J & JILL D	DUMONT ANDREW	\$910,000	524	HAWKS RIDGE	RD	CHELAN	21.3600	1974	2019	3	2	N	Y
PARKER TERRY L & SUSAN J	HASSE DAVID	\$690,000	1325	MOUNTAIN	VIS	WENATCHEE	1.0000	2255	2009	4	5	Y	N
HANSEN JOHAN P & SARAH J	LANKHAAR WALT A	\$675,000	2466	SALAL	DR	LAKE WENATCHEE	0.8100	1961	2001	4	3	N	Y
SILVERS HEATHER M	TIMBERWOOD HOMES LLC	\$674,990	217	BURCH HOLLOW	LN	WENATCHEE	0.4800	2200	2018	4	3.5	N	Y
O HARA PATRICK K & THERESA L TERRY	DAVIS JAMES T & BARBARA J	\$673,000	6415	SUMMIT VIEW	PL	WENATCHEE	1.3800	2186	1991	5	3.5	N	Y
ILDHUSO GUNNAR & HEIDI	REED SHORELINE CORPORATION	\$667,500	10	WAPATO POINT	PKWY	MANSON	0.4800	0	0			N	N
KAKISH DAVID G & ASHLEY L	BECKER HOMES LLC	\$650,000	310	PINE	ST	LEAVENWORTH	0.1500	0	0			N	N
BURKE RONALD L & KRISTINA	PEARSON STEVEN J & LUCETTE	\$625,000	7280	OLALLA CANYON	RD	CASHMERE	4.4600	2166	1990	3	2	N	Y
MARTIN CHARLES & CYNTHIA PETERSEN-MARTIN	WINTERS RAYE	\$600,000	7055	ICICLE	RD	LEAVENWORTH	0.3700	1008	1972	2		N	Y
BRYANT SAMUEL W & ROXANNE	LANE LORNA L	\$599,000	4136	EELS	RD	CASHMERE	1.0000	1854	1987	4	3	N	Y
BRUNNER DARRELL & MARIANNE ETAL	RAGGIO MICHAEL W & AUDREY J	\$570,000	215	WHITMAN	ST	LEAVENWORTH	0.1700	2740	1979			N	N
PARISH ROBERT & AMANDA C	CHAPMAN DONALD S	\$530,000	617	CEDAR	ST	LEAVENWORTH	0.0800	1630	2008			N	N
ROBINSON ANTONIO H & CHERYL L H	HERZOG JEFFREY & LUCILLE	\$525,000	10	TERRACE	DR	MANSON	0.2600	1392	2008	3	2.5	N	Y
HENNING JEFFREY A & LINDSAY K	SMITH JULIE H	\$507,000	17055	ENTIAT RIVER	RD	ENTIAT	6.1300	1170	2009	3	2	N	N
FREET JOEL P & ANDRA L	SNYDER FAMILY REV LIV TRT	\$505,000	6284	FOREST RIDGE	DR	WENATCHEE	1.3000	1986	1995	3	3	N	N
COBB JASON M	HANSON BRADLEY & KAREN	\$505,000	1000	SAGE CREST	DR	WENATCHEE	0.5100	2434	2009	3	2.5	N	Y
EHLERT DEVON & TYLER	HOUSE TIMOTHY C ETAL	\$495,000	100	ROLLING ROCK	RD	CHELAN	1.9700	2074	2003	5	3	N	N
BENDIXSEN PARIS & KATHLEEN	HABREHAB LLC	\$485,000	306	VILLAGE	DR	MANSON	0.1700	1363	2019	4	3	N	N
BRADEN WOODY L & ASHLEY M	TRIGG CHRISTINE L & JAY D HAUGER	\$479,000	316	MEADOW	DR	LEAVENWORTH	0.1400	1394	1997	3	2	N	Y
DILORETO CAMILLA	KAPEIKIS PAUL	\$475,000	2120	SUNRISE	CIR	WENATCHEE	0.5800	1664	1974	5	3	N	Y
GALVAN MIGUEL & LINDA	WAPITI NORTH LLC	\$470,900	21	STARLIGHT	AVE	WENATCHEE	0.3600	0	0			N	N
GIBBS RUSTY & AMANDA M	MONACO MICHAEL J	\$455,000	315	DIVISION	ST	LEAVENWORTH	0.1200	1713	1920	5	1	N	Y
BARBOZA CHISTIAN F & CASSANDRA M RIOS	O'HARA PATRICK K	\$455,000	1403	DOGWOOD	LN	WENATCHEE	0.2200	2241	2005	4	2.5	N	N
WEEDMAN SETH K & AMANDA F	RIVERA RAMON E & CARMEN E	\$439,000	824	BEACON	RD	WENATCHEE	0.5100	1508	1967	5	2.5	N	Y
PURYEAR SEAN & APRIL	EHLERT DEVON & TYLER	\$439,000	80	ROLLING ROCK	RD	CHELAN	1.7000	2193	2013	4	2.5	N	Y
MORALES JOSE L & ROSY NUNEZ	VAN CLEAVE DAVID L & KARALEE L	\$430,000	544	CIRCLE	ST	WENATCHEE	0.1900	2140	2015	4	2	N	Y
TKC! LLC	EASY CLOVER HOLDINGS LLC	\$425,000		UNASSIGNED		WENATCHEE	0.6100	0	0			N	N
KMD LLC	DIDJURGIS JOSHUA & HOLLY	\$420,000	2208	W WOODIN	AVE	CHELAN	0.1900	1866	1965			N	N
LANUZA SALVADOR & MARIA TORRES ETAL	GRAMS RANDALL L	\$402,000	203	CEDAR	ST	CASHMERE	0.3600	1437	1957	1	2	Y	Y
MOELLER DEREK & ALINA M GODFREY	TELEMARK PROPERTY LLC	\$395,000	211	PENNSYLVANIA	AVE	WENATCHEE	0.1300	1754	1908	1	1	N	N
KEMP LOLA	B L JOHNSON INVESTMENTS LLC	\$389,000	1	S GARFIELD	AVE	WENATCHEE	0.2200	870	1928	3	2.5	N	Y
AYALA HUGO ANDRES CISNEROS	CHERENZIA MICHAEL J & PATRICIA A FLYNN-CHERENZIA	\$385,000	480	ALPINE	PL	LEAVENWORTH	0.0000	958	0			N	N
ELJOBRI LLC	GANGNES DREW A & DENISE M	\$368,051	545	JUNCTION	LN	LEAVENWORTH	0.0000	1080	0			N	N
ETZKORN RICHARD & CLAUDIA	LA VIGNE DUANE E & DOREEN J JTRS	\$365,000	415	COTTAGE	AVE	CASHMERE	0.1500	3180	1930			N	N
BETHEL INVESTMENTS LLC	WILDHORSE ASSOCIATES LLC	\$360,000	18800	BEAVER VALLEY	RD	PLAIN	2.0000	0	0			N	N
DAVENPORT-WELTER CHRISTINE & WELTER CHRIS R	JOHNSON KYLIE	\$359,900	505	N NAVARRE	ST	CHELAN	0.3500	1020	1955	2	2	N	Y
HILPERT DANA JEANNE	MC CULLEY BERNICE	\$350,000	332	E NIXON	AVE	CHELAN	0.1400	960	1925	2	1	N	Y
TOP PROPERTIES – March 2020													
EVERGREEN ASSOCIATES	458 LLC	\$6,125,000		UNASSIGNED		LEAVENWORTH	0.1600	10305	2018			N	N
ROBERTS CONSTRUCTION LLC	CLENNON CAMERON P	\$2,550,000	1008	WOODWARD	DR	WENATCHEE	0.9800	1180	1902	2	1.5	N	N
ROBERTS CONSTRUCTION LLC	BEACONSFIELD ASSOCIATES II LP	\$2,550,000	1004	WOODWARD	DR	WENATCHEE	0.3100	1508	1969	4	2.5	Y	Y
GOLDENASTER ACRES LLC	TONGE LARRY R	\$1,460,000		UNASSIGNED		LEAVENWORTH	2.5000	0	0			N	N
GOLDENASTER ACRES LLC	TONGE LARRY R	\$1,460,000		UNASSIGNED		LEAVENWORTH	4.1000	0	0			N	N
GOLDENASTER ACRES LLC	TONGE LARRY R	\$1,460,000		UNASSIGNED		LEAVENWORTH	7.0000	0	0			N	N
GOLDENASTER ACRES LLC	TONGE LARRY R	\$1,460,000		UNASSIGNED		LEAVENWORTH	2.5000	0	0			N	N
HENRY MICHAEL E & REBECCA W	SMITH PATRICK & JODY	\$1,450,000	9640	HILL	ST	LEAVENWORTH	1.2600	3333	1991	5	3.5	N	Y
JOHNSON BRENT & ALLISON	GLAESER KARIN & HANS	\$1,240,000	10212	TITUS	RD	LEAVENWORTH	3.4200	2620	1972	1	1	Y	Y
TROGGIO DENNIS FAMILY TRUST	REIS MARK & LENORA BROWN	\$1,100,000	12310	W EMIG	DR	LEAVENWORTH	1.0000	3111	2011	3	2.5	N	Y
SONTRA PETER K & DENISE R	FADICH TAYLOR TRUST	\$1,050,000	99	SABIO	WAY	CHELAN	0.3600	2462	2011	3	3.25	Y	Y
NEUMAN DAVID R	SHAUGHNESSY LINDA C	\$1,025,000	25	HARRIS	ROW	MANSON	0.2800	2574	2005	4	4	N	Y
VALENTE JORDAN & STEPHANIE	MAXWELL CHARLES L	\$1,000,000	2115	SUMMER CAMP	RD	CHELAN	0.4900	2515	2008	3	5	N	Y

TOP PROPERTIES – March 2020													
Buyer	Seller	Sale Price	Number	Address			Acreage	Sq. Ftg.	Year Built	Bed-rooms	Bath-rooms	Pool	Fire-place
TAYLOR FLORENCE	LIBBEY CAROLINE	\$1,000,000	10	HIDDEN HOLLOW	LN	CHELAN	30.0700	2409	1982	2	2.5	N	Y
POTTER JARED & CHRISTINE ETAL	BROWN BERNARD F & KATHERINE A MCGREGOR BROWN	\$752,000	3799	YAKSUM CANYON	RD	CASHMERE	10.0100	0	0			N	N
TWOGOOD MAX E	EASY STREET PROPERTIES LLC	\$750,000	16151	CHUMSTICK	HWY	LEAVENWORTH	10.3600	2552	1986	4	3	N	Y
WEBB JAMES D & KRISTINA L	TIMBERWOOD HOMES LLC	\$739,990	253	BURCH HOLLOW	LN	WENATCHEE	0.4800	0	0			N	N
BECKER HOMES LLC	J & O LLC	\$705,000	310	PINEGRASS	ST	LEAVENWORTH	0.1400	0	0			N	N
BECKER HOMES LLC	J & O LLC	\$705,000	304	PINEGRASS	ST	LEAVENWORTH	0.1400	0	0			N	N
BECKER HOMES LLC	J & O LLC	\$705,000	238	PINEGRASS	ST	LEAVENWORTH	0.1400	0	0			N	N
BECKER HOMES LLC	J & O LLC	\$705,000	210	PINEGRASS	ST	LEAVENWORTH	0.1400	0	0			N	N
BECKER HOMES LLC	J & O LLC	\$705,000	202	PINEGRASS	ST	LEAVENWORTH	0.1700	0	0			N	N
CARLSON TROY W & BRENDA M	CHITTY BRADLEY R PERSONAL ASSET TRT ETAL	\$699,000	37	LAKESHORE	DR	MANSON	0.3400	1644	2006	5	2.75	N	N
KARATAY DURMUS U & MILISSA G	FLOAN DAVID M ETAL	\$640,000	12364	MEACHAM	RD	PLAIN	0.5400	2448	2001	4	3	N	Y
GRENNAN DEVON S & JENNIFER A	MC CALLUM FRANCIS J & KIMBERLY A	\$610,000	529	PORCUPINE	LN	CHELAN	0.1000	1001	2015	2	2.5	N	N
L & K VACA LLC	MCDOUGALL RANDALL E & MARIE E	\$595,000	103	N PARK	ST	CHELAN	0.0000	1501	0			N	N
PARIS MICHELLE & JOSEPH MCKENNA	HUSON MARK S & LYNDA	\$560,000	4690	CROWN	LN	MALAGA	3.2500	2270	2007	3	2	N	N
GUTIERREZ ALEJANDRO & WALESKA	ROBERTS CONSTRUCTION LLC	\$549,900	957	SPRING MOUNTAIN	DR	WENATCHEE	0.1700	0	0			N	N
BATES CHARLES & KATIE	FIGUEROA AMBER N & JOSHUA P ARNOLD W/H	\$534,500	4285	MISSION CREEK	RD	CASHMERE	10.0000	1754	1985	4	2.5	N	Y
297 LLC	SKERLONG JOEL N & JEAN M	\$531,000	297	LOMBARD	LN	WENATCHEE	0.3600	1752	2015			N	N
HOOD MICHAEL & MICHELLE	WELLMAN STEPHEN	\$530,000	2502	DAY	DR	WENATCHEE	0.3200	2210	1978	4	2.5	N	N
CHITTY BRADLEY R & LEANNE K	LEMON CATHY L	\$520,000	529	MOUNTAIN VIEW	DR	CHELAN	0.3300	1530	1969	3	2	Y	Y
COPNER BRUCE W & HEATHER A	C & C INVESTMENT PROPERTIES LLC	\$519,900	2007	WESTHAVEN		WENATCHEE	0.2000	0	0			N	N
BELL RANDOLPH S & SUSAN B	MC KINNEY HOMER L	\$500,000	100	LAKE CHELAN SHORES	DR	CHELAN	0.0000	975	0			N	N
GARRISON MITCHELL & AMY	KOONTZ STEVEN H & CORENE D	\$490,000	6309	KIMBER	RD	CASHMERE	0.6600	2784	2004	2	2	N	N
WHEELER RICHARD & SENA ETAL	DIAZ PAUL W & LYND SAY M	\$485,000	206	SKYLINE	DR	CASHMERE	0.2600	2240	2018	3	2.5	N	N
HANZELKA RAMINTA V & JON CARL	CZAP TERRY L	\$475,500	2401	SALAL	DR	LAKE WENATCHEE	1.1000	1132	2007	1	1	N	N
ASHER STACEY & CHARLES T	FOSS ANGELA L & LOREN	\$475,000	900	RIDGE CREST	DR	WENATCHEE	0.4600	1962	2005	3	2.5	N	Y
ELLISON JEREMIAH D	MILLER FRANK & CARRIE TELLEFSON H/W	\$470,000	322	W WOODIN	AVE	CHELAN	0	1174	2010			N	N
BARNES JOSHUA P & SANNON E COLLINS BARNES	RYAN DANIEL L	\$469,900	2520	APPLE ACRES	RD	CHELAN	20.0000	2160	2019			N	N
EASTERN WA CONSTRUCTION INC	WHISPER INVESTMENTS LLC	\$468,000	1131	SUNNY BROOKE	LN	CHELAN	0.2000	0	0			N	N
EASTERN WA CONSTRUCTION INC	WHISPER INVESTMENTS LLC	\$468,000	1119	SUNNY BROOKE	LN	CHELAN	0.1800	0	0			N	N
EASTERN WA CONSTRUCTION INC	WHISPER INVESTMENTS LLC	\$468,000	437	SPRING VIEW	PL	CHELAN	0.1700	0	0			N	N
EASTERN WA CONSTRUCTION INC	WHISPER INVESTMENTS LLC	\$468,000	1143	SUNNY BROOKE	LN	CHELAN	0.2000	0	0			N	N
EASTERN WA CONSTRUCTION INC	WHISPER INVESTMENTS LLC	\$468,000	1155	SUNNY BROOKE	LN	CHELAN	0.2300	0	0			N	N
EASTERN WA CONSTRUCTION INC	WHISPER INVESTMENTS LLC	\$468,000	482	SUNNY BROOKE	LN	CHELAN	0.1700	0	0			N	N
BUCKLEY TYLER H & STEPHANIE M	CROCKER JAMES & DANIELLE M	\$467,500	556	TRIGGER	LN	WENATCHEE	0.2000	1600	2009	5	3	N	N
METZ IAN T & KATHERINE L BAUMANN	POTEETE MICHAEL & PATRICIA	\$461,000	2648	SUMAC	LN	LAKE WENATCHEE	0.8600	1620	1996	2		N	Y
HUBER HOMES OF WENATCHEE LLC	FELIZIA MAURO & ADRIANA	\$460,000	874	AUTUMN CREST	DR	WENATCHEE	0.8900	0	0			N	N
HUBER HOMES OF WENATCHEE LLC	FELIZIA MAURO & ADRIANA	\$460,000	872	AUTUMN CREST	DR	WENATCHEE	0.6000	0	0			N	N
HUBER HOMES OF WENATCHEE LLC	FELIZIA MAURO & ADRIANA	\$460,000	40	ADRIANA	LN	WENATCHEE	0.6600	0	0			N	N
HUBER HOMES OF WENATCHEE LLC	FELIZIA MAURO & ADRIANA	\$460,000	36	ADRIANA	LN	WENATCHEE	0.5000	0	0			N	N
SANTOS JOSHUA & CYNTHIA MARKS	CORAL STREET LLC	\$450,000	550	GREEN	AVE	MANSON	0.2500	1600	1969	7	2	N	Y
FRIDMAN ALINA & MIKHAIL	GRAY SUK-HUI P ETAL	\$450,000	1709	DANNY BOY	LN	WENATCHEE	0.1600	1934	2017	3	2.5	N	N
RUBIO MARTIN J & ADRIENNE PRATT	O ROURKE SHAWN & ELIZABETH A	\$445,000	208	RIVERSIDE	DR	CASHMERE	0.1000	1937	2008	3	2	N	N
KNOWLES DAVID R & PATRICIA R	FLORES GABRIEL	\$445,000	222	STEHEKIN	WAY	CHELAN	0.2600	2053	1995			N	Y
VELAZQUEZ ROMAN D & DANICA J	VELAZQUEZ MARTIN & KARA	\$440,000	2818	EASY	ST	MONITOR	0.1700	1872	2019	2	2	N	N
PIPKIN MIKAYLA & BRANDON	RICKEL JENNIFER S	\$439,900	3629	BURCHVALE	RD	WENATCHEE	0.3600	2578	1997	3	3	N	Y
MILES STEVEN & ALICIA W	CASSIANO OMAR R & GLORIA L	\$430,000	4	GARFIELD	AVE	WENATCHEE	0.1700	2263	1956	4	3.5	N	Y
TENNIGKEIT MICHELLE & JAMES	BARNES JOSHUA P & SANNON E COLLINS BARNES	\$430,000	127	SUMMER BREEZE	RD	MANSON	0.2200	1901	2015	3	2	N	N
BOGHOSIAN GABRIEL J & KERRI D	AUSTIN GLEN & CARRIE	\$429,000	219	S CLIFFORD	ST	CHELAN	0.3600	1150	1974	3	2	N	Y
HERZOG JEFFREY & LUCILLE	EASTERN WA CONSTRUCTION INC	\$429,000	308	VILLAGE	DR	MANSON	0.1100	1020	2020	3	3	N	N
ABERNATHY SCOTT W	COLUMBIA RIVER RANCH LLC	\$415,000		UNASSIGNED		MALAGA	640.0000	0	0			N	N
HURD CHAZ & SIERRA	STRAUSS INVESTMENT PROPERTIES LLC	\$415,000	1239	SUSAN	PL	WENATCHEE	0.1700	1736	1999	2	1	N	N
SHEPHERDS OIL LLC	APPLE VALLEY PETROLEUM ONE LLC	\$400,000	6	5TH	ST	WENATCHEE	1.1500	4248	1940			N	N
FLAT CREEK TRAIL LLC	3COWS LLC	\$400,000	108	E WOODIN	AVE	CHELAN	0.0800	1875	1922			N	N
BALLOD JEFF & CANDACE FARNSWORTH	PERKINS JAMES & SUSAN	\$400,000		UNASSIGNED		MANSON	4.3100	0	0			N	N
EVANS RICHARD C & JANET W	JOHNSON CARMEN A	\$399,000	924	PLUM	ST	WENATCHEE	0.1800	1482	1953	4	2	N	Y
NATIONAL RESIDENTIAL NOMINEE SERVICES INC	GODFREY KOLBY K & JANELLE R	\$399,000	567	SEBASTIAN	WAY	WENATCHEE	0.1700	1996	2016			N	N
BROWNSON JAMES E & DAPHNE	PEARSON OSCAR C & MARILYNN E	\$385,000	1563	TYBEAU	RD	WENATCHEE	0.4500	1782	1999			N	N
SCOTT GABRIEL & JASON MIDKIFF	HUGGINS MARIAN G TRUSTEE	\$377,000	825	1ST	ST	WENATCHEE	0.1500	1547	1937	4	1.75	N	Y
CORTES LUIS MIGUEL R & MARIBEL R MENDOZA ETAL	FRANZEN SCOTT S & JULEANE	\$377,000	460	BOYD	RD	CHELAN	16.4000	0	0			N	N
DRAFT ERIC L & LESLIE M	D & T CAMPBELL INVESTMENTS LLC	\$376,000	204	MANZANITA	DR	MANSON	0.2900	0	0			N	N
PETERSON CLAYTON J & TERESA M LULICH	STURGES JACQUELINE M	\$375,000	15930	RIVER	RD	PLAIN	1.1000	1750	1994	3	1	N	Y
MOERKESETH SONDRE & CAROLINE	TRINDLE ELAINE P	\$365,000	22312	SHETLAND	RD	PLAIN	0.2700	1260	1978	3	1	N	Y
DILLY STEVEN & TONJA	REED RANDALL A	\$359,000	1325	E WAPATO LAKE	RD	MANSON	5.0500	0	0			N	N
GARCIA AMIE & GERARDO ARROYO	MAY ROSEMARY M	\$353,900	303	WHITEBIRCH	PL	WENATCHEE	0.2600	1758	1962	3	1.75	N	Y



This is a strange time to write about the stock market and the economy. The only story in the world that matters right now is a medical crisis with life and death ramifications. But, I'm not qualified to talk about the Coronavirus in any way, except for the implications to the stock market and the economy. So, with deep respect to the humanity of the situation, here goes:



MARKET UPDATE

Brad Blackburn

After one of the steepest dives ever, the stock market finally bounced back a little bit. However, the S&P 500 is still down more than 25%, and the Coronavirus is far from history. Even when it finally is history, the global economy will never be the same. That presents both risks and opportunities to investors... and to mankind.

The initial "Coronavirus Stimulus Package" was the spark that helped the stock market calm down. If there was ever a time for a massive, but temporary, government stimulus – this is it. I was surprised and impressed at the comprehensiveness of the package. Much of what Congress put together actually made sense.

Between direct payments to families, beefed-up unemployment insurance, and cheap (and sometimes forgivable) loans for businesses, that should fill enough gaps to keep the economy afloat for a few months. I sincerely hope that buys us enough time to improve our testing, treatments, ventilators, and everything else we need to manage a "steeper curve." We can't hold the virus off indefinitely, and we also can't keep showering the country with money indefinitely.

Of course, while massive government spending may save us now, it could also cause significant problems in the future. As a side note, this crisis sure makes me wish we hadn't been going trillions of dollars deeper into debt every year over the last decade during the longest economic expansion in history...

But we can't afford to be stingy now, and hopefully by throwing trillions of dollars at this, we can manage to limp through without too much long-term damage. On the bright side, once we begin to put the Coronavirus behind us, the stage is set for a short-term economic boom. There will be

months of pent-up demand from consumers who've been stuck at home. In addition to that, there's trillions of dollars in government spending, record low interest rates, and the cheapest gas in decades – it will be a great time to spend.

Even if America does make it through all this without any long-term damage, the rest of the world might not be so fortunate. Not only is America the richest country in the world, but the dollar is also the reserve currency of the world, which gives us the luxury to print money like no other country on earth.

Very few other countries have the resources to fight this virus as aggressively as we do. Even worse, in many places across the globe, fewer people have the resources to "socially distance" for weeks or months on end. That could make containment much more difficult. If the Coronavirus ravages the global economy, America will not come away unscathed. In the same way that the rest of the world recovered far less quickly than America after the financial crisis in 2008, the global economy could be a drag on the American economy for years to come.

That may not be the only long-term consequence of all this. Huge swaths of the global economic system will never be the same. Global supply lines will never be the same. In addition, it's likely that higher taxes are coming. Further, I think we can expect major changes in our medical system. A successful hospital can't have dozens of beds, nurses, doctors, and ventilators just waiting around for a disaster. However, a successful society can't NOT have those things. We're going to have to bridge that gap – and it won't be easy.

To that end, I hope we can come together over this. It's more clear than ever that politics and a functional government are not a game; there are real life consequences. Also, I miss my friends, even the ones who are completely wrong. So, some good may come of this. I'm almost sure of it.

Brad Blackburn, CFP, is the owner of Blackburn Financial, Registered Investment Advisor at 121 Cottage Ave., Cashmere. He can be reached at 509-782-2600 or email him at brad@blackburnfinancial.net.

Editor's Note: Brad Blackburn's views do not necessarily reflect that of NCW Media ownership.

Antibiotic resistance worsens COVID-19 outcomes

Hospitals across the globe are overwhelmed with coronavirus patients. Many of those patients ultimately develop viral pneumonia, one of the most common symptoms.



GUEST OPINION
Kenneth E. Thorpe

But a subset of patients must fight another, more terrifying enemy: drug-resistant bacteria, or "superbugs."

These secondary bacterial infections are largely immune to our current antibiotics arsenal. And as a result, patients who might have survived if we had more effective treatments are dying instead. If lawmakers don't learn from this quickly -- and jumpstart antibiotics development -- we'll be woefully unprepared when the next pandemic strikes.

The outbreak of COVID-19 has brought the threat of antibiotic resistance front and center. But it's far from a new public health challenge.

Every time a patient takes any antibiotics to treat an infection, some bacteria survive. These surviving strains can multiply and evolve into deadly, treatment-resistant superbugs. Last year, superbugs infected one American every 11 seconds and killed one every 15 minutes.

Today, amid the COVID-19 crisis, superbugs pose an exponentially greater threat. In one Lancet study of 41 hospitalized coronavirus patients, 10 percent developed secondary infections.

A different Lancet study of 99 COVID-19 patients with secondary infections identified five types of bacteria in their systems, one of which – *A. baumannii* – was antibiotic-resistant. This particular superbug can cause septic shock, resulting in severe organ damage and, in some cases, death.

Unfortunately, the widespread use of antibiotics has an unintended effect – it inevitably fuels the evolution of superbugs. Every patient in the first Lancet study, even those without secondary infections, received antibiotics.

Solving the challenge of antibiotic resistance requires a two-part solution. First, we need to make sure patients are receiving the right antibiotics for their particular infections – but only when appropriate. Second, we need to develop new, more potent antibiotics.

Drug development is a challenging, expensive venture. On average, innovators can expect to spend 10 to 15 years and up to \$2.6 billion to create just one new medicine. Companies accept these risks because if they succeed, there's a good chance they'll be able to sell enough of their treatments to recoup their research dollars.

This sales model works for most types of drugs, but not for antibiotics. Unlike treatments for many chronic diseases, antibiotics are intended for extremely selective use. Such restrictions make sense, medically speaking – but they make it difficult for antibiotics developers to earn back their investments.

It's time lawmakers fixed the broken antibiotic market and catalyzed the creation – and responsible use – of new treatments to save lives.

Lawmakers could consider policies that increase reimbursements for hospitals that appropriately administer novel antibiotics. In turn, demand would likely increase and it would become viable for firms to develop antibiotics.

Governments could also offer "market entry rewards" to companies working to produce novel antibiotics. This would provide companies the opportunity to recoup research and development capital. In turn, this would incentivize more investment in antibiotic research projects.

COVID-19 offers a stark warning to every lawmaker and health policymaker. Unless we get serious about fighting antimicrobial resistance, we'll remain woefully unprepared in future pandemics.

Kenneth E. Thorpe is a professor of health policy at Emory University and chairman of the Partnership to Fight Chronic Disease.



Republicans introduce plan for 'safe' restart of economy

Submitted by Washington State GOP

OLYMPIA – Republicans in the state Senate and House of Representatives today shared the first plan for safely restarting Washington's economy while state government's response to the COVID-19 emergency continues.

"Employers across our state are looking to government for a strategy that starts to take the brake off the economy. Republicans have come through with a safe and reasonable approach for beginning the recovery," said Senate Republican Leader

Mark Schoesler.

"We believe many sectors of our economy can operate safely, and employers have every incentive to take the precautions needed to guard the health of their workers and their customers. We trust that if they have an opportunity to open their doors, they'll make it work."

"Our state needs a comprehensive plan to restart its economy in ways that continue to emphasize the health of Washingtonians. No one has produced a plan until now," said House Republican Leader J.T. Wilcox.

"Republicans have been working over the last few weeks to come up with solutions. We know employers and workers need reassurance in these uncertain times. They need to know there's a plan for them to come back."

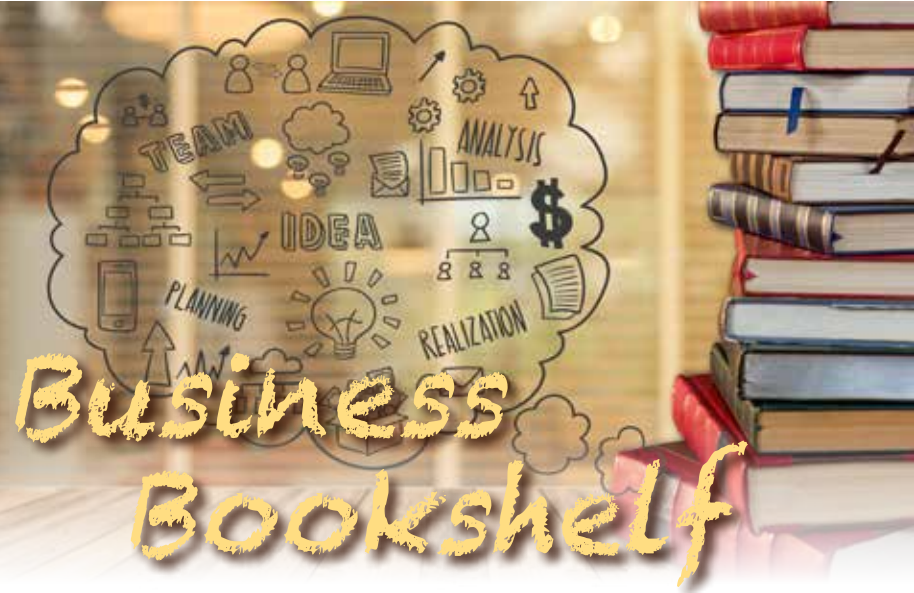
The Republican legislators' Safe Economic Restart Plan recommends three tiers of actions, starting with steps that may be authorized immediately by Governor Jay Inslee. They include:

- Convene a Restart Task Force comprising legislative leaders, relevant executive-branch directors and representatives of the business and organized-labor communities. This group will chart a course toward allowing all Washington businesses to reopen, on a phased or limited basis as necessary, with COVID-19 protections for workers and

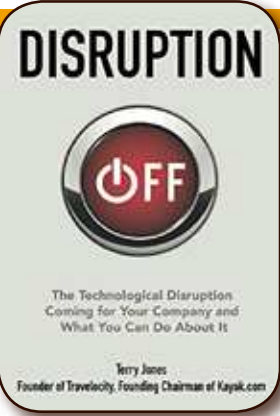
customers in place.

- Allow operations to resume in economic sectors that fit one or more of these criteria: low-risk; personal health; environmental protection; aid to people who are elderly, physically challenged, or both; alternate quarantine locations; assisting businesses with tax-related requirements; and property protection. Examples are auto dealers, solo landscape services, car washes, remodeling companies and contractors, residential construction, hairdressers and barbers, flower shops, RV parks, dentists, installers of home and commercial security systems, and accountants and tax preparers.

- Fully disclose the "metrics" that must be met before the governor's March 23 stay-at-home proclamation, which closed



Disruption



by Terry Jones

The Technological Disruption Coming for Your Company and What You Can Do About It

egies to future-proof your profits.

Do you worry young, cutting-edge companies will push you out of the market?

Do you wish your organization was the one doing the disrupting?

Are you struggling to keep up with the breakneck speed of modern business?

Terry Jones, Travelocity founder, CIO of the

multibillion-dollar SABRE company, founding chairman of Kayak.com, and VP of American Airlines, has battled the frontlines of business disruption. And now he's here to share his hard-won wisdom and insider tips to give you an edge in an increasingly volatile market.

From Forbes Books, purchase at <https://amzn.to/310jBFC>.

Don't Let Technology Crack Your Nest Egg



by Ken Kamen

Rethinking Personal Finance for the Digital Age

along with every other aspect of our lives.

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Kamen presents startling facts that reveal how our

reliance on technology poses growing economic dangers.

He explores the consequences these new forces can have on our financial futures.

This book will be cautionary and eye-opening to older readers with a nest egg to protect and to younger readers just building one.

Purchase at <https://amzn.to/398jRFz>.

Wenatchee Valley Farmer's Market Scheduled to Open on May 9 Seeks the Community Support

The Wenatchee Valley Farmer's Market has announced that they will open their 2020 season as planned on May 9th from 8am – 1pm in the west parking lot of Pybus Public Market.

The Market will open with about 15-20 vendors selling essential produce, plant starts and takeout, following safety guidelines established by the Chelan Douglas Health District.

In order to successfully implement the safety guidelines, Wenatchee Valley Farmer's Market is reaching out to the community asking for volunteers to help.

Pybus Market and Wenatchee Valley Farmer's Market consulted with Barry Kling, Administrator, Chelan/Douglas Health District to develop the safety plan for the market's opening.

Plans include spacing out vendor booths, hand washing stations, limiting contact between patrons and vendors, as well

as limiting the amount of people in the farmer's market area at one time.

These measures are critical for keeping visitors and vendors safe during the stay-at-home order.

"We are delighted to welcome back the Wenatchee Valley Farmer's Market for another summer season at their home at Pybus Public Market", said Leslie Freytag, Executive Director, Pybus Public Market.

In order to maintain social distancing, the market needs volunteers from the community to help.

"We need extra hands to help regulate the amount of people inside the market area, and to direct and inform visitors", said Deb Stansberry, Board President, Wenatchee Valley Farmer's Market

If you're interested in volunteering for the Wenatchee Valley Farmer's Market, email info@wenatcheefarmersmarket.com or call (509) 663-8712

A Simple Recipe For Successfully Digitizing Your Business

By Claire Alexander, GM, Capterra

(NAPSI) – Technology can accelerate business outcomes virtually overnight. But today, with so many options available, choosing what to buy can be a daunting task. Even at big companies, IT departments can spend up to 22 months researching, testing and vetting software only to discover their selection doesn't end up meeting expectations or needs.

So, how do resource-strapped small businesses find the best technology for their operation, fast?

Consider it like baking a cake – follow a few steps in the right order, and an appealing option can appear.

Step 1: Pinpoint your flavor profile. Start by outlining the exact issues you hope technology can help to solve. After all, the last thing you want is to serve the equivalent of chocolate cake to someone who is gluten intolerant. Work with your colleagues to identify the scope and drivers of your business challenges. If customer engagement is low, why and when? If inventory is high, what is not selling and why? Once you have this baseline data, pull together everyone involved in the process you're trying to optimize. From frontline staff to back-room accounting, anyone touching any part of the problem can help flag solvable issues.

Step 2: Pull together your software ingredients. Once you've crystalized your challenges, you're ready to see if software can help. If the answer is "yes," proceed as follows:

First, and potentially counter-intuitively, start with prioritizing the functionality you need (not price). There can be big price differences between what are called "point" versus "platform" solutions, so shopping with a clear understanding of must-have features will allow you to right-size your investment level. Don't buy more than you need – just as with adding sugar, sometimes less is more.

Next, look at reviews, screenshots and videos to get a sense for the product's user friendliness. This is important because if the "cake" doesn't look appetizing, people might not choose to eat it without a lot of extra support.

Speaking of support, know that this can sometimes be an extra charge, so it's important to compare products with apples-to-apples service-level scenarios in mind. Es-



Claire Alexander

pecially if you're looking for finance, CRM, HR or compliance software, think about the support level you need to be successful.

Reporting capabilities are next. All investments – products, people, technologies – must add value. Make sure you outline what is an appropriate level of insight into the software reporting capabilities to ensure you can measure a return-on-investment once it's in use.

Finally, bring pricing into the mix. Because digitizing your business involves folding technology into your existing operations, you need to think about more than just the software's sticker price. Your total cost of ownership will include licensing costs and potentially service and extra staffing costs to ensure the technology runs smoothly.

Step 3: Prep your station by making a "shortlist". Now comes the time to lay out all your software options. Just like baking, it's important to bring all the things you need together in one place before you begin.

There are many resources you can use to identify options, from social media and online forums, to asking your own business networks. My company, Capterra, provides businesses with access

to all this information in a single platform. We've gathered more than one million validated reviews on thousands of software options so buyers can sort by their needs, quickly identify software categories and read testimonies from others in their exact situation. Regardless of how you conduct your research, though, make sure you use validated sources and probe into experience discrepancies where possible. Your goal should be to identify three to five potentially viable options, known as a "shortlist."

Step 4: Bake, with care.

Now is the time to involve specific software companies. Reach out to vendors whose products are on your shortlist to get demos and determine an "all in" cost based on your predefined "ingredient list." Be sure to evaluate all options against the same criteria, no matter how exciting or "easy" a solution looks at the start. You'll find that different vendors have different selling styles and can potentially cut different types of deals. The more specific you are about your needs and priorities, the more fruitful your negotiations can be.

I'm confident that any business – regardless of size, geography or focus – can reap the benefits of modern technology. Remember, the most important part is in the prep: Work with your colleagues to ensure your problem is one that can be solved by technology; take advantage of resources (such as Capterra) to help identify, compare and contrast options all in one place; and structure your conversations with multiple vendors to make sure you negotiate a great deal. Then your cake can taste great.

More advice? capterra.com.

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Wenatchee MSA (Chelan and Douglas Counties)

Labor Area Summary - March 2020

Overview

This report provides an update on the Wenatchee MSA economy incorporating not seasonally adjusted, nonfarm employment and

civilian labor force data. Analysis focuses on year-over-year (between March 2019

and March 2020) and average annual (between

2018 and 2019) changes in the labor market.

Unemployment rates

Civilian Labor Force (CLF) data show that Washington's not seasonally ad-

justed average annual unemployment rate declined from 4.5 percent in 2018 to 4.3 percent in 2019 – a historically low rates for the state. Between the Marches of 2019 and 2020 the rate rose five-tenths point, from 4.8 to 5.3 percent.

In the Wenatchee MSA, the average annual unemployment rate rose from 4.9 to 5.1 percent between 2018 and 2019. On a monthly basis, not seasonally adjusted rates have declined in each of the past six months (from October 2019 through March 2020). Between the Marches of 2019 and 2020 the unemployment rate fell one and three-tenths points, to 5.4 percent, the lowest reading for the month of March in the Wenatchee MSA since electronic records were implemented in 1990.

Unemployment rates, not seasonally adjusted Wenatchee MSA, January 2018 through March 2020

Source: Employment Security Department/LMEA; U.S. Department of Labor, Bureau of Labor Statistics, Local Area Unemployment Statistics (LAUS)



The Wenatchee MSA's unemployment rate decreased one and three-tenths percentage points between the Marches of 2019 and 2020.

Total nonfarm employment

Between 2018 and 2019, Washington's labor market provided 68,000 new nonfarm jobs, an annual average increase of 2.0 percent.

In March 2020, business and government organizations across Washington supplied 3,486,500 nonfarm jobs (not seasonally adjusted), compared to 3,422,100 jobs in March 2019, a 1.9 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 114 months (October 2010 through March 2020).

Estimates show that the Wenatchee MSA's nonfarm labor market netted only

100 new jobs in 2019, a 0.3-percent upturn – considerably less robust than the 2.9-percent growth rate in

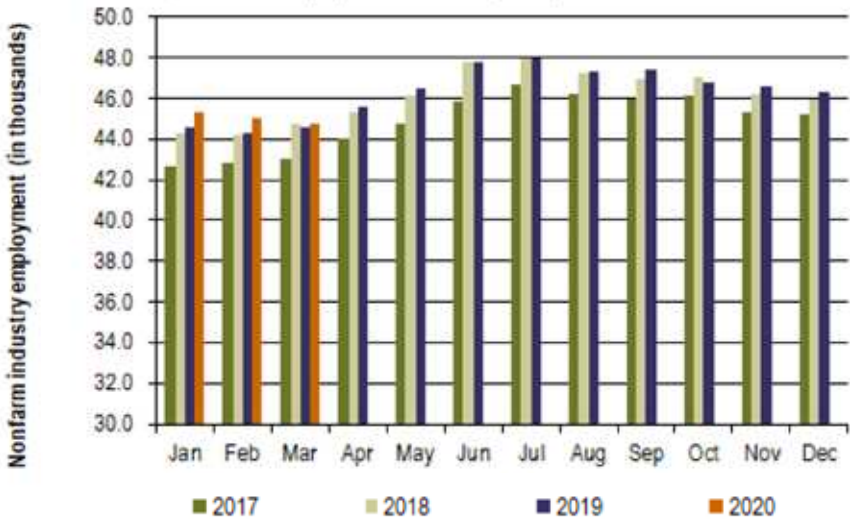
the MSA during 2018.

In March 2020, total nonfarm employment across this two-county area

tallied 200 more jobs than in March 2019, rising from 44,600 jobs to 44,800, a 0.4-percent upturn.

Nonfarm industry employment Wenatchee MSA, January 2017 through March 2020

Source: Employment Security Department/Labor Market and Economic Analysis (LMEA); U.S. Department of Labor, Bureau of Labor Statistics, Current Employment Statistics (CES)



Nonfarm employment in the Wenatchee MSA increased by 0.4 percent between the Marches of 2019 and 2020.

Employment and unemployment

Estimates indicate that Washington's Civilian Labor Force (CLF) grew by 107,141 residents (a 2.8-percent upturn) from 2018 to 2019. Although Washington's CLF has increased, year over year, for 74 months (February 2014 through March 2020), the pace slowed to 0.2 percent between the Marches of 2019 and 2020 – the slowest pace since June 2014. In March 2020 Washington's CLF tallied 3,896,439 residents versus 3,889,343 in March 2019 equating to only 7,096 more Washingtonians in the CLF (up 0.2 percent).

Preliminary estimates in-

dicate that the Wenatchee MSA's CLF grew from 66,879 residents in 2018 to 67,080 in 2019, a 0.3-percent upturn. Year-over-year growth in the Wenatchee MSA's Civilian Labor Force (CLF) slowed to a minus-0.5 percent in March 2020. Fortunately, the number of unemployed Chelan and Douglas counties residents dropped at a sharper, 19.7-percent pace between March 2019 (4,219 residents) and March 2020 (3,386 residents). It was this 19.7-percent and 833-resident shrinkage in the number of unemployed which reduced the Wenatchee MSA's unemployment rate from 6.7 percent in March 2019 to 5.4

percent in March 2020.

Nonfarm industry employment

Between the Marches of 2019 and 2020 total nonfarm employment in Chelan and Douglas counties rose a modest 0.4 percent, from 44,600 to 44,800 jobs. Washington's nonfarm market expanded by 1.9 percent during this timeframe. Highlights of year-over-year changes follow:

◆ In the mining, logging and construction category most jobs are in "construction". Year over year, employment in the Wenatchee MSA's construction industry either stabilized or increased from August 2019

through March 2020. Current estimates indicate that, rounded to the nearest 100, the local construction industry provided 2,700 jobs in the Wenatchee MSA in March 2019 versus 2,800 in March 2020, a 100-job and 3.7-percent upturn. Estimates indicate that during 2019 that the number of construction jobs stabilized at 3,000. Conversely, during calendar year 2018 the construction sector averaged 300 more jobs than in 2017 (up 11.6 percent), rising from 2,700 to 3,000 jobs. However, maintaining the relatively high number of construction jobs in 2019 versus 2018 is not necessarily the sign of ➤➤

➤➤ a weakening local construction industry.

Year over year, employment in Washington's construction industry has been faring well by adding workers in each of the past 97 consecutive months (from March 2012 through March 2020).

◆ In March 2020 education and health services across the Wenatchee MSA elevated to 7,700 from 7,600 jobs in March 2019, a 1.3 percent increase. Year over year, the Wenatchee MSA's private education and health services industry has either stabilized or expanded in each of the past twelve months (April 2019 through March 2020). Statewide, the education and health services industry either stabilized or added jobs for at least the past 123 months (January 2010 through March 2020).

Agricultural employment

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. In September 2019, revised annual average QCEW data for calendar year 2018 became available. An analysis of industry employment changes from 2008 through 2018 shows that in Chelan County:

◆ Total covered employment rose from 39,242 in 2008 to 45,085 in 2018, a 5,844-job and 14.9-percent upturn with an annualized growth rate of 1.4 percent. The number of agricultural jobs (a subset of total covered employment) increased from 8,445 in 2008 to 10,609 in 2018, a 2,164-job

and 25.6-percent uptrend with an annualized growth rate of 2.3 percent. In 2018 agricultural employment accounted for 23.5 percent of total covered employment countywide. Hence, the agricultural share of total covered employment increased two percentage points (from 21.5 to 23.5 percent) in Chelan County during this ten-year period.

◆ Total covered wages (not adjusted for inflation) rose from \$1.236 billion (in 2008) to \$1.828 billion (in 2018) a \$592.4 million and 47.9 percent upturn with an annualized growth rate of 4.0 percent.

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Website: <https://esd.wa.gov/labormarketinfo>

Business information to fight COVID-19



OFFICE of the
**INSURANCE
COMMISSIONER**
WASHINGTON STATE



Mike Kreidler
Insurance Commissioner

State firms bleeding \$255B - \$431B monthly

Commissioner Kreidler: Business policies exclude pandemic coverage

Submitted by Washington Insurance Commissioner Mike Kreidler’s Office

OLYMPIA – Insurance Commissioner Mike Kreidler polled Washington state insurers to get a thorough picture of business interruption insurance. He found that only two insurers offer coverage for a pandemic event through their base policy. An additional 15 offered limited coverage through endorsements to standard policies.

“There’s no doubt that our business owners and their employees are suffering during this pandemic,” Kreidler said.

“I have heard from countless business owners asking if their policies cover economic loss due to the coronavirus pandemic and the state’s Stay Home, Stay Healthy order. Unfortunately, the answer I got from insurers in Washington state is that the vast majority specifically exclude coverage for economic loss due to a viral pandemic.”

Business interruption coverage is offered alongside a commercial property insurance policy. In order to trigger the coverage, most policies require the property to have incurred physical damage from a covered peril that necessitates the business to suspend operations.

The vast majority of those policies specifically exclude a virus or pandemic as a covered peril.

Kreidler’s office reviewed 226 sample notices to policyholders from 84 individual insurance companies and insurance groups doing business in Washington.

The insurers reported over 194,000 commercial policies had at least one type of business interruption or civil authority coverage in effect as of March 15, with an estimated premium totaling \$437 million.

The American Property Casualty Insurance Association estimates that closure losses just for businesses with 100 or fewer employees are running \$255 billion to \$431 billion a month.

For small businesses, it estimates losses are approximately 43 to 72 times their

monthly commercial property insurance premiums.

Two insurers from FM Global Insurance Group offer coverage for a pandemic event through their base policy, focused on large companies with complex supply chains.

The companies that offer limited endorsements at an extra cost are:

- AIG.
- Brotherhood Mutual Insurance Co.
- Chubb.
- Church Mutual Insurance Co.
- EMC Insurance.
- Great American Insurance Group.
- Hartford Fire & Casualty Group.
- Liberty Mutual Insurance Group.
- MS & AD Ins Group.
- Mutual of Enumclaw.
- Nationwide.
- The North River Insurance Co.
- Philadelphia Indemnity.
- Travelers.
- Zurich Insurance Group.

Kreidler has encouraged and ordered insurers to help businesses and employees in Washington state during the pandemic:

- Ordered health insurers to cover testing and treatment with no out-of-pocket costs.
- Ordered health insurers to expand telemedicine availability and extend grace periods for paying health insurance premiums.
- Encouraged health insurers to work with businesses that want to continue to offer health insurance to furloughed employees.
- Ordered property insurers to allow a grace period for premium payments through May 4 and to not allow them to cancel policies for nonpayment during that time.
- Encouraged auto insurers to cover drivers who deliver goods on behalf of businesses during the Stay Home, Stay Healthy order.
- Encouraged auto insurers to offer refunds or discounts to drivers during the Stay Home, Stay Healthy order in light of the greatly reduced traffic on the roads.



SBA

U.S. Small Business
Administration

SBA Processed More Than 14 years’ Worth of Loans in Less Than 14 days

The Paycheck Protection Program (PPP) and Economic Injury Disaster Loan (EIDL) programs are saving millions of jobs, providing much-needed relief, and helping America’s small businesses make it through this challenging time.

As of this morning, the SBA is currently unable to accept new applications for the PPP based on available appropriations funding.

Also, the SBA is unable to accept new applications at this time for the EIDL COVID-19 related assistance program, including EIDL Advances, based on available appropriations funding. Applicants who have already submitted their applications will continue to be processed on a first-come, first-served basis.

SBA Administrator Jovita Carranza issued this joint statement with U.S. Treasury Secretary Steven Mnuchin to “urge Congress to appropriate additional funds for the Paycheck Protection Program – a critical and overwhelmingly bipartisan program – at which point we will once again be able to process

loan applications, issue loan numbers, and protect millions more paychecks.”

Additional Resources for Small Businesses

The SBA and local partners are committed to help small businesses recover from the economic impact of COVID-19. The following are additional resources for small businesses:

- **Funding:** SBA 7(a), 504 and microloans, on which the SBA is offering Debt Relief; or, SBA Express Bridge Loans.
- **Advising:** The SBA Resource Partner Network for business resiliency readiness advising and training.
- **Tax Relief:** IRS information about tax relief for businesses.
- **State Resources:** Programming information from Washington, Oregon, Idaho and Alaska state governments.

Continue to get updated information and resources at www.SBA.gov/coronavirus. Follow us on Twitter at @SBAGov or @SBAPacificNW. Subscribe to get email alerts at www.SBA.gov/updates

Rep. Keith Goehner speaks about first term, restarting economy

behaviors are reasonable and allow commerce to take place and society safe.

WBJ: *Recently, millions of state money was allocated to help cities and counties, but not one of them were located in our part of NCW. What’s the issue with Olympia on this topic? Will NCW get some help with the next round of “virus money”?*

Goehner: This is a representation of the mindset of urban leaders. Small business is the backbone of rural Washington providing jobs, stabilization of the local economies, and reinvestment in the communities. Theoretically, big cities should be more likely to return to a more normal economy because of the scale of their operations. Smaller cities and counties do not have the capabilities to generate revenues beyond the more typical, time-driven collections of taxes. Larger local governments with industrial, commercial and retail revenues will backfill lost revenues considerably faster than the smaller revenue restricted local governments. There are discussions about how to assist the smaller jurisdictions, but the State has not committed any funds at this time. We are hopeful that there will be equity in

the distribution of any State or Federal funds to local governments.

WBJ: *What will be the hardest part of “restarting” the Washington state economy?*

Goehner: Re-establishing consumer confidence. Our economy is based on the confidence that it is safe to interact with others without concern for our health and safety. This shutdown has given people an experience that they will remember and not just refer to as a past event. As a society we don’t expect to have downturns or collapses in the economic flow. Our economy is predicated on consumers buying goods and services.

Government budgets are built with this confidence in mind. Purchases of real estate, business investments, retail taxes and property taxes have funded the State’s budget. If the public doesn’t have the confidence to make investments or consumer purchases, it will be difficult to keep current services at the same level.

This is a dual challenge in that it is critical to have adequate staff to process permits, inspections, and administrative functions. Without this happening in a timely fashion, the economy will be stifled. However, this can also be a time when we

can downsize the scope of government. We should be able to reduce the size of government, reduce taxes and still have a healthy economy. There are many services that are not essential in government but people have come to expect them to be available. Unless we have confidence in the future of the economy, we will be left with a reluctance to invest and make purchases.


WBJ: *What else would you like our readers to know?*

Goehner: We have experienced an unprecedented event in our history. We need to learn from this event and not allow ourselves to be in a similar situation. We can’t depend on borrowing from our future for today’s expenses. Moving forward, we will need to be more cautious in our planning. It is good to have a vision and work toward it in a systematic fashion while living within our means. Our governments need to be careful to not overcommit and build reserves in current budgets.

Washington’s 12th Legislative District is one of 49 districts in Washington state. The rural district in north central Washington contains all Chelan, Douglas and parts of Okanogan and Grant counties.

Chelan County Assessor closed by virus

Announcements & Alerts from
the Chelan County Assessor’s Office



The health and safety of our community is our top priority. Due to the concerns surrounding the COVID-19 virus and in accordance with health guidelines and recommendations, the Assessor’s Office is cancelling our annual Community Meetings scheduled for April & May.

Effective immediately, for the safety of our customers, the Chelan County Assessor’s Office is closed until further notice. We are not considered an essential public service during this crisis. We will not be taking any additional appointments for Senior Exemptions, and we will be rescheduling those that are currently scheduled to come in this week.

Business information to fight COVID-19



L&I spells out agribusiness rules during pandemic

Submitted by Washington state Labor & Industries

TUMWATER — Washington’s massive agriculture industry is critical to both the state’s economy and to the welfare of families across the country. Agriculture is one of the essential industries that continues to work even during Gov. Jay Inslee’s stay-at-home order to fight the coronavirus (COVID-19). Thousands of farm workers are on the job, and the season is just getting started.

Many farmworkers are among the state’s most vulnerable employees. Today the Department of Labor & Industries (L&I) issued specific coronavirus guidance for the agriculture industry, including a general fact sheet along with guidance specifically for agricultural warehouses and packing houses.

Agriculture safety and health requirements

The L&I guidance contains two types of information: specific requirements for employers to protect workers, and recommended strategies to help employers meet those requirements.

Employers are required to maintain social distancing or effective physical barriers; ensure adequate hand washing facilities and frequent employee hand washing; increase regular cleaning and sanitizing of common-touch surfaces; make sure sick employees stay home or go home, and to have procedures in place for workers to report a suspected or confirmed coronavirus case; and, educate workers about coronavirus and how to prevent transmission.

“Washington’s agricultural community is helping us all get through these trying times,” said Anne Soiza, assistant director in charge of L&I’s Division of Occupational Safety and Health (DOSH). “Farmworkers are frontline heroes keeping food on the nation’s tables, and employers must do everything in their power to keep them safe and healthy on the job.”

Keeping workers safe

L&I’s coronavirus prevention guidance includes specific recommendations to help employers meet the requirements and keep employees safe and healthy. To help facilitate social distancing the agency recommends numerous steps, including staggering work shifts and tasks, providing

two-way radios for workers to communicate without gathering in groups, and holding meetings and other gatherings outdoors to allow for more separation among workers.

Employers must require workers to wash hands frequently and effectively throughout the workday. They must confirm workers know the importance of how to wash hands with soap and water for at least 20 seconds, then dry hands with disposable paper towels and properly dispose of the towels.

Portable hand washing stations are required in fields and must contain at least tepid water, liquid soap, disposable paper towels and a trash can.

Employers must have practices in place that ensure sick workers stay home or go home if they feel or look ill. Employers are required to have a process if a worker becomes ill while at work or outside of work so workers and supervisors know the appropriate actions to take. Jobsites must also have a process that includes immediate shutdown of areas where the employee was present, and must deep clean and sanitize all surfaces the worker touched prior to resuming work in that area.

These and other L&I coronavirus requirements and recommendations for agriculture and other industries are available on the L&I Division of Occupational Safety and Health coronavirus webpage.

Additional guidance coming

Along with this guidance for agriculture employers and workers, L&I is working on coronavirus guidance for agriculture temporary worker housing.

The nature of the outbreak changes daily and it’s important for the public and employers to stay on top of the most current information. L&I has launched a COVID-19 webpage with links to helpful information and resources. The department also recommends the federal OSHA workplace guidance to help employers prepare and deal with the outbreak.

The state coronavirus.wa.gov webpage has links to important information and guidance related to the pandemic from numerous state agencies.

Information is the best resource to keep workers and the public as safe as possible. L&I is urging employers to stay informed and to take all measures necessary to keep Washington workers safe and healthy.

Beware of financial, business fraud during pandemic

(NAPSI) – The warning bells are ringing. From regulators, law enforcement agencies and consumer organizations around the globe, the message is clear: Fraudulent schemes related to the coronavirus (COVID-19) pandemic have arrived, and they are coming in many forms, from investment fraud to fake CDC emails to phishing scams.

Job loss, financial strain, and social distancing are conditions that present fraudsters with an opportunity to pounce.

A study by the FINRA Foundation, the BBB Institute for Marketplace Trust, Stanford, and the Federal Trade Commission found that social or physical isolation can increase anyone’s susceptibility to schemes.

In times like these, it can be difficult to separate fact from fiction.

Now is the time to move slowly, pay attention to details and not make rash decisions.

Dramatic news coverage of viral outbreaks and pandemics can be an opportunity for scammers to pump inaccurate information into the marketplace to try to manipulate markets and investors.

Following these hints can help you keep your money and personal information safe:

Tips for Avoiding Coronavirus Scams

1. Ask and Check.

Before you make any investment decision, ask and check to verify information about any individuals you are dealing with and any investment product you are considering. You can use FINRA BrokerCheck, a free online tool, to get information on brokers and investment advisers.

2. Be skeptical. If an unknown company becomes the subject of press releases, emails, and promotional materials hyping the company and its products to cure the latest pandemic, hit pause. Be wary if you are flooded with information over a short time, especially if the communications only focus on the upside with little or no mention of risk.

3. Read a company’s SEC filings.

Check the SEC’s EDGAR database to find out whether the company files with the Securities and Exchange Commission. Verify these reports against promotional information put out by the company or third-party promoters. Exercise caution if they don’t align. And be suspicious of solicitations to invest when products are still in the development stage, where no actual products are on the market, or if the company’s balance sheets only show losses.



4. Question companies new to the “cure” market.

Changes to the name or business focus of a company to capitalize on pandemic fears may be a sign that a company is engaged in, or the subject of, a potential fraud. These changes can turn up in company press releases, Internet searches and, if the company files periodic reports, in the SEC’s EDGAR database.

5. Run it through the Scam Meter.

Before you make any investment decision, the FINRA Scam Meter can help you tell if an investment you are thinking about might be a scam.

Reliable Resources on Scams and Coronavirus

Fortunately, there are a number of resources that provide accurate, unbiased information to help you spot and avoid coronavirus-related scams:

- FINRA
- Securities and Exchange Commission
- Federal Trade Commission
- Consumer Financial Protection Bureau
- Better Business Bureau.

For further ideas on how to protect your money, or to file a complaint or a tip, visit www.FINRA.org/LearnMore.

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Republicans introduce plan for ‘safe’ restart of economy

more than 230,000 businesses abruptly, can be lifted or amended. Knowing the standards will allow the people of Washington to act accordingly.

• Deliver on the massive testing capabilities promised by state health officials ahead of the business-closure order. Direct the appropriate state agencies to acquire antibody tests and work with employers to screen workers. Workers found to have the antibodies resulting from the COVID-19 infection will be immediately eligible for employment.

• Interface with the governor’s Business Recovery Legislative Task Force and be prepared to support recommendations that are achievable, measurable and complementary.

• A moratorium on all state-agency rule-making not related to the current crisis. Rules are important, but at a time when many businesses are simply trying to survive, the making of new rules seems less than essential. Relief from rule-making goes hand-in-hand with relief from taxes.

• Exempt small businesses from paying sales and business-and-occupation (B&O) taxes for one year.

• Offer state-government

assistance to the many small businesses in Washington that do not qualify for federal emergency-assistance programs.

“We are looking forward to working with the governor and majority party to produce the best possible results for both our public health and our economic crisis,” said Wilcox, R-Yelm.

“Republicans work for

all of Washington, and we recognize how a strong economy makes for strong families and strong communities. Our state’s economy was particularly strong before things caved in, and we believe it can get there again – and sooner if the governor and Legislature will support these very reasonable ideas,” said Schoesler, R-Ritzville.

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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Spend wisely, and keep it local

By Denise Sorom,
Director of Community Philanthropy,
Community Foundation of NCW

As we watch the crisis of Covid-19 unfold across the country and around the world, we see huge disparities between the way that wealthy nations, such as ours, and developing countries are able to respond to the pandemic. Income levels define not only how well people can protect themselves from the virus, but how they can cope with the

shuttered economy, the mandate for “sheltering in place,” the ability to feed their families, educate their children, and keep themselves emotionally and physically healthy. Many of us feel fortunate to live here in North Central Washington, where the virus is present but not overwhelming our systems. While we may feel relatively safe here, unfortunately the same disparities exist. The cascading effects of the economic downturn have taken

a huge toll on the well-being of our neighbors and fellow community members. Our job at the Community Foundation of North Central Washington is to do all we can to preserve and enhance the quality of life in our region. Since the outbreak of this crisis we have been regularly communicating with our local nonprofit leaders. We host weekly sector calls that gather those addressing food security, housing, and personal safety. We keep in touch with nonprofits that are here to bring meaning to our lives: the arts, education, social services, and environmental and animal welfare. We have learned that our neighbors need our help. People have lost their jobs in record numbers, domestic violence is on the rise, and many are struggling to keep their homes and put food on the table.

We are heartened that the federal government is offering stimulus checks to help families in these circumstances, but we know it won't be enough. We also know that some people who receive a stimulus check may find themselves fortunate enough to have a steady income and can maintain their quality of life.

If you are one of these fortunate few, we ask you to consider how you might use your stimulus check to help our community recover.

If you didn't receive a stimulus check, but have the ability to make charitable donations, consider how you might direct those charitable dollars during this crisis. We ask you to keep those dollars local. The money from the federal government is meant to stimulate the economy, so please use it to stimulate OUR economy. Spend it at your favorite locally-owned store or restaurant, buy your produce at the farmers market, or make a donation to your favorite local charity.



cancel their events to adhere to public safety guidelines. We believe that after this crisis, North Central Washington will once again enjoy the tremendous quality of life we have come to appreciate: a plenitude of creative small businesses and restaurants, fantastic arts offerings, world-class outdoor recreation, and top-notch healthcare and human services. Whether or not this hope becomes the post-Covid reality is largely up to you. Spend wisely, and keep it local.

If you don't have a favorite charity, but you want to help, consider supporting the Helping Hands Grant program at the Community Foundation.

Every two weeks we review requests for assistance from a broad spectrum of charitable organizations and provide them with the critical funding they need to help our most vulnerable populations.

We also provide much needed support to nonprofits that have had to close their doors or

cancel their events to adhere to public safety guidelines.

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SALUTE TO NURSES

GreenShoot Media

In honor of the 200th birth anniversary of Florence Nightingale, the World Health Organization declares 2020 as the year of the nurse. According to the United States Bureau of Labor Statistics, the health care field will add 3,059,800 new registered nursing jobs between 2018 and 2028; that's a growth rate of 12%. In support of nurses, WHO suggests the "Triple Impact" to give these professionals the tools they need to excel inpatient care: better health, stronger economies and greater gender equality. With these tools, nursing experts are given the opportunity to receive a formal education, enroll in training programs and enter a career that stimulates the economy and health care field.

Who was Florence Nightingale?

Florence Nightingale is widely known as the founder of modern nursing. During the Crimean War, she oversaw providing care for the British and allied soldiers in Turkey. Sometimes called, "**The Lady with the Lamp**," Nightingale would go on to found the first scientifically based nursing school in London, in 1860. She was also responsible for instituting training for midwives and nurses who practiced in workhouse infirmaries. Her work continues to inspire medical professionals today and led to her birthday, May 12, being designated to commemorate International Nursing Day each year.

As part of the 2020 celebration for nurses, WHO will release its first State of the World's Nursing Report. The document will describe how the nursing workforce can help deliver Universal Health Coverage and Sustainable Development Goals. It will also highlight new areas for policy growth over the next three to five years. 2020 will be the final year for the Nursing Now campaign that was started in 2018. **The movement focused on five areas:**

1. A more prominent voice in health policy making.
2. Greater investments in the nursing workforce.
3. Recruiting more nurses in leadership roles.
4. Conducting research to find where nurses can have the most impact.
5. Share of the best nursing practices.

You can help spread the message by sharing the Nursing Now campaign across social media, hosting local events or advocating for the nurses in your community.

To Our Nurse Heroes, Thank You.

Thank you for being on the front lines of our patients' care during this time of uncertainty.

Thank you for your dedication and kindness each day.

Thank you for putting our patients first and providing an empathetic ear and compassionate hand.

Happy Nurses Week

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