

This Willow isn't weeping, she sells chocolates to cherish

Story and photo
by Gary Bégin

Her name is Willow Merritt and she sells chocolate, seriously delicious chocolate, under the company brand name Yeti Chocolates, LLC.

The Wenatchee Business Journal spent some time in person at Pybus Public Market (3 N. Worthen St.) and via email with Merritt to pick her brain on the whys and wherefores of concocting this sweet messenger of love via palates across the Evergreen State.

She was gracious enough to speak with the Wenatchee Business Journal in March about her passion and her business.

Wenatchee Business Journal: You've been doing this for over two years, so what gave you the idea in the first place?

Willow Merritt: I was inspired by my mom who was a really good cook and baker. Every Christmas, she would let me help her make chocolate dipped goodies that we would package up and give to friends and family. She also encouraged me to follow my passion and do things that would bring the most joy in my life. Following college, I made the decision to go to culinary school because of my passion for baking. That's

where I learned the foundations of what I do now. I graduated culinary school with the aspirations of being a dessert chef, but while working in the restaurant industry, I quickly realized it wasn't for me. The initial idea for Yeti Chocolates was born in 2006. I dabbled in chocolate making for fun, giving truffles out as gifts to my friends and family, who quickly encouraged me to pursue the idea further. Once I decided I wanted to focus my culinary passions on to chocolate making, I went back to wildland fire-fighting as a primary career. This allowed me to fight fires in the summer and be solely focused on chocolates in the off-season.

WBJ: Tell the readers about your food science/college credentials.

Willow: I made the decision to go to culinary school after completing my undergrad at the University of Idaho. I decided to add on a Food Science minor so that I would have a foundational background in safe food handling practices when I headed to culinary school. My Food Science minor included learning about food handling and sanitation practices, microbiology and food borne illnesses, HACCP planning, dietitian and nutrition



Willow Merritt at her kiosk in Pybus Market. (Pybus Public Market is closed to foot traffic at this time.)

classes, workflow planning, etc. It was a great addition and elevated my ability to run a clean, safe and well-organized facility.

WBJ: About how much did you invest in the "chocolate factory" and how much in the Pybus weekend kiosk?

SEE YETI CHOCOLATES, PAGE 10



GARY BÉGIN/WBJ

The iron beams are coming into play at the new Wenatchee Fire Department headquarters construction site on North Wenatchee Avenue. The building is expected to be finished by mid-summer, but that was before the coronavirus issue has caused delays in many industries, including the supply chain, which any builder depends on to complete the task at hand.



Gary Bégin/WBJ

Wenatchee HS: pride of Mexican heritage

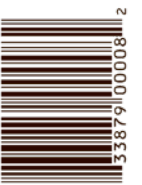
Be sure to see the May edition of the WBJ for more photos!

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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
Cashmere Valley Record,
201 Cottage Ave., Suite 4

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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We need to listen to the people

Submitted by Rep. Keith Goehner

This session, we have seen a number of bills that go against what the people of Washington are telling us. Below are some examples of the majority party not listening to our citizens.

Comprehensive sex education bill (Senate Bill 5395): I have received thousands of emails against the comprehensive sex education legislation and very few supporting it. More than 600 people attended the public hearing in the House Education Committee to testify against it. Republicans debated the bill for more than six hours in the House. Click here to watch my floor speech.

Just last week, there were hundreds of people at the Capitol to protest the bill and request the governor veto the measure. Despite the public outcry, it is expected that the governor will sign the bill into law and all students will have to take an approved sex education class starting in the 2022-23

school year. Review the approved curriculum by Office of Superintendent of Public Instruction for yourself.

Office of equity (House Bill 1783): This creates the Washington State Office of Equity. Everyone needs to be treated equitably, but this simply creates more state agency bureaucracy. It is difficult to determine why it is different than the many other commissions we already have in place in our state to ensure equality and equity issues. This flies in the face of voters who rejected Referendum 88, including a majority in our district.

Low-carbon fuel standard (House Bill 1110): This passed the House, but did not make it out of the Senate. This would have increased the costs of gas, diesel, goods and services, while having very little benefit for air quality. Washingtonians have made it clear how they feel about a carbon tax and a carbon fee, by voting against it twice already (I-732 and I-1631) in the last five years.

More taxes on business

Last year, Democrats passed massive new and increased taxes. The first bill passed this session was a business and occupation (B&O) tax increase, Senate Bill 6492, fast-tracked through the legislative process in 10 days. This legislation was to clean up the “free college” legislation passed at the end of the 2019 legislative session. This new law taxes an estimated 4,000 new businesses (14,000 total now, that employ 886,000 people) to bring in additional tax collections, since the bill they passed last year doesn’t bring in enough to cover everyone that applied. Professions that would be impacted include health care providers, construction, and other industries that will just pass along the cost to consumers.

Penalties reduced for intentionally infecting others with HIV

House Democrats passed House Bill 1551 this session that would reduce the punishment for those who intentionally infect another with the HIV virus. It would reduce the crime of intentional transmission of HIV from the felony crime of assault in the first degree down to a misdemeanor or gross misdemeanor. This is very concerning. If someone intends to cause bodily harm with a disease



COURTESY PHOTO

Rep. Goehner in the House Environment and Energy Committee.

like HIV, they should be punished accordingly, not get by with a slap on the wrist.

I am also concerned with the parental rights aspect of this legislation. The bill would allow a minor as young as 14 years of age to receive treatment to avoid HIV infection without a parent or guardian’s consent. Parents should be involved in a minor’s health care decisions, especially something like HIV.

● **Coronavirus**

As you are aware, the coronavirus (COVID-19) is rapidly spreading through Washington state and the country. Here are some links that may be helpful:

DOH website: doh.wa.gov/Emergencies/Coronavirus, DOH: How can I be prepared?, Office of Superintendent of Public Instruction: School closure information, Chelan Douglas Health District: cdhd.wa.gov, Grant County Health District: granthealth.org and the Okanogan County Public Health: okanogancounty.org/ocph/.

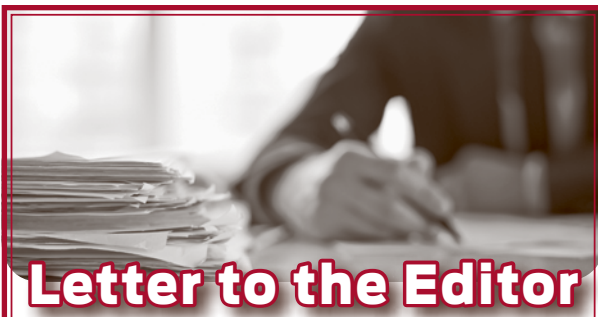
One of the last pieces of legislation uses \$175 million

from the rainy day fund for state and local agencies to fight the disease, as well as \$25 million for a new COVID-19 unemployment account. It will allow employers who have employees receiving unemployment insurance benefits because of the virus outbreak to have those charges be reimbursed by the state. With the uncertainty surrounding the virus and the shutdown of our small businesses, we want to be mindful of the devastating impact this could have on them.

The legislation also allows the state Board of Education to grant emergency waivers to high school students who won’t be able to meet certain graduation requirements if their schools are closed for an extended time. If you have questions, you can call the Washington State Department of Health (DOH) at 1-800-525-0127 and press #.

● **Operating budget**

I voted against the supplemental operating budget. It addresses some important issues such as behavioral health, homelessness and early learning. ➤➤



Letter to the Editor

Reader wants ‘fairer tax system’ in response to March Bottom Line

Dear Editor,
I agree with much of what you say, but I would argue that our current tax structure is so tilted toward giveaways to the wealthy (as individuals and through corporate ownership), that it is the so called 1 percent who are essentially receiving welfare by not paying their fair share. And since many of them were born on third base, it is even more galling for those of us who worked hard to get a bit of the American Dream to see their wealth soaring in part at the expense of the American worker: Flat wages (how long has it been since the fed minimum wage increased?) on top of automation, globalization, and all the other

factors impacting the ability of the working class to keep a roof over their heads and food on the table.

Without affordable education, child care, health care, and jobs that pay a living wage, it is very tough to pull oneself up.

A fairer tax system and increased minimum wages could even out the playing field so that those of us from the bottom might still have a chance to work our way up through hard work.

I’m not suggesting wealth redistribution (well, maybe a little of that wouldn’t hurt), but at least have the wealthy ante up as much as the rest of us.

Suzanne Ford
Bayside, Queens, NYC

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Brian@fairresolutionsinc.com

➤➤ However, it spends too much, doesn't save enough, and is unsustainable, especially given the uncertainty and impact the coronavirus may have on our economy and communities. It spends most of the tax revenue windfall coming into the state I mentioned in my last email update. We are not equipped to handle an impending economic downturn.

With this budget, spending has increased about 73% since 2013. The increase is not fiscally responsible. From the last biennium alone, spending has increased 20%. See chart below.

The budget passed on a party-line vote with all Democrats voting "yea" and Republicans voting "no."

● **Transportation budget**

Unlike the supplemental operating budget, the supplemental transportation budget was bipartisan.

We did face some challenges due to the shortfall caused by I-976, but both parties and chambers worked together to prioritize special needs transportation, ensure projects were taken off hold that had been paused by the governor, and make a minimal impact to preservation and maintenance.

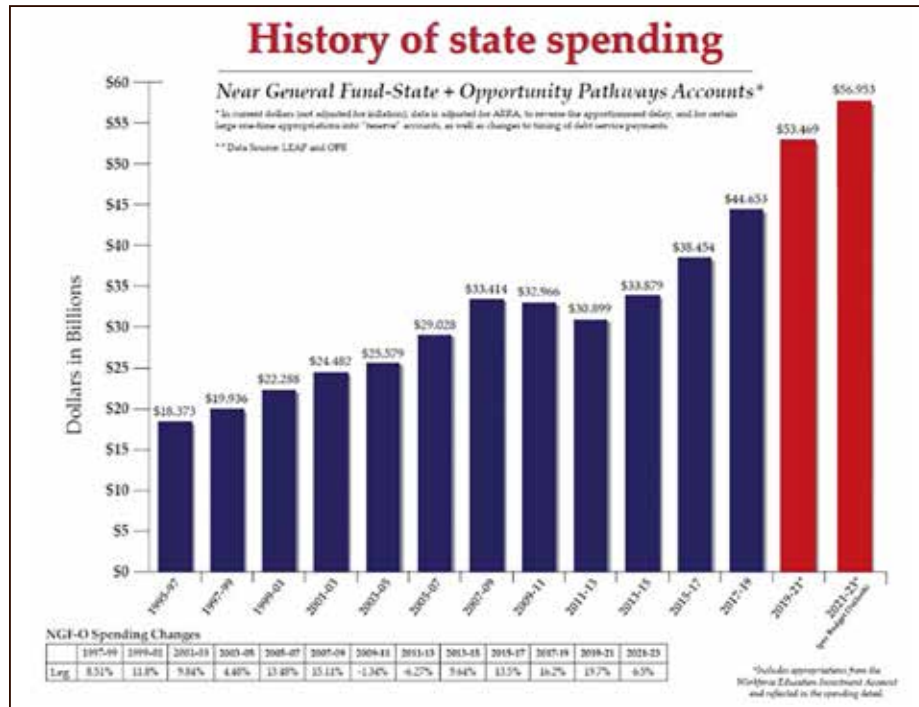
Republicans had asked that the will of the voters be honored by implementing \$30 car tabs into law. While we were not able to get it through the legislative process, the court has upheld the initiative.

We will still need to wait and see how the Department of Licensing and Department of Revenue move forward on this issue.

I would add, that we will be faced with some tough decisions ahead as we need to work on finding additional revenue for future transportation infrastructure needs.

● **Capital budget**

The supplemental capital budget is an important piece of our legislative process



in advocating for projects that will benefit the communities in our district. It contains bricks and mortar type projects for our K-12 schools, colleges, local governments and community projects where funding may be difficult to come by. It also focuses on stewardship projects protecting our farmlands, waterways and environment.

This year's budget addresses priority areas such as mental health and early learning. We were also able to secure funding for projects in the 12th District including:

- The Parkside Place Project in Wenatchee
- Anderson road infrastructure in Chelan
- Bridgeport irrigation in Brewster
- Renewable hydrogen production pilot in East Wenatchee
- Wenatchee Valley Museum and Cul-

tural Center in Wenatchee

Clean energy legislation dies in Senate

We pride ourselves on clean energy in North Central Washington. With that, I am disappointed my House Bill 2825 that would provide a tax incentive for those who use oil-free hydroelectric turbines did not make it through the legislative process.

It looked like we had reached an agreement in the last few days and it passed the House 93-4, only to die in the Senate.

Our utility districts could have benefited from this oil-free technology as we continue to advance our clean energy hydropower system in North Central Washington.

Comprehensive sex education bill (Senate Bill 5395): I have received thousands of emails against the comprehensive sex edu-

cation legislation and very few supporting it. More than 600 people attended the public hearing in the House Education Committee to testify against it. Republicans debated the bill for more than six hours in the House. Click here to watch my floor speech.

Just last week, there were hundreds of people at the Capitol to protest the bill and request the governor veto the measure. Despite the public outcry, it is expected that the governor will sign the bill into law and all students will have to take an approved sex education class starting in the 2022-23 school year. Review the approved curriculum by Office of Superintendent of Public Instruction for yourself.

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Stay in touch

While the legislative session is over, please remember I am your state representative year-round. I am available to answer your questions, listen to your ideas and help you navigate problems with state government. My district office phone number is 509-664-1274.



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Photo by Gary Bégin/WBJ



Market experts agree: Stay the course

By Gary Bégin

Despite the free fall of stock values in recent weeks, several local Wenatchee New York Stock Exchange (NYSE) experts agree - long term, stocks will recover, so “stay the course.”

The Market has survived all previous epidemics and pandemics over the last four decades, according to any measure. (See graph) Coronavirus has crippled the professional sports industry, Ford, Chrysler, GM production has been halted, Town Toyota Center, Numerica and many other local venues have canceled or postponed events for the foreseeable future.

The financial experts NCW Media has spoken to are reluctant to give their names or their company’s names as not every organization wants to be libel should this history of structural integrity reverse itself and some litigious Market losers try to sue them.

At the end of February, Robert J. Shiller, a Nobel Prize winning economist said, “The notion of a pandemic is pretty scary to people, and they’re going to hunker down and ... that suggests a very small impact on the market.”

Shiller, who predicted the 2000 market collapse and the housing crisis that led to the Great Recession, says he believes there’s a less than 50

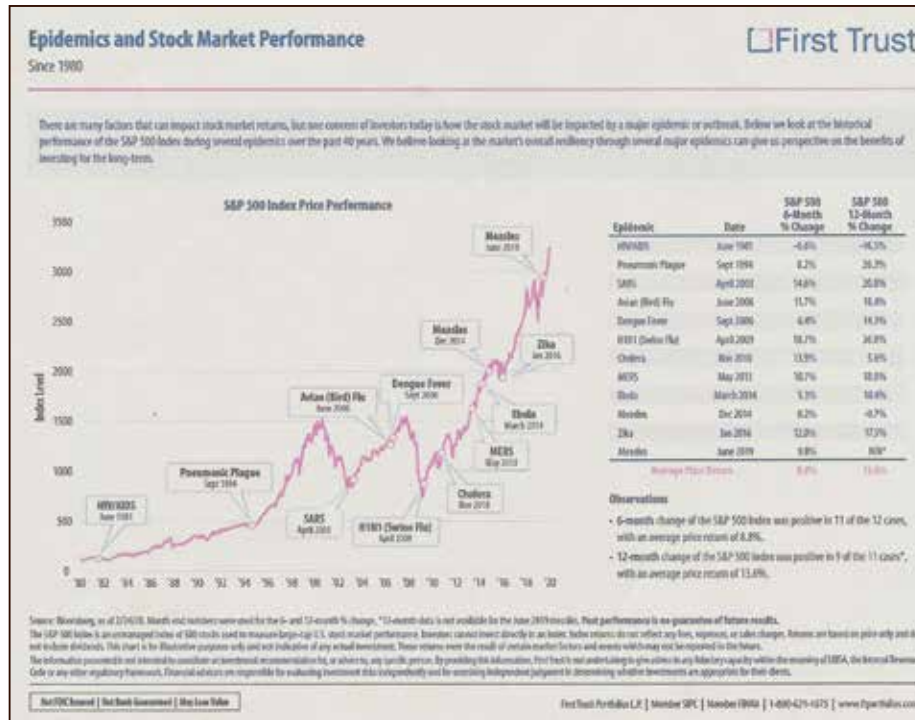
percent chance of a recession next year.

Since 1980, the world has experienced HIV/AIDS (1980s), Pneumonic Plague (1994), SARS (2003), Avian (bird) Flu (2006), Dengue Fever (2006), H1N1 (Swine Flu) (2009), Cholera (2010), MERS (2013), Ebola (2014), Measles (2014), Zika virus (2016) and Measles again (2019).

Out of all of these diseases, only the first listed, HIV/AIDS in the 1980s, showed a dip in the Market (-16.5%) over a 12-month period and that negative showing wasn’t repeated until the first Measles outbreak in 2014 where the Market only fell -0.7% over 12 months.

Over these last 40 years, the average price return over 12 months was 13.6% with a high of 36% during the Swine Flu of 2009. The lowest positive gain over a 12 month period was in 2010 during the Cholera outbreak where the return was a paltry 5.6%.

“Just as the market can become overwhelmed with greed, it can also succumb to fear. When stocks suffer large losses for a sustained period, investors can collectively become fearful of further losses, so they start to sell. This, of course, has the self-fulfilling effect of ensuring that prices fall further,” according to In-



COURTESY BLOOMBERG

This chart shows how the Stock Market has steadily risen, despite historical outbreaks of disease.

vestopedia as written on its website in January.

All of this turmoil begs the simple question: Should I buy stocks when market crashes?

“During a stock market crash, almost everything heads lower. ... Buy stocks with staying power while they’re undervalued. If you’re interested in a long term buy-and-hold strategy, a stock market crash can be especially helpful. Not only is everything on sale, but you can find value stocks with staying power,” states usnews.com in an article en-

titled “5 Reasons a Market Crash is the perfect time to buy” – in “the smarter mutual fund investor.”

Another question: Why the market is crashing?

“Crashes generally occur at the end of an extended bull market. That’s when irrational exuberance or greed has driven stock prices to unsustainable levels. At that point, the prices are above the real worth of the companies as measured by earnings. The price-to-earnings ratio is higher than the historical averages,” states thebal-

ance.com.

As always, if you are reading this, your specific stock position should be analyzed by a professional financial advisor. This brief article is not meant as financial advice, but as a news article about statistics over the last 40 years and opinions since the Coronavirus outbreak that began in January and has led up to a national emergency as declared by President Trump.

Treasury Secretary Steve Mnuchin stated last week the unemployment rate may reach 20 percent until this

emergency is under control.

Governor Jay Inslee has ordered all restaurants and bars closed. Two hospital ships are being deployed, one for each coast, to decrease the burden on hospitals that are trying to cope with the pandemic and “everyday” patient care, which will be sent to the ships.

President Trump stated emphatically in a half dozen news conferences over a span of at least a week, that the market and the economy will rebound and reach even higher levels than it already has before the Coronavirus outbreak.

The Canadian and American governments have agreed to close the borders to all non-essential traffic. Most airlines have sharply curtailed service and cruise ships have also canceled most cruises.

Government offices and schools, for the most part, have closed or gone to skeleton staffing. This health and economic crisis is in an ever-changing state of flux so for the most up to date health information, contact any of the websites in the side bar for up-the-minute information.

Breaking news: As of the April WBJ deadline, the NTSE has shown enormous gains attributed to the recent \$2 trillion federal government stimulus package.

CORONAVIRUS WEBSITES

DOH website: doh.wa.gov/Emergencies/Coronavirus
 DOH: How can I be prepared?
 Office of Superintendent of Public Instruction: School closure information
 Chelan Douglas Health District: cdhd.wa.gov
 Grant County Health District: granthealth.org
 Okanogan County Public Health: okanogancounty.org/ocph/

Numerica CU donates to YWCA NCW, Children’s Home Society amid COVID-19 concerns

Numerica Credit Union has stepped up to pledge over \$225,000 to 14 regional nonprofits from the Numerica Charitable fund to help meet the basic needs of our most vulnerable population during this uncertain time.

“Our community is already starting to feel the impact of the Coronavirus, especially those in the hospitality field and vulnerable populations such as low-income families and seniors,” says Numerica’s President & CEO Carla Cicero. “The largest impact we can make is to support the nonprofits in our community who give directly to those in need.”

Several of the organizations receiving grants have already expressed an increased financial need from the effects of the Coronavirus (COVID-19).



Many of the organizations like YWCA North Central Washington and Children’s Home Society have increased their capacity to help our communities, which has resulted in more overtime hours and resources.

The Numerica Charitable Fund provides grants to organizations who mirror the credit union’s guiding principles. The grant program is funded by Numerica’s Skip a Pay program where members can skip a month of loan payments in lieu of a \$30 donation.

With current economic needs in the community, Numerica is redistributing

to nonprofits in immediate need.

“With a commitment to organizations that support women and children as well as end hunger and homelessness, the Numerica Charitable Fund is allocating emergency support to nonprofits who are providing front line, immediate relief to our community,” said Cicero.

Wenatchee recipients of the emergency funding are:

- YWCA North Central Washington – Emergency support of crisis shelter
- Children’s Home Society – Increase support for child welfare

“In times of both crisis or prosperity, giving back and helping others is the true mark of a great community,” Cicero added.



Coronavirus business disaster loans

The U.S. Small Business Administration is offering designated states and territories low-interest federal disaster loans for working capital to small businesses suffering substantial economic injury as a result of the Coronavirus (COVID-19).

Upon a request received from a state's or territory's Governor, SBA will issue under its own authority, as provided by the Coronavirus Preparedness and Response Supplemental Appropriations Act that was recently signed by the President, an Economic Injury Disaster Loan declaration.

Any such Economic Injury Disaster Loan assistance declaration issued by the SBA makes loans available to small businesses and private, non-profit organizations in designated areas of a state or territory to help alleviate economic injury caused by the Coronavirus (COVID-19).

SBA's Office of Disaster Assistance will coordinate with the state's or territory's Governor to submit the request for Economic Injury Disaster Loan assistance.

Once a declaration is made for designated areas within a state, the information on the application process for Economic Injury Disaster Loan assistance will be made available to all affected communities as well as updated on our website: SBA.gov/disaster.

- SBA's Economic Injury Disaster Loans offer up to \$2 million in assistance and can provide vital economic support to small businesses to help overcome the temporary loss of revenue they are experiencing.

- These loans may be used to pay fixed debts, payroll, accounts payable and other bills that can't be paid because of the disaster's impact. The interest rate is 3.75% for small businesses. The interest rate for non-

profits is 2.75%.

SBA offers loans with long-term repayments in order to keep payments affordable, up to a maximum of 30 years. Terms are determined on a case-by-case basis, based upon each borrower's ability to repay.

SBA's Economic Injury Disaster Loans are just one piece of the expanded focus of the federal government's coordinated response, and the SBA is strongly committed to providing the most effective and customer-focused response possible.

For additional information, please contact the SBA disaster assistance customer service center. Call 1-800-659-2955 (TTY: 1-800-877-8339) or e-mail disastercustomerservice@sba.gov.

SBA Administrator Jovita Carranza's Response to the President's Declaration of a National Emergency

WASHINGTON – SBA Administrator Jovita Carranza issued the following statement today in response to the President's Declaration of a National Emergency:

"The President's decision to declare a national emergency represents another significant and very important step in reducing barriers to public health and protecting America's 30 million small businesses from the threat posed by Coronavirus (COVID-19).

The President's declaration, coupled with the Administration's unprecedented efforts to mobilize and involve the full force of the federal government and the private sector – including leaders in science, medicine, transportation,

finance and business – will help save lives and reduce economic disruptions in every community.

The SBA is strongly committed to providing the most effective and customer-focused response possible to support small businesses that have incurred substantial economic loss as a result of the outbreak.

The Agency is working closely with Governors to make up to \$2 million in targeted, low-interest disaster recovery loans available to any small business enterprise that has been severely impacted by the situation."

SBA's Economic Injury Disaster Loans offer up to \$2 million in assistance for a small business.

These loans can provide



vital economic support to small businesses to help overcome the temporary loss of revenue they are experiencing.

SBA's Economic Injury Disaster Loans can be used to cover payroll, cover inventory, pay debt or other expenses.

Visit SBA.gov/coronavirus for more information on SBA's assistance to small businesses.

Wells Fargo donates \$20k to NCW to mitigate pandemic impact

The Wells Fargo Foundation is donating \$20,000 to the Community Foundation of North Central Washington to support their efforts to help people impacted by COVID-19. The Wells Fargo Foundation has made an initial philanthropic investment of \$320,000 to support COVID-19 response funds across Washington state. The funding is part of a \$175 million charitable contributions commitment to support those impacted by the COVID-19 outbreak.



WHAT'S YOUR AWESOME?

Whatever it is, we'll help you get there. See how our Wenatchee banking team provided Waterville Family Foods the high-touch service they deserve.

Hear more from Waterville Family Foods and see other stories at watrust.com/awesomebusiness.



COVID-19 prevention measures, mandatory actions for retail establishments

Based on CDC guidance and Governor Inslee's Proclamation retail establishments must observe the following COVID-19 prevention measures:

- Older adults and individuals with underlying medical conditions that are at increased risk of serious COVID-19 are encouraged not to attend (including employees).
- Suggestion: Take specific steps to encourage older adults age 60 and above and those with underlying health conditions not to attend. For groceries, banks, and other essential establishments, consider implementing dedicated times exclusively available for highly vulnerable populations.
- Social distancing recommendations must be met (i.e., limit contact of people within 6 feet from each other for 10 minutes or longer).
- Suggestion: Establishments should ask themselves: how close will people be and for how long? Ensure that your business is organized in such way to avoid close contact between people. Washington Department of Health advises that "being within 6 feet of a sick person with COVID-19 for about 10 minutes" constitutes close contact which could result in exposure.
- Consider: If your store's traffic meets the DOH criteria above, what can you do to mitigate that? Possibilities may include setting limits on the number of people you allow in your store, marking out 6-foot intervals with tape on the ground for lines, moving to an app (such as waitlist.me, skiplino or others) that allows customers to queue in their cars.
- Employees must be screened for coronavirus symptoms each day and excluded if symptomatic.
- Suggestion: Have a plan to screen employees or volunteers every day. CDC guidelines identify the key symptoms to watch for as fever, cough and shortness of breath.
- Signage should discourage attendance for any person who has these systems.
- Proper hand hygiene and sanitation must be readily available to all attendees and employees.
- Suggestion: Provide ready access to hand sanitizer and hand sanitizer stations and request employees and customers to abide by personal hygiene recommendations. CDC recommends that people wash their hands often, and if soap and water is not readily available, use hand sanitizer that contains at least 60% alcohol, and to avoid touching your eyes, nose and mouth with unwashed hands.
- Environmental cleaning guidelines from the U.S. Centers for Disease Control and Prevention (CDC) are followed (e.g., clean and disinfect high touch surfaces daily or more frequently).
- Suggestion: Ensure a clean and sanitary environment. Have employees disinfect frequently-touched surfaces such as doorknobs, tables, desks, and handrails. CDC provides detailed environmental and disinfection recommendations.

Additional Information

- We are currently building out the LCB website to post LCB-specific information.
 - The state COVID-19 portal at coronavirus.wa.gov
- We appreciate your effort to minimize the risk of spreading the novel coronavirus while still trying to operate your business.

State Commerce: Emergency \$250k minimum housing grant for all counties

OLYMPIA – The Washington State Department of Commerce is making \$30 million in funding immediately accessible to every county under a new grant. This funding will help local governments create housing necessary for quarantine, isolation, and additional sanitation to address the COVID-19 pandemic.

"Upfront, the requirement is simple: coordinate with your local public health department and cities, and get going," said Lisa Brown, Department of Commerce director.

"This grant is designed to get the money out into the communities so we can make a difference immedi-



Washington State
Department of
Commerce

ately. Please work closely with your local public health jurisdiction to deploy these funds quickly."

Each county will receive a minimum of \$250,000, with the rest distributed based on the number of homeless persons as measured by the annual Point-In-Time Count.

The funding will address the quarantine and isolation needs for people experiencing homelessness and other people who cannot isolate at home, including:

- Create isolation and quarantine housing.
- Create additional emergency shelter capacity for people experiencing homelessness to replace shelter capacity lost when the state required increased social distancing.
- Increase sanitation in existing homeless housing.
- Other costs associated with addressing the public health needs of people experiencing homelessness or displaced from their former

housing due to the COVID-19 outbreak.

The ultimate goal is to have facilities available as quickly as possible for those in need.

"This initial funding amount will help every community take immediate steps to help their residents," Brown said. "We are aware that more funding from other sources will be essential as we move forward through the COVID-19 pandemic."

Grant contact: Kathy Kinard, homeless grants coordinator in the Community Services and Housing Division, at 360-742-2118 or Kathy.Kinard@commerce.wa.gov.



CHELAN COUNTY

\$300k parcel bought by Chelan PUD for multi recreational use features

Map and Story submitted by Chelan PUD

A small piece of property could offer big benefits if purchased and added to the site of the PUD's new Service Center in Olds Station, Chelan PUD commissioners heard in February.

Dan Frazier, Shared Services director, said the about quarter-acre parcel could be a first step toward a possible loop trail extension and added shoreline access.

"I'm here with some good news," said Dan Frazier, Shared Services director. "Purchase of the small parcel would consolidate the PUD's ownership of land for potential public access to the Wenatchee River near the confluence with the Columbia," Frazier added.

If the PUD purchase proceeds, the foundation of a small house on the property might be used as a viewpoint, and there is low-bank access to the river, he said. Depending on permitting and collaboration with other landowners, that could allow building of a spur from the Apple Capital Loop Trail to extend shoreline access up the Wenatchee River to the north Wenatchee bridge, Frazier said.

Service Center Properties

- 2001 – Port of Chelan County
- 2019 – Port of Chelan County
- 2019 – Tontini Living Trust
- 2020 – Proposed Purchase



*Graphic representation – not surveyed property lines

Purchase & Sale Agreement: 5 Horan Road Property Details • Land area approximately 0.26 Acres • House – 1,100 square feet w/ 900 Square foot basement • Occupied (rental) through end of Jan. 2020 • Subject to 25 foot Wenatchee River Fishing Easement.

It's a great opportunity as no new construction is allowed in that riparian zone. And, it could make it easier to get to state fishing access above the high-water mark, now only reachable by boat, he said.

"What a unique opportunity we have," said board President Garry

Arseneault. Added Commissioner Dennis Bolz, "Carry on."

The Chelan PUD Real Estate Services group stated, "The Scott McDougall sale closed yesterday (March 5) for \$300,000," was the last word from the PUD, related by email to the WBJ on March 6.



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Rep. Mike Steele sponsors Cascade student as House Page



Spencer Boyd and Rep. Mike Steele pose for camera in Olympia.

Spencer Boyd, a student from Cascade High School, served as a page in the state House of Representatives in Olympia, March 1 – 6. He was sponsored by his 12th District Rep. Mike Steele. "It was an honor to sponsor Spencer. He did a great job during his time in Olympia," said Steele, R-Chelan. "Perhaps one day Spencer will return as an elected official. I wish him all the best in his future endeavors." Spencer is the son of Fred and Otilie Boyd of Leavenworth. When he is not in school, he enjoys basketball, swimming, tennis and many other activities. As part of his page duties, Spencer learned to navigate the many buildings on the Capitol campus and delivered messages and documents to legislators and staff.

Steele, Goehner field questions, take surveys during telephonic townhall

By Gary Bégin

OLYMPIA (VIA TELEPHONE) – 12th District State Representatives Keith Goehner (R-Dryden) and Mike Steele (R-Chelan) held a one hour telephonic town hall meeting from Olympia February 28 where they explained their stances on a variety of legislative items, as well as took questions from the listening audience.

The two also conducted three informal polls to gauge the collective moods of those participating on the call.

NCW Media managed to get one question in to the pair via its East Wenatchee office: What would you do with the \$1.1 billion unexpected new revenue in state coffers?

Answer is: The first thing Rep. Steele said, was that it was an issue unfortunately out of the GOP hands because the majority Democrats will not allow a GOP proposal to use the surplus to give tax relief to Washington's property taxpayers. (See statement below)

Both men agreed that they would try to get that "extra" money back to the taxpayers that gave it to the state in the first place. In fact they held one of the three polls on the question



Rep. Michael Steele



Rep. Keith Goehner

of whether or not taxpayers would like that money... or not.

The obvious answer was yes, 86 percent thought more money in their pockets because of lower property taxes would be a good thing.

Questions came in from Leavenworth, Twisp, Ephrata, Chelan and Manson. Phyllis from Leavenworth called-in to complain about outsiders buying second and third homes and causing county property assessments to rise for those local residents that can't afford the extra taxes, accusing authorities of trying to tax longtime residents out of their homes.

Fred, another caller from Leavenworth, wanted to know how some politicians could push aside the \$30 car tabs?

Rep. Goehner said the state budget should "reflect the will of the people" and to not allow more and more

localities to add taxes to car tabs.

Bob from Chelan wanted to know when the state Department of Transportation would conduct its third party efficiency study. Rep. Steele said he would be happy to work on that issue with the caller.

A caller from Twisp wanted to know how to protect the Methow Valley watershed and William from East Wenatchee enquired about the rise in B&O (business and occupation) taxes.

Regarding the B&O issue, Rep. Goehner stated once again that the majority rules and both he and Rep. Steele will continue to try to protect the small businesses of the state, calling small business the "economic engine" of Washington.

The issue of sanctuary cities and in this case, a sanctuary state came up.

Rep. Goehner said the bill is already in the Governor's

Mansion awaiting his signature to make Washington a sanctuary state. Rep. Goehner stated he didn't understand the purpose of doing that, but again, majority rules.

Perhaps the most provocative question of the night came near the end of the event when Joyce from Ephrata asked about why sex education was going to be taught to children starting in kindergarden.

Rep. Steele said he was adamantly opposed to this concept. "We should not be teaching this in kindergarden. We want locally elected school boards to make the best decision for that district." Rep. Goehner said, "I agree with Rep. Steele." He went on to say that maybe 6th Grade would be a more appropriate grade level to start sex education.

Caller Chris from Manson wanted to know the logic behind taxing homeowners more in order to create more housing calling that's just "more of a burden" on homeowners.

He suggested regulating rentals that in some cases are acting as hotels considering the amount of transient traffic involved.

Rep. Steele said he didn't agree on more taxation and

Rep. Goehner said regulations have driven up the cost of housing to the point of "diminishing returns" for homeowners. He said he was in favor of "removing impediments" to allow more housing be built on the scarce available land in Chelan County.

"On Feb. 19, the Economic and Revenue Forecast Council (ERFC) announced a surge of \$1.1 billion in unexpected new revenue during the state's quarterly revenue forecast. In total, the state now has a \$2.4 billion budget surplus.

With taxpayer dollars continuing to come into the state at record levels, House Republicans believe the new revenue and budget surplus gives us an opportunity to reduce state property taxes. We had House Bill 2222, which would provide property tax relief, ready to go on the first day of session, but it has not received a public hearing.

House Republicans have also recently introduced House Bill 2946 to provide \$1 billion in tax relief for Washington's working families.

The legislation would uphold voters' choice for \$30 car tabs, while ensuring stable funding for roads and transit, eliminate the sales tax on prepared food items sold at grocery stores and eliminate the sales tax on certain personal necessities.

Revenues are more than

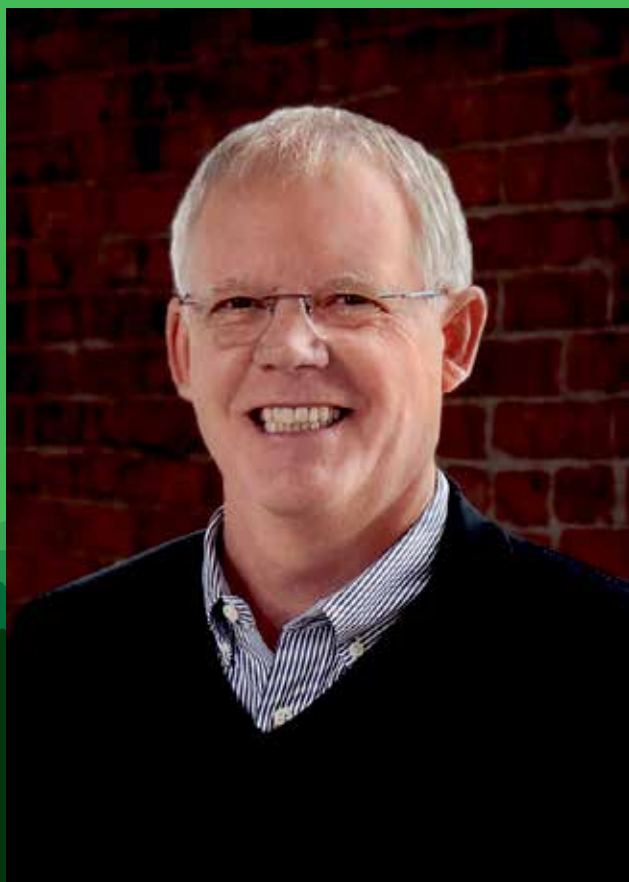
sufficient to invest in critical government services and provide meaningful tax relief," stated a GOP pre-townhall statement.

The press release went on to state, "It (the Democrat state budget) does not include any plans to return some of the surplus or new revenue to you, the taxpayers. It increases spending from last year's 2019-21 operating budget from \$52.5 billion to approximately \$53.8 billion. It would only leave \$59 million in the general fund account and \$2.8 billion in the Budget Stabilization Account.

Under this proposal, spending will have increased by nearly 75 percent since 2013 and is up 20 percent over the last biennium. It is not sustainable or fiscally responsible."

Editor's Note: This town hall and article about same took place before the current coronavirus crisis, thus no questions about District 12 health issues were asked.

“
The secret of success is to do the common thing uncommonly well.”
— John D. Rockefeller Jr
”



WELCOME RORY TURNER

It is with pleasure that we announce the appointment of Rory Turner to our Board of Directors. A Washington state native, Rory is a prominent commercial real estate developer in the Wenatchee Valley. He also serves as a Port of Chelan County commissioner.

Welcome to the team, Rory!

VETERAN-OWNED & OPERATED BUSINESS



COURTESY PHOTOS

"Kenny" Mattson had a colorful Navy career.



Ken Mattson - protecting his country then... and now

By Gary Bégin

You would never guess by meeting this quiet, affable, white-haired man, that he was once a fearless warrior of the skies over Vietnam, but he was.

74-year-old Ken Mattson has led a life of protecting Americans, his family, friends and neighbors and anyone who wants his help.

Mattson spent time in his High School ROTC program and then, "In 1963 I won an Navy ROTC scholarship to the University of Virginia, which started my Navy career. I graduated with a Bachelor of Science in Commerce, Marketing in 1967 and was commissioned as an Ensign officer in the U.S. Navy, entered flight training in Pensacola, Florida.

Mattson eventually earned his Naval Aviator Wings in 1969 in Beeville, Texas and became a fleet replacement pilot at Miramar, California for VF-111 "Sundowners" squadron.

He then served two combat tours in Vietnam with VF-111.

On his "first cruise" he was flying the F-8 Crusader from the carrier CVS-38 Shangri-la.

This was his first deployment on a "floating city", but not his last.

The second cruise he was flying the F-4 Phantom from CVA-43 Coral Sea. Mattson then rotated to VF-101 squadron in Norfolk, Virginia, with a detachment to "Top Gun" school in Key West, Florida.

While 90 miles away from Cuba, Mattson taught fighter air combat tactics, leadership and operations management to other pilots.

Mattson was awarded nine air medals for carrier operations in the Vietnam Theater.

"One of the jobs I had in the squadron was Safety Officer, charged with the safety of the men and equipment for the squadron on the carrier. This became a theme for my career work after the Vietnam War and the Navy," he said.

Wenatchee Business Journal Managing Editor Gary Bégin sat down one afternoon with Ken and talked about his life and times:

Wenatchee Business Journal: How did you end up in the Wenatchee Valley area?

Ken Mattson: I came to NCW from Key West, Florida to join several of my pilot friends who had also left the Navy to start the Second Mile Ranch in Twisp. The Second Mile ranch started with five families together on a 150 acre farm up Poorman Creek up the Twisp River from the town of Twisp. As Christians they helped each other build homes and raised their families. Over time there became a need for mortgages and to have home owner rights. Some of the second generation children have made homes on the ranch, most started their own families in other areas.



WBJ: Explain what VF, CVS and CVA mean for the non-military readers:

KM: My squadron was VF-111 "Sundowners" The V stands for fixed-wing heavier-than-air planes, the F designated Fighter squadron. CVS Aircraft Carrier Anti-Submarine, CVA Aircraft Carrier Attack.

WBJ: What was your most harrowing experience as a pilot?

KM: My most harrowing experience came when I was launched from the Shangri-La carrier at night in my F-8 Crusader aircraft and immediately lost my main radio communications. I climbed up to the rendezvous altitude of 16,000 feet and joined my leader who checked my tail hook was physically down. He radioed the carrier that I was a "No Radio" and had me fly to a point five miles behind the Shangri-La and wait for the launch to end so I could make my landing approach. I could hear the carrier directions with my "PRC" emergency radio but could not speak. I started my CCA (Carrier Controlled Approach) at 1500 feet and 5 miles. As I was at the carrier, the deck was fouled and forced me to wave off and start another approach. Low on fuel by this time, I chose to unplug my PRC radio, not listen to the carrier anymore, and come around to make a landing like I would in the daytime. Get out my way, I am coming aboard!

WBJ: How long were you in the Navy?

KM: I had always planned to make the Navy a career, but I chose to leave in 1972 after 6 years.

WBJ: Please expand on the 9 air medals you earned:

KM: A standard formula has been in use throughout the DON since the Vietnam era. Each award of an air medal requires 20 points. Points are accumulated based on the type of mission and the degree of exposure to the enemy's anti-aircraft capabilities. The key factor in determining points per mission is not the type of aircraft or technical nature of the mission, but rather the degree to which the mission engages the enemy and exposes the aircrew to the effects of the enemy's weapons capabilities.

9 Air Medals means the missions that I flew accumulated over 180 points. When we would fly a mission to protect the fleet, one designation was called BARCAP which is Barrier Combat Patrol. We would fly off of the coast of Vietnam in the Tonkin Gulf. This was 1 point.

When we flew over land in Vietnam or Laos for bombing missions or PHOTO RECCE missions that earned us 2 points toward the 20 points needed for one Air Medal.

Mattson is still "in the business of 'protecting life and property'."

In 2001 he started his Alpha Sales Technologies business pro-

viding earthquake gas shutoff valves for the Northwestern states and overseas. These valves protect homes and businesses from breaking or leaking gas lines causing fires.

Mattson wasn't finished yet with his mission to protect those around him.

"In 2007 to protect lives, I added LegalShield products to my company. These products particularly protect families by providing affordable legal services and a will, power of attorney, medical directives and even succession plans for businesses," he said.

LegalShield is a 45-year-old unique business with law firms across our nation, Canada and the United Kingdom. This allows the company to coordinate and cooperate with lawyers nationwide on most legal issues, according to Mattson.

Although mild-mannered Kenny is no longer a Naval Aviator, you'll still be glad he's your wingman.

Mattson is a longtime member of the Wenatchee Network Group and attends meetings at the Eagles Club every Wednesday at noon with his fellow small business entrepreneurs. He invites you to visit him there.

For more information on the Mattson family of safety companies, go to: AlphaSalesTech.com and/or kenneth-mattson.wearelegalshield.com.





VETERAN-OWNED & OPERATED BUSINESS

You are resilient
It's the end of the world as we know it – and you'll be fine

By Heather Hill
 Veterans Counseling Services
 of Central Washington

Well there has certainly been a significant amount of change over the past several weeks. The Corona Virus has impacted everyone's lives in some capacity.

Certainly, the greatest concern is for those who are considered "high risk" due to age or other underlying health conditions but many are struggling with wrapping their minds around our new reality. It appears as though life will not return to "normal" in the near future.

Incomes have been impacted, children are home, people – to include veterans – are now unemployed. FUBAR! Or is it really?

No doubt our reality has shifted, but it is still recognizable.

It is time to adapt and overcome. This is extreme character building, and there is no doubt in my mind that veterans can do so.

If you have been impacted by unemployment, you're not alone. If you are losing your patience with your children, you're not alone. If you are tempted to utilize alcohol to self-medicate – do not do it– but you're not alone.

This unique time is universal. The ONE THING THAT IS ALWAYS CONSISTENT IS CHANGE.

We all must evolve, adapt, and learn or we will fail. Veterans are no strangers to someone else being in complete control of their lives and wellbeing, although most revel in having autonomy post military service.

Do your best to recall the camaradery of being in the service, with little choice, and little control.

You and everyone else you served with were in



Heather Hill

the same boat – these are similar times.

Pro – you do not have to participate in a detailed inspection.

Con – if you were not born with it, you may have to provide it for yourself.

This is my attempt to normalize your current experience and remind you of your training, skill sets, and resilience that has made you more prepared than most to endure our current life situation.

Veterans who have been diagnosed with PTSD may experience an uptick in symptoms.

It is far easier to tread water and to keep from sinking under when things are calm. When waters become turbulent, it is easy to feel as though you are drowning.

Turbulence can be compared with stressors and change (positive or negative).

Coping skills that were adequate before may not be as effective causing an increase in anger/irritability, nightmares, intrusive thoughts, emotional isolation, social isolation (now mandated by Gov. Inslee), hypervigilance, etc.

Here are some ideas to support a decrease in the impact of our current stressors on symptoms.

1. ROUTINE: Routine is helpful in reducing anxiety. Make your bed in the morning! Start off with accomplishing this simple task. Shower and get dressed.

If you are working from home, do not neglect taking breaks from your work.

Identify your daily tasks and a routine that will support consistency.

2. GO TO BED: It is tempting to stay up later due to not having to get up as early to commute to work. Don't do it.

Maintain your sleep schedule and sleep hygiene in order to reduce the likelihood of sleep disruption. "Go to bed" does not mean take a nap. Napping can negatively impact night sleep.

If you are tired, going to bed earlier is more ideal than taking a nap.

3. REGULATE CONSUMPTION OF NEWS: It is important to know and understand "need to know"

information.

However, this does not require hours of consumption of news programs that are interjected with opinions and excessive commentary.

Over exposure to news that is highlighted by panic, criticism, and frustration does not support a reduction in overall anxiety and irritability. It exacerbates it.

Obtain the information you need to know and turn it off.

4. SOCIAL CONNECTION: Stay connected to your social supports. You do not have to be in-person for this to occur.

Call your family and friends. FAMILY and FRIENDS – call your veterans and check in and be supportive and present. Play games with your children.

Capitalize on this time to support relationships that are impacted by our daily intense routines.

View From the Hill



5. EXERCISE: Flutter kicks! Just kidding. You do not need to reinstate PT of old. Taking a walk has benefits.

Be mindful of social distancing in order to reduce risk of exposure – but get out and move.

Exercise produces endorphins which are our bodies' natural antidepressants.

Being in nature also utilizes all 5-senses and has a grounding effect that will support reduction in anxiety and circular thinking.

6. JOURNAL: This one is always a hard sell. But there is science to back it.

Journaling involves executive functioning (fancy words for thinking) as well as physical output through handwriting.

The combination of the two slows the thought process and allows the writer to complete a thought from start to finish.

When we reflect internally, we are more likely to

jump to 15 other thoughts mid original thought.

Journaling allows us to stay focused on the original thought which supports problem solving or closure.

** If you can type quickly, please do not be tempted to go this route. Typing is more reflexive and does not allow for the slowing of thought as effectively as handwriting. I can type, talk, chew gum, do the worm, and hula hoop at the same time – FACT.

** Author's Note: Heather cannot hula hoop. This was a failed attempt at hyperbole

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CONTINUED FROM PAGE 1

This Willow isn't weeping, she sells chocolates to cherish

Willow: The initial investment into the business was a little over \$10,000. However, 80 percent of the revenue generated from the business is put back into the business, so let's just say there is a fair amount of investment that has gone into making this business a success over the last two-plus years.

Rent has changed at Pybus over the years I've sold there and if you are curious what the current rates are you can view them on the Pybus website. It is substantially less than paying rent and overhead for a retail "brick and mortar" so I am perfectly content with the terms I currently have with Pybus.

WBJ: Did you invent the recipes or somehow discover them or work in collaboration with another "mad food scientist" to come up with the varieties?

Willow: There is a book that many chocolatiers in the business use when coming up with chocolate formulas. We like to refer to it as the "Chocolate Bible".

In the beginning, I used it a lot as a reference when coming up with new formulas. Now I occasionally reference the book when wanting to make a particular style of chocolate and then tweak it based on the flavor I'm trying to achieve, but mostly I use my own formulas as a base. I do like to refer to an online site called eGullet Forums when I'm stuck or need help coming up with a certain formula. The majority of the chocolatier community enjoys connecting and collaborating.

WBJ: How are your profit margins?

Willow: As of right now, I have decent profit margins because labor is currently not a factor in my Cost of Goods Sold (COGS).

WBJ: Are you a sole prop. or LLC or ?

Willow: I am an LLC in the eyes of the state of Washington, a Sole Proprietor in the eyes of the IRS.

WBJ: Is your dream to eventually go "brick and mortar"?

Willow: I would say that right now the potential to

have a "brick & mortar" is in the 10-year plan. I do see the benefits of having one location where people can find my chocolates. Being able to have the chocolates on display is a huge part of the vision of my business because it allows people to customize their chocolate experience. However, the economic costs associated with a retail space make it a little less feasible for me at the time being. In order to make a retail space a viable option for me, it would take the right place or collaborating with another business to offset the overhead.

WBJ: Do you see a future for a retail outlet in Rock Island or Wenatchee or???

Willow: If I were to have

a retail location, it would be in Wenatchee. Given that Rock Island is still a small community with less foot-traffic, I think it would be currently difficult to run a successful retail operation there. However, seeing all the new development happening in Rock Island, who's to say that won't change in the next 5-10 years!

WBJ: Tell our readers about your passion for creating chocolate treats.

Willow: I started this business because chocolate brings the most joy in my life! In my 14 years as a chocolatier, I have yet to be bored. Chocolate is a challenging, but rewarding medium that continues to surprise me with its complexities. I also love the creativity that can be achieved working with chocolate and creating edible art. Most importantly, I strive to create flavors that really tantalize

the palate and entice the senses. For example, the Divine Lime is a surprising crowd favorite. It's nuanced in its description, but once people try it, they definitely come back for more. I experimented until I could find the perfect melding of lime and chocolate to the point where the lime puckers on your lips while the chocolate balances the tang.

WBJ: Are you from the Wenatchee Valley area?

Willow: I am a transplant. I grew up in Montana, went to college in Idaho, and graduated from culinary school in Oregon. I moved to Wenatchee in 2011 for a wildland firefighter work detail and fell in love with the area so I never left.

WBJ: Where can our readers get your products?

Willow: In light of the COVID-19 outbreak, I know there are a lot of people concerned about social distanc-

ing and staying at home. So, if you want to get my chocolates without venturing outside you can always order online at yetichocolates.com and it will be shipped right to your door. An additional bonus to ordering online is you have the option of creating a custom box, or if you like surprises, I choose for you. I also run a 3-month and 6-month subscription for the "Yeti of the Month Club", where you can choose from 4-piece, 6-piece, or 12-piece truffle boxes or 3-chocolate bars to be delivered to your doorstep. I choose your truffles based on your indicated preferences and you gain access to exclusive flavors not offered to regular orders. This also makes a great gift for your chocolate lover! If you would like to know where Yeti Chocolates is offered locally, you can click on the "Where to Buy" tab on my website.



GARY BÉGIN/WBJ

Walmart shelves need restocking

The Wenatchee Walmart shelves are bare – of toilet paper and other items such as paper towels and even... jalapeños.



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PAGE 1

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MEMBER HIGHLIGHTS

Renewing Members This Month

- Complete Design, Inc. – 18 years
- E.D.Y. Construction Corp – 11 years
- G.L. White Construction, Inc. – 22 years
- JLS Custom Woodcraft & Const., LLC – 3 years
- Marson & Marson Lumber – 22 years
- Monteith Construction, LLC – 1 year
- Noble Truss & Lumber, Inc. – 23 years
- Ogden Murphy Wallace, PLLC – 4 years
- Steel Structures America, Inc. – 12 years
- Town Chrysler Jeep Dodge Nissan – 8 years

- All American Waterproofing and Spray Inc. – 3 years
- Apple Valley Pumping Service – 22 years

A Message from BNCW's CEO

As we put together last month's publication it was with great hope and optimism. We had just completed a very successful Home Show, and were beginning preparations for the upcoming Golf Tournament, Home Tour and Chefs on Tour events.

Our members were busy and optimistic coming into spring, the economy was churning along, and the stock market was soaring!

Life was good! A few short weeks later, our offices are closed, I'm typing this up on a laptop at home under a "Stay at Home" order from the Governor, many, maybe even a majority of our members are unable to conduct business at all, and we really have no idea what to expect for the rest of the year. Who would have thought?

Corona Virus/Covid-19/ Wuhan Flu, whatever you choose to call it, will pass and the "Stay at Home" order will be lifted. Then the real work will begin.

How do we get rolling again? How do we help those local businesses devastated by weeks of being shut down recover? How do we support our friends and neighbors that may not have a job to go back to? I wish I had answers...

While I don't have any answers right now, I do have tremendous faith and respect for the Members of Building North Central Washington and the people of North Central Washington as a whole.

This is an amazing community and even as it has grown and changed over the years it has maintained its small-town roots. People still watch out for their neighbors, come together to help those in need and take care of their own. I have no doubt we will continue to do so.

BNCW has already been through a lot of changes in the last year and will now without a doubt have to change and adapt to best serve our members as we recover from this turmoil. While it is not without fear, I am looking forward to new challenges and new opportunities as we move forward.

At the heart of BNCW are dozens and dozens of industry leaders and entrepreneurs. People who have "been there, done that" people that know what it takes to grow a business.

SEE A MESSAGE FROM BNCW'S CEO, PAGE 13

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:
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FAX: (509) 665-6669

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Visit us online at:
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WELCOME NEW BNCW MEMBERS!

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

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 - **Apex Quality Roofing LLC**
Samuel Aranda
509-630-3445
-
- For more information about becoming a BNCW member, please contact Membership Coordinator Rachel Beardslee at (509) 293-5840. We look forward to sharing with you the benefits of membership!



MEMBER MESSENGER

"Driven to Promote and Protect Small Business"

APRIL 2020 ASSOCIATION NEWSLETTER

PAGE 2

BNCW's:

FROM A DIFFERENT
PERSPECTIVE

Plummeting Positions

"For the past several years, weekly job losses averaged about 225,000/week. Last week they jumped to 282,000, and the all-time high was 695,000 set during the week ending 10/2/82. During the Great Recession, first time unemployment claims peaked at 665,000 during the week ending 3/28/09. Last week, the week ending 3/20/20, they hit a knee-buckling 3,283,000; almost five times the previous high!! Data for March and April will be horrendous."

Elliot F. Eisenberg, Ph.D.

GraphsandLaughs LLC, elliott@graphsandlaughs.net
Cell: 202.306.2731, www.econ70.com



Need a Meeting Room?

As a valued BNCW member company, you're welcome to utilize the BNCW conference room if you require a place to meet with clients or prospective clients, or simply need access to a meeting room. The room will seat up to 16 people comfortably, has wireless internet access and other amenities.

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

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



Guidance on Preparing Workplaces for COVID-19

APPROACH management services

Federal OSHA has published, *Guidance on Preparing Workplaces for COVID-19*, a PDF brochure filled with tips that may be helpful for organizations wondering how to maintain operations during this time.

Note: Most workplaces in Washington fall under the state Department of Safety & Health (DOSH). OSHA is the federal equivalent, overseeing workplace safety in many states. We are sharing this advice with you because the "...guidance is advisory in nature and informational in content. It is not a standard or a regulation, and it neither creates new legal obligations nor alters existing obligations..."

Impacts of COVID-19 and basic steps to protect and support employees

OSHA foresees three main types of impact to workplaces, many of which are already being seen in our state:

1. Absenteeism, due to current or suspected illness, or the need to care for family members
2. Changes in patterns of commerce, such as reduced spending or shopping at off hours
3. Interrupted supply/delivery, as shipments from areas with COVID-19 outbreaks are impacted

Next OSHA suggests a series of workplace plans and policies. Again, with Washington ahead of most of the nation, many workplaces here have already adopted some or all of these:

- Develop an Infectious Disease Preparedness and Response Plan
- Prepare to Implement Basic Infection Prevention Measures
- Develop... Prompt Identification and Isolation of Sick People
- Communicate (to employees) about Workplace Flexibilities and Protections

Workplace Controls to Reduce COVID-19 Exposure

Next, OSHA introduces a series of controls that can be used to reduce exposure to COVID-19, understanding that elimination of risk may not be possible. This pamphlet lists four key areas of Workplace Control:

ENGINEERING CONTROLS

These are physical solutions such as air filters, higher ventilation rates, or plastic barriers. Drive through or walk-up windows for service—instead of allowing customers inside the workplace—also fall into this category. OSHA states that engineering controls can be very

effective because they don't rely on worker behaviour.

ADMINISTRATIVE CONTROLS

Again, many of you are probably practicing the first administrative control—encouraging sick employees to stay at home. But what about establishing alternating workdays or creating shifts, so that less employees are on-site at the same time? Administrative controls such as these require employees or the employer to take action or change their behaviour or policies.

SAFE WORK PRACTICES

When it comes to COVID-19, safe work practices are all about personal hygiene. OSHA mentions tissues, hand washing, sanitizers and disinfectants, plus disposable and no-touch items, as key items needed to promote hygiene at this time.

PERSONAL PROTECTIVE EQUIPMENT (PPE)

PPE is listed last and OSHA states that "engineering and administrative controls are considered more effective in minimizing exposure to (COVID-19)." Of course, if PPE is used, it must be fitted and refitted for each worker, used consistently, and then properly cleaned or disposed of. In short, PPE has many additional considerations that don't apply to the controls listed above.

How much risk do your workers have to COVID-19?

OSHA gives four levels of risk for COVID-19 exposure: Very high, High, Medium, and Lower. Most workers outside healthcare settings are in the lower or medium



categories.

Lower risk employees can benefit from basic engineering and administrative controls, but do not need additional PPE specifically for COVID-19.

Medium risk employees can benefit from enhanced administrative controls, such as "drive-through windows, phone-based communication, (and) telework." PPE may be required.

The brochure also contains detailed guidance for High and Very High-risk settings.

You can find the brochure, which is Publication 3990, plus other employer resources related to COVID-19 at <https://www.osha.gov/SLTC/covid-19/>.



ADVERTISE YOUR BNCW MEMBERSHIP WITH PRIDE!

The BNCW logo is synonymous with an organization that promotes high standards and professionalism among its membership throughout North Central Washington.

Our Association is a trusted source for industry professionals in the communities we serve.

As a member of Building North Central Washington, you are encouraged to display the Proud Member logo in all of your marketing efforts: business cards; stationery; media adver-

tisements; online and website marketing; telephone directory advertisements and etc.

In addition to stickers for your vehicles and office windows, we have camera-ready art available to you by simply calling the BNCW office at 509-293-5840, or logging into the members-only area of the BNCW website at www.BuildingNCW.org.

Let's demonstrate our unity and pride in being a part of this premier organization!

Building! MEMBER MESSENGER

North Central Washington "Driven to Promote and Protect Small Business"

APRIL 2020 ASSOCIATION NEWSLETTER

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Attention BNCW members!

Building North Central Washington is looking for your business cards! We have a card holder in our office and as you can see from the picture to the left we need your cards! It was full at one time, but visitors have taken your cards and we need to refill the holder. This is one way to help promote you as one of our valued BNCW members! When you're in town, swing by the office and drop off a few cards for our board. We would love to catch up on what's been going on!

New Planning Directors in Chelan, Douglas and Okanogan Counties

The big news in the local land-use planning world is the appointment of new leadership in Chelan County Community Development and Douglas Transportation

and Land Services. Douglas County has hired Mark Botello. His official title will be Planning and Economic Development Director and will be the design-

ated Building Official for the County as well. Mark has significant experience in the local area. He worked at one time for the Chelan County Community

Development Department and then was the lead official at the City of Cashmere for several years. Since leaving Cashmere he has worked for Louws Truss Manufacturing

and most recently has been the Planning Director for the City of Entiat. By all accounts, Mark is a pleasure to work with. It seems everyone that encounters him has nothing but good things to say. He will assume his new role on April 6.

Chelan County has just announced the hiring of Jim Brown as Community Development Director.

Dave Kuhl, the prior Director left the job a few weeks ago and Deanna Walter (the County Assessor) has been filling in admirably as the interim director.

Deanna is optimistic about having Mr. Brown on board. We understand his first day will be April 23.

Mr. Brown comes from a long career at Washington Department of Fish and Wildlife, most recently serving as the Director of the North Central Region.

As many readers know, the Chelan County Com-

munity Development Department has not had consistent leadership for many years, and given Deanna's leadership during this transition, we're hoping for some real stability with the appointment of Mr. Brown.

As this was about to go to press, word was received that Okanogan County has a new Planning Director as well. Her name is Stephanie "Pete" Palmer. She has had a long career with the Colville Confederated Tribes, but beyond that we don't know much about her. We'll try to get more information in next month's messenger.

BNCW, as always will be very engaged as these three directors take on their difficult jobs. These local community development departments are often lightning rods for all kinds of land-use issues, and we all look forward to working with them.

CONTINUED FROM PAGE 11

A Message from BNCW's CEO

ness, people not afraid to get in the fight when it's the right thing to do, people willing to give their time, energy and resources to help others succeed.

It's been an honor to have been a part of this organization, to work with and for such amazing people for the last 12 years, and there is no other group of people that I'd rather be a part of to face the challenges ahead of us!


Until this current event is over I'm available by email at Lee@BuildingNCW.org or by

phone 509-881-8213. Please feel free to contact me with any comments, questions, or suggestions. After we get through this stay at home order, stop by the office, it would be my pleasure to sit down, discuss where we go and how we get there. It's going to take all of us pulling together in the same direction, but I'd expect no less of the members of Building North Central Washington!

Take care, be safe, and God Bless!


Lee Pfluger
CEO Building North Central Washington

JAY INSLEE
Governor



STATE OF WASHINGTON
Office of the Governor

MEMORANDUM



TO: Interested Stakeholders

FROM: Governor Jay Inslee

DATE: March 25, 2020

SUBJECT: Construction Guidance – Stay Home, Stay Healthy Proclamation (20-25)


In general, commercial and residential construction is not authorized under the Proclamation because construction is not considered to be an essential activity.

However, an exception to the order allows for construction in the following limited circumstances:


- a) Construction related to essential activities as described in the order;
- b) To further a public purpose related to a public entity or governmental function or facility, including but not limited to publicly financed low-income housing; or
- c) To prevent spoliation and avoid damage or unsafe conditions, and address emergency repairs at both non-essential businesses and residential structures.

To that end, it is permissible for workers who are building, construction superintendents, tradesmen, or tradeswomen, or other trades including, but not limited to, plumbers, electricians, carpenters, laborers, sheet metal, iron workers, masonry, pipe trades, fabricators, heavy equipment and crane operators, finishers, exterminators, pesticide applicators, cleaning and janitorial staff for commercial and governmental properties, security staff, operating engineers, HVAC technicians, painting, moving and relocation services, forestry and arborists, and other service providers to provide services consistent with this guidance.

All construction activity must meet social distancing and appropriate health and worker protection measures before proceeding.



P.O. Box 40002 • Olympia, Washington 98504-0002 • (360) 902-4111 • www.governor.wa.gov





MEMBER MESSENGER

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DAN SUTTON
1ST DISTRICT

KYLE STEINBURG
2ND DISTRICT

MARC S. STRAUB
3RD DISTRICT

DOUGLAS COUNTY COMMISSIONERS

March 30, 2020

Governor Jay Inslee
Office of the Governor
PO Box 40002
Olympia, WA 98504-0002

Re: Moratorium of Construction via Stay Home, Stay Healthy Proclamation (20-25)

Dear Governor Inslee,

The Douglas County Board of Commissioners implores you to reconsider your recent moratorium on the construction of single-family residences within Washington State. The initial proclamations issued categorized construction development as an essential business. It is the position of the Douglas County Board of Commissioners that construction of single-family homes should remain an essential function during the Stay Home, Stay Healthy order.

Within the Wenatchee Valley there is a significant need for affordable housing. By issuing a moratorium on development of single-family residences, it will have the effect of further distancing the affordability gap within our community. There is no doubt these are unprecedented times for our State and Nation. The COVID-19 pandemic outbreak is forecasted to have a significant impact on our local, national, and global economy. By enacting restrictions on single-family residence development, this is perpetuating the economic divide, impacting revenue sources for our constituents and local government agencies.

The Board of Commissioners has received assurance from the development community of their ability to maintain safe social distancing practices whilst maintaining the continuity of construction services. Per the Department of Homeland Security's Cybersecurity and Infrastructure Security Agency (CISA) advisory memo provided on March 28, 2020 residential construction is a recognized essential critical infrastructure work function during the COVID-19 illness. We urge you to consider implementing an amendment to the Stay Home, Stay Healthy Proclamation to allow for the development of single-family homes.

Sincerely,

Douglas County Board of Commissioners


Dan Sutton, Chair Marc S. Straub, Vice Chair Kyle Steinburg, Member

203 RAINIER • POST OFFICE BOX 747 WATERVILLE, WA 98858-0747 • 509/745-8537 509/745-9045 FAX

BNCW EVENTS

BNCW's April Board of Directors Meeting (Tentative)

■ Wednesday, April 15, 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 April CPR & First Aid Training

Class is FULL!
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee

BNCW's May CPR & First Aid Training

■ 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.

Construction companies need clarification on if they are essential to avoid exacerbating the housing crisis

By TODD MYERS

The Governor during the 'Stay in Place' declaration, issued a list of essential businesses that are considered critical to minimizing the impact to public safety and continuity of state operations. Unfortunately, while construction companies are included in the list, it is under the section 'Other community-based government operations and essential functions' which implies they can only work on government projects. The risk of COVID-19 infection is low in the construction business as many of the job functions, including inspectors, operate either in isolation or within the social distancing guidelines already issued by the

government. Additionally, the construction industry has been diligent in working with employees to help them follow prevention guidelines issued by the CDC and is self-regulating with little government oversight.

The Puget Sound area is already struggling with affordable housing prices and a delay in bringing the badly needed inventory to the market will only exacerbate the situation. The industry position based on the list of designated essential services, is that it is exempt from the 'Stay in Place' requirement and can continue operations.

Supportive services, such as inspectors and permitting staff should also be exempt from the 'Stay in

Place' requirements not only for government construction projects, but all construction projects in Washington.

A declaration from the Governor's office is urgently needed to clarify the exemption for the construction in-

dustry and classification as an essential industry.

For businesses that want to clarify status, or to peti-

tion to be added to this list, @GovInslee's office says

they can email business@mil.wa.gov #COVID19



TRH McNamara to receive WSHA award

By Mike Maltais

BREWSTER – Three Rivers Hospital’s newest commissioner, Leslie McNamara, will be recognized at the Washington State Hospital Association (WSHA) Health Care Governance awards dinner in May for her participation last year in WSHA’s Health Care Governance Education program.



Leslie McNamara

McNamara completed the course to increase her understanding of hospital governance and board effectiveness by attending peer learning events and webinars on a variety of topics ranging from fiscal responsibility to cyber security and risk assessment.

She will be honored at the WSHA dinner from 5:30-7:30 p.m. May 13, at the Seattle Airport Marriott. The following evening WSHA will hold its 2020 Safety and Quality Leadership Summit.

“I think WSHA’s Governance Education program is valuable,” said McNamara. “Part of our responsibility as commissioners is to make informed, well-

considered decisions, and this program provided me with a greater understanding of hospital functions and the role of the board.”

WSHA launched the Health Care Governance Education program in 2019 to help increase the skills and expertise of those who govern Washington state health programs including members of boards of directors and public hospital districts’ elected commissioners.

“Fifty-nine individuals representing 29 hospitals and health systems across Washington state earned their WSHA Health Care governance certification,” said a TRH media release,

“and 105 individuals logged at least one credit hour in 2019.”

“Leslie jumped in with both feet as soon as she was appointed to the board in 2017, and we’re lucky to have such involved and passionate commissioners at Three Rivers Hospital,” said CEO Scott Graham.

“Governance training and education is something our board takes seriously as part of their role in guiding the direction of the hospital.”

WSHA Hospital Governing Boards Committee Chair Buffy Alegria said that health care leaders have a responsibility to become educated in the most effective ways to assist hospital and health care systems to meet the needs of patients and the community.

“Excellent governance is essential to excellent hospitals,” WSHA President and CEO Cassie Sauer said.

Three Rivers Hospital is a 25-bed critical access hospital serving the largest geographical public hospital district in Washington state, said TRH Business Develop Coordinator Jennifer Best.

Located at 507 Hospital Way in Brewster TRH offers around-the-clock ER and acute care services from family practice to specialty clinics. Three Rivers Family Medicine Clinic is located at 415 Hospital Way. **Editor’s Note:** At this time it is unknown if the May awards dinner will take place due to the coronavirus issue.



COURTESY PHOTO

Merriah Barnett, left, received her certificate of completion and became the newest mediator for the Wenatchee Valley Dispute Resolution Center. To her right is Jennifer Talbot, WVDRC executive director.

New mediator joins mediation team for Chelan and Douglas Counties

Wenatchee Valley Dispute Resolution Center (WVDRC) is pleased to announce that a newly certified mediator, **Merriah Barnett**, has joined the organization’s Mediation Team.

After completing the requisite training, practical experience, and an interview with WVDRC’s Certification Committee, the WVDRC Board recognized Barnett’s certification at its March meeting.

Barnett joins a team of mediators, who voluntarily offer their services to WVDRC clients in a variety of areas including divorce, property settlements, parenting plans and their revision, as well as disputes

between parents/teens, tenant/landlord, small claims, employee/employer, business/consumer, neighbor/neighbor, school, family, and property/business problem-solving.

WVDRC, a 501(c)(3) non-profit organization serving Chelan and Douglas counties, provides cost effective mediation, training, facilitation and other programs to assist people in reaching the peaceful resolution of their disputes. For further information or to inquire about mediation and other services please visit the WVDRC website at wvdr.org or call (509) 888-0957.



Serving the Northwest Since 1934

We are pleased to announce

Brad VanderVelde, CPA

has joined Homchick, Smith & Associates, P.L.L.C.

www.homchick.com 700 North Mission St., Wenatchee, WA 98801

Serving the Northwest Since 1934

We are pleased to announce

Brenda Avalos, Accountant

has joined Homchick, Smith & Associates, P.L.L.C.

www.homchick.com 700 North Mission St., Wenatchee, WA 98801

Serving the Northwest Since 1934

We are pleased to announce

Scott Petersen, CPA

has joined Homchick, Smith & Associates, P.L.L.C.

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COURTESY PHOTO

From left in truck is Joe Anderson, Bonnie and Rod Jacobs.

Anderson Landscaping purchases Riverview Landscaping

Submitted by Anderson Landscaping

Wenatchee-based Anderson Landscaping, a premier landscape construction and design company, has purchased the assets of Riverview Landscaping and the addition of former owners, Rod and Bonnie Jacobs, to the Anderson Landscaping team.

“This is part of a larger expansion that has been taking place over the past several years,” said owner Joe Anderson. “We’re thrilled to be bringing the experience and expertise of professionals like Rod and Bonnie Jacobs to the Anderson team. For our customers, it means they’ll have even more resources and creative possibilities at their

disposal.”

The Jacobs owned and operated Riverview Landscaping out of East Wenatchee for 29 years. They specialize in building turn-key residential landscapes and elegant block paver projects. Bonnie joins the Anderson Landscaping team as a residential project manager and Rod as a hardscape project manager.

“Rod and I specifically sought out Anderson Landscaping to help us make this change,” said Bonnie Jacobs. “We believe fully in their commitment to customers and the long-term investment owner Joe Anderson continues to make in his skilled workforce and never-ending quest for excellence in every project.”

The addition of the Jacobs and their fleet of equipment will allow Anderson Landscaping to expand its year-round groundskeeping services to include winter snow and sweeping services, as well as a range of new options for residential landscape construction projects.

Anderson Landscaping is a trusted industry leader in North Central Washington, bringing more than 50 years of experience landscape design, construction, groundskeeping and management to every project. Led by third generation landscape designer and builder, Joe Anderson, the company strives to bring unparalleled creativity, advanced techniques and meticulous attention to detail to every project. The company houses three separate divisions focusing on residential construction, commercial construction and groundskeeping services.

For more information, visit www.landscapebyanderson.com or contact Nena Howell at (509) 665-4916 or nena@landscapebyanderson.com.

Chelan hospital hires Sirois as CQO

CHELAN – Maria Sirois is the new Chief Quality Officer at Lake Chelan Community Hospital and Clinics and will help develop, implement, and monitor programs that enhance patient care, quality and compliance and will consult with hospital staff and medical staff to incorporate practices of high reliability into daily work.

Maria’s background includes management and line experience in Healthcare Quality Management, Clinical Research, Assistant Professor, and Public Health.

She has facilitated numerous projects that improved



Maria Sirois

patient experience, clinical outcomes and process efficiency and reliability. Maria shared that she is enthusiastic about helping differ-

ent areas define issues and develop solutions, as well as identify and spread best practices.

Maria has a Master’s degree in Business Administration from the University of New Orleans, New Orleans, Louisiana and a Master of Science in Biostatistics from Tulane University, School of Public Health, New Orleans, Louisiana.

She has attained the following certifications: Certified Professional in Healthcare Quality (CPHQ), Six Sigma Black Belt (SSBB) and Project Management Professional (PMP).



RUTHEDNA KEYS/NCW MEDIA

Marson and Marson, 105 S Bradley St, in Chelan, will close and employees and product transferred to the LCBS Chelan location.

Marson and Marson, Lake Chelan Building Supply merge

By Lake Chelan Mirror staff

MANSON/CHELAN – “One reason they bought in is, they like what we do.” Lake Chelan Building Supply (LCBS) owner Brett La Mar is confident in the merger announced March 2 with TAL Holdings LLC, dba Marson and Marson Lumber in Chelan, and that things will continue much the way they have.

TAL Holdings LLC, a 9-store chain of retail building material centers in Oregon and Washington, announced they have reached an agreement in principle to acquire Lake Chelan Building Supply (LCBS) in Manson and Chelan.

An all-employee meeting was held to announce the acquisition by TAL to the LCBS employees. After a transition period, Lake Chelan Building Supply will begin operations as part of the TAL family of companies on March 30.

Lake Chelan Building Supply was founded in 1979 by Edd and Sharon La Mar. The company is still family owned and operated by Brett La Mar, son of Edd and Sharon. Lake Chelan Building Supply was founded on the simple but important motto of “where customers become friends.” Today, Lake Chelan Building Supply is a full-service building material supplier in the greater Lake Chelan market. TAL and Lake Chelan Building Supply share the same basic

business principles – building honest, fair and ethical relationships with our customers. LCBS, like the TAL companies, operates full-service lumberyards, serving the professional builder as well as the retail customer.

“We are excited to join forces with Lake Chelan Building Supply,” said TAL CEO M. David Dittmer.

TAL currently operates a branch in the Chelan market under the Marson and Marson brand; but the Marson and Marson location in Chelan was not adequate to support the business potential in the market. TAL explored building a new facility, but the costs were prohibitive.

“The opportunity to join forces with Lake Chelan Building Supply presented itself and the rest is history,” said Dittmer.

Over the next few months, the Marson and Marson location will close with employees and product transferred to the LCBS Chelan location. At that time, TAL will continue to operate under the Lake Chelan Building Supply brand. La Mar said by July the move should be complete.

La Mar said, “Lake Chelan Building Supply is excited to join the TAL Holdings team. One of our biggest struggles over the years was to have the resources to meet our customer’s needs. Joining the TAL family will greatly help in that area.” LaMar

added “I am pleased that TAL has decided to honor the legacy of my parents and Lake Chelan Building Supply by continuing to operate under our company name.” La Mar will be joining the management group of the combined Marson and Marson and Lake Chelan locations. He expects to spend 4 to 5 years working locally in management, but eventually be less involved in the day-to-day operations by the time his kids graduate from college.

Dittmer stated that, “This acquisition is the right addition to our company. We have an opportunity to strengthen our market share in greater Lake Chelan with the addition of LCBS. We are anxious to expand our footprint in this growing market.” La Mar said, “The Marson’s team are at the Lake Chelan stores this week and are looking forward to a Contractor Night planned for late April at Lake Chelan Building Supply.”

“Lake Chelan Building Supply has a strong employee group. Their years of experience in our industry, coupled with the expertise of the Marson and Marson team in Chelan, make us the place to go for building solutions for both the consumer and the contractor,” stated Dittmer.

Editor’s Note: Due to the coronavirus outbreak, all timelines in this article may change depending on the current situation.

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COURTESY PHOTO

Architectural rendition of the bridge courtesy of SB Structures.

Chelan County awards \$19.3M contract for Cashmere Bridge

Submitted by Chelan County Public Works

A \$19.3 million contract was awarded to SB Structures of Seattle for the construction of the new West Cashmere Bridge.

The Chelan County Board of County Commissioners awarded the construction contract at its regular board meeting. The award comes at the recommendation of Chelan County Public Works, which will work with SB Structures, a veteran bridge builder, to formalize a contract.

“With a contractor on board, demolition of the

current bridge will get underway this spring,” said Eric Pierson, director/county engineer of Chelan County Public Works. “When opened late next year, the new bridge will be accessible to all traffic, from school buses and fire engines to freight and agriculture haulers. It will be an asset to the growing Cashmere community.”

Construction on the project, estimated to cost \$25.5 million overall, will take about 20 months to complete. The bridge is being paid for with a mix of federal, state, local and private dollars.

An open house for the project will be held March 24 at the Cashmere Riverside Center, 201 Riverside Drive. The drop-in event will be 4:30 to 6:30 p.m. Public Works will be on hand to answer any questions, especially from those neighbors and citizens who will be impacted by the construction.

Commonly called the Goodwin Road bridge, the old bridge will be removed

and demolished this spring and through the summer. Work this year also includes the construction of a temporary work trestle and the construction of the bridge’s substructure. The new bridge’s north approach will expand over Highway 97/2 and include a roundabout at Hay Canyon Road. The new bridge is anticipated to be open to the public in late 2021.

The 91-year-old bridge is being replaced after studies and inspections determined it is a fracture critical, functionally obsolete structure.

It has both height and weight restrictions, prohibiting freight trucks, school buses and some emergency response vehicles from using it. If it is not replaced, engineers estimate it will need to be severely restricted, or even closed, by 2022. Design of the new bridge started in 2016.

For updates on the project as it progresses, watch the project’s website: co.chelan.wa.us/public-works/pages/west-cashmere-bridge-replacement-crp-693.

Chelan PUD talk Coronavirus impacts on workers, service, customers

Submitted by Chelan PUD

Chelan County PUD commissioners spent considerable time talking about the implications of the coronavirus crisis for the District and directed staff to take the following actions:

- Prepare a resolution to postpone the adopted rate increase that was scheduled to go into effect on June 1 for action at the next board meeting on April 13
- Prepare to discuss on April 13 extending no shutoffs of utility service and waiving of late fees past April 27
- Consider whether the PUD can do more to support residential and small business customers who are being negatively impacted by the coronavirus crisis

“We need to do our part to help our community during a time of need, where we can under our authority,” said Commissioner Randy Smith.

• Board members also heard about the districtwide impacts that the coronavirus is having on the ability to accomplish its 2020 Performance Plan. Those include: (At 00:35 on the board meeting audio recording.)

- All the PUD employees who can be working remotely, far exceeding the system design and information technology adjustments have been made to allow productive engagement by staff working remotely
- Work practices have been changed to minimize the risk of work needing to be performed without adequate social distancing
- Provisions have been made to ensure reliable electric, internet, water and wastewater service along with meeting all environmental and regulatory requirements
- An increasing number of customer calls are being answered

Those actions mean construction projects

are slowed, some maintenance is being deferred and work is being restructured to allow for social distancing. For the roughly 50 percent of meters not read by drive-by mechanism, bills will be determined on an estimated basis until meter readers can safely get back in the field.

“We are seeking to meet our twin goals of protecting employee and public health while assuring reliable utility services will be maintained,” said General Manager Steve Wright. Added Wright, “Our District plan for work to be accomplished in 2020 has taken some pretty heavy body blows.”

In other business, commissioners: • Heard a report that has been in the works for months seeking to better understand how well the District’s program for low income customers serves the need. Commissioners noted the information will

SEE CHELAN PUD, PAGE 18

Chelan gets 11 new apartments



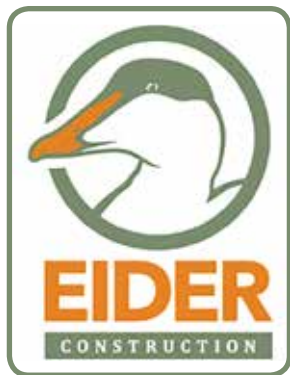
Story and photos by Gary Bégin

CHELAN – The housing shortage here is being alleviated to the tune of 11 new apartment units expected to come on line by mid-summer, according to Andy Miller, spokesman for Eider Construction of Orondo.

Chelan’s newest apartments, just across the street from the high school at the corner of Webster and Second streets, will feature 2 bedroom, 1 1/2 bath units. Miller stated his firm is expecting rents in the \$1,600 per month range.

“We are expecting, based on what we have been told, about \$1,600 for rent,” Miller said. “We are in the process of being financed by NCNB,” Miller said.

Eider construction is



planning to be done with the build “by mid-summer.”

For rental application information, call the Eider Construction office and they will give you the property manager contact information and let you know when they are ready to start accepting pre-completion applications and start a waiting list of potential renters.

The complex will be pet

friendly, as are other Eider properties.

According to Eider executive Chad Miller, “We figure we’ll just call the place the ‘430 2nd Street Apartments.’”

Chad said, “We will be allowing pre-approvals. That will be through CleAnn Goodell, owner/manager of Made in the Shade Investment Group.”

Goodell said renters wishing to get preapproved should contact her at 509-293-3402 (cell) or 509-293-5490 (office), email madeintheshadeinvestments@hotmail.com, Facebook: Made in the Shade Investment Group, LLC.

The renter’s criteria is at madeintheshade05.com. She urges prospective renters to go to the website and click

on the “renter’s criteria” tab for more information.

“I am a consultant for investment property owners,” Goodell said, emphasizing that she is not a “property manager” per se as that designation requires different legal qualifications per state real estate regulations.

“The security deposit is the same as a month’s rent and is refundable. Cleaning, damage, etc. will be deducted from the security deposit,” Goodell said.

“Pets are on a case by case basis and if approved would require a \$500 non-refundable pet deposit per pet,” she said.

Editor’s Note: The completion of the apartments may be delayed because of coronavirus supply chain and labor issues.



GARY BÉGIN/WBJ

Rite Aid no more

The Wenatchee Rite Aid store has closed and the pharmacy operations shifted to Albertson’s supermarket nearby at 1128 N. Miller Ave.

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Now is a Good Time to See a Professional Advisor

By Beth Stipe, Executive Director of the Community Foundation of North Central Washington

These are scary and uncertain times. We are being asked to keep a distance from our friends and fellow community members, we feel isolated at home, and we worry about the health and well-being of our friends and family.

We wonder how the economy is going to rebound from all of this, and when we will feel a sense of normalcy again.

It is understandable then, that many of our donors are asking themselves some tough questions: Do I have my affairs in order? Will my loved ones be cared for should something happen to me or my spouse? Are my financial assets allocated in a way that will minimize risk but perhaps take advantage of the bear market? How can I best support charitable causes at this time when I know my community needs it most?

If you find yourself asking these questions, you are not alone.

You are also fortunate to live in a community with

an abundance of trusted professionals who can help you navigate the complicated answers to these questions.

At the Community Foundation of NCW, we have the privilege of working with dozens of professional advisors who assist clients with estate planning, financial planning, and tax-smart strategies.

They see the value that charitable giving provides their clients – as well as the community – and we work with them to help their clients meet their charitable goals.

To help you find a Professional Advisor, we have compiled a list on our website at <https://cfncw.org/professionaladvisorlisting/>.

If you're like me, you've cancelled your travel plans and find yourself with more time on your hands to tackle some projects that have been easy to put on the back burner.

Now is a good time to sit down (or set up a virtual meeting) with a professional advisor.

Below is some guidance for setting up those meetings:

When is it time to see a Professional Advisor?

- If you are thinking about creating or updating your will
- If you are interested in the tax-benefits of charitable giving
- If you are planning retirement and want to learn more about creating income streams through a charitable trust

What type of Professional Advisor should I see?

• **Attorney:** Visit your attorney if you need to write or update your will, consider creating a trust, or find out how to create income streams during life while also leaving a legacy.

• **Accountant:** Visit your accountant to explore ways to meet your charitable goals while also making tax-smart decisions.

• **Financial Planner:** Visit your Financial Planner to figure out how best to achieve your giving goals within your overall financial picture.

The list of Professional Advisors on our websites includes a wide variety of attorneys, accountants and

financial advisors throughout North Central Washington. Remember, choosing a Professional Advisor is an important decision.

Take time to find the right fit and make sure to do your research and ask the right questions.

If you are not sure where to start, please call us here at the Community Foundation of NCW. We are happy to help you find the right path.

WENATCHEE BUSINESS JOURNAL'S PROFESSIONAL SERVICES DIRECTORY

HEALTH & WELLNESS

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ACCOUNTING SERVICES

CONTINUED FROM PAGE 17

Chelan PUD talk Coronavirus impacts on workers, service, customers

be very useful as they consider actions to aid customer-owners during the next months.

• Reviewed new criteria for the Public Power Benefit program called for in the 2020-2024 strategic plan, acknowledging that the District is in

good financial health. Using the new criteria, the board agreed to use a \$6-million-per-year input for financial forecasts through 2024 and recognized that Public Power Benefit dollars could be used to help address the difficult economic times being faced by cus-

tomers due to the coronavirus crisis, but only consistent with statutory authority.

• Continuing to move forward to pursue the opportunity for historically low financing costs despite the turmoil in the financial markets, commissioners authorized the sale of bonds for financing as long as net present value savings can be created for the District's customer-owners. Direction from the

board doesn't require the sale of bonds, but offers the ability to issue bonds if there is a window of opportunity. Beginning next week, local residents interested in purchasing bonds will be able to find information on the District website's Finances page about how they can submit orders through a local broker selling group.

Upcoming events:

• April 13 – Commission meeting, 10

a.m., PUD boardroom

• April 14 – Tri-Commission meeting, 1 a.m., Confluence Technology Center, 285 Technology Way, Wenatchee

• April 27, Commission meeting, 10 a.m., PUD boardroom

Editor's Note: The above meetings may not take place as scheduled depending on the pandemic situation. Contact Kimberlee Craig, (509) 661-4320 for more information.



After 10 years of shaking off every punch, the stock market was finally knocked down – and the longest bull market in history came to an end.

It wasn't the trade wars, or the Fed, or Brexit, or the Fiscal Cliff, or Greece, or any of the things that worried the financial world over the last decade. Instead, it was the Coronavirus.

We've never seen anything like it.



MARKET UPDATE
Brad Blackburn

Whether it was SARS, the swine flu, or Ebola, none of those caused the complete shutdown of major economies across the globe.

I don't want to ignore the human toll of all of this, but from the standpoint of investors, this is as scary of a situation that we've seen since the financial crisis.

For the next few weeks, or maybe longer, there will be no public events, a lot less travel, a lot less eating out

– a lot less of everything; it's a self-inflicted recession.

We've never done this economic experiment before: Will it cause a short-term economic hiccup? A mild recession? A major crisis? This is the question the stock market is wrestling with.

Looking at the bigger picture, should Microsoft, or Wal-Mart, or any of our major companies be worth 30% less than they were a month ago?

That seems like an overreaction by the stock market. On the other hand, the potential for bad outcomes has definitely gone up.

So, maybe the stock market isn't overreacting after all.

By its nature, the Coronavirus is a temporary event.

However, in the same way that falling real estate prices exposed the disfunction and fraud in the financial world back in 2008, this

shock could expose a bigger problem that we don't see right now.

Thankfully, our current problems weren't caused by any fundamental problem with the economy or stock market.

So, unless something else breaks under the pressure, we should recover.

At this point, a record number of people have jobs, which is the most important thing for an economy.

Over the coming weeks and months, new hiring will come to a screeching halt.

The key thing to watch will be layoffs. If lots of people begin to lose their jobs, this could turn into a longer-term problem.

However, this is one of the tightest job markets in history.

All the employers I know have been working diligently to find and keep good employees.

So, I expect the business world to do everything possible to avoid laying people off.

If that proves to be true, the economy should recover quickly.

After natural disasters, bad economic news is expected. So, any bad economic news in the coming weeks or months will likely be written off as the temporary result of the Coronavirus.

On the other hand, any good news will be celebrated as a wonderful surprise and a sign of a recovering economy.

In other words, the stock market will give the economy the benefit of the doubt for a while. So that will be something to look forward to – at least once the stock market stops falling.

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.

Thinking the unthinkable – and responding wisely

In 1994, I was in my first year as director of research for the U.S. Army's Strategic Studies Institute. Part of our mission was to consider how the Army might respond to various strategic threats.



GUEST OPINION
Dr. Earl H. Tilford

Fifteen very bright people, to include serving officers and civilians, most with doctorates in history, political science, and various technical fields, were encouraged to pose – and then address – difficult questions at the strategic level. I also traveled a lot. At the Atlanta Airport I purchased a copy of Richard Preston's *The Hot Zone*. Within a week we were working with Georgia Tech's Center for International Strategy, Technology, and Policy on a conference titled, "Strategic Impact of Global Microbial Threats." This was of acute interest because Atlanta was preparing to host the 1996 Summer Olympics near the Georgia Tech campus.

The central questions revolved around what kind of threats might arise and how would the United States respond. There were a lot of scenarios raised.

One involved Iraq unleashing a non-lethal biological attack on the U.S. fleet operating in the Persian Gulf and on American units stationed throughout the region. The virus or bacteria involved caused extreme gastrointestinal disfunction. With military personnel so incapacitated, Iraqi military forces would retake Kuwait to present the United States and regional allies with a "fait accompli." Or, alternatively, what if a foreign power unleashed a biological agent that destroyed wheats and other grains with cascading effects that included losing livestock and inducing starvation? What would an American "strategic response" entail? To be sure, there were many tools with which to respond, and not all included military force.

In our "worst case" scenario, a pandemic very similar to the current Covid-19 event spread rapidly across the United States. First responders were soon incapacitated, and hospitals overwhelmed with patients. At the height of the pandemic, a hostile power undertook a cyber offensive aimed at shutting down vast portions of the power grid to include all the major metropolitan areas. Fuel pumps quit working. Food could not reach markets. The checkout counters at supermarkets no longer worked, meaning electronic currency transfers stopped. The move from "cash only" to barter and then to looting moved rapidly. Police, unable to receive calls for help, also ran out of the fuel needed to respond.

Such dire scenarios have been around for a long time. The earliest ones are found in the book of Exodus when pandemic after pandemic hit Egypt to include a form of genocide focused on gender and age. The 1957 Nevil Shute novel, *On the Beach*, addressed a post-

apocalyptic world where the last vestiges of civilization in Australia awaited death after the proverbial nuke-fest among major powers. In Stephen King's 1978 novel, *The Stand*, the human race faces near extinction after a manufactured virus is inadvertently released.

We humans have been thinking the unthinkable since the time of Moses. Peter Benchley's 1974 novel, *Jaws*, almost wrecked the beach-going industry in the summer of 1975. Knee-deep wading was all the rage that year. Ironically, a make-believe super shark kept millions out of the water while very real microbial viruses failed to stop many party-bent collegiate spring breakers during the coronavirus outbreak.

What we need to think about right now is: what comes next? Absent a highly unlikely, but not entirely impossible, miraculous cure, the best way to approach this is exactly what we are doing: address the things we can as best we can.

Alabama football Coach Nick Saban calls this "The Process." At its heart is stoicism. The Apostle Paul was steeped in it. Leaders from Roman Emperor Marcus Aurelius to Prussia's Frederick the Great and President George Washington practiced forms of stoicism. It is a process that emphasizes preparation for things you can affect to achieve – effects needed in the immediate future rather than long-range outcomes. Basically, in Nick Saban's world of collegiate football, if 11 players do their individual jobs for the five to seven seconds each football play lasts, they determine the shape and form of the next play. If we breakdown the tasks we have to do for success in the immediate future without worrying too much about the final outcome, success builds on success. The comparison to stoic philosophy is most effectively done in Ryan Holiday's book, *The Obstacle is the Way*. Basically, this is growing by overcoming immediate challenges.

"Could have, would have, and should have" are not going to matter much if we fail to do what is necessary this week to survive to address next week's challenges. Doing the little things right is essential to achieving a better outcome. Keep faith and prayer, especially if, as James 2: 14-26 instructs, faith is coupled to working for the best.

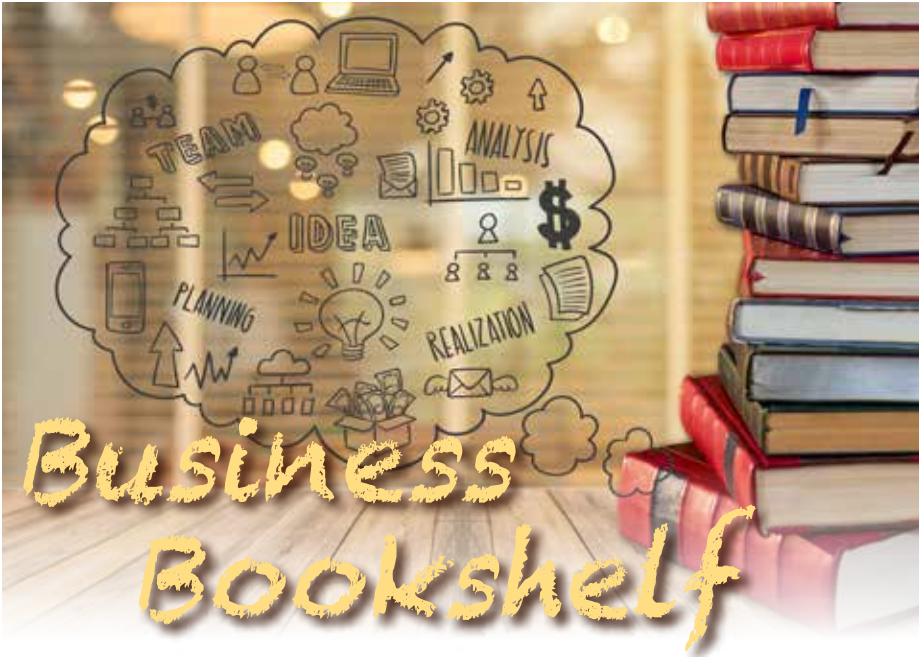
Dr. Earl Tilford is a military historian and fellow for the Middle East & terrorism with the Institute for Faith and Freedom at Grove City College. He currently lives in Tuscaloosa, Alabama. A retired Air Force intelligence officer, Dr. Tilford earned his PhD in American and European military history at George Washington University. From 1993 to 2001, he served as Director of Research at the U.S. Army's Strategic Studies Institute. In 2001, he left Government service for a professorship at Grove City College, where he taught courses in military history, national security, and international and domestic terrorism and counter-terrorism.

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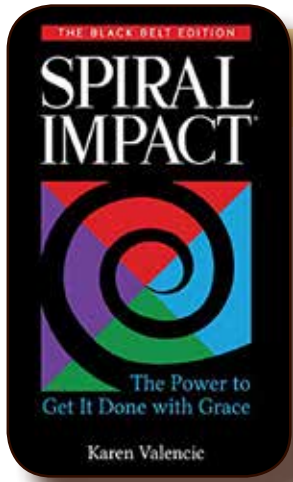


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Black belt expert in leveraging conflict offers secrets to mastering confrontation



By Karen Valencic

Get it Done with Grace, her groundbreaking book set was released in March in an all-new “Black Belt” edition. “When it’s properly understood and channeled, conflict is powerfully transformative, not only for solving problems in day-to-day life but also as a catalyst for innovation and learning in the workplace,” she explains.

We’ve all heard it. Many of us say it. Things like, “I don’t like conflict; I can’t stand confrontation.” Or, “We get along great; we never have any conflict.”

Both statements, author Karen Valencic says, are bookends to one of the biggest misunderstandings in the modern workplace:

Conflict is not to be feared, or denied, but embraced. As the world speeds up and our ability to adapt to change lags behind, mastering conflict becomes an essential skill for leaders and teams. Innovation, change, and conflict are inseparable.

Mastering conflict leads to superior innovations and smoother changes.

That’s the message of *Spiral Impact: The Power to*

“Unfortunately, because we’re taught to avoid or even squelch conflict – what passes for traditional ‘conflict management’ – few people possess the skills they need to harness its beneficial power.”

Consequently, the Spiral Impact method relayed in the book teaches people how to “move with” conflict rather than resisting it. Spiral Impact employs a wide array of flexible, adaptable techniques – drawing on the practices of martial arts and the principles of physics – to turn conflict from a problem into a solution.

Among the insights the Black Belt edition of *Spiral Impact* offers are:

- Three ways power is misconstrued; and the four surprising keys to claiming yours for leaders and teams.

- How ‘managing’ conflict may be counter-productive and what to do instead.

- Why comedy in the workplace is problematic and what to do about it.

- The number one most forgotten element in communication.

- What causes people to turn down an investment that has at least 100 percent ROI.

- Why the best innovations cannot exist without these two things most people don’t like.

- Fifteen minutes that may save you heartache, burnout, and lost opportunities.

“Think of what you and your team could achieve if you mastered conflict instead of avoiding, exploiting, or denying it,” Valencic explains.

“It’s about learning the difference between force and true power, so that you can master conflict and feel more freedom in your life.”

About the author

Karen Valencic leverages her diverse expertise in engineering, martial arts and communication to provide a distinct perspective on how we get things done, get along and cut the costs of conflict.

For 20 years, she has been known for her content rich, entertaining and interactive presentations.

As a black belt in Aikido, the Japanese art of reconciliation, Karen weaves examples from the martial art practice mat into her writing and speaking. Aikido is a martial art based on position rather than force.

Prior to establishing *Spiral Impact*, Karen utilized her degree in Mechanical Engineering as a project engineer in the automobile industry.



Karen Valencic

New contractors Chelan-Douglas February 2020

Name	Address	City
509 BUILDERS	1120 Cherry St.	Wenatchee
AKM CONSTRUCTION LLC	PO BOX 1871	Wenatchee
AMERICAN EXTERIOR SLTNS CORP	PO Box 209	Cashmere
BUTTE CONSTRUCTION, LLC	1613 1st St	Wenatchee
CHELAN'S FINISHING TOUCH LLC	PO BOX 617	Manson
CLEAN LINE FINISHES	PO Box 571	Monitor
CONVERSION GENERAL CONTRACTOR	9265 E. Leavenworth Rd	Leavenworth
CSC TILE & STONE INSTALLATION	PO Box 3104	Wenatchee
HOME RMDLNG J & SL TILE/CL LLC	110 ICICLE RD	Leavenworth
JL FINE HOMEBUILDERS LLC	PO Box 2150	Chelan
KOTSYUBA SEPTIC INST & EXCVTN	23095 US 97	Orondo
MADRIGAL CONSTRUCTION LLC	3 Holcomb DR	East Wenatchee
RIGHT MOVE LLC	523 Spokane St	Wenatchee
ROB'S TRUCKING & LNDSCPG LLC	PO BOX 536	Manson
SANCHEZ LANDSCAPING	PO BOX 658	Manson
SCOTT DINHAM	210 N Miller Street	Wenatchee
SILVERBACK PAINTING LLC	1919 Wellington PI	Wenatchee
STRONG WALL LANDSCAPE	1755 4TH ST SE	East Wenatchee
TRINITY CUSTOM CNSTRCTN LLC	217 S Chelan AVE	Wenatchee
THE TURN BROTHERS LLC	10 N Lyle Ave	East Wenatchee
TYEE TILE	1117 7th Street	Wenatchee
V & C PROFESSIONAL PNTG LLC	516 Palouse St	Wenatchee

March 2020

Name	Address	City
BCK CONSTRUCTION LLC	PO BOX 3122	Wenatchee
DAVILA'S CUSTOM FLOORING LLC	4038 Concord AVE	Malaga
DAVINCI PAINTING LLC	2055 Silver Lane	Wenatchee
DEL RIO CONSTRUCTION LLC	1102 1ST ST SE	East Wenatchee
JOHNSON HOME CONSTRUCTION	206 S Miller ST	Wenatchee
LEAVENWORTH CUSTOM CONST INC	PO BOX 931	Leavenworth
LUCKYDOG WOODWORKING LLC	PO BOX 593	Entiat
MORGAN ROOFING & REPAIR LLC	516 Methow ST	Wenatchee
MORNING SUN LNDSCPNG & TR SRVC	PO BOX 1891	Chelan
RANKIN PLUMBING LLC	400 Valley View Dr	Cashmere
SHEDZ INC	1040 Valley Mall Pkwy	East Wenatchee
WILDWOOD TRAILWORKS LLC	2949 Mission Ridge Road	Wenatchee
XTREME HEATING & COOLING	75 Corrigan RD	Cashmere



Wenatchee MSA (Chelan and Douglas Counties)

Labor Area Summary - January 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 January 2019 and January 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 adjusted average annual un-

employment rate stabilized at 4.5 percent in 2018 and 2019 – historically low rates for the Evergreen State. Between the Januarys of 2019 and 2020 the rate fell nine-tenths of a point, from 5.3 to 4.4 percent.

In the Wenatchee MSA, the average annual unemployment rate rose from 4.8 to 5.2 percent between 2018 and 2019. On a monthly basis, not seasonally adjusted rates crept upwards from December 2018 through November 2019. But in the past two months, rates have decreased. Between the Januarys of 2019 and 2020 the local unemployment rate fell six-tenths of a point, to 6.3 percent. This is the lowest reading for the month of January in the Wenatchee MSA since electronic records were implemented in 1990.

➤ 2018 (when the construction industry averaged 3,000 jobs) is not the sign of a weakening local construction industry. Perhaps a more accurate way to summarize this situation is to say that: “Estimates indicate that construction employment plateaued at 3,000 jobs across the Wenatchee MSA in 2018 and 2019”.

A glimpse at the number of closed sales Year-to-Date (YTD) in the first month of 2020 versus January 2019 in the Wenatchee Market (i.e., in Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island, WA) according to the January 2020 Real Estate Snapshot newsletter published by Pacific Appraisal Associates shows that the number of single-family homes or condominiums sold in the Wenatchee Market jumped from 50 closed sales in January 2019 to 81 closed sales in January 2020 (up by 31 sales and 62.0 percent). Conversely, active listings declined 19.4 percent between January 2019 (129 listings) and January 2020 (104 listings). Meanwhile, the median sales price of homes/condos sold in the Wenatchee Market edged upwards, from \$324,424 in January 2019 to \$325,000 in the first month of 2020, a marginal 0.2-percent upturn.

year, rising from 6,800 jobs in 2018 to 6,900 jobs in 2019 (up 1.7 percent). Washington's leisure and hospitality industry has been adding workers for 112 months (October 2010 through January 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. Frequently termed “covered” or “QCEW” data, this information provides a reliable data set for comparing employment and wage trends at the county level.

In September 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 2008 Chelan County's agricultural industry accounted for 21.5 percent of total covered employment. 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.

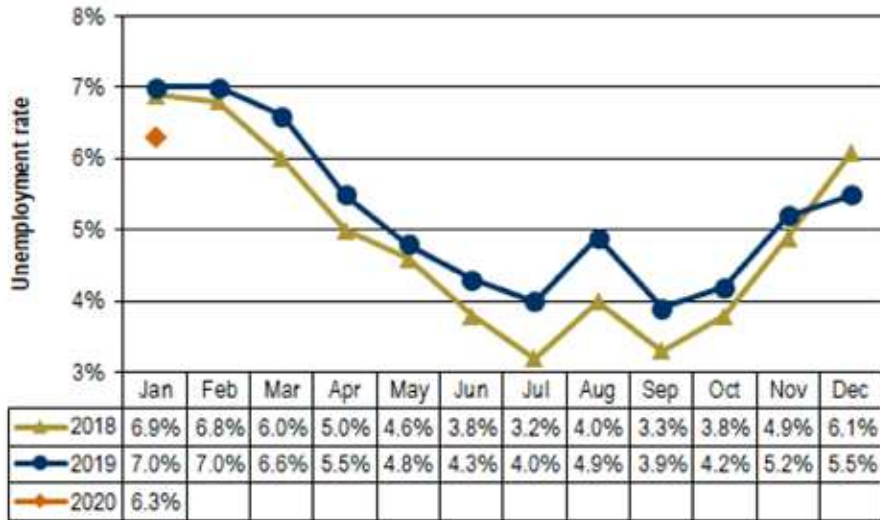
- ◆ Total covered wages (not adjusted for inflation) rose from \$1.236 billion (in 2008) to \$1.828 billion (in 2018) a \$592.4 million and 47.9 percent upturn with an annualized growth rate of 4.0 percent.

- ◆ The agricultural payroll (a subset of total covered wages) advanced from \$166.6 million in 2008 to \$292.6 million in 2018, a \$126.0 million and 75.6 percent uptrend with an annualized growth rate of 5.8 percent.

- ◆ In 2008 Chelan County's agricultural industry accounted for 13.5 percent of total covered wages and by 2018 agricultural wages tallied 16.0 percent of total covered payroll; meaning that the agricultural share of wages increased two and five-tenths percentage points (from 13.5 to 16.0 percent) during this ten-year period.

Unemployment rates, not seasonally adjusted Wenatchee MSA, January 2018 through December 2019

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 fell seven-tenths of a percentage point between the Januarys 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 January 2020, business and government organizations across Washington supplied 3,475,500 nonfarm jobs (not seasonally adjusted), compared to 3,396,100 jobs in January 2019, a 2.3 percent year over year employment increase. The state's economy has posted year over year nonfarm employment increases for the past 112 months (October 2010 through January 2020).

Preliminary estimates show that the Wenatchee MSA's nonfarm labor market provided only 100 new jobs in 2019, a modest

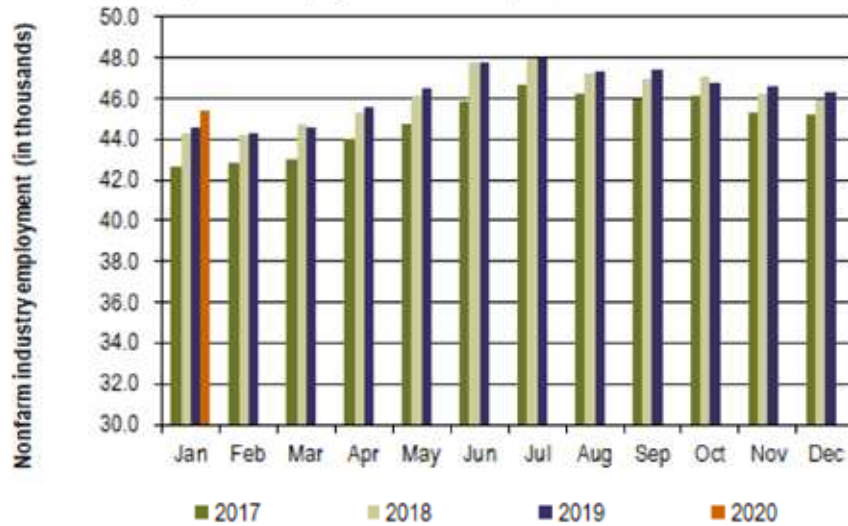
0.3-percent upturn – considerably less robust than the 2.8-percent growth rate in the MSA during 2018.

However, in January 2020, total nonfarm employment across this two-county area tallied 800 more jobs than in

January 2019 (see Figures 2 and 3), rising from 44,600 jobs to 45,400, a 1.8-percent upturn.

Nonfarm industry employment Wenatchee MSA, January 2017 through January 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 1.8 percent between the Januarys of 2019 and 2020.

Employment and unemployment

Estimates indicate that Washington's Civilian Labor Force (CLF) grew by 119,123 residents (a 3.1-percent upturn) from 2018 to 2019.

The state's labor force has expanded, year over year, for the past 72 months (February 2014 through January 2020).

In January 2020 Washington's CLF's tallied 3,847,064 in January 2019 equating to 116,859 more Washingtonians in the CLF (up 3.0 percent).

Preliminary estimates indicate that the Wenatchee MSA's CLF grew from 67,182 residents in 2018 to 68,823 in

2019, a 2.4 percent upturn.

Year over year, the Wenatchee MSA's Civilian Labor Force (CLF) expanded in 30 of the past 31 months (July 2017 through January 2020), contracting by a marginal 0.2 percent only between the July of 2018 and 2019.

Between the Januarys of 2019 and 2020 the CLF increased a modest 0.8 percent while the number of unemployed Chelan and Douglas residents dropped at a 9.4-percent pace. Hence, the MSA's unemployment rate fell from 7.0 percent in January 2019 to 6.3 percent in January 2020 – the lowest reading for the month of

January since the Employment Security Department (ESD) began compiling these data electronically in 1990.

Nonfarm industry employment

Between the Januarys of 2019 and 2020 total nonfarm employment in Chelan and Douglas counties rose 1.8 percent, from 44,600 to 45,400 jobs.

Washington's nonfarm market expanded by 2.3 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 January 2020.

Current estimates indicate that, rounded to the nearest 100, the local construction industry provided 2,700 jobs in the Wenatchee MSA in January 2020 versus 2,600 in January 2019, a 100-job and 3.8-percent upturn. Benchmarked employment data for 2019 reveal that the pace of construction job growth stalled in 2019 (0.0 percent) compared with 2018 (up 11.6 percent).

However, maintaining the relatively high number of construction jobs in 2019 versus calendar year ➤



Donald W. Meseck, Regional Labor Economist
Employment Security Department

Kittitas County WorkSource, 510 N. Pine Street, Ellensburg, WA 98926
Phone: (509) 607-3267; E-mail: dmeseck@esd.wa.gov
Website: <https://esd.wa.gov/labormarketinfo>

Employment Security Department WASHINGTON STATE

Okanogan County profile – February 2020

By Donald W. Meseck,
regional labor economist

Outlook

The National Bureau of Economic Research (NBER) announced that the national recession occurred from December 2007 through June 2009. The effects of this recession hit Okanogan County's economy heavily in 2009 and 2010, and less severely in 2011, 2012 and 2013 – totaling five consecutive years of losses in total nonfarm employment.

Between 2016 and 2017, Okanogan County's economy stumbled again, as total nonfarm employment fell 1.5 percent, and by 190 jobs to an average of 12,700 jobs. There were probably several causes of this downturn, but the most direct was the closure of Okanogan County's major manufacturing firm (Omak Forest Products) in early 2017, as mentioned earlier. It should

also be noted that calendar year 2017 was an even more dismal year for the local agricultural industry than for the manufacturing industry from a jobs perspective. An analysis of covered employment changes (obtained from Quarterly Census of Employment and Wage or QCEW data) between 2016 and 2017, shows that the local agricultural, forestry and fishing sector (NAICS 11) provided 5,346 jobs in 2017 versus 5,947 in 2016, a 601 job and 10.1 percent downturn. Hence, the local economy "hit a roadblock in 2017" and job losses in agriculture and manufacturing caused much of this slowdown.

Between 2017 and 2018, nonfarm employment in Okanogan County rose 0.9 percent (up 110 jobs) to an average of 12,810 jobs. Job gains in retail trade, state and local government edu-

cation, professional and business services, health services, and leisure and hospitality more than offset losses in manufacturing and construction. However, between 2017 and 2018, covered agricultural employment continued backsliding from 5,346 jobs to 4,932 jobs (down 414 jobs and 7.7 percent).

Official Labor Market and Economic Analysis (LMEA) ten-year industry employment projections for the North Central Workforce Development Area (Adams, Chelan, Douglas, Grant and Okanogan counties) are for an average annual nonfarm job growth rate of 1.3 percent in the ten-year period from 2017 through 2027.

This is a little less than the 1.5 percent projected growth rate for Washington state during the corresponding period.

Labor force and unemployment

Following six years of declines (2011 through 2016, inclusively) in Okanogan County's unemployment, the rate increased from 6.6 in 2016 to 6.8 percent in 2017. The main reason for this upturn in the unemployment rate in 2017 were huge job losses in the local agricultural sector coupled with the closure of the county's largest manufacturer, Omak Forest Products.

The rate then dipped to 6.4 percent in 2018 (down four-tenths of a point from the prior year) before rising to 7.1 percent in 2019. Preliminary data indicate that 2019 was not a good year for the Okanogan County economy. Total nonfarm employment countywide dropped from 12,810 in 2018 to 12,480 in 2019, a loss of 330 jobs and a 2.6 percent downturn.

On an average annual basis, several local industries across Okanogan County lost jobs in 2019; construction (down by 50 jobs and by 7.8 percent), retail trade (down by 110 jobs and by 5.8 percent), leisure and hospitality (down by 110 jobs and 7.9 percent), and state and local government (down by 40 jobs and 0.8 percent).

Job losses in these industries were certainly factors in the seven-tenths point rise in the county's unemployment rate between 2018 (6.4 percent) and 2019 (7.1 percent).

Another indication of economic struggles in Okanogan County in 2019 was that the local CLF contracted by 2.6 percent. Okanogan County was the only county in the five-county North Central Workforce Development Area (WDA) whose labor force shrank in 2019.

Recent monthly changes in the local labor force have also been less than encouraging. Specifically, the Okanogan County CLF has contracted for ten months (March through December 2019).

Between December 2018 and December 2019, the CLF shrank 1.0 percent from 19,523 residents to 19,334 (meaning there were 189 fewer residents in the labor force).

Fortunately, the number of unemployed fell by 0.9 percent from 1,607 in December 2018 to 1,593 in December 2019 (meaning that 14 fewer residents were out of work).

The result was Okanogan County's unemployment rate stabilized at 8.2 percent between December 2018 and December 2019.

Estimates indicate that Washington's CLF grew by 119,123 residents (a 3.1-percent upturn) from 2018 to 2019.

The state's labor force has expanded year over year for the past 71 months (February 2014 through December 2019). I

n December 2019, Washington's CLF tallied 3,972,769 residents versus 3,833,101 in December 2018, equating to 139,665 more Washingtonians in the CLF (up 3.6 percent).

Industry employment

The North American Industry Classification System (NAICS) is an industry classification system that assigns every business and government organization in America a six-digit NAICS code based primarily on the activities in which that business or government organization is engaged.

All business and government organizations are also more broadly categorized into one of 22 two-digit NAICS sectors.

Nineteen sectors are in private enterprise and three sectors are in government service – either at the federal, state or local level.

Covered employment and wage trends over the last ten years (from 2008 through 2018) were analyzed using the Employment Security Department's annual average Quarterly Census of Employment and Wages (QCEW) data for the 22 two-digit NAICS sectors in Okanogan County.

Following are some of the findings:

- ◆ In 2018, QCEW data showed that Okanogan County's labor market provided 17,432 jobs.

Nearly four-fifths, or 79.2 percent of all local jobs were in five two-digit NAICS industries or sectors

(agriculture, local government, retail trade, private health services, and accommodation and food services). Hence, the Okanogan County economy is not very diversified – like many other agriculturally based economies here in Central Washington (Adams, Chelan, Douglas, Grant and Yakima counties, etc.).

- ◆ Total covered employment fell from 17,698 in 2008 to 17,432 in 2018, a loss of 266 jobs and a 1.5 percent downturn, certainly not a good economic trend for the local economy.

- ◆ The number of agricultural jobs (a subset of total covered employment) decreased from 5,219 in 2008 to 4,932 in 2018, a 287 job and 5.5 percent downturn, ranking agriculture 22nd of 22 NAICS sectors in terms of the number of jobs added during this most recent ten-year period. In 2018, agricultural employment accounted for only 28.3 percent of total covered employment countywide.

Hence, the agricultural share of employment fell 1.2 percentage points (from 29.5 to 28.3 percent) in Okanogan County during these ten years.

This downtrend indicates the declining importance of the agricultural industry to the local economy during this period.

The number of agricultural jobs actually "peaked" in 2014 at 6,234 (34.0 percent of total covered employment) and declined in each of the next four years (from 2015 through 2018, inclusively).

The tree fruit industry, nationally and locally, has implemented many labor-saving techniques in recent years.

Whether or not this four-year downtrend in agricultural employment in Okanogan County is just an anomaly or indicates a structural downturn in agricultural industry employment remains to be seen.

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Starr Ranch Growers, Emoji create a fruity partnership

Starr Ranch Growers soon to manage Stadelman Fruit marketing, sales

Starr Ranch Growers is the new marketing and sales arm of Stadelman Fruit.

The partnership, effective May 1, adds more than 3 million boxes of apples, cherries and pears to Starr Ranch's portfolio of 21 million boxes of fruit overall.

Stadelman Fruit will continue to own the storage and packing facility, but will operate as a sister company to Starr Ranch and pack to Starr's specifications.

The partnership adds a Yakima-based cherry program to Starr's seven statewide facilities and extends the company's cherry season. Stadelman

has three packing lines and an organic line.

"This partnership adds to our scale and gives us the flexibility to pack any variety on any given day," said Brett Reasor, Starr Ranch CEO. "The market requires that ability and meeting the needs of our core customers drives all of our business decisions."

Stadelman is a family owned business with more than 120 years' experience, joining Starr Ranch which has been in business and

family owned since 1934.

Jeff Baldwin, president of Stadelman Fruit, said, "By aligning with Starr Ranch Growers we are well positioned to serve both our land and the needs of the market."

Throughout the history of our company we strived to be a top provider of the best quality product. This union will take us forward in our ability to implement our values and continue to deliver the best product to customers."



About Starr Ranch
Starr Ranch Growers is a family-owned business in Wenatchee, Wash., that manages more than 13,000 acres of orchards and packs in multiple locations.

HAMBURG, GERMANY – Starr Ranch Growers will be the first United States produce company to partner with the Emoji company on licensed apples, pears and cherries.

Beginning this summer, a deal brokered by Emoji and its North American licensing agent, Retail Monster, will include Emoji brand icons on packages of its top selling varieties such as Gala, Honeycrisp and Fuji in an "apple snaq" pouch bag.

"The powerful and expressive Emoji brand icons are known by everyone" said Brett Reasor, CEO of Starr Ranch. "They encourage real-time engagement and add a personal element to our marketing strategy. We are thrilled to use the official Emoji brand icons on packaging to speak to younger demographics and

foster two-way communication."

Krista Beckstead, marketing and brand specialist, said in addition to humanizing a brand, Emoji brand icons can boost engagement for social media marketers.

For example, Facebook posts that use icons receive 57 percent more likes and 33 percent more comments and shares than those

without them, and tweets with icons have a 25 percent higher engagement rate, Beckstead said.

Marco Hüsges, CEO and founder of Emoji, said, "We are happy to support Starr Ranch as they work to make healthy eating fun. This is a great partnership that will reach shoppers across the United States."

About Emoji - The Iconic Brand

The Emoji company is the owner of the registered Emoji trademark in more than 130 countries around the globe. Altogether, Emoji owns more than 1,000 trademarks and has created more than 20,000 icons protected under copyright laws and available for licensing and merchandising, promotions and marketing activities. Emoji works with over 700 renowned global partners including Sony Pictures Animation, Walmart, Fuji, Nestle, Tesco and Burger King and was ranked by the Licensing.biz Powerlist as the third most influential brand in 2017 behind Lego and Coca-Cola. For more information visit: emoji.com or contact: licensing@emoji-company.com.



Brewster Marketplace sells hardware, pharmacy

Story and photos by Mike Maltais

BREWSTER – The Brewster Marketplace Pharmacy and True Value Hardware at 811 U.S. Highway 97 will soon have new owners with the recent announcement that Ag Supply Ace Hardware is purchasing the hardware side and Omak Pharmacy is acquiring the pharmacy business.

While many details remain to be worked out, Katelynn English, spokeswoman for Ag Supply in Wenatchee said that customers can follow developments by logging onto the Ag Supply Ace Hardware Facebook site online.

Sources advise that while the pharmacy will lease its present space and remain in operation at its present location, firearms sales and Sweet Ts Unique Gifts will be discontinued. The owner of Omak Pharmacy was unavailable for comment at the time of this writing.

Brewster Marketplace co-owner Sabrina O'Connell said the hardware's firearms inventory was sold prior to the sale since Ag Supply will not include firearms among its line of products. O'Connell said Sweet Ts Unique Gifts is also closing though Ag Supply will continue to carry a selection of gift items.



Dear friends of the Numerica PAC,

The health and safety of our patrons, staff, volunteers and community is our top priority as we move forward during these uncertain times.

In adherence to today's emergency proclamation by Governor Jay Inslee, the Numerica Performing Arts Center will be closing its doors to the public and suspending all events until a date to be released.

The box office will also be closed during this time in an effort to protect our staff and volunteers. Tickets for all future events beyond the required shutdown, can still be purchased online 24/7 at numericapac.org

At this time, we do not plan to postpone any of our events beyond the mandatory timeframe, but we will keep you updated as we learn more.

We are optimistic that these efforts will dramatically help "flatten the curve" and we are happy to do our part if it benefits our community.

Here's how you can help the Numerica PAC:

If you are a ticket holder for any of our postponed (rescheduled) events, and can afford to do so, please consider supporting our theater by keeping your tickets and opting for Customer Credit rather than asking for a refund.

We are diligently working to reschedule these events and this effort will drastically improve our chances of being able to weather the storm during these unprecedented closures. Additionally, if you feel compelled to do so, the Numerica PAC will also gladly accept any donations on our website as our theater is about to be dark for the next couple weeks. numericapac.org

What about my Tickets?

Once again, if you can afford to do so, please consider the Customer Credit option which allows you to purchase tickets to any Numerica PAC show this season or next; and/or future performances of the postponed show.

However, if you would like a refund for any of the postponed/rescheduled events or have questions about your tickets, please contact Zach Missal in the Box Office – zachm@numericapac.org or by calling (509) 663-ARTS (509-663-2787).

We appreciate your grace and support during these challenging times. Please do not hesitate to reach out to me with any questions or concerns regarding these closures.

Sincerely,
Alex Haley
Interim Executive Director
Numerica Performing Arts Center 1-509-663-2787 EXT. 229

ENTERTAINMENT



Authentic Mexican seafood? Los Shinola's has it

Story and photos by Gary Bégin

EAST WENATCHEE – ¿Do you miss the way “su abuelita” (your grandmother) made her shrimp cocktail at the old beach hacienda on the Gulf of California?

Look no further than Gilberto Silva's Mariscos Los Shinola's, 390 Valley Mall Parkway here.

Hailing from the northwestern Mexican state of Sinaloa, which borders the Sea of Cortez, aka Gulf of California, Gilberto is proud to boast that his is the only

genuine Mexican seafood restaurant anywhere to be found in Northern California, Washington and Oregon.

His “American dream” eatery has been open about a year now and business has been robust, especially on weekends, when a live band is featured, playing traditional Mexican horns and guitars.

Edgar Ramos, owner of 1 Way Auto Sales in Wenatchee is a frequent diner at Los Shinola's. “I love coming here as much

as I can. The food es muy deliciosos!” Ramos, like many patrons, loves the shrimp cocktail.

Other specialities include a huge variety of botanas, tacos, burritos, carnes y pollos, fajitas and platillos, especially palate pleasing when served with your favorite Mexican beer.

Octopus, shrimp, scallop, oysters and fish are lovingly crafted by Gilberto into mouth watering works of art for your dining pleasure.

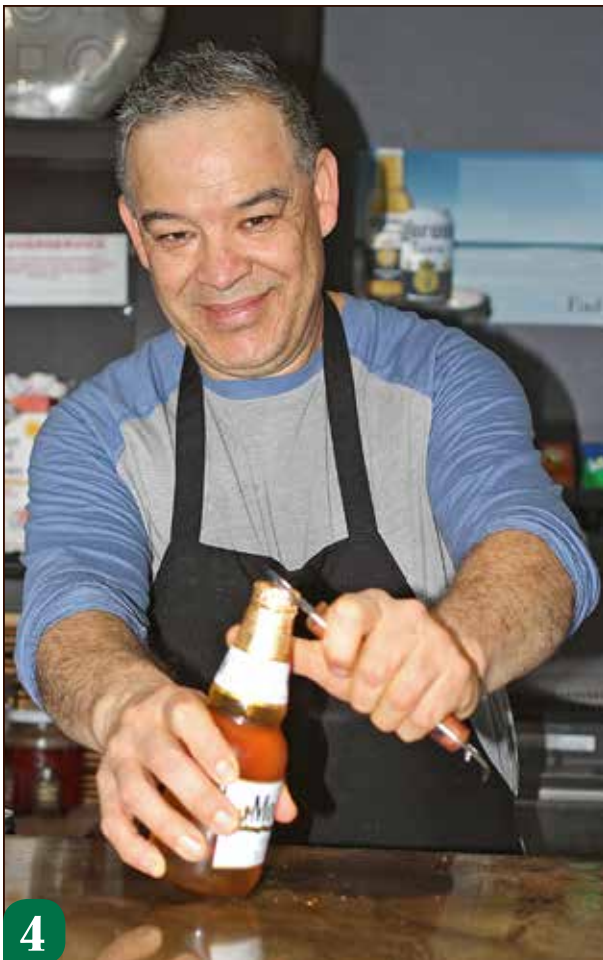
Los Shinola's also features 10 lunch entrees for

only \$10.25 each. The noon meal offerings include Pollo Diabla, quesadillas and burritos.

As one devoted patron said, “Molcajete camaron cocido curtido y pulpo con salsa roja riquisimooooo!!!!”

Los Shinola's is open Sundays - Thursdays 11 a.m. - 9 p.m., Fri-Sat, 11 a.m. - 11 p.m. Call 509-886-1000 for more information.

Editor's Note: Due to the coronavirus and Governor Inslee's decree on closing restaurants and bars, Los Shinola's is currently closed.



1. Authentic Mexican shrimp cocktail is one of the more popular palate pleasers.

2. The company sign portrays Gilberto and his sons David and Mateo.

3. Edgar Ramos, owner of 1 Way Auto Sales in Wenatchee is

a frequent diner at Los Shinola's.

4. Owner/manager Gilbert Silva opens a beer for a customer.

5. Horn Player: Live Mexican “horns” music every weekend night

6. Sinaloa - on Mexico map.

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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