

Not mothballs, but Moth Bombs! Drones unleash organic cures

Story and photo by
Gary Bégin

CHELAN – At the recent Horticultural Show/Seminar at the high school here, Natalie Rodriguez manned a peculiar-looking booth on behalf of M3 Consulting Group.

She was out of the Omak office, but the company itself is based in

Dayton, Ohio and specializes in SIT, aka Sterile Insect Technique.

The method of treating pests on farmlands and ranchlands has been used since the 1950s, but now it is airborne via drones dropping sterile Coddling Moths (Cydia pomonella) in selected areas.

These sterile insects mate with those in situ and cause the local

population to become extinct after just a few “unsuccessful” matings. The company motto is simple – “Suppressing the wild population, one mating at a time.”

Rodriguez is the area coordinator for M3 and was well-versed on the subject. She even referred those interested to a video on the

SEE **MOTH BOMBS**, PAGE 8

M3 Consulting Group Area Coordinator Natalie Rodriguez holds a drone that can be used to drop sterile Coddling Moths on orchards.



Grey Wail: Taking care of business

Grey Wail drummer Brad Hauck slams the skins during the band’s rehearsal last week, using luminous drum sticks that become magical swaths of art with each downbeat or bang of the symbols.

▶▶▶ See the article at Page 8.



PHOTO GARY BÉGIN/NCW MEDIA



Trim your busy day, call The Cut Truck

Story and photos by Gary Bégin

SOMEWHERE IN THE WENATCHEE VALLEY – R'shelle Therriault was born and raised in Wenatchee, graduating from Wenatchee High School in 2008. She enrolled in beauty school at The Academy of Hair design in 2006 and graduated with her cosmetology license in 2008.

“I spent the last 10 years in western Washington where I worked with and learned from many talented stylists and barbers, sharpening my skill set and learning which aspects of hair inspire me the most. I eventually decided to focus on cutting and discontinue providing color services. My mobile business is not conducive to the use of chemicals or the time those services require,” said R'shelle.

Her business was “born out of necessity and fantasy,” she stated.

“I wanted to go into business for myself, but was

not willing to raise my prices to the rate required to pay rent in a salon. So, when I saw someone cutting hair out of an airstream trailer in Texas I knew what I needed to do. I called my dad and asked, ‘Can we build it?’ and he said ‘Of course!’”

R'shelle spent the next year and a half of weekends in the driveway, troubleshooting and engineering how to fit everything I needed into 60 square feet. After 15 months, lots of sweat, some tears, and many sandwiches she had a finished product.

“In keeping The Cut Truck mobile, I have been able to keep my prices at a competitive rate. This is important to me because while I value my skill and education, I believe haircuts are not a luxury, but a necessity and everyone should be given the opportunity to look their best, she said.

The best part about my job is getting to connect with my clients. We live in a fast-paced world where it's so easy to go through a day without having a sig-

R'shelle Therriault poses in the doorway of her mobile hair salon.

SEE **THE CUT TRUCK** PAGE 10

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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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Smoking cigarettes and watching Captain Kangaroo*

The above title – Smoking cigarettes and watching Captain Kangaroo* – is exactly what the Millennial generation and other free-loaders expect to be doing if and when Bernie Sanders gets elected.

It portrays a life of freedom without any hassles, in other words, a false sense of a Shangra La that never existed.

Family is everything, but that includes tough love. That means what it sounds like. Tough doesn't have to be cruel, but it must be firm.

Even if it is difficult to explain at the time of enforcement, it must be carried through nonetheless. Take the case of the tourist in New York City who once asked a stranger on the subway how he could get to Carnegie Hall.



Gary Bégin
Managing Editor

The stranger answered practice, practice, practice.

So it seems that even the lowly John Doe, forced to take a subway to work every day, understood the need for self-discipline. Practice indeed. Without blood, sweat and tears little in life gets accomplished.

When things go wrong in life remember to look in the

mirror and come to your own epiphany. The person you are looking at is the responsible party for whatever you think is ailing you. I like to call it American Existentialism because it occurs in few, if any, other nations.

Only in America can lives be so drastically altered – for the better – by hard work, entrepreneurial endeavors and chutzpah, i.e., moxie, grit, determination. I once read a motivational truism that stuck with me for the last 40 years.

It had to do with intelligence, luck, natural abilities, etc. After going through a litany of positive qualities needed for success, the author finally reached this conclusion: Perseverance alone is omnipotent.

Try, then try again, then

try again, then – guess what, try again. Failure is a gift from God because it is a learning tool meant to teach the lesson of perseverance. It would be helpful if the individual who is attempting to do whatever the goal may be to do so with new methods or perhaps a new attitude, but the point is the same – keep working at it.

The idea of a work ethic is exactly why Bernie Sanders cannot become the most powerful man in a country that was discovered, grown and literally built on pure grit. He acts like a revolutionary... so we should believe that is what he is.

How about we, as Americans loyal to the idea of the American dream, put our collective noses to the grindstone and remember, if freedom were truly free and easily attainable, then it is a false freedom and needs to be

recognized as such. Bernie is the Pied Piper. Don't become just another rat following the path of cheese bits towards the cliff of Communism like the Democrat voters in Nevada's caucus just did.

As comfortable as you might be in your current personal circumstances, for most of us, it still needs a sense of purpose to remind oneself that you weren't born on third base, but hit a triple to get there.

Collective wealth and distribution of same didn't work in Russia, Cuba, Vietnam, North Korea, Eastern Europe or...Venezuela. It isn't going to work here.

* As The Statler Brother's song Flowers on the Wall (1969) says: "Smoking cigarettes and watching Captain ...Kan... Kangaroo, now don't tell me, I've nothing to do. Now don't tell me, I've nothing to do."



First bill to pass in Olympia is tax hike on business owners

By Franz Wiechers-Gregory

After weeks of doing little more than re-passing bills from last year's session, state lawmakers this week approved a sweeping new tax increase on business owners.

The House worked late through the evening on Thursday to debate some three-dozen amendments to SB 6492, a bill to replace a temporary tax on business owners with a permanent, general tax increase imposed on service businesses worth more than \$1 million annually.

The low dollar threshold on gross worth means that tens of thousands of

business owners across the state will pay the new tax, even in years when they lose money.

The amendments, proposed by mostly Republicans, would have exempted various business operators, especially health care providers, from the tax hike.

The intent was to help keep access to health care affordable.

Every one of the amendments was voted down, and the bill passed mostly along party lines with a 52-45 vote.

Opposition was bipartisan; all Republicans and five Democrats voted against it.

Olympia observers noted

that the Democrats voting against it are from swing districts around the Puget Sound area, including Rep. Mari Levitt (D-University Place), Rep. Jared Mead (D-Mill Creek), Rep. Dave Paul (D-Oak Harbor), Rep. Bill Ramos (D-Issaquah), and Rep. Sharon Shewmake (D-Bellingham).

The bill has passed the Senate and is on its way to the Governor's desk for his signature, making it the first measure to pass both houses this session.

The tax hike would raise the current 1.5% rate to 1.75%, a rate increase of about 15% and would add an additional 1.22% surcharge

on top of taxes paid by large computing companies.

If enacted, the law would take effect on April 1st of this year and would apply retroactively to January 1, 2020.

Keep up with the action in Olympia by visiting washingtontvotes.org and follow us on Facebook and Twitter #waleg.



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Photo submitted by Brian Zylstra

During Apple Day at the Capitol in Olympia Tuesday, Washington apple industry officials met with the 12th District legislators. From left: Jennifer Witherbee, executive director of Washington Apple Education Foundation; Rep. Keith Goehner; Rep. Mike Steele; Sen. Brad Hawkins; and Toni Lynn Adams, communications outreach coordinator for the Washington Apple Commission.

Dr. Kim Schrier visits Leavenworth Rotary

By Bill Forhan

Washington's 8th District Congresswoman Dr. Kim Schrier held a mini-Town Hall at Leavenworth Rotary Club's Friday meeting. Dr. Schrier is in her first term as a Democrat



Bill Forhan
Publisher

representative. Her primary campaign issue was protecting and expanding the Affordable Care Act.

She lives in Sammamish with her husband and son. She is the only woman Doctor in the House of Representatives.

Schrier began her discussion saying she did not want to be political in her presentation. She just wanted to talk about issues she is working on and then take questions.

Schrier started out talking about the ACA saying that as a doctor and woman with a pre-existing condition, she is a Type 1 diabetic, she was concerned about the efforts to repeal the ACA. She said she was concerned that a lot of talk show hosts and lawyers were probably not the best people to be making decisions about health care policy.

"There are 26 million people in this country with pre-existing conditions that could not get health insurance before the ACA and every big policy change we have made in this country there is a first step and then additional steps to improve on it" said Schrier. "ACA was a very good first step but it needs many tweaks to make it better. I was concerned about the efforts to just toss it out the window".

Schrier went on to say we essentially have one insurance provider here and that means

it's a monopoly. The ACA will compete with private insurance and bring costs down.

We have also initiated a bill which has already passed in the house giving Medicare the ability to negotiate the cost of prescription drugs.

"It is insane that the largest purchaser of medications in the world cannot negotiate prices yet must provide coverage for every prescription drug available," said Schrier. "That one change will save over a half a trillion dollars over ten years."

Schrier also said she has a vaccination bill that will address the issue of misinformation about vaccines and try to improve the vaccination rates.

Schrier said she is concerned about gun violence particularly among depressed teenagers. She is not sure why there seems to be a growing trend of depression among teenagers but we must begin to address the problem.

There is a bill on Mitch McConnell's (Senate Majority Leader) desk to expand background checks to insure troubled teenagers are identified before they get their hands on a gun.

Another thing Schrier ran on was a promise to root out corruption. She admitted that was an area she was having difficulty with but she and many of the new class of representatives have pledged not to take corporate PAC money.

She did not want her constituents wondering if she voted in support of a bill

because of donations from a corporate pack or because she thought the bill was in the best interest of the country.

In answer to a question about how do we get better cooperation between the parties on capitol hill Schrier said; "If you watch cable news all day you would assume that

there are just a bunch of jerks in Washington who cannot get along and that we are just mad all of the time. That's not true. There are a number of bipartisan bills on Mitch McConnell's desk waiting to be moved forward. And I am not naïve, having 2 Republicans in support of a bill is not bipartisan. I'll give you a great example, there is a bill on McConnell's desk called the Farm Workforce Modernization Act. It does

a number of great things to help with temporary farm labor for farmers all across the country. All of our Washington Representatives are in support of this bill."

In answer to a question on lobbyists Schrier said: Lobbyists don't know how to handle the new class of representatives that don't take money, but while we are concerned about the influence of money on policies, lobbyists are important. While we tend to cast them as bad, the reality is lobbyists often provide valuable insight to an issue. For example, if you have no lobbyists then organizations like The Alzheimer's Association doesn't have a voice in making important policy decisions.

In answer to a question about the insufficiency of provider reimbursements from

"ACA was a very good first step but it needs many tweaks to make it better."

Kim Schrier



FILE PHOTO

Congresswoman Kim Schrier

Medicaid Schrier said:

This is one of the problems in our crazy mixed-up medical care system. Medicare does not pay enough and Medicaid is even worse. It would be nice to have transparency in billing so everyone knew exactly what things actually cost. We also need to address why health care in this country is so expensive and yet we get worse outcomes. The question you raise about the increasing need without the increase in funding is one of the great issues.

The great problem is that politicians are often more worried about their next election than about the long term implications of their decisions.

Congresswoman Kim Schrier, M. D. can be reached through her Wenatchee office at 850-5340



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The Identified Patient and Leveraging Trust

By Heather Hill
Veterans Counseling
Services
of Central Washington

One of the challenges that many of the Veterans I support face is being the "Identified Patient".

When an individual is given a mental health diagnosis of Post-Traumatic Disorder, or any mental health diagnosis for that matter, it can feel as though that all challenges, conflicts, irritability, etc. are blamed on the individual with the mental health diagnosis.

No doubt there are times when a mental health diagnosis greatly impacts the dynamic of any relationship, however, does that mean that the individual with the diagnosis – the "identified patient" – is always at fault?

Absolutely not.

I have worked with numerous couples/families in which the challenges of overcoming the identified patient phenomenon has been a challenge.

It is easy for spouses and/or family to point to the identified patient as the source for all issues.

This is especially true should the spouse or family members have their own dysfunction diagnosed/identified or not.

This can be crazy making for the Veteran who feels like their point of view is

legitimate. It is defeating and can be confusing.

When all blame falls on the diagnosis, it can



Heather Hill

also cause the Veteran to start to second guess him/herself.

Reflection of one's point of view is always helpful, however, when the claims of the partner do not feel legitimate this second guessing can cause loss of confidence to stand up for what the Veteran feels is right or advocate for him/herself.

Can this be managed more effectively? Absolutely. Engaging in couples of family counseling can allow for an unbiased third party to support conflict resolution and is helpful.

Having a third party's support in navigating challenges is helpful for couples and families even without a diagnosis of PTSD.

Even though I would

love to wave a magic wand and have this happen with every couple and family,

I know that this is not a reality for a variety of reasons. So aside from this, perhaps consider the following.

Was my reaction proportionate to the stressor? One of the challenges Veterans face with PTSD is that the volume of their reactions is often turned up to max.

If a Veterans daughter spills fingernail polish all over the carpet, he or she may react in such a way (volume of speech, tone of speech, and physical posturing) that is intimidating and frightening.

Does the Veteran have cause to be upset? Yes. Was the reaction proportionate to the stressor? Most often – no.

Acknowledging the over-reaction when communicating with a child, spouse, or family is important to support investment of the others in what the Veteran is trying to communicate.

If this acknowledgement is not possible in the moment, even revisiting the situation when emotions have calmed is helpful and healthy.

This acknowledgement supports a decrease in the weight of the focus on the reaction and can support a shift to hearing what the Veteran is trying to communicate rather the focus



View From the Hill

being on the reaction.

Do I trust my partner or who I have conflict with?

Trust can be a tricky concept for Veterans who struggle with trust. This struggle is derived from the Veteran wanting to protect him/herself.

Trusting no one and only trusting self can lead to a false sense of security and lack of insight.

Reflect on these questions when attempting to assess trust. Has my partner ever done anything to manipulate me which has led to harm (emotional or physical)? Has my partner been consistent in his/her point of view? How has my partner attempted to communicate his/her concerns? Meaning do they only communicate their concerns deep in conflict when emotions can override logic, or has he/she attempted to communicate with me outside of conflict with emotions are not the driving force. Are my partner's reactions proportionate to the stressors he/she has faced? It is possible that the Veteran is not the only person with a mental health diagnosis in the relationship. If his/her partner should have PTSD as well, it is likely that his/her reactions are not always pro-

portionate as well.

This dynamic can quickly lead to drastic escalation of a simple conflict over taking out the trash to all out warfare. Please, if this is your dynamic, seek help.

After assessing trust, if the Veteran feels as though he/she can trust his/her partner, use this as a barometer to assess the legitimacy of the concern.

Am I being rationale? To be honest – this can be the most challenging for Veterans. Due to the fight or flight component of PTSD and the reflexive/impulsive emotional reaction that comes with adrenal burn out from the sustained stressors of combat, a Veteran's reaction is not always rational.

It is critical that the Veteran reflect on the conflict after emotions have subsided and examine the whole situation as well as truths that he/she knows to be fact without the influence of emotion. If the Veteran can determine he/she was not being rationale it is critical that he/she acknowledges this. If this does not occur, his/her partner will easily rationalize all of reactions of the Veteran as being "crazy" and not rationale, even

when they are not.

I know that all the above is much easier to write about than to implement.

Do not give up. I have supported several Veterans who feel defeated in their relationships because they have been designated as the identified patient and all blame falls on them. Or they are keenly aware that family members (often extended) treat them differently due to their combat experiences.

Supporting Veterans in identifying that they have a valid voice can be challenging after years of being told otherwise, but it is critical.

Also, family members going out of their way to change their natural behavior around the Veteran is not helpful. It is courteous to be mindful of things that can negatively impact the Veteran but allow him/her the choice to engage or participate.

Veterans are highly capable individuals, losing their autonomy in their relationships is not helpful.

If you are not a Veteran, please be mindful of not making your Veteran the Identified Patient.

The above can be helpful for you as well to support a trusting relationship with your Veteran.

David Puente, Jr. named Deputy Director, WDVA



Submitted by WDVA

OLYMPIA – Washington State Department of Veterans Affairs Director Lourdes E. "Alfie" Alvarado-Ramos welcomed David Puente to the WDVA team where he will oversee agency operations.

"We are delighted to bring David to our WDVA team. He brings extensive experience overseeing programs focused on public safety, customer service, employment, return to work programs, and human resources," said Alfie Alvarado-Ramos.

"Each of these areas overlaps with the vision and strategic priorities of WDVA and will serve our team, our residents, clients, and the Veterans' Community well."

"As I join WDVA I feel like I am returning to a call of duty when I joined the



U.S. Army many years ago. Since 1992, my work at L&I has had a strong connection with veterans, including recruiting, retaining, and honoring them for their service," said David Puente.

"I have a passion for serving the citizens of Washington and WDVA's mission of Serving Those Who Served resonates with me not only as a public servant but as a veteran. I am excited about this opportunity and look forward to working with the WDVA Team and Veterans' Community."

David began at the Department of Labor

and Industries in 1992, as a fraud investigator. He then joined the Division of Occupational Safety and Health (DOSH) and served as a safety and health specialist and industrial hygienist, conducting occupational safety and health workplace inspections in the field.

He continued to promote within L&I and served as the DOSH compliance manager for Region 5 (Central Washington), the DOSH statewide compliance manager, the DOSH deputy assistant director and the director of Human Resources.

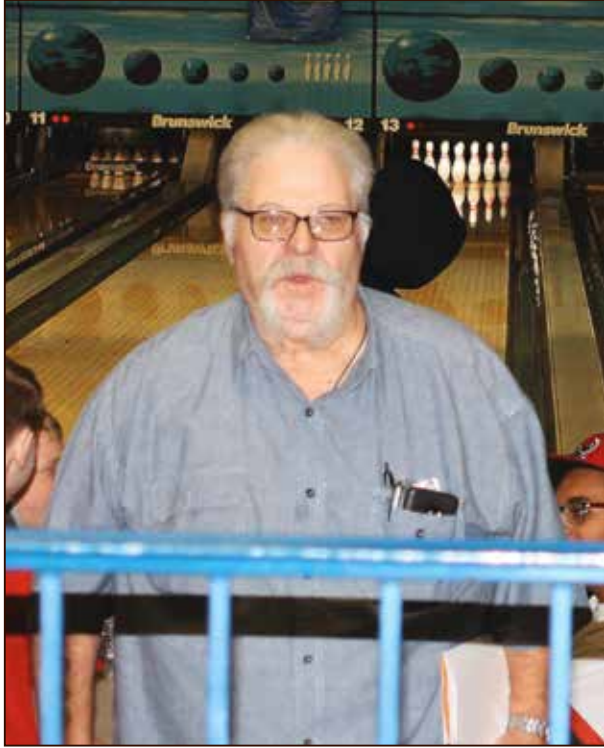
In 2018, David was appointed Assistant Director for the Field Services and Public Safety Division and was responsible for 19 Field Offices throughout Washington.

David has a Bachelor of Science degree in occupational safety and health from Central Washington University.



VETERAN-OWNED & OPERATED BUSINESS

Mark Harle: Man on a mission still serving our community



Mark enjoyed recent outings with foster kids at Eastmont Lanes in East Wenatchee.

Story and photos by Gary Bégin

Sometimes it is best to let people tell their own story and sometimes it helps to simply add a little garnish to the roast.

Former soldier Mark Harle is a case in point. Not only did he serve his country during the Cold War at the coldest place in the Cold War (Berlin), but he continues to serve his country and the Wenatchee community even to this day by giving back in gratitude.

“In 1954-1955 I was in the foster care system with my sister and little brother. We can remember that some of the places weren’t stellar.

In 1955 we were brought to Wenatchee and adopted

by Anton & Josepha Harle.

Life made a drastic change for the better and we could not have asked for better parents or a family life.

Because of this, I have always wanted to do something to help kids in the foster system.

Many of these kids need time to bond with other kids and find out they are not alone in this situation so I started the ‘Anton and Josepha Harle Memorial.’ Its purpose is to provide entertainment to kids in the foster care system.

So far I have been able to provide to different days for bowling at no cost to the foster parents. In the works are ice skating, a night at a Wild game, and a day at

Slidewaters in Chelan.

This is all possible by donations given to me by people who see this as a valuable program.

I have applied to the state and Federal government and have become a 501(c)(3) thus making all donations tax deductible.

I am working with CASA and the Childrens Home Society to spread the invitation to the children and their foster parents,” Harle said.

About his military career he said, “In 1967 I was drafted into the US Army. After initial training at Ft. Lewis I was sent to Berlin, Germany. There I was assigned to the U.S. Mission Berlin Security team.”

Harle spent the majority of his adult working life with Alcoa before he “retired” and starting doing security guard work and driving a school bus.

A motorcycle accident ended his physical work, but that didn’t stop him from volunteering and eventually finding other ways to help both veterans and foster children and their parents.

“About 12 years ago I became involved with three other guys and helped them start NCW Vets Serving Vets (The Bunker). These years have been very informative to me helping vets in our area.

In January 2019 I came on board helping Chelan County Veterans in the service office on Orondo.

I am now working with WDVA as a Vet Corp Navigator. In this capacity I am still helping vets in our area. One of my projects is ‘Vets Visiting Vets,’ he said.

“There are a lot of homebound veterans, both men and women, needing people to visit and care about them.

I try and hook up veterans who would like to receive visitors with vets who would like to visit. There are some very interesting stories out there that need to be told,” Harle said.

“If anybody would like to contact me on either project please feel free to do so. I’m very interested to find ways to help foster kids have some time to do

SEE MARK HARLE, PAGE 10



Pictured are the eight members of the Michael Knutson and wife foster family. They drove from Quincy to give the kids a night at a hockey game. (See related story on Huddle Insurance)

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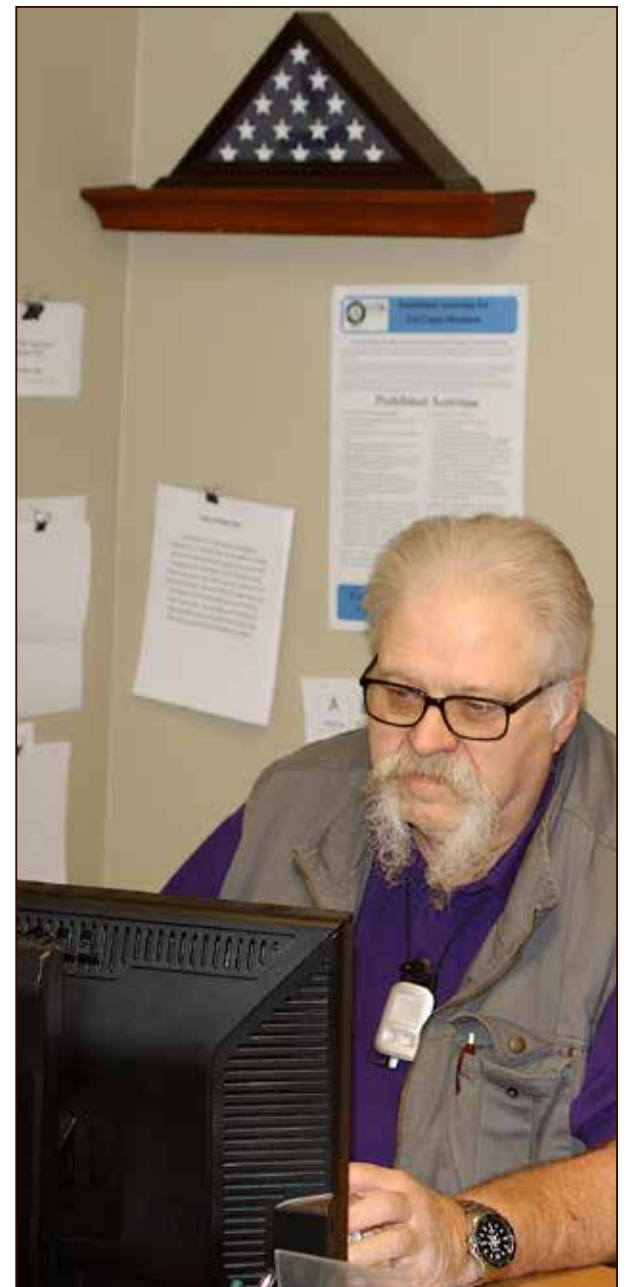
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Mark as he works in the Chelan Veterans Service Office.



4 Easy Tips to Boost Your Energy

(BPT) - Even if you try to keep to a healthy diet and work out regularly, chances are there are times of day when your energy fades, or entire days when you just don't feel like you're on the right track.

Between the constant demands on your time from work and family, it can be tough to stay energized all day long.

For expert advice on balanced nutrition to boost your energy levels, check out Kevin Curry's website, FitMenCook.com.

Curry demonstrates that it's possible to create meals and snacks to help you achieve your health and wellness goals without breaking the bank or even being a trained chef.

He recommends swapping out parts of dishes to

boost their nutrition - like egg whites instead of whole eggs, or brown rice or quinoa in place of white rice.

He strives to make veggies and proteins the star of the dish, while using ingredients that are both easy to find and simple to prepare. Here are some easy tips for ways to boost your energy and add more pep to your step, throughout your day.

1. Protein-up your breakfast

You probably know you shouldn't skip breakfast, and many of us have to eat it on the go, but there's more you can do - your energy level will thank you later if you add more protein to the first meal of the day.

For quick and easy ways

to amp up your protein, use Bob Evans Egg Whites, which are made from a single, clean ingredient: 100% liquid egg whites.

They offer a high-quality, protein-filled breakfast solution with five grams of protein in every serving.

Taking a few extra minutes in the morning to boost your protein intake can keep your whole day on track.

* Fix a quick omelet or scrambled eggs

* Add 1-2 servings of Bob Evans Egg Whites to your smoothie or protein shake

* Try this recipe for Strawberry Protein Pancakes, which your whole family can enjoy:

Strawberry Protein Pancakes

10 minutes prep time, serves 2

Ingredients

1 scoop vanilla protein powder

1/2 cup old fashioned oats

1/3 cup unsweetened applesauce

1/3 cup Bob Evans Egg Whites

2 tablespoons Greek yogurt

1 teaspoon vanilla extract

1/2 teaspoon baking powder

1/4 cup fresh or frozen strawberries, chopped

Instructions:

Blend everything except the strawberries together, until there are no remaining chunks. Set chopped strawberries aside.

Heat a nonstick pan to medium high (a large or pancake pan works best). Pour batter onto the pan in small circular shapes, then sprinkle chopped strawber-



ries on each pancake.

When the pancakes start to bubble, flip and cook the other side.

Top with more strawberries, low-sugar maple syrup, Greek yogurt or whatever calorie-conscious topping you like!

Source: BobEvansGrocery.com

2. Plan ahead

Pack protein-rich snacks to bring with you on the go, so you have healthy options handy to give you a quick pick-me-up throughout your day, especially when ➤➤

How to Update Home Lighting to be Easy on the Eyes

(StatePoint) If you ever experience eyestrain, tired itchy eyes, blurry vision or headaches, it may be time to give your home a lighting makeover.

Problems caused by bad lighting can be intensified by using it for longer, something most households should keep in mind, as 74 percent of Americans in a recent survey, commissioned by lighting manufacturer, Signify, say they spend eight hours or more a day under artificial light.

The World Health Organization predicts that 50 percent of people will be short sighted by 2050.

Unfortunately, there's a disconnect between people's concerns about eye health and the steps they are taking to support eye comfort at home.

While 80 percent of U.S. consumers in the same Signify survey say they believe good lighting is beneficial for eye health, a 2017 Signify study found only 21 percent take that

into account when purchasing light bulbs, and only 29 percent consider light quality.

For many consumers, the disconnect may stem from overwhelming choice when it comes to home lighting and from not having enough information to make an informed decision.

Luckily, manufacturers are taking steps to improve lighting quality and help guide consumers in their search for comfortable light that's easy on the eyes.

For example, Signify has defined specific lighting quality parameters, which take into account factors such as flicker, strobe, glare and dimming effects that can affect one's eye comfort. Consumers can look for an EyeComfort label on product packaging to identify the Philips LED light bulbs that meet the standards for quality lighting that's easy on the eyes.

To further protect your eyes and avoid discomfort, try the following:

- If you are in front of screens (computers, smart phones, televisions) for extended periods of time, close your eyes for 20 seconds or more, every 20 minutes, to allow them to relax.

- If outdoors, wear sunglasses with 100 percent UV protection to help protect your eyes from the sun. It's

helpful to keep a pair in your bag or car, so they are always nearby. Also consider spending a bit more time in natural light and less in artificial light.

- Exercise and strengthen your eyes by incorporating simple, yet effective eye yoga exercises into your daily routine for a few minutes daily.

- Schedule regular check-ups with an eye specialist,

who will be able to detect the first signs of any eye condition or disease.

While certain eye conditions are beyond one's control, why not do what's in your power to protect your family from eyestrain and related discomfort?

The simple DIY project of upgrading your home lighting can mean happier, healthier eyes and better quality of life.



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▶▶ you feel your energy is fading. Small snacks throughout the day won't make you feel sleepy the way a large meal can.

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- * Low-fat cheese
- * Meat sticks
- * Greek yogurt without added sugar

3. Stay hydrated

Often energy levels can drop when you're dehydrated. Be proactive to keep yourself ready for anything.

* Bring along a reusable water bottle to sip throughout the day.

* Pack a protein smoothie or shake - don't forget the Bob Evans Egg Whites - for lunch to prevent the dreaded afternoon slump.

4. Keep active

Even when you've worked out in the morning, but especially on those days you miss the gym, find ways to add more activity throughout the day.

* When you're at a desk all day, take breaks to walk outside or around your office.

* Find somewhere to do a little stretching, squats and lunges to activate your muscles.

* At home, find projects around the house that keep you moving.

* Get down on the floor or out in the yard to play with the kids or pets.

Following these tips will help you be at your best, all day long.

For more recipes to power your day, visit BobEvansEggWhites.com.

Tips for Relieving Joint Pain

(StatePoint) The health benefits of regular exercise are undeniable, and the U.S. Department of Health and Human Services recommends 30 minutes of exercise at least five times per week.

However, high-impact exercises like running and weight training can lead to joint pain, especially if you have a joint condition.

The good news is that smart exercises with low impact can alleviate joint pain and deliver the same health benefits. Here are a few tips to consider:

Keep Moving

Trying to protect your joints by not moving actually does more harm than good.

Regular exercise can actually help joint pain and ease symptoms of chronic joint conditions, according to the Centers for Disease Control and Prevention.

Just be sure to talk to your doctor about your exercise plan before you get started.

Go Low Impact

You don't need to put tremendous weight on your

joints or jump up and down in order to break a sweat or elevate your heart rate.

When you're already in pain, this type of exercise can actually make things worse. Instead, opt for high-quality, low-impact workouts.

There are now exercise machines available for home use that provide the same quality low-impact workout you'd get in physical therapy.

Consider the Teeter FreeStep Recumbent Cross Trainer, a seated exercise machine that takes the weight off the joints while torching calories.

Unlike other recumbent machines which can be bad

for the knees, the FreeStep mimics a natural stepping motion that prevents knees from traveling over the toes, as well as stabilizes the back and hips. And you don't have to sacrifice workout quality - in fact, research shows that FreeStep users burn 17.4 percent more calories than when using a recumbent bike at the same level of effort.

Beyond calorie burn, it also offers full-body resistance training, which is especially important, as weak muscles can be a root cause of pain.

Hydrate

It may seem obvious, but ensuring that you drink the recommended daily intake

of water is vital to reducing pain in your joints.

Proper hydration helps your body eliminate wastes and toxins that can lead to painful joint conditions.

Plus, it helps to keep the joints lubricated and flexible, reducing friction and inflammation and helping to maintain healthy tissue.

Stretch Daily

Stretching increases flexibility and range of motion, improves movement and function, reduces pain and stiffness and prevents further injury.

Just remember to move slowly and keep it gentle.

At the very least, spend a good five to 10 minutes in the morning stretching your hamstrings, quadriceps, calf muscles and hip flexors.

With the right exercises and maintenance program, you can improve your health and get a stronger body, without pain.

For a free photo guide to "5 Daily Stretches to Relieve Knee & Joint Pain," visit teeter.com/freestep-guide.



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Grey Wail: Taking care of business

Story and photos by
Gary Bégin

These boys in the band are taking care of business when they're not rockin' 'n' rollin' on Thursday nights.

That's when the trio gets together and becomes Grey Wail. Two members of the three-legged stool are business self-employed owners,

Robert Gilling owns and operates Sparkle Janitorial Service, a licensed and bonded company.

Brad Hauck operates his barbering/stylist business out of Reflections Hair Salon on Miller Street, both in Wenatchee.

"We love playing Neil

Young, Kinks and other bands from the '60s and '70s, said band leader Gilling. "In fact, when I was in the security business, I met Neil Young in Los Angeles in the parking lot of the L.A. Coliseum. He pulled up in a Mercedes and was coming in to the venue to do a soundcheck," he said.

"My jaw dropped when I saw who it was. I asked for his autograph. I was already inspired by Young's music long before I met him, to start playing guitar on a serious level."

Drummer Hauck is the second leg of the stool. He loves putting on a show with

his "glowing, light colored drumsticks" (see photos). Hauck is a bit of a showman, despite being relegated to "the back section" with his drum kit, he loves keeping time or going solo to the original beat of "that old time rock 'n' roll."

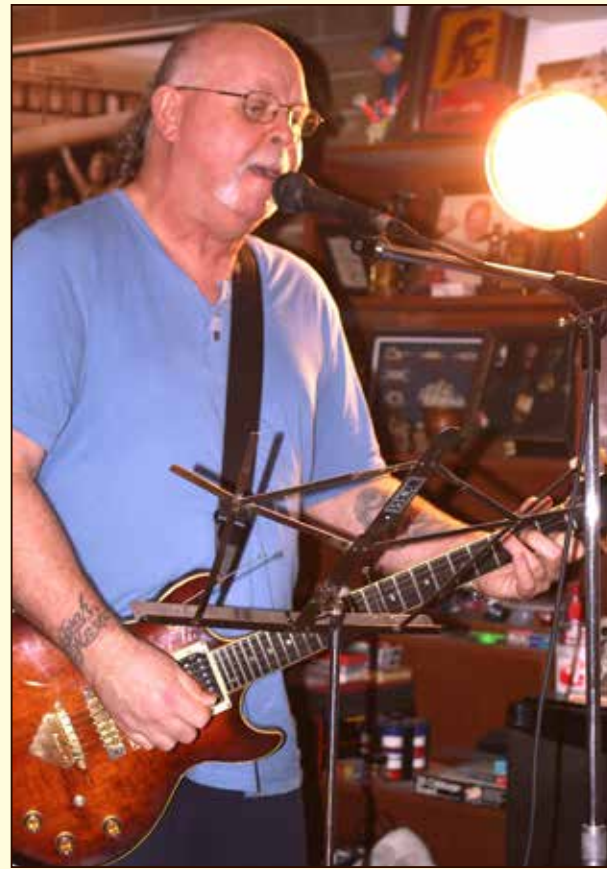
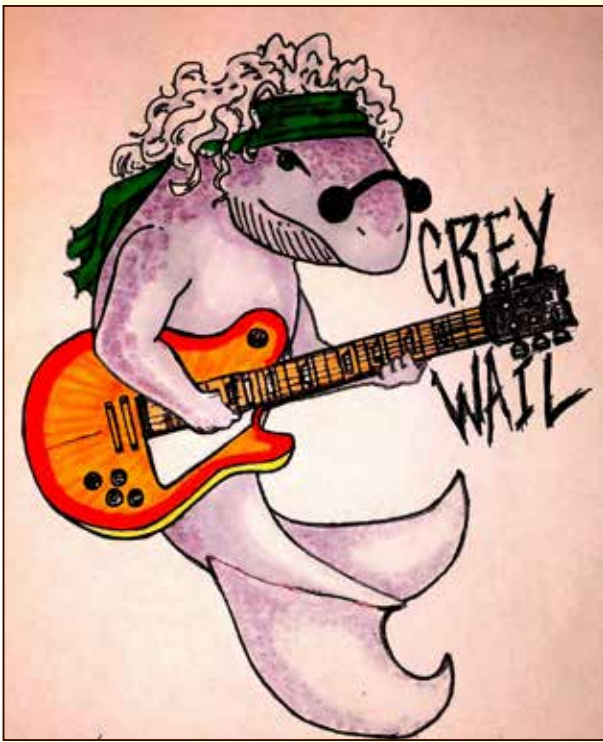
The third member of the band, bass player Don Morehouse, is not a business owner, but works for a state agency closely allied with the business world (DOT).

Morehouse is a huge fan of the Butterfield Blues

Band (Paul Butterfield c. 1970s) and the entire Grey Wail loves playing electric blues and ballads from Crosby, Stills, Nash and Young standards.

The trio are currently looking for a singer who is proficient at rock 'n' roll classics - or a vocalist willing to give it a try.

If interested, send Robert an email: robert@sparklejs2016.com. In the meantime, Grey Wail will continue rockin' 'n' rollin' every Thursday night.



CONTINUED FROM PAGE 1

Not mothballs, but Moth Bombs! Drones unleash organic cures

company's website.

According to the company marketing brochure, "M3 Consulting Group is committed to safeguarding apple production through the use of SIT. We have worked with a wide variety of insect suppression and eradication programs, both domestically and internationally."

M3 pioneered the release of sterile insects

via unmanned aircraft in cooperation with the U.S. Department of Agriculture "and we look forward to further growth of the program during the 2020 growing season."

These "evil" critters were first introduced into the United States from Europe accidentally and now cause an estimated \$557 million in damage to Washington's apple and

pear industries.

SIT got its start when the

"Suppressing the wild population, one mating at a time."

cattle industry needed an answer to the Screw-worm

fly, a flesh eating parasite that impacted that industry. Using SIT and other pest control methods, the screw-worm was successfully eliminated from the U.S. and many other countries and regions.

The moths are propagated in mass amounts just north of us in British Columbia's "Canadian Okanagan."

"With more than 25

years of experience in Codling Moth SIT and a 94 percent reduction in wild Codling moth population in the Canadian Okanagan, it is this program that M3 models its program after.

The moth SIT application has also resulted in a 96 percent reduction in pesticides used against those orchards."

M3's drone technique, according to company officials, is handled like this, "We release 800 sterile moths per acre once a week for 20 weeks through-

out the growing season."

The expected start of the 2020 eradication campaign is around May 1.

In 2019 M3 released 21,974,400 sterile moths via 1,180 individual drone flights that took 136 hours of total flight time covering 1,250 acres in Washington and 100 acres in Michigan.

For more information contact Natalie Rodriguez by email: natalie.rodriguez@m3cg.us or call her: 509-429-0092. Go to: m3cg.us for company website information.



Tootsie Rolls, pizza and bagels: Is this anyway to run a ‘sweat shop’?

Story and photos by Gary Bégin

According to its website, “Planet Fitness is a chain of fitness centers targeted at new or occasional exercisers. Labeling itself a “judgment free zone”, the gym has rules to discourage hardcore body builders from frequenting its establishments in order to make casual exercisers feel more comfortable and less intimidated by serious exercisers.

The low gym fees also contribute to attracting a less serious crowd as exercisers who are unsure of their commitment level are more likely to enroll at a gym if the cost does not set them back too much.”

Soon Wenatchee will be getting its share of the Tootsie Rolls, pizza and bagels the franchise uses to entice its clientele to keep coming back.

The former supermarket location in the Olds Station - Gateway Cinema/Big Lots plaza is being transformed into a major brand name, but not “on the cheap.”

Planet Fitness’s franchise fee is \$10,000 for a 10-year renewable agreement, though the total investment ranges from \$700,000 to \$3.8 million. Franchisees must also pay a 5 percent ongoing royalty fee on all sales. To open a gym, a franchisee must have \$3 million with \$1.5 million in liquid assets.

According to its website, Planet Fitness reaches out to its customers by having a Pizza Night on the first



Monday of each month, a Bagel Morning on the second Tuesday, with complimentary Tootsie Rolls available constantly. More than one million Tootsie Rolls are given out each month.

Planet Fitness is a main sponsor of The Biggest Loser television program, meaning that the gym gets a lot of national exposure and appeals to a customer base of out of shape people looking to reclaim their lives.

Planet Fitness was founded in 1992 by Michael Grondahl who bought a gym in New Hampshire that was failing financially. He managed to turn it around by drastically cutting prices. In the fall of 2013, TSG Consumer Partners LLC became an equity partner in the Planet Fitness franchise and now has a new CEO, Chris Rondeau.

The 30,000 square foot Wenatchee

franchise is scheduled to open this spring.

“We expect the Wenatchee Planet Fitness to open later this spring. The location will offer state-of-the art cardio and strength equipment, free fitness training, and a Black Card Spa which will include HydroMassage beds, massage chairs, and tanning beds/booths for PF Black Card members,” said PF spokeswoman Becky Zirlen.

“If you are not familiar with Planet Fitness, we cater to first-time and casual gym goers who may have never belonged to a gym before. We always strive for a non-intimidating, judgement free atmosphere where our members can feel comfortable working out at their own pace. Membership always start out at \$10 a month, or \$22.99 a month for the PF Black Card. The Black Card offers the above amenities, the ability to bring a guest for free, and use of any of the 1,800+ Planet Fitness locations nationwide in all 50 states, Washington DC, Puerto Rico, the Dominican Republic, Canada, Mexico, and Panama,” Zirlen said.

Wenatchee franchise co-owner Jason Reheiser, in an exclusive WBJ interview, stated, “We are really excited to offer state of the art cardio workouts to this underserved fitness community. We will also send a support staff and operations team every month to make sure the Wenatchee Planet Fitness is successful and meets customer needs.”



The new Wenatchee Planet Fitness takes shape in the Gateway Cinema, Big Lots plaza, Olds Station area, in the same spot as a long empty supermarket. Completion scheduled for summer.



CONTINUED FROM PAGE 1

Trim your busy day, call The Cut Truck

nificant interaction with another person. Getting a haircut is a rare experience where you are allowed to stop for 30 minutes or so and talk with someone or who you feel safe with. I am often a shoulder to cry on or sounding board to vent to but my clients have also provided me with solace and fellowship when I have needed it. So often we just need someone to listen to our woes, or celebrate a victory with us, and I feel blessed to get to be that person for my clients and friends.

Operating my business “mobily” provides plenty of challenges but more importantly allows me to offer my services to a wide variety of demographics. I hope to set up locations in at least ten different areas of the city so that I can reach anyone who is interested. I can come to a business, event, or neighborhood, as long as I have a flat place to park that is off the street, on private property. My most successful locations have been businesses where people work all day but have intervals of time between meetings where they can come

out and get a haircut, saving them the hassle of going to a salon after work.

I moved back to Wenatchee in September 2019 with the hopes of introducing a new business idea to the area and hopefully settling down.

I love the pace of life here; the values and the community feel that the Wenatchee Valley offers. I want to raise a family in a place where I know my neighbors and have a sense of pride in where I live. Wenatchee has so much to offer in terms of recreation, great weather, and community. I grew up skiing and snowboarding at Mission Ridge and was excited to become part of their team this winter.

In November I started working in the restaurant/bar as a server. I like to have a second job in addition to running my business because I like to keep busy and it's a great way to meet people and network. Mission Ridge is a great place to work: the family atmosphere is so welcoming and everyone on the mountain truly

works as a team to create the best experience for the guests.

I have always felt called to give back to the community by way of my trade.

In Seattle I volunteered with an organization called The Beyond Project and locally I volunteer at The Lighthouse with my friend and mentor Tiffany Bruehl, owner of The Hair Loft.

Tiffany and other local stylists have been giving haircuts to the guests of The Lighthouse for years and I am so lucky to have met a group of people with a heart for others. I get to meet people with amazing stories that I otherwise wouldn't hear, while providing them with a little pampering. A haircut is such an easy way to help someone feel their best, turn their day around, or just remind them that they matter.

R'shelle will visit you by contacting her these ways: Email: info@thecut-trucknw.com, Website: thecut-trucknw.com, Instagram: [@the_cut_truck](https://www.instagram.com/the_cut_truck), Facebook: [facebook.com/thecuttrucknw](https://www.facebook.com/thecuttrucknw) or just call 509-416-6335.



R'shelle freshens-up her nephew's haircut.



Members of the Wenatchee Network Group had a great time at its recent nosh to celebrate its own version of “business after hours held at Ameriprise Financial, .” Seen above are a few of the members trading jokes, business leads and personal testimonials.

Wenatchee Network Group: Cave outing celebrates business after hours

Story and photo by
Gary Bégin

Once upon a time a caveman thought it might be fun to tell other tribes that he had invented this thing called the wheel.

By word of mouth, the wheel business grew and grew.

Then one day a group of cave-trepreneurs gathered over some roast mammoth and fermented cranberry juice to tell each other about their friend's business and their friends' friend's business and soon everyone in the little group was punching way above their weight with free marketing advice that actually translated into sales and service for all.

Not only did the wheel “thing” become extant

throughout Caveville, but soon to follow was carpet cleaning, adoption lawyering, seed germinating, worm growers, custom woodworkers, farriers, upholsterers, nail painters, florists and myriad of others willing to lend their expertise to folks ready to modernize and pass each others' name around Caveville.

That brings us to present day Wenatchee Valley and beyond. The Wenatchee Network Group decided to have a little soiree at the club secretary's digs, aka Ameriprise Financial, hosted by Sherry Gustin, on Friday, Feb. 7.

The group had a blast and traded business leads to one another as they always do.

After a few cocktails

with delicious finger food and a few jokes, meeting and greeting new friends, the group parted ways until their next regularly scheduled meeting, which is every Wednesday at the Fraternal Order of Eagles on North Wenatchee Avenue across the street from the Veterans Warehouse (formerly Salvation Army) at noon.

“We're always looking for new members that are involved in specific business occupations and skills and also those with professional practices such as doctors, lawyers and what-not,” said Gustin.

Members enjoy camaraderie with other members while eating and/or drinking (free iced tea with full bar available and excel-

lent menu) while they tell stories of successful leads and satisfied customers and pass on even more leads to one another.

The annual fee is downright cheap compared to other such groups and the meetings are informal.

LLC's, corporate representatives, sole proprietors or Jack the Shadetree Mechanic - all are welcome, but you better hurry, the group only allows one company per business niche.

Whether you are Mickey Millennial, Ancient Alien or somewhere in between, if your business wants to expand, call 509-662-9287 and speak with Sherry about visiting the WNG on your next available lunchtime on “any given Wednesday.”

CONTINUED FROM PAGE 5

Mark Harle: Man on a mission still serving our community

something entertaining.

By being able to do this I can use donations and thoughts on how to generate money,” concluded the easy going Harle.

Newsflash!

Heidi Huddle of Heidi Huddle Allstate Insurance in Wenatchee donated 40 tickets to the Wild hockey game, played Friday, Feb. 14, so foster kids and their foster parents could attend the game.

She did so after speaking to Mark Harle about his ‘Anton and Josepha Harle Memorial’ project.

See related story about Heidi's generosity in this edition of the Wenatchee Business Journal.

To speak with Mark and help his dual “call to duty” for both foster kids and veterans, call 509-670-2247 or visit him at the Chelan County Veterans Service Office, 428 Orondo Ave. in Wenatchee.



Foster kids/ parents attended a Wenatchee Wild hockey game Feb. 14 thanks to Mark's program and the generosity of Heidi Huddle Allstate Insurance.



MEMBER MESSENGER

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MARCH 2020 ASSOCIATION NEWSLETTER

PAGE 1

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MEMBER HIGHLIGHTS

Renewing Members This Month



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

- Carlisle Classic Homes – 2 years
- Chelan Glass and Door – 1 year
- Deep Water Home & Electronics – 7 years
- Erlandsen & Associates, Inc. – 18 years
- NCW Media, Inc. – 7 years
- Northwest Geodimensions, Inc. – 22 years
- Numerica Credit Union – 16 years
- Peoples Bank – 17 years
- Phenix Construction, Inc. – 18 years
- Valencia Fencing, LLC – 1 year
- Washington Trust Bank – 22 years
- Wenatchee Sand & Gravel – 22 years

- Allemandi Construction, Inc. – 22 years
- American Pacific Mortgage – 1 year

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Culinary Artists! Don't Miss Out!

There are a limited number of openings left to showcase your talents in this year's BNCW Chefs on Tour event!

This event is an EXCLUSIVE feature of the BNCW Home Tour and Remodeling Expo.

The 8th Annual Chefs on Tour event will feature no more than six of the finest chefs in a head-to-head competition to see who will be voted Best Chef for 2020!

BNCW Chefs on Tour will be held Thursday, September 10th.

Each chef will be paired with a Tour Builder and a local beverage provider!

Being a featured chef is an excellent opportunity to showcase your fabulous cuisine to an exclusive audience!

There are a limited number of opportunities left! So, don't delay – If you would like to participate in this year's event call Rachel Beardslee at Building North Central Washington for more details at 509-293-5840.

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!

<ul style="list-style-type: none"> ■ Bill Sullivan 509-699-0682 ■ Kelly's Ace Hardware Inc. Patrick J. Kelly 509-682-2815 ■ EDCO Builders LLC Steve Edmonson 509-784-0684 ■ H2 Precast Clay Prewitt 509-884-6644 	<ul style="list-style-type: none"> ■ Hot Tub Warehouse David Clark 916-852-1140 ■ Plumb Perfect Matt Bruggman 509-663-3602 ■ Paul's Air F/X LTD. Paul Smith 509-225-3420 ■ Star Rentals Ken Gilman 509-663-0064
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WELCOME

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”

MARCH 2020 ASSOCIATION NEWSLETTER

PAGE 2



This year's winner Sarah Loveridge with Simple Nest by Sarah Joe in her study.



Christy Gatewood with YellowGate Designs, LLC in her study.

6th Annual BNCW Designer Face-Off Competition

The 2020 BNCW Home Show Presented by Complete Design, Inc. featured two local interior designers going head to head in a Design Face Off Competition.

This year's sponsors were Pinnacle Custom Builders Inc and Inside Design Carpet One, with construction of the rooms provided by Jeff Story with Story Construction.

Jeff and his crew have been essential in prior years as well as this year to making sure our designers are able to start their process on time. The designers were Sarah Loveridge with Simple Nest by Sarah Joe and Christy Gatewood with YellowGate Designs, LLC. They were tasked with designing and assembling a study.

The designers had less than two days to completely put together a 10' x 12' room from identical blank canvases to showcase their skills and abilities.

Attendees of the show had the opportunity to vote for their favorite design and be entered to win a \$50 Gift Card from Wok About Grill in Wenatchee. With over 500

votes this year, the Design Face Off drew lots of visitors to the rooms and allowed the designers to share their experience, creativity and processes.

Thank you to our designers, sponsors and construction team for putting together a wonderful and unique attraction for our guests! We appreciate you.

BNCW's:

FROM A DIFFERENT PERSPECTIVE

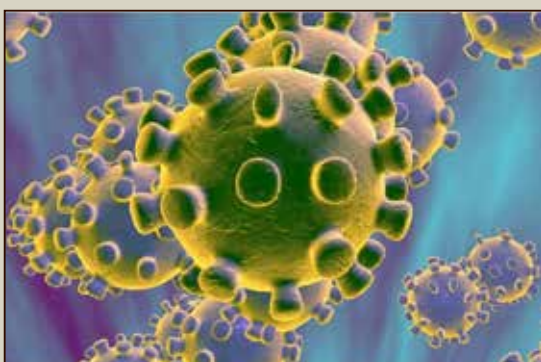
Vicious Virus

The Chinese COVID-19 virus will hurt US GDP four ways. First, Chinese tourists will not be arriving nor will they be spending money here. Second, US manufacturers dependent on China for critical raw materials and parts may soon have to close assembly lines. Third, imports from the US will sag. Fourth, the US dollar has risen as investors seek a financial haven, which hurts US exports. Time is the enemy.”

Elliot F. Eisenberg, Ph.D.

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Top 4 Causes of Workplace Claims in 2019



In 2019, the number one cause of a workplace injury serious enough to result in a claim was:

- 1. Struck by falling objects and tools.**

In other words, being hit by a tool that slips out of your hand and falls from an elevated area striking workers below.

This was the most likely way in which you could be hurt on the job and was responsible for 10 percent

of all claims in 2019!

The next three categories were each responsible for about 6.5 percent of claims:

- 2. Fall to floor, walkway, or other surface**
- 3. Overexertion**
- 4. Bodily reaction**

These three groups are the sneaky injuries that can happen anytime, often brought on by a false sense of security. It takes just a moment of distraction or exertion that result in trips, falls, strains and sprains.

Together, these caused nearly one in five claims during 2019.



So, nearly a third of workplace injuries (resulting in a claim) last year were the result of just four major causes. Holly Markee, safety director at Approach, says, “We can see that many accidents are caused by very simple mistakes.

That's why it's important to review safe work practices with your employees on a regular basis; utilize job hazard analysis (JHA) to identify and mitigate hazards – even the things that seem like common sense.”

Now that we've seen what's happening state-wide, let's take a look at how to get some insights into your own company.



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

MARCH 2020 ASSOCIATION NEWSLETTER

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The legislature wants to control how you save money because they think you can't be trusted

By MARK HARMSWORTH

In another attempt to decide what's best for the citizens of Washington, lawmakers recently introduced legislation that would automatically enroll employees in an Individual Retirement Account (IRA) at the employees' expense.

The employee would have to take a positive step to opt-out if they didn't want to participate.

House Bill 2516 would require employers that have existed for at

least 5 years and have 6 or more employees, to participate in the Washington Small Business Retirement Marketplace.

The retirement marketplace will offer several state selected IRA plans from private investment companies.

The state will monitor the investment companies, set withdrawal rates and regulate employee contributions.

Of course, in order to administer

the new retirement marketplace, the state will collect fees for program administration and to cover the costs of hiring investment advisors, consultants and other professionals.

These fees will be passed onto the employees enrolled in the plan, reducing their return on investment. It also creates needless new government jobs. This is a solution to a problem that doesn't exist.

There are literally thousands of in-

vestment options available to savers and investors.

There are no restrictions preventing employees from enrolling in an IRA if an employer doesn't offer a 401k.

Unlike the free market where employees can choose an IRA that works best for them, under HB 2516 employees would have to choose from a limited number of government approved plans.

The employees would be tightly regulated in how much they can invest and withdrawal.

HB 2516 is regulation that is unnecessary and puts an unfunded mandate on small businesses.

Administering the retirement marketplace program will take employee time, increase employer costs and provide no benefit over an IRA purchased through a traditional investment advisor.



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Thank You!!

for another amazing BNCW and Complete Design Home Show!

See You Again in 2021!



2020 Home Show Wrap Up

The 2020 BNCW Home Show presented by Complete Design, Inc. was another year that could be condensed down to one word: successful.

With many returning vendors and plenty of new businesses joining us, the 2020 Home Show provided our attendees with both familiar and new faces in an entirely new layout.

The team at Complete Design, Inc. helped us with determining the new layout and adding new attractions to the event which re-

sulted in this year's show ranking as one of our highest attended shows ever!

Without the help of all of our amazing Sponsors, this show wouldn't have been the success it was! A big THANK YOU is owed for their generous contributions to this event.

The Home Show included educational seminars, a Design Face Off competition between two local interior designers, a small, home-product related market place, a kids zone sponsored by

Lowe's Home Improvement and Trinity Inflatables, a new Ice Lounge with special guest Iron Horse Brewery, and an exhibit for a Tiny Home project constructed by the Wenatchee Valley Technical Skills Center to showcase the skills that the students develop with their education at the center.

BNCW also partnered with NCW Vets Serving Vets aka "The Bunker" for a canned food drive.

Event attendees received a discounted entrance price if they

brought a non-perishable food item to donate to The Bunker.

BNCW proudly supports our veterans and is honored to have been able to work with such a wonderful group of men and women at this event.

The Town Toyota Center's staff deserves a special acknowledgement for their dedication and hard work throughout the pre-show set up and the duration of the weekend.

Their professionalism, reliability and on-the-spot help made the

entire thing run like a well-oiled machine. We are truly grateful for them and all they do.

If you're interested in joining us for next year's show as a vendor, please contact Rachel Beardslee with Building North Central Washington by phone or email. 509.293.5840 or Rachel@BuildingNCW.org.

Don't forget to follow us on Facebook, Instagram and Twitter @BuildingNCW for more information regarding next year's show and all our other events!



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

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Land use update

**Dan Beardslee
BNCW Policy Analyst**

It's been a while since we've updated our newsletter readers on things going on in the world of land use.

We are engaged with local officials daily and there are always lots of things going on.

For the most part the general public is completely unaware of changes happening until it happens to affect them. And then it can affect them in a very big way, depending on the situation.

There are a lot of arcane rules that most folks have no hope of understanding or even knowing about until they propose a land-use action and then they find out – and they are usually unhappy.

That's why BNCW stays constantly engaged. We have had some good successes and we try very hard to maintain credibility with the elected officials.

What's going on right now, you might ask.

The various cities and counties are always updating their codes, and here is a small sampling:

1. The city of Wenatchee updated their land use codes and their sign code. As a result, billboards are proposed to be phased out and on-site signage will be considerably restricted.

2. The State of Washington is updating the NW Energy Code and will add a lot of expense to home construction due to require-

ments for more energy efficient windows and other elements of a home.

3. Douglas County has made several changes to their land-use code, and they are all good. More flexibility is being incorporated into the land-use code and the County Commissioners have done an excellent job of looking for those opportunities.

4. Chelan County is in the process of looking at regulations for vacation rentals, also known as short term rentals (STR). The legislature passed some requirements that took effect last year, mostly geared toward making sure all the required taxes are paid and providing mechanisms to limit noise, parking, and other issues. A proposal was drafted last year by staff but was not approved either by the planning commission or the board of commissioners. Chelan County has now contracted with a consultant to come up with other ideas.

5. If you happen to be a business owner or real estate investor you should

be looking into “opportunity zones.” Again, space does not allow a full discussion, but suffice it to say there are considerable tax saving to be had under certain circumstances. Chelan County Commissioner Kevin Overbay has been a strong advocate of encouraging economic growth through the use of this initiative, and you should contact his office for more information.

6. Okanogan County is looking for a new planning Director. Long-term director Perry Huston resigned a few months ago, and the County has not yet found replacement.

7. Douglas County has a new Planning Director coming on board March 2nd, following the retirement of long-term director, Mark Kulaas. The new director, Lance Bailey, was formerly with the City of Port Townsend. We'll be looking forward to working with him.

If you have questions about any of these issues, or others, don't hesitate to contact BNCW!



CALLING ALL BUILDERS & REMODELERS!

Each year, the BNCW Home Tour & Remodeling Expo draws thousands of people out to enjoy touring through beautiful homes and getting some one-on-one time with the builders and other industry professionals!

As an industry leader, this is a one-of-a-kind opportunity to highlight a building professional's product to a very targeted and qualified group of consumers.

For those who have not participated in the Home Tour & Remodeling Expo before but have considered doing so, now's the time to begin giving it serious thought.

Are you building a custom or spec home? Maybe you are completing a full-house remodeling project. Perhaps, you are not sure if your homeowners would want to have their home in this year's Tour.

There are plenty of incentives for your homeowners to consider. Discounts on things like appliances, fixtures, materials and much more are available when local providers know that their products and services will be featured in the BNCW Home Tour & Remodeling Expo.

This can save your homeowners thousands of dollars! Discounts are also available for spec homes, too. Yet another important intrinsic benefit to participating homeowners is the value that comes from

being able to market their home in the future as a previous Tour home.

BNCW's Home Tour & Remodeling Expo attendees are more likely to be serious prospects, who are in the market to buy, build, or remodel.

Again, this means that participation in this event provides industry professionals access to the perfect targeted audience.

In turn, the three-day event provides consumers the unique opportunity to meet industry leaders, face-to-face, in an informal setting, while gaining access to invaluable information – all the while helping to establish relationships that other forms of marketing simply cannot match.

The BNCW Home Tour & Remodeling Expo is one of the most effective methods for matching up industry professionals with consumers seeking trusted professionals!

This year's Tour takes place September 11 - 13. Participation in the 2020 BNCW and Sangster Motors Home Tour & Remodeling Expo is limited. So, if you're considering participation this year, we encourage you to act early!

For more information about how you can be a part of this keystone event, please call the BNCW office at 509-293-5840 and speak with Rachel Beardslee, Membership Coordinator.

BNCW EVENTS

BNCW's March Board of Directors Meeting

■ Wednesday, March 18, 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 March CPR & First Aid Training

■ March 19, 2020 from 4:00pm to 6:00pm
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee
\$49/person, includes Continuing Ed credits and is good for new and recertification.
Call BNCW at (509) 293-5840 to Register!

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

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

Pre-registration Required. Seats are limited to 15 and fill-up quickly, so reserve your spots early!
You may also register online at BuildingNCW.org.

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Tricia McCullough

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COURTESY PHOTO

Mitchell and Amy Houser and children (not in order) Emalie, Emmitt, Lyla, Larkin.

Mitchell, Amy Houser join Angus Association

Submitted by American Angus Association

Mitchell & Amy Houser, Carlton, Washington, are new members of the American Angus Association, reports Mark McCully, CEO of the national breed organization headquartered in Saint Joseph, Missouri.

The American Angus Association, with more than 25,000 active adult and junior members, is the largest beef breed association in the world. Its computerized records include detailed information on more than 19 million registered Angus.

The Association records

ancestral information and keeps production records and genomic data on individual animals to develop industry-leading selection tools for its members.

The programs and services of the Association and its entities – Angus Genetics Inc., Angus Media, Certified Angus Beef LLC and the Angus Foundation – help members advance the beef cattle business by selecting the best animals for their herds and marketing quality genetics for the beef cattle industry and quality beef for consumers.

ANGUS MEANS BUSI-

NESS. The American Angus Association is the nation's largest beef breed organization, serving nearly 25,000 members across the United States, Canada and several other countries. It's home to an extensive breed registry that grows by nearly 300,000 animals each year.

The Association also provides programs and services to farmers, ranchers and others who rely on Angus to produce quality genetics for the beef industry and quality beef for consumers.

For more information about Angus cattle and the American Angus Association, visit angus.org.

Stewart named deputy director of Commerce

Submitted by Washington Department of Commerce

OLYMPIA – Washington State Commerce Director Lisa Brown today announced **Kendrick Stewart** will lead internal operations of the cabinet agency with nearly 350 employees and nearly 100 programs serving community and economic development throughout Washington.

"Kendrick knows this agency well, having served on our executive team before," Brown said.

"His work in diversity, equity and inclusion will help us advance our efforts in this area. He is well prepared to focus on strengthening the overall health of our agency as we strive to strengthen communities across the state."

"I am excited about returning to Commerce as its deputy," Stewart said. "My experience in operations running the 'business of the business' will help me build a strong culture that focuses on delivering services and programs that improve the lives of the people of Washington. I look forward to helping people grow and thrive, both at Com-

merce and across the state."

With 20 years of public service and experience at four cabinet-level agencies, Stewart joins the executive leadership team at Commerce from the Washington Department of Enterprise Services where he served as the human resources and safety director and equity inclusion manager.

Prior to that role, he served as assistant director for Commerce's Administrative Services Division.

Stewart succeeds Connie Robins, who retired from state service in late November 2019. Since then, Martin McMurry, Commerce's chief financial officer, has been serving as interim deputy director while also overseeing



Kendrick Stewart

the agency's Administrative Services Division.

"I want to thank Martin for doing double duty as interim deputy and CFO since early December," Brown said.

"Martin did an extraordinary job in that double role, especially during these first few weeks of legislative session."

Stewart assumed his new role in February.

John Simmons receives 'Valuator/Analyst' certification



John P. Simmons



Homchick, Smith & Associates, PLLC continues to invest in its local, regional and national service commitment.

John P. Simmons, CPA/CVA with the firm of Homchick Smith & Associates, PLLC, Certified Public Accountants, has successfully completed the certification process with the National Association of Certified Valuators and Analysts® (NACVA) to earn the Certified Valuation Analyst® (CVA) designation.

The CVA designation is granted only to individuals who have met a high

standard and passed a substantive examination testing both understanding of theory and the application of skills in the field of private company business valuation.

NACVA's globally recognized Certified Valuation Analyst (CVA) designation is the most widely recognized business valuation credential accredited by the National Commission for Certifying Agencies® (NCCA) and the American National Standards Institute (ANSI).

"The CVA designation is an indication to the business, professional, and legal communities that the designee has met NACVA's rigor-

ous standards of professionalism, expertise, objectivity, and integrity in the field of performing business valuations, and the attendant financial consulting related to the discipline," stated Parnell Black, MBA, CPA, CVA, Chief Executive Officer of NACVA.

To become accredited by NACVA, the candidate is required to successfully complete an intensive training and testing process.

Those who have earned the CVA credential must be recertified every three years in order to maintain their credential.

For more information about HSA's business valuation and full-service accounting services, visit Homchick.com.



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Taxes and death: At least the former can be mitigated with the right advice

Story and photo by Gary Bégin

Wenatchee Business Journal Managing Editor spoke exclusively to the tax and accounting firm of Henkle Rasmussen LLP last week about the upcoming tax season and here is what was said:

Wenatchee Business Journal: How does Henkle Rasmussen handle an “average” tax return – or is each person handled as a unique case?

Henkle Rasmussen: Each person is a unique case. Whether it is a new client or an existing one, there are always things that differentiate from the other and usually the differences in their taxes are unique as well.

WBJ: HR is an accounting firm as well as tax services, so how does that differ from “just doing taxes” like the national chains?

HR: Our firm differs from national chains in several ways. Many national chains are only open during tax season and hire temporary employees.

We are open year-round. This allows us to form relationships with our clients and better understand their needs.

For our business clients, we provide bookkeeping and/or payroll services and we get to talk with them on a continual basis. This familiarity allows us to know



Brett Henkle, left and Chris Rasmussen pose for the WBJ camera.

how the business is doing, identify major changes, and prevents us and the client from any surprises when tax time rolls around. Another way we differ is in who completes the work.

Many national chains divide the work between several employees and someone else signs off on that work. At Henkle Rasmussen, one person works on the project from start to finish. This allows for consistency and client understanding from year to year.

WBJ: What is the biggest mistake business owners make when doing taxes?

HR: Probably the most

common mistake we see with business owners is not knowing what their net income is on a tax basis. In many situations, we see transactions being categorized as an expense when really it should be recorded on the balance sheet such as loan payments.

There are also situations where non-deductible expenses are shown on the clients profit and loss statement such as entertainment and personal expenses.

We also see the opposite of this where expenses like depreciation aren't being shown on the client's books as a deduction.

If the taxpayer is unaware

of these adjustments, they can be caught off guard when they find their internal reports are far different than what is shown on their tax return.

WBJ: Have you dealt with the IRS for business taxes and if so, what is the biggest issue that normally comes up?

HR: We deal with the IRS for both business and individual clients, but the most common issue we deal with relates to quarterly payroll taxes.

In a lot of cases the issue is easily resolved because the payment has been applied to an incorrect period.

We are usually able to



resolve these payroll issues easily over the phone.

WBJ: If I brought you all my receipts and bank statements in a shoe box, would that cause you grief or have you handled “chaotic” customers before?

HR: This is the reason why we all get into the profession! All joking aside, we definitely run across this from time to time every year.

We bill on an hourly basis and let the client know up front that there will be more time involved in preparing the tax return.

We are always willing to do this for a client; however, we like to meet to make sure we have a clear understanding of the transactions to make sure we are recording income and expenses correctly (Personal vs. Business Expenses for example).

A lot of times after sitting down with the client and listening to them, we find that they are just unaware of how to categorize the transactions.

When this is the case, we provide alternatives to help

the client organize the information in a way that suits their situation so hopefully they show up with an empty shoe box the next year.

WBJ: What else would your firm like to tell the readers of the WBJ?

HR: On Oct. 1, 2018, Henkle Rasmussen, LLP was officially established by Brett Henkle and Chris Rasmussen, CPA and shortly thereafter, we purchased Mel Henkle CPA.

Mel Henkle has been practicing accounting in the Wenatchee Valley for almost 50 years and started his own firm in 1988.

Mel still works during the busy tax season as an employee at Henkle Rasmussen LLP and we are very grateful for the wealth of knowledge that he provides.

We are also excited to have hired Ivonne Perez who will be helping us with our bookkeeping services.

For more information contact: Brett Henkle, bhenkle@nwi.net, 509-884-0260 or Chris Rasmussen, CPA, crasmussen@nwi.net, 509-884-0260.

Killgore hired by Community Action Council

Chelan-Douglas Community Action Council recently hired Geisha Killgore as the AmeriCorps/RSVP Program Director.



Geisha Killgore

Killgore will oversee the two programs serving a six-county region of North central Washington.

“I am excited for this new opportunity with Chelan Douglas Community Action. I look forward to further expanding and developing the AmeriCorps and RSVP programs.

“My favorite part is that I get to use my skills from working in Healthcare Management to help facilitate the growth of our programs to expand services that will benefit those most in need”, Killgore said.

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GARY BÉGIN/WBJ

Deal to transform Leo's falls through

Wenatchee, being as small as it is, had rumors circulating about town that Sumo Japanese Steakhouse & Sushi Restaurant was going to buy the recently closed Leo's restaurant and make it into an upscale surf and turf eatery. Sumo management

stated by phone with the Wenatchee Business Journal that the rumor was true, but that the deal has fallen through. No further explanation was forthcoming from the popular Wenatchee Avenue hibachi-style restaurant.

REAL ESTATE

MARCH 2020

WENATCHEE BUSINESS JOURNAL / NCWBUSINESS.COM

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TOP PROPERTIES – January 2020

Buyer	Seller	Sale Price	Sale Date	Number	Street	Suffix	City	Acreage	Sq Ft	Year Built	Bed-rooms	Bath-rooms	Garage Area	Pool	Fireplace
ANGELO NATHANIEL & JENNIFER	WHEATLEY VICTORIA E	\$1,000,000	2020/01/11	20	YARROW	RD	WENATCHEE	0.2800	2215	2003	3	2	720.0	N	Y
REIERSON PETER ETAL	GIBSON MICHAEL A	\$927,000	2020/01/21	7470	ALPINE	PL	LEAVENWORTH	0.4600	2304	2016	4	3	895.0	N	Y
STANLEY DONALD & SANDRA	SAUNDERS WILLIAM B & PAULA	\$895,000	2020/01/02	7970	BENTON	ST	LEAVENWORTH	1.2100	3160	2008	4	4.5	959.9	N	N
VEW LLC	KIRKSEY JEFFREY J & JULIA	\$849,000	2020/01/14	2901	BRETZ	DR	PLAIN	0.4600	2269	2003	3	2.5	877.0	N	Y
SCHEIBLER MARY N	STETNER FAMILY TRUST	\$750,000	2020/01/06	12632	BUTTE	RD	CHELAN	0.6300	3075	2000			840.0	N	N
SCHEIBLER MARY N	STETNER FAMILY TRUST	\$750,000	2020/01/06	12632	BURCH VIEW	LN	WENATCHEE	0.6300	3075	2000			2256.0	N	N
PEARISHABLE COMMODITIES LLC	ROBERTSON FARM LLC	\$750,000	2020/01/24	8304	BROWN	RD	LAKE WENATCHEE	30.0000	1599	1926	6	1	0	N	N
SHEEHY MICHAEL P & KIMBERLY A	SMITH DWIGHT J & DELORES J	\$725,000	2020/01/15	18786	CAMP I2	RD	PLAIN	0.3000	2032	2000	2	3	0	N	N
CANNON CHRISTOPHER & JERI	BINCKLEY WILLIAM M	\$695,000	2020/01/15	46	CASCADE	ST	WENATCHEE	0.6100	2889	1980	4	3	1344.0	N	Y
CANNON CHRISTOPHER & JERI	BINCKLEY WILLIAM M	\$695,000	2020/01/15	46	CANYON CREEK	DR	WENATCHEE	0.6100	2889	1980	4	3	2592.0	N	Y
BONDO AUDRI M & ERIK ETAL	BROWNLEE KEVIN M & KAILA S	\$675,000	2020/01/10	12	CASTLEROCK	AVE	WENATCHEE	0.6000	2396	2012		3	758.0	N	Y
MILLER CHERYL	ROBERTS CONSTRUCTION LLC	\$649,900	2020/01/02	969	CHIWAHA LODGE	LN	LAKE WENATCHEE	0.2000	0	0			0	N	N
MALONE DOUGLAS P & JACQUELINE A	BUCKNUM PATRICK A & DEBORAH C	\$649,000	2020/01/24	1922	CHIWAHA LODGE	LN	LAKE WENATCHEE	0.6000	2446	1982	4	2.25	610.0	Y	Y
COLEMAN NORMAN R & DIANE R	HALSEN FAMILY TRUST	\$640,000	2020/01/02	4096	CHIWAHA LOOP	RD	LAKE WENATCHEE	0.9300	2540	2010			864.0	N	N
BROOKS EDWARD C & INGRID	BRYANT RICHARD A	\$577,000	2020/01/10	2404	COLLEGE	ST	WENATCHEE	1.6900	1368	1962	6	2	288.0	Y	Y
BRUNNER VERNON D & DOLORES M	KRAGT JACOB D & MALLORY A	\$561,000	2020/01/14	5830	COLUMBIA	ST	WENATCHEE	1.0000	1961	1999	3	2	842.0	N	Y
MITCHELL HELEN L	UTZSCHNEIDER KRISTINA	\$545,900	2020/01/03	2110	COLUMBIA VIEW	CIR	WENATCHEE	0.2500	1652	2000	3	3.5	280.0	N	Y
SALS PROFESSIONAL AUTO REPAIR	703 SOUTH WENATCHEE AVE LLC	\$530,000	2020/01/02	703	S DERBY CANYON	RD	PESHASTIN	0.4200	5120	0			0	N	N
BARRAGAN OSCAR & ROSALINDA	WAPITI NORTH LLC	\$519,000	2020/01/16	58	DETILLION	RD	LEAVENWORTH	0.3600	2244	2019	4	2.5	804.0	N	Y
BOOTH DANIEL L & HELEN S	GORDON MICHAEL J & DEBRA D	\$518,000	2020/01/23	564	DOUGLAS	ST	WENATCHEE	0.1000	1076	2015	2	2	0	N	Y
BAVARIA 51 LLC	WEYERHAEUSER COMPANY	\$505,000	2020/01/15		DOUGLAS	ST	CASHMERE	640.0000	0	0			0	N	N
OCHS JOLEEN & ADAM	SPRINGWATER HOMES LLC	\$489,000	2020/01/09	212	EAST CENTER	ST	CHELAN	1.0200	0	0			0	N	N
FLORINO JOSEPH V	DEROSIER CAROL E	\$477,500	2020/01/03	400	ELIZABETH	CT	WENATCHEE	0.2500	1430	2006	2	2.5	0	N	N
SIMPSON ANDREW & KRISTINA	WEIDENBACH LINDSEY J	\$450,000	2020/01/23	18832	FLAMINGO	ST	MALAGA	0.7100	2244	1978		1.25	576.0	N	Y
FLAT CREEK TRAIL LLC	3COWS LLC	\$450,000	2020/01/02	106	E ELLIOTT	AVE	WENATCHEE	0.0800	1066	1922			0	N	N
CORBETT TRAVIS S & EVDOKIA K	KELLY MICHAEL M & GINA M	\$449,000	2020/01/28	12290	FRANKLIN	AVE	WENATCHEE	0.5100	1894	1989			0	N	N
TYERGYAK PAUL & PATRICIA	HERZER KIRSTEN G & PATRICK R	\$440,000	2020/01/09	2123	FULLER	ST	WENATCHEE	0.2300	1926	2008	4	2	692.0	N	N
POTTER WAYLAND J & BRANDI N	MC DOWELL MICHAEL J & KAMI L	\$430,000	2020/01/03	1013	GELLATLY	ST	WENATCHEE	0.4200	2302	1963	4	3	0	N	Y
PETERSEN SCOTT G & WHITNEY	ROBERTS EVERETT M & ELIZABETH	\$425,000	2020/01/02	1707	HARRIS	ROW	MANSON	0.1800	1867	2017	3	2	640.0	N	N
KOSKI MATTHEW & SIERRA	DAVIS KEITH D & TIFFANIE L	\$418,500	2020/01/02	1733	HEIMBIGNER	RD	DRYDEN	0.2800	2120	2016	4	2.5	440.0	N	Y
SWEEM LISA K & ADAM M HOWARD	PIKE TODD I	\$402,500	2020/01/07	1201	ICICLE	RD	LEAVENWORTH	0.4400	1894	1950	4	2.5	572.0	N	Y
KYSER PATRICIA A & THOMAS J SHEPARD	DUVAUCHELLE TIANA K & JOHN J WARRING	\$400,000	2020/01/02	240	ICICLE	RD	LEAVENWORTH	0.5800	1882	1954	2	2	672.0	N	Y
EASTMAN BROTHERS PROPERTIES LLC	EASTMAN GREGORY	\$400,000	2020/01/01	239	N JOHNSON	AVE	CHELAN	0.2500	1940	1992			0	N	N
KING PHILLIP & CHRISTINE	LEWIS DOUG J & CHRISTI A	\$399,900	2020/01/21	16750	KITTITAS	ST	WENATCHEE	0.9800	1008	2014	2	1	0	N	Y
MELTON ANDREW	LARSON TIMOTHY D	\$398,000	2020/01/02	311	W KNOWLES	RD	WENATCHEE	0.3100	1472	1946	3	1.75	767.0	N	N
BOETTCHER SAMUEL & KATHERINE M	WOOD CHERYL M ETAL	\$390,000	2020/01/06	9151	KONA	ST	MALAGA	0.0000	1400	0			0	N	N
PORT JOSEPH & LAURA	HARMON GEORGE O ETAL	\$385,000	2020/01/20	345	LAKESHORE	DR	MANSON	0.3100	1864	2005	3	2	828.0	N	N
WILLEMS JAMES D & SIEGRID P	CHERENZIA MICHAEL J & PATRICIA A FLYNN-CHERENZIA	\$375,000	2020/01/07	480	LESTER	RD	WENATCHEE	0.0000	958	0			0	N	N
GARRETT MARCUS A & LORRIE A	CHELAN LOOKOUT LLLP	\$375,000	2020/01/14	398	LAKESHORE	RD	CHELAN	0.2900	0	0			0	N	N
LOPEZ ARTURO P	WALLER KORY A	\$359,000	2020/01/24	309	LOOKOUT	WAY	CHELAN	0.2100	2245	1970	4	2.25	460.0	N	Y
SANCHEZ JORGE H MENDOZA & LILIANA MENDOZA	PLINSKI DUANE	\$355,000	2020/01/02	3009	LOWER MONITOR	RD	WENATCHEE	0.4700	1914	1994	3	2	440.0	N	N
BROWN ROSS & SARAH	OTTER KENNETH ETAL	\$355,000	2020/01/10	24634	MACKINAW	LN	CHELAN	8.6100	0	0			0	N	N
OLSON ASHLEY E & PAMELA F EVENSON	PHIPPS JAMES P	\$350,400	2020/01/02	1524	MARILYN	AVE	WENATCHEE	0.1800	1764	1968	3	1.75	480.0	N	Y
THAMES WILLIAM J & RENEE D	TIDD STEVE & TINA	\$350,000	2020/01/02	922	MEADOW	DR	LEAVENWORTH	0.1800	1320	1985	4	3	0	N	N
SIMS-KELLY LLC	LEFFLER KEITH	\$350,000	2020/01/06	18141	MCKITTRICK	ST	WENATCHEE	2.3100	0	0			0	N	N
BENITZ BRIAN & BRITTANY HERRERA	DENAMUR JAMES E	\$350,000	2020/01/06	103	MARTIN	PL	WENATCHEE	0.1900	1248	1979		1.75	480.0	N	Y

No-one builds a house without a plan

by Jess Monette, Monnette&Cawley, PS

It may seem pretty basic, but no-one starts a construction project without a plan. That plan will include estimates on materials, time-frame, and costs.

The more complex and long a project is, the greater the number of variables are present. When variables increase, so does the risk for error. In the real-world we call these planning errors “cost over-runs.” Again; this is all very basic.

Thus, I am always surprised when I talk to retirement-age people who have given very little thought to how they will maintain their freedom and autonomy as they age.

Perhaps this is because we naturally recoil at the prospect that we will eventually lose our ability to make our own decisions and achieve our preferences.

We tend to think something like: “I am my own man, I make my own decisions and I always will.” But that is not reality.

The reality is that our bodies and our minds will not last forever. They will deteriorate over time. If we are honest, we see this all around us in both our extended families and our friends’ families.

Ok - you will not always be able to make your own decisions. So what should



Jess Monette

you consider in choosing a “substitute decision maker” that can step up when the time comes?

- Who will assist me when I can’t help myself?
- Who can I rely upon to make sure that all my bills are paid?

“Everybody has a plan until they get punched in the mouth.” –

Mike Tyson

- Who can I rely upon to make sure my investments are managed?
- Who will help me with seasonal tasks around the house?
- Who can I rely upon to take me to doctor’s appointments and make medical decisions?

• Who will drive me when I can’t drive myself? (For that matter, who will make the decision that I can no longer drive? (May it never be!!!))

Each person will have a different answer for the “who.” This will depend heavily upon the person’s family relationships (close or strained), health condition (good or terminal) and financial position (wealthy or meager).

For some, their family relationships are such that they absolutely trust the decision-making capability of their children. For others, their family relationships require that rely primarily upon third parties to assist with decision making (e.g. trusted friends or professionals).

The point of all of this is to encourage you to honestly assess your plan. Do you have one? Has it been put into writing? Is that writing a legally enforceable Durable Power of Attorney? Do your future decision makers know what your preferences are? Will they be able to execute on your preferences when the time comes?

Although known more for boxing prowess than good judgment, Mike Tyson clearly understands that even the best-laid plans must survive the unexpected.

How will your plan handle a cancer diagnosis, early on-set dementia or decade long stint in a nursing home? There are myriad variables at play for every different person and the time horizon is very long (hopefully!).

The call to action is for you to soberly assess your plan. This is your life, your preferences, and your desires. It is much more important than any construction project.

Have you given your plan for future substitute-decision makers the consideration that it deserves? If not, then the time is now.

WENATCHEE BUSINESS JOURNAL'S PROFESSIONAL SERVICES DIRECTORY

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Businesses invited to April workshop for new dangerous waste regulations

UNION GAP – Recently the Washington Department of Ecology updated regulations that provide

businesses new ways to manage dangerous chemical wastes they generate as part of their processes.

Central Washington businesses are encouraged to learn about changes to the Dangerous Waste Regulations at a workshop set for 10 a.m. to noon on April 2, 2020, at Ecology’s Central Regional Office, 1250 W. Alder St., Union Gap.

“These updates give businesses more flexibility in how they can manage their wastes and still meet the requirements under the new regulations,” explained Tami Applebee, a hazardous waste compliance inspector with Ecology.

“At this training, businesses will learn how the regulations affect them and what new options they might have when reporting and managing dangerous wastes.”

All businesses and facilities are required to properly manage dangerous wastes such as spent solvents, unusable paint, expired chemicals and partially-used aerosol cans. Wastes may be considered dangerous if they are toxic, ignitable, corrosive or reactive.

For more specific details about changes made to the regulations, Ecology has a publication available on its website.

For more information on the workshop, please call 509-457-7147, or send an email to crohwt@ecy.wa.gov.

Ecology’s Central Regional Office serves Benton, Chelan, Douglas, Kittitas, Klickitat, Okanogan and Yakima counties.

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No bad news is good news for the stock market

It has been said that the stock market runs on fear and greed. If that's true, greed is clearly winning. However, the case for being greedy isn't all that compelling.



MARKET UPDATE
Brad Blackburn

This is the longest stretch in modern history without a recession, and the stock market is already at all-time highs – how much higher can it go?

Thankfully, the case for fear is even weaker.

Virtually all the things that spooked the stock market in recent years don't seem nearly as spooky anymore. As a result, the stock market is soaring.

The trade war is a clear example of this. The Phase One deal didn't solve our major problems with China, and we are still hitting each other with significant tariffs, but the worst of the trade war seems to be behind us. Even better, the trade war wasn't all that bad to begin with.

We've been "trade warring" with China for more than two years, and both sides are still standing. Because of all that, the stock market isn't as far less fearful of the trade war than it once was.

The economy is a similar story. As recently as this summer, the financial world was abuzz with predictions of an upcoming recession.

At this point, those fears look overblown. The job market is still strong, consumers are still spending, and the overall economy looks solid. Any recession looks years away, which gives the stock market one less thing to worry about.

Of course, there's also the Fed. For years, the stock market labored over every Fed utterance. Refreshingly, the Fed has taken a back seat in recent months, and nearly everyone agrees the Fed is going to do absolutely nothing anytime soon.

So, the stock market isn't worried about the trade war, the economy, or the Fed – how wonderful is that? Yes, I might be ignoring the potential for a worldwide pandemic, but so is the stock market. Historically, viruses like this have passed without much damage, so it doesn't make sense to panic and sell everything. Similarly, the stock market doesn't seem too concerned about the upcoming US election.

While it might be emotionally and psychologically damaging, it isn't likely to be economically damaging. Unless the Presidency and Congress are united, very little will change. Clearly, the stock market isn't afraid of the status quo.

The lack of scary news leaves the stock market in a nice place. If you combine that lack of fear with solid economic growth and low interest rates, you can see why the stock market is at all-time highs.

Of course, bad news will come again someday, and the stock market will react. But, for now, investors should enjoy the good times.

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.

Surviving and Thriving During the Great American Tax Season

It's a tradition as American as baseball and hotdogs- tax season. Every year after we take down our Christmas trees and promptly break our New Year's resolutions we are bombarded with ads.



GUEST OPINION
Ceinwyn Rudnick

"File your taxes for free!" "We guarantee the maximum refund!" "We'll slash your tax debt in half!"

A frenzy of forms arrives in slews of paper and email and many households excitedly wait for one of the biggest cash influxes of the year.

Business owners – while not anticipating large refunds - at least generally knew where they stood. Well, at least until the passage of the Tax Cuts and Jobs Act.

The filing season of 2019 as an Enrolled Agent was fraught with confusion and uncertainty.

Many of the returns I prepared in 2019 for the 2018 tax year were for new clients who had not adjusted their withholding and suddenly were shocked to discover that, instead of getting a refund, they owed taxes.

This was especially true in the case of clients who did not have children or dependents. Never mind that many people did ultimately pay less in taxes in total.

Numerous business owners needed guidance on the new Sec. 199a deductions and the impact on their tax obligation as well as the effect of the new lower corporate tax rates.

A busy time of year for accountants quickly turned into an overwhelming tsunami in the wake of the largest tax legislation passed in decades.

This led to much confusion last year, and a lingering sense of fear in the current year. One of the phrases I hear most often is "I hate taxes!"

Most people don't actually hate spending money on roads and schools, they hate the uncertainty and the confusion of owing money to the government. That's where an accountant can be more than just a bean-counter, they can be your business partner.

Technology has honestly replaced many of the routine data entry skills that accountants used to perform, but many computer programs cannot intelligently assess your business or life and come up with novel solutions and year-round reassurance. This is especially true any time sweeping new tax laws hit the books.

You can't call a software company in July when you are thinking of selling your house, but don't know if you have lived there long enough to avoid capital gains. The internet can give some very scary



advice when it comes to properly implementing a S Corp strategy and Facebook is awash in incorrect tax rumors promulgated by "someone's aunt" claiming they can still deduct their unreimbursed employee expenses.

What are some immediate actions business owners can implement to avoid the frustrations of tax season and the TCJA? Firstly, find a good CPA or EA to create and implement a solid tax strategy. Invest in more than just preparation of forms, find someone who can level with you year-round.

Many people who go into accounting deeply care about their client's best interests and want to provide more than just a one-off service. Secondly, help your employees by making sure they fill out the newly released Form W4 to more closely match their withholding to their actual taxes.

This will lessen their stress next tax season and they will be grateful you helped them stay on track. Finally, be willing to invest a little of your time during the year to learning about how your business is taxed and some of the changes happening in the tax world.

Many accountants offer free monthly newsletters with articles written by EAs and CPAs in order to provide education and information all year. The more you know the better questions you can ask and the more control you have over the uncertainty and fear of tax season.

Another thing as American as tax season and baseball? The power of small business. Stay sharp, ask questions, and advocate. Change is inevitable – but I believe you've got this. Now and for many tax seasons to come.

Ceinwyn Rudnick is an Enrolled Agent with a Bachelor of Science in Accounting as well as a Bachelor of Arts in English Education. She founded her firm, Veritas Accounting Solutions PLLC, three years ago and focuses on providing and implementing a full range of cloud-based accounting solutions for clients throughout the state of Washington. Her hobbies include hunting and camping with family and deciding which continuing education certificate to complete next. You can find Veritas Accounting Solutions PLLC on Facebook and on the web at veritasaccountingsolutions.com.

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The Heidi Huddle Agency gives back to community

Heidi Huddle, owner of the Allstate agency here at 235 N. Mission St., said she loves the feeling of giving to the kids who wouldn't necessarily get the chance to see a game on their own. With coordination from the Wenatchee Wild, Heidi bought 40 season tickets in Section 107 of the Town Toyota Center to donate to non-profits' use during the hockey year. "I feel the best way to spend marketing dollars is through giving back to the community we serve," she said. Mark Harle of the Anton & Josepha Harle Memorial, applied to the Wild program and was granted "a night at the rink" for the foster children he serves through the non-profit he runs in memoriam to his parents.

All photos - Gary Bégin/WBJ

1. Players stand for the National Anthem.

2. Shown from left are Foster Parent Pat Alling, Gio, Jullien, Cooper and Ben.

3. Heidi Huddle poses in her Allstate office, 235 N. Mission St.

4. Wolfie, the Wild mascot, embraces kids at the game.



4

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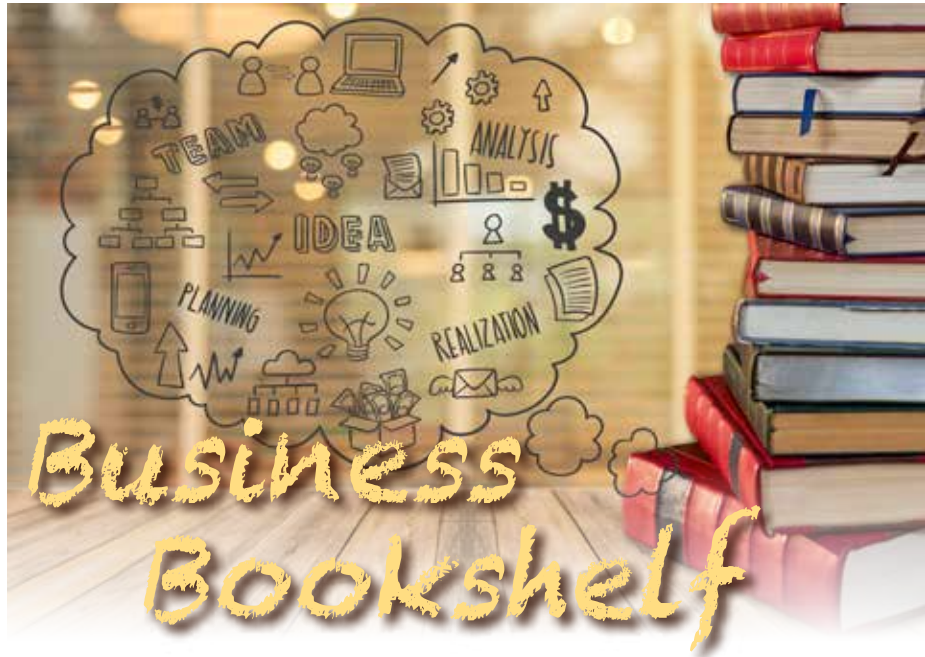
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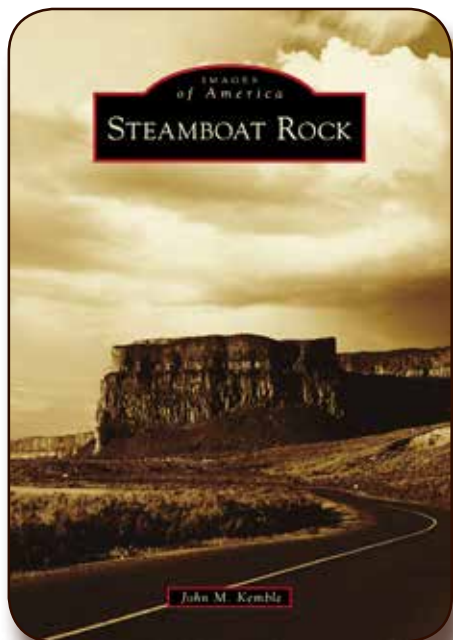
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United States Bankruptcy Court Eastern District of Washington		
Report Period: 01/24/2020 - 02/21/2020		
Case No./Title	Judgment Description	Judgment Date
15-00051-FPC13 FAITH M TOTTEN	Avoid Lien Document: 71	2/11/2020
18-03428-WLH7 REMEDIOS CAMPOS-NEGRETE	Allowing Sale Free and Clear of Liens Document: 37	2/14/2020
19-02405-WLH7 JIMMIE LEE BENTON AND MARYANN BENTON	Avoid Lien Document: 18	2/4/2020
19-02806-WLH13 MARIA SUAREZ DE GUTIERREZ	Avoid Lien Document: 47	2/18/2020
19-02866-WLH7 TRENA L JOHNSON	Avoid Lien Document: 23	2/18/2020



Local author pens local history book about Steamboat Rock



By John Kemble

know as the Grand Coulee slowly appeared. In the center of the upper coulee was an island that could not be swayed by the erosive currents of the Columbia River and tons of debris rafting down the floodwaters. As the centuries passed, the coulee dried out, leaving Steamboat Rock washed up in the middle of a huge, dried-up riverbed filled with rich volcanic soil and spotted with seasonal lakes. The story of Steamboat Rock transcends geology, becoming a story of people and places.

Rising 800 feet from the lake below, Steamboat Rock is now a destination for recreation and outdoor enthusiasts. It sits in the middle of a well-maintained Washington State Park that fills to capacity every summer. People travel from all over the world to camp, hike, or launch a boat on Banks Lake, the huge equalizing reservoir that surrounds Steamboat Rock on three sides. The rock itself is 600 acres, but the state park is 3,522 acres, containing approximately three miles of trails.

The state park is named after the butte – Steamboat Rock State Park – and surrounds the landmark, spreading out into other, more primitive natural preserves like Castle Rock, Jones Bay, and Osborne Bay.

The only real way to get to any of these destinations is by driving State Route 155, which runs from Coulee City to the south of Steamboat Rock and north into Electric

City and Grand Coulee. At one time, there were plans for trains, airplanes, and more than one way into Steamboat Rock, but that was before Banks Lake was filled, and the landscape around Steamboat Rock was vastly changed.

Where waves now push against artificial ripped shores, fields of grain and luxuriant bunch grass once grew. Cows, sheep, and horses once wandered around the coulee floor in great herds. Hay and alfalfa crops could be seen bordering farms, and orchards with various types of fruit grew in the coulee where people now water ski and fish. A new way of farming was put on show at the base of Steamboat Rock called dry-land farming, which was about irrigation and moving water to land once thought unmanageable, using oil pull engines and gravity-fed pipes wooden pipes – a land tamed by pioneers and settled by homesteaders.

From the early 1900s to the late 1940s, a loosely knit community had been building slowly in the farmlands around the base of Steamboat Rock. At first, it was a community of lonely pioneers clinging to each other for comfort and success, and later, they were ranchers and farmers separated by great heads of cattle or fields of wheat. By 1910, a schoolhouse had been built and was in use for lessons as well as a community center.

Dances and other events were held in the shadow of Steamboat Rock, as people married and children were born. The early ranchers of the coulee around Steamboat Rock soon gave way to fences and farmers and new ideas in irrigation, turning the dry land coulee around Steamboat Rock into a wealth of produce, feed, and livestock. Goods were sold in nearby Coulee City and went to marketplaces all over the country by rail.

By 1915, the farmlands around Steamboat Rock and nearby Northrup Canyon were legendary in the area, but around 1917, a great drought began, and families were forced out of the Coulee and left abandoned farms dotting the countryside in an exodus to greener pastures. A few families remained on the drylands around Steamboat Rock, relying on each other to help make it through the lean times.

By the 1930s, the Steamboat Rock community was at a low, as many of the homesteaders had moved on, and the unmaintained land was becoming barren. But then work began on the Grand Coulee Dam, bringing a new wave of settler to the coulee that some called “modern pioneers.”

Once more, the Steamboat Rock area came alive, and a couple new townships sprung up “in the Shadow of Steamboat Rock” to catch the overflow of new arrivals at the construction site.

A new highway was built down the coulee, and as was a new railroad, the first-ever in the Grand Coulee. As the community grew, new landmarks were established, like the poplar trees, and old landmarks were moved or forgotten.

Once more, the community around Steamboat Rock started to grow as money slowly trickled in. Several gas stations were located on the floor of the coulee around Steamboat Rock, and a small diner or two where locals would gather at to drink coffee and gossip about the changes or the good old days were established. But they were all living on borrowed time, for soon, a 27-mile-long reservoir would flood the land in which they sat drinking coffee and chatting about the weather. Big changes were coming to the Steamboat Rock community, where farmers redefined irrigation and fought to bring water to a parched land would soon be flooded with a massive lake of irrigation water; where cows once roamed the field, now fish would swim. Once more, Steamboat Rock would be surrounded by water, and that water would come from a diverted Columbia River and flood the coulee floor.

With a history that spans from the Missoula Flood to this very day, bits and pieces of the history of Steamboat Rock have been preserved in various books, newspaper and magazine clippings, oral traditions, personal memories, artwork, and rare photographs.

I have assembled this collection from multiple sources spanning the decades in an attempt to piece together a compelling, relevant book that answers questions and preserves history. My hope is to both entertain and enlighten.”

About the author

John M. Kemble, a local historian and explorer, has spent countless hours in the field researching and working with local museums, historians, state officials, news archives, and artists to vividly tell the story of Steamboat Rock, the rise and fall of the forgotten community that once sprawled out from its base, and the coming of the state park.



John Kemble

Editor's Note: Every once in a while a “non-business” book may be selected that is of historical or otherwise interest to WBJ readers. This is one of them.

Here is an excerpt of the Introduction to Steamboat Rock:

“At one time, before recorded history, Steamboat Rock was an island that was created by repeated floods down the Columbia River. At the mouth of the Grand Coulee, where the coulee meets the river, was a large ice dam that deflected the water south toward Ephrata. As time passed, and this channel was repeatedly used by floodwaters, the land became scoured, and the chasm we

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Chelan County opens new waste facility

Submitted by Chelan County Public Works

People will be able to drop off their household hazardous waste – materials such as used motor oil, antifreeze, oil-based paints, pool chemicals, and pesticides and fertilizers – at a year-round facility for safe disposal.

“We are very excited to be opening this much-needed facility,” said Brenda Blanchfield, manager of the Solid Waste program of Chelan County Public Works. “In the past, the county has held one-day collection events once a year. A permanent facility gives people more opportunities to dispose of their household hazardous wastes in a safe and responsible way and helps keep these materials out of our groundwater and rivers and lakes.”

The 5,000-square-foot facility was built on county-owned property at 3612 Highway 97A in Wenatchee. It is open to all Chelan County residents three days a week, from 9 a.m. to 3 p.m. Thursday through Saturday. The facility is free to residents; however, a \$10 contribution per trip is appreciated.

The \$2.6 million facility is a project of Chelan County and its partners: the Washington State Department of Ecology, the Washington State Department of Commerce and the cities of Wenatchee, Cashmere, Leavenworth, Chelan and Entiat.

“We could not have completed this project without the help of our community partners,” said Eric Pierson, director/county engineer of Chelan County Public Works. “The project had reached a standstill in 2017, but our partners stepped up to help finance its completion. This facility is a great example of what a community can accomplish when strong partnerships are formed.”

Household hazardous waste, or HHW, is material that should not be thrown in the garbage but instead be disposed of safely at a Moderate Risk Waste Facility or collection event. HHW is labeled with key words such as caution, flammable, corrosive, warning,



PHOTO COURTESY DEPARTMENT OF ECOLOGY

From left, Kimberly Grieves of the Washington State Department of Ecology; Lalla Przespolewski, City of Entiat councilwoman; Brenda Blanchfield, manager of the solid waste program for Chelan County; Mayor Frank Kuntz of Wenatchee; Rep. Keith Goehner; and incoming Mayor Bob Goedde of Chelan.

poisonous, explosive, danger, toxic or reactive.

HHW includes but is not limited to: automotive products, including used motor oil, antifreeze, gas, brake fluid, waxes, batteries and cleaners; home gardening supplies, including pesticides, fertilizers, insecticides, fungicides and herbicides; painting supplies, including oil-based paints and stains, thinners and solvents; kerosene; heating oil; pool and spa chemicals; household cleaners; and fluorescent tubes and bulbs.

Waste collected at the facility will be packed for safe transport and contractor Clean Harbors Environmental of Kent will haul the material away for safe disposal.

Among the facility’s features are a drive-up unloading area for visitors; a reuse area for those materials that are deemed reusable; an office and breakroom area

for employees; an emergency wash area; a barrel packing area and lab for material identification; two 200-square-foot storage containers for flammables; and a blast wall for any highly explosive materials that may come in and need temporary storage.

The onsite stormwater system also was

designed to withstand a 100-year storm event.

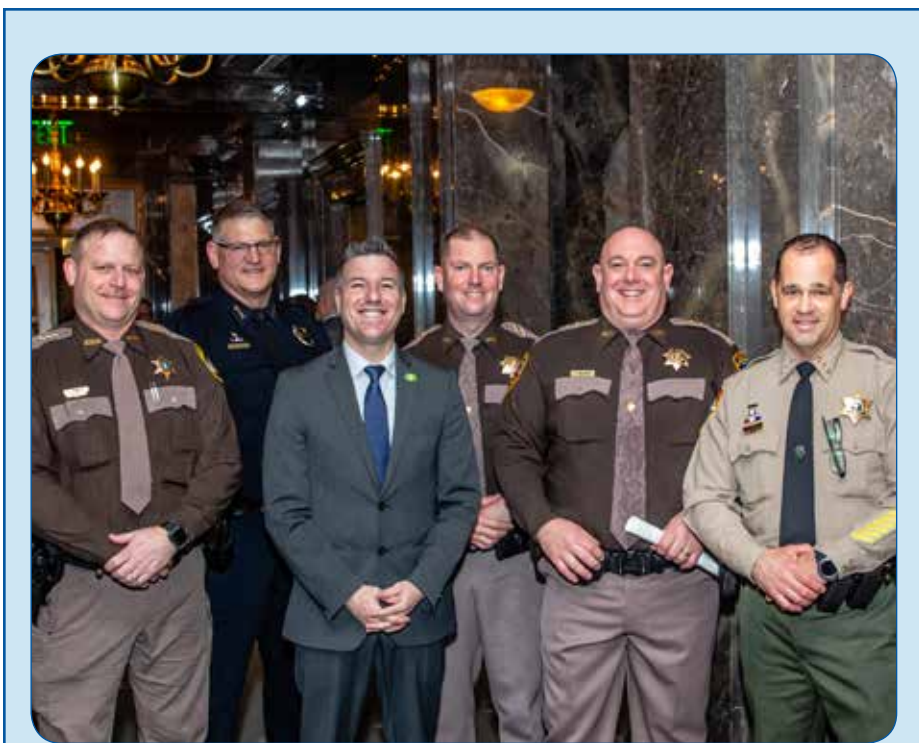
The system incorporates Low Impact Development design principles that include pervious pavers in the parking areas, an underground stormwater chamber and two bio-filtration swells to promote infiltration of onsite-generated stormwater.

Secure your HHW safely when transporting

If you are dropping off material at the MRWF, remember these tips for the safe transport of your household hazardous wastes:

- Don’t mix products.
- Keep products in original containers. Label products not in same.
- Secure products so they don’t tip over or leak.
- Containers should be non-leaking and of 5 gallons or less in size.
- Transport similar products upright in cardboard boxes for safety.
- Stay in your vehicle during unloading.

In addition, please remember that the MRWF does not accept latex or water-based paints. Latex paint can be safely disposed of in your residential garbage can if the paint is first hardened with a material such as kitty litter, mulch, sawdust or shredded paper. When the paint is hardened to the consistency of oatmeal, place the can, with its lid off, in your garbage can.



Courtesy photo

Senator Hawkins meets with area law enforcement

Senator Brad Hawkins meets with (from left to right) Okanogan County Sheriff Hawley, Wenatchee Police Chief Crown, Douglas County Undersheriff Caille, Douglas County Sheriff Morris and Chelan County Sheriff Brian Burnett while the group was in the statehouse in Olympia.

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Bill Forhan 509-548-5286 or bill@leavenworthecho.com
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Inspire 4 Life Coaching: Triad path of mind, body, soul

Submitted article

Are you living your ideal Healthy Life? If not, what does your ideal Healthy Life look like? Close your eyes. Can you envision it? Yes? Great! Now why aren't you living it? Dig Deeper! Have you given yourself permission to dream a dream that big for yourself? Read the last sentence again...

If your answer was "No, I can't envision my Ideal Healthy Life," maybe you don't know what it is supposed to look like for you. If you don't know where to go, it's pretty hard to get there...

Congratulations! You just entered Level One in the realm of Inspire 4 Life Coaching with Michele Stutzman. If you'd like to "level up," keep reading.

Inspire 4 Life is the culmination of 37 years of Michele's unrelenting determination to passionately follow her inspiration to bring mind, body and soul all together within each of her clients in a way that is best for them; or as she puts it, "meeting the client where they're at."

"Bringing these three elements together is truly the key to the longevity of whole self health," said Michele. Helping clients

go to the space inside where they can find their inner strength, connection and body awareness has become her calling.

Stutzman continued,



Michele Stutzman

"Because of decades of experience with hundreds of clients and students, as well as personal setbacks, breakthrough, heartaches and victories, I feel it is my gift and mission to make a difference and help others achieve their best life!"

In 1988 Stutzman started as a fitness instructor at the WRAC, (formally Wenatchee Swim and Tennis Club), where she would devote the next 22 years of her professional life, not only as an instructor, but also as Fitness Di-

rector. She held certifications in everything from Spin, Body Pump and Zumba to Aging Adults, and Pilates. She still maintains her ACE Personal Trainer Certification through continuing education credits.

Since leaving the WRAC, Michele has changed her course of action due to a few of her own setbacks as well as "Aha!" moments. Michele started integrating the "Triad" approach.

The Mind, Body, and Soul mentality is the basis for Inspire 4 Life Coaching and is what has brought her from a young, eager, energetic Fitness Instructor to a highly accredited foundational figure in the Wenatchee's fitness community, and now also to an accomplished alumna of the Robbins-Madones Life Coaching Academy, a participant (and volunteer) in Tony Robbins' Unleash the Power Within, and Business Mastery seminars, as well as hundreds of hours more of self-development studies.

"We had a 'Transformation Day' during a Tony Robbins' Unleash the Power Within event. Wow! That was tough! It was hard at first, messy in the middle, and beautiful at the end,

but so worth it," she said.

Stutzman states, "We are proud to live in the Apple capital of the world, so think of yourself as an apple. You peel the apple's protective outer skin to get to the sweet fruit inside, yes. But! In order to go further into the core of the fruit, you have to shed the outer part, and the core is where the seeds are! "Seeds that are the key to ensuring the rebirth of the apple; and that transformation, or rebirth is what I have the tools for, so while I may not have the expertise in all areas, I can help with these tools so you can create your own transformation, customized for you, exactly where you are in life right now."

Adria Smart co-owner of Garlini's said, "Michele has a gravitational pull around her and an infectious positive attitude.

As a trainer she expects you to dig deep and pull back emotional layers. She expects you to do work on yourself from the inside out.

"For me personally, I came to her with a broken body and spirit, a shadow of my former self. With fear so strong it was almost tangible. I have now been with her three months and the transformation I have gone



SUBMITTED PHOTO

Michele Stutzman guides the workout of Adria Smart at Chief Fitness.



PHOTOS GARY BÉGIN/WBJ

Culinary Apple has new owner, same great American products

The Culinary Apple is a specialty gift items and gourmet cooking store in Chelan. If you're looking for gourmet kitchen tools or gadgets, local wines, apple inspired gifts or just a taste of delicious homemade fudge, go see longtime store manager JoAnne Strandberg and husband Lars. They bought the business in January. The gourmet housewares store recently surpassed its 23rd anniversary in business. Visit JoAnne and Lars at 109 E. Woodin Ave. in Chelan between the hours of 10 a.m. and 5:30 p.m., M - S, Sunday 11 a.m. - 3 p.m., or call (509) 682-3618. Website: culinaryapple.com

1. The sign for the Culinary Apple adorns an old building in downtown Chelan. 2. New owner JoAnne Strandberg.



2

through is nothing short of a miracle.

"It's been almost seven years now since I had open heart surgery and seven years since I allowed myself to be the athlete I once was.

"One day at a time, one week at a time she has helped me to melt away the fear and train like the athlete she knows I am. She found me broken and she sees me whole. I am still here and I have a purpose! It is something bigger than me.

"I believe in the human connection and that that connection will inspire the person next to you to be greater. Michele has the ability reach this part of you, inspire you to be great and then inspire you to make the people around you great.

"I have taken my training and life coaching she has given me into my family life and my professional life. Michele is a Mind, Body and Soul life coach."

Stutzman is currently teaching/coaching at Chief Fitness, (owner Heath Frazier) and can also travel to your home for a personalized regimen.

To find out if you and Michele are a good fit email her for a free consultation at: Michele@inspire4lifecoaching.com; Website: inspire4lifecoaching.com or call 509-670-7072. Rates include: email correspondence, motivational videos, face-time training, customized referrals to plethora of multimedia, customized workouts, nutrition ideas and more. Personal or small group sessions available.

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VOX DOCS FILM FESTIVAL

MARCH 6 & 7, 2020

Vox Docs Film Festival: Filmmaker's Showcase and Documentary Films

Submitted by Icicle Creek Center for the Arts
LEAVENWORTH - March 6 - 7 - The Icicle Creek Center for the Arts proudly presents the 9th annual Vox Docs Film Festival, featuring two distinct days of the best documentary films of the last year at The Snowy Owl Theatre. Join us for our Filmmaker's Showcase

and Afterparty, bringing together local and regional filmmakers and their subjects for an evening of award-winning short films, and catered after party where community members and artists come together. Saturday brings together three films throughout the day starting at; noon, 3 p.m., and 7 p.m.

Workers in Washington state spent more than \$2.5k each in 2019 on after-work drinks

Submitted by Alcohol.org

- 1 in 3 workers think after work drinks is good for team bonding.
- The average after-work drink session lasts 1.8 hours.
- 1 in 10 workers drink shots during after-work drinks.

It's often a relief to knock back a drink or two after a long day at work, and as an added incentive, happy hour is usually from 4-6 p.m., coinciding perfectly with the end of the workday.

After work-drinks are the perfect excuse to celebrate the end of a successful project or the start of a big one. And now that the Christmas party season is in full swing, one drink leads to two or three,

and before you know it, you've bought a couple rounds for the entire office.

Even if you only end up having a cocktail or two, when you look at your bank statement at the end of the month, it's the small expenses that add up to surprising figures.



As the leading provider of treatment resources and everything related to alcohol abuse and rehabilitation, Alcohol.org surveyed 3,000 workers asking how often they go out for after-work drinks and what their average spend is.

It was found that workers in Washington spent \$2,627 in 2019 on after-work drinks - that's the equivalent of over 650 beers (this was below the national average of \$3,035).

Broken down across the country, Kentuckians were found to have spent the most - an average of over \$5,530 per year on drinks after work, while Mainers spent the least at \$1,415.



Advertise your business lunch specials!
Call Carol Forhan, 509-548-5286 or Lindsay Timmermans, 509-860-7301

Call Gary with business news tips:
509-571-5302

LAKE CHELAN WINE AND JAZZ FESTIVAL

Submitted by LCWJF

CHELAN - Artists from North Central Washington are invited to participate in a juried competition to create a poster design for the third annual Lake Chelan Wine and Jazz Festival (LCWJF), May 14 - May 17.

The competition runs from Feb. 15 - April 10 and is sponsored in cooperation with the Lake Chelan Arts Council.

The winning entry will be produced as a commemorative poster and copies offered for sale to the estimated 1000 ticket event holders and the general public.

Artwork must reflect the feel of the Lake Chelan Valley, highlighting the elements of wine, jazz, 4 - day event includes 17 performers with 30 unique shows taking place at 13 venues in Chelan and Manson.

While artwork can be any medium that is adaptable to print.

All submitted posters will be on display at the Lake Chelan Chamber of Commerce lobby from April 20 and posters will be available for sale beginning the week of April 20.

Poster sale proceeds will benefit the Lake Chelan Wine and Jazz Festival mission to support and promote jazz appreciation, music education, and the arts in the Lake Chelan Wine Valley for residents and visitors.

For complete entry rules and application, and to view video footage of the 2019 Wine & Jazz Festival, go to chelanwinejazz.com.