



The banner at the building site shows the public a finished view.

WBJ exclusive

12 new Columbia riverside view apartments available in 'Entiaqua'

Story and photos by Gary Bégin

ENTIAT – The infamous housing shortage is being chipped away at again by small, but meaningful construction projects. This is one of them:

“Entiaqua” refers to “rushing water” in the original Native American (Salish) language, so developer Doug Goodell decided to name his 12-unit apartment project that name.

Adjacent to the Columbia River and near the confluence of the Entiat River, finding a waterfront view in this town is not a problem.

In fact, Goodell wanted to give every tenant a spectacular view of the Columbia River so “every apartment has a large deck in the back facing the river.”

According to Goodell, part owner of the 2.6-acre parcel with Tom Andrewjeski, collectively

aka Entiaqua, LLC, this project is a godsend to those who commute from various towns to and from Chelan or Wenatchee as it will save 20 minutes either way of drive time.

“This is the first phase, which will be the most expensive because it includes the infrastructure for the other phases,” he said.

The duo bought the 2.6 acres of riverfront land for \$340,000

and are investing \$1.8 million to construct phase 1 of what they hope will be the start of a potentially 60-unit complex.

As of November 2019 the pair plan on building one 12-unit structure each year for two more years and then assess the next phases, if any.

“We have enough space to have up to 60 apartments and even a

SEE ENTIAQUA APTS, PAGE 4

Wells Fargo Ag expert explains markets to local stakeholders

By Gary Bégin

Wells Fargo Senior Vice President, Agriculture Economist Michael Swanson, has been traveling America explaining the ups and downs of the agriculture market and how it fits into today’s modern world.

About 10 people attended his hour and a half mini-symposium sponsored by the bank in its downtown Wenatchee location in late October.

Most of the gathered were area tree fruit orchardists to which Swanson discussed the importance of balancing acreage and return on assets among other things.

He posed questions such as, “Is adding acreage always the answer?” and added in tidbits of relevant market changing information during his talk, such as how Asian Swine Flu in China might affect pig farmers in Iowa.

Swanson discussed the current era of ethanol as produced by corn farmers and how it has impacted corn market annual receipts.

He also explained how the ranch and farms markets are linked and how “fear and greed” causes potential swings in the value of the U.S. dollar vis-a-vis other currencies.

“The world is about systems,” Swanson said.

In the case of the tree fruit industry here, Swanson noted the im-

SEE WELLS FARGO, PAGE 4



Want an *adventure* in quality coffee? Go to *Foray Coffee... the App*

Story and photos by Gary Bégin

As they say, “get the app.” Opened about two months ago, an unmistakable branding icon hit the Wenatchee market. It is a clever-as-a-fox new twist on how folks on the go order coffee.

Although it’s the world’s most popular beverage, besides tea, and is as ubiquitous in Washington state as skyscrapers in Manhattan, the Foray Coffee store with its red fox logo seems ready to spring into one adventure after another.

Located at 1544 North Wenatchee Avenue, Suite 400, the modern building stands out in appearance all

by itself, but in case you don’t see it, a giant red fox profile adorns a sidewall facing traffic.

Just as the market seemed saturated with the likes of Starbucks, Dutch Brothers, Auto-Mocha and every convenience and fast food store on every corner comes another variation on the better mousetrap. That glutted market didn’t scare Kyle Hendrickson and partners, but even those gutsy enough to sell java via app in a saturated sea of bean juice better prepare for potential rough waters.

Foray Coffee already has the normal retail coffee business figured out as it springs forth from Café Mela

and Mela Roasting Company family origins.

Foray offers a free app to get your favorite coffee made now so when you pull into the service window there is no waiting.

Choose your style, size and flavor, maybe some treats to go with, and voila! Locally produced from the finest coffee beans, the concept of “app only” via brick and mortar delivery is unique in the state and even the world, according to Foray Coffee Vice President for Marketing and Operations Sam Chapin.

“We’ve recently soft opened our

SEE FORAY COFFEE, PAGE 3

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NEWSSTAND LOCATIONS

Wenatchee

Plaza Super Jet
 106 Okanogan Ave.
 Safeway, 501 N. Miller St.

East Wenatchee

Safeway, 510 Grant Road

Cashmere

Martin's Market Place
 130 Titchenal Way
 Cashmere Valley Record,
 201 Cottage Ave., Suite 4

Leavenworth

Dan's Food Market
 1329 U.S. Highway 2
 The Leavenworth Echo,
 215 14th St.

Chelan

Safeway, 106 W. Manson Rd.
 The Lake Chelan Mirror,
 310 E. Johnson Ave.
 The Vogue – A Liquid Lounge,
 117 E. Woodin Ave.

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Legislature begins pre-session activities

By Sen. Brad Hawkins

As you may know, Washington state develops a two-year budget, but the Legislature meets annually beginning in January. In the years that the state develops its two-year budget, like last year, the Legislature meets for 105 days. In the in-between years, like this upcoming year, lawmakers convene for only 60 days.

Looking ahead to the 2020 legislative session

The 2020 session begins on January 13, and we can expect some adjustments to the previously-approved budgets.

Our state approves three budgets (Operating, Transportation, and Capital) and modifications to the budgets are common in follow-up years. In addition to updates to the budgets, the session presents lawmakers an opportunity to adjust current laws or approve new ones.

As we look ahead to the upcoming session, many in the Legislature are beginning pre-session activities.

The House of Representatives recently met for its annual Committee Days and the Senate will be participating in planning efforts during the week of November 18-22.

Our activities include a caucus planning retreat and convening for Assembly Days. Both events provide opportunities to meet with colleagues and committees to receive briefings on state issues and to discuss legislative ideas.

Recent activities help me prepare for session

I would like to again thank everyone who helped make my third annual lis-

tening tour a success.

My staff and I traveled throughout the 12th District again this September to the communities of Cashmere, Leavenworth, Wenatchee, Mansfield, Pateros, Twisp, Winthrop, Mazama, and Chelan. It was great to connect with you in your communities.

In addition to my annual listening tour, here are some of my other recent events:

Cashmere September 11th Memorial: Many thanks to the Spirit of America Foundation for its excellent work with the Cashmere 9/11 Memorial. It was an honor to be at the event again this year to reflect upon the September 11th attacks and be among our local firefighters and first responders.

Wenatchee School District Reception: I attended a welcome reception for new Superintendent Dr. Paul Gordon. He and I have interacted on a few different occasions so far, and I am impressed with his energy and enthusiasm.

Fiestas Mexicanas: The weather cooperated this fall for another successful weekend of Fiestas Mexicanas. I attended an evening activity with local city and school officials. Following our introductions, my family and I enjoyed music, tacos, juarittos, and cream-filled churros.

Cashmere Mill Ribbon Cutting: Congratulations to the City of Cashmere, Port of Chelan County, and many partnering organizations that completed the 32.5-acre cleanup and construction at the Cashmere Mill Property. The new facilities and businesses are a great addition to our economy.

NCW Youth Pastors: It was great to connect with youth pastors throughout our region to discuss recent legislative activities and the

upcoming session. There are many excellent pastors working with youth each week throughout NCW.

Wenatchee Central Lion's Club: Thank you to the Wenatchee Lions for inviting me to be a speaker last month. My discussion included a legislative update from last session, a look ahead to next session, and Q&A on legislative matters.
Chelan PUD Hydro Tax Discussion: I appreciated meeting with Chelan PUD General Manager Steve Wright and staff to discuss our continued efforts toward gaining equal tax treatment for hydropower. We are considering efforts to advance legislation that I introduced last session.

Methow Valley Water Discussions: Water availability is a growing issue of interest to the Methow Valley. I appreciated learning more about this important issue from the Methow Watershed Council.

Wenatchee Kiwanis Club: For the second year in a row, I was the guest speaker at the Wenatchee Kiwanis Club. It was great to connect

Sen. Hawkins receives Ag Educators award

OLYMPIA – Senator Brad Hawkins has been honored for his efforts to help students learn about agriculture. Hawkins, who serves the 12th District, received the 2019 Legislator of the Year Award from the Washington Association of Agricultural Educators.

"I'm very honored to receive this award and really appreciate the Washington Association of Agricultural Educators for selecting me," said Hawkins, the ranking Republican on the Senate Early Learning and K-12

Education Committee. "I've always prided myself on supporting both education and agriculture, so it was very special to receive it."

Jennifer Crane, an agriculture science teacher at Eastmont Junior High School in East Wenatchee, presented Hawkins with the award in her classroom Tuesday.

Hawkins has received other recognition for his support of agriculture, including the Legislative Champion Award from the Washington State Tree Fruit Association in 2017.

again with its members and discuss legislative activities.

Dolco Packaging Tour: The Dolco Packaging Plant has been in operation in South Wenatchee for over 50 years. Dolco is the lead manufacturer of polystyrene egg cartons in the United States. The plant also manufactures trays for meat, apples, pears, and restaurants.

Port of Chelan County Partners Breakfast: The Chelan and Douglas ports are merging into the Regional Port Authority. It was helpful to get an update on recent activities and to learn about our region's current economic trends.

Washington State School Directors: School board members from across the state gather each year to determine their legislative priorities. It was helpful for me to observe their process and to connect with our local school board members.


Wenatchee Downtown

Rotary: I enjoyed attending the Rotary Club's luncheon to hear my colleague, Lt. Governor Cyrus Habib – who presides over the State Senate – discuss his upbringing in Washington state.

TwispWorks Annual Dinner: One of the many success stories in the Methow Valley is TwispWorks, an organization that began 10 years ago to serve businesses, nonprofits, and artists. The annual dinner provided a great way to learn more about recent TwispWorks projects and future efforts.

These are some of the recent events that I have participated in that have helped prepare me for the upcoming legislation session.

I will also be participating in further meetings during the remainder of the fall before heading over to Olympia in January.




December 12, 2019

AVHRA Employment Law Summit 2019

Employment law is in flux at a federal, state and cultural level in 2019. Hear from Washington experts on how best to meet 2020's changes head on.

Session Highlights

- **A Time for Civility: Moving Beyond Harassment and Bullying to Practicing Civility in the Workplace**
- **Paid Family & Medical Leave Program:**
 - Employer Requirements
 - Interaction with FMLA
 - Updated with Recent Decisions
- **2020 Ogden Murphy Wallace Employment Law Update**




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GARY BÉGIN/WBJ

The new Foray Coffee stand on North Wenatchee Avenue features state of the art equipment meant to deliver the best coffee in town. In above photo, barista Areigha Shaw whips up a brew for a customer.



CONTINUED FROM PAGE 1

Want an adventure in quality coffee? Go to Foray Coffee... the App

new concept for drive thru coffee on Wenatchee Avenue and we've gotten to the point where we think things are running well enough to welcome the community to come by for some great coffee and give this app-only thing a try. We're also offering everyone a \$10 signing bonus when they sign up and put \$2.50 on their account," said CEO Hendrickson.

If you don't have the app, no matter, come by the service window and Foray will not only serve you coffee, but sign you up for the application that can be used regardless of phone style.

Wenatchee may be witnessing the birth of a potentially massive nationwide franchise, but first the prototype

business model must get off the conventional dark roasted ground(s).

Why did Foray choose a red fox as its logo? "Because a fox is clever and quick," said Chapin.

To emphasize that point, the Foray folks had a custom built beverage tap built for dispensing the black delight and have hired and trained some serious baristas for espresso and regular coffee concocting.

Add to that the customer feedback and the tweaking of software and things look to be getting tastier and faster as the store warms up the public to this newest take on doling out the joe.

Editor's Note: (The store does not take phone call orders at this time.)







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This framed building will eventually be home to the 12-unit Entiaqua Apartments, ready for occupancy June 2020.

CONTINUED FROM PAGE 1

12 new Columbia riverside view apartments available in 'Entiaqua'

commercial spot up to 2,000 square feet," Goodell stated. The initial phase will consist of 6-1 bedroom, 1 bath and 6-2 bedroom, 2 bath units. Prices will start

at around \$1,100 a month for the smaller units (700sf) and about \$1,450 for the larger (1,000sf) and will be available for occupancy June 2020.

A main advantage of the location besides the incredible river views is immediate Highway 97A access. Entiaqua, LLC is not currently accepting

pre-construction rental applications or reservations at this time. "We might start doing that in the late winter or spring," concluded Goodell.

CONTINUED FROM PAGE 1

Wells Fargo Ag expert explains markets to local stakeholders

importance of price of product in regards to yield per acre, with older orchards yielding less product, but labor costs possibly remaining the same regardless.

"Everybody is connected from Chile to Ukraine," he surmised.

Swanson ended the talk by referring people to look up more information about the

apple industry, courtesy of the U.S. Census Bureau, by Googling NAICS 111331.

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.



Wells Fargo Vice President Michael Swanson, in background, explained to local orchardists and associated businesses the importance of balancing acreage and return on assets among other things.



FILE PHOTO

Lisa Kriskovic

Brick and Rafters now open in Cashmere

Cashmere's newest business is ready and open for business. Owners Tom and Lisa Kriskovic have opened a simple venue rental space for all types of venues from pop up events to dinners, Christmas parties, baby showers or whatever your

need is. Brick and Rafters is located at 122 Cottage Avenue in Cashmere. They are open weekly Monday through Friday.

You can call Lisa to view the space and make reservations: 509-669-7778.

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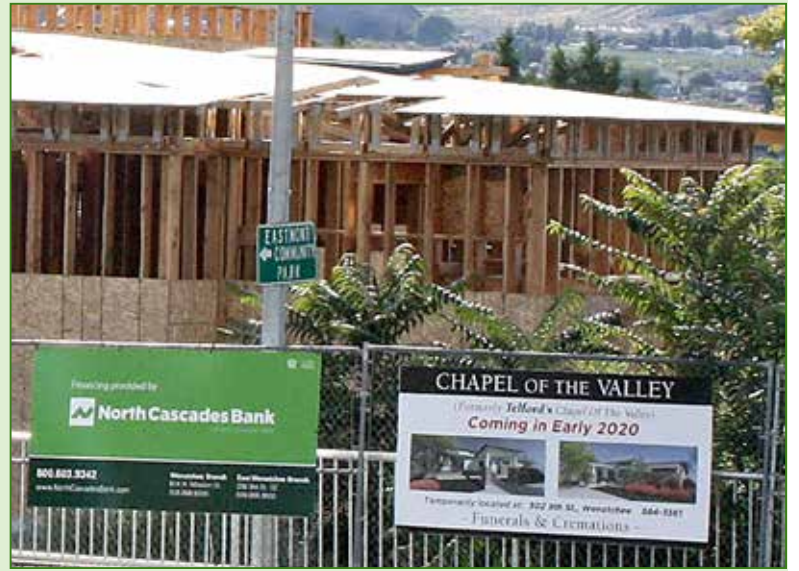
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PHOTOS BY GARY BÉGIN/WBJ

Funeral home set for 2020

Financed by North Cascades Bank, the former “Telford’s” will become Chapel of the Valley funeral home. It is located in East Wenatchee across from the fire house on Eastmont Road.



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Home Weatherization 101: Tips for a Comfortable Home

(StatePoint) Do seasonal temperatures sometimes leave you frustrated with your home's lack of insulation?

Staying comfortable indoors is a top priority for most people, and luckily, it's easy to ensure your home is an optimal temperature.

With a few quick tips and home defense strategies, you'll be on your way to a more comfortable abode in just a few hours.

Why weatherize?

Preparing your home to combat temperature change is an important task for both homeowners and renters throughout the year. Feel uncomfortable drafts?

Notice your heating

and cooling equipment is continuously running? Tired of expensive energy bills? You're not alone: almost two-thirds of American adults live in a home that needs to be weatherized, according to recent research conducted by Duck brand.

There are many motivations for weatherizing.

In fact, did you know...

- 54 percent of people weatherize to save money on energy bills
- 44 percent weatherize to make the temperature of their home more comfortable
- 22 percent do it for greater energy efficiency

Is that a draft?

First, you'll need to identify the source – or sources – of

leaks. Don't stress – it's easy! Hold an incense stick near potential draft sources, such as windows and doors.

If the smoke blows sideways, you'll know an air leak exists and it's time to weatherize. But don't stop there. Areas such as attic access openings, pull-down stairs and exterior electrical sockets are additional, often overlooked sources of air leaks.

So, now what?

Once you've identified the leaks, it's time to stop them. Window and door seals take a beating from normal wear-and-tear and can be a large source of drafts coming into the home.

Replace old, cracked seals with such products as

Duck Brand Heavy-Duty Weatherstrip Seals, which are made with durable, flexible material, allowing them to stand up against extreme temperatures that cause other seals to freeze or crack. They help to block cold winter air from entering, as well as dust, pollen and insects during the warmer months.

For added protection with older windows, an easy-to-install, crystal-clear option like Duck Brand Roll-On Window Insulation Kits can create an additional barrier against cold air. The pre-taped top and easy roll-on film require no measuring, making installation painless. When applied to indoor window frames, the film provides an airtight seal that's

easily removed once warmer weather arrives.

Finally, address the hidden leaks with solutions like Duck Brand Socket Sealers Insulating Seals. Quick and easy to install, they fit behind outlets or light switch faceplate covers. When installed on exterior walls, they act as a buffer between the inside and outside air. Next, attic stairway covers protect against an often-uninsulated area, and offer a flexible,

lightweight solution that can be repositioned to maintain direct access to the attic.

For more information on increasing home comfort, along with easy-to-follow weatherization installation videos, visit duckbrand.com/weatherization.

With a few key home projects anyone can complete, you can make your home more enjoyable all year long and save on energy bills in the process.

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HOME SECTION

5 step fire safety checklist

(BPT) - When flames engulfed his 1940s beach bungalow without warning, actor Taylor Kinney was thankful to make it out alive.

That experience, paired with his role as one of America's favorite TV firefighters, inspired him to advocate for fire safety and is why he's partnering with First Alert this fall to share important messages about fire safety preparedness.

"In my role as a firefighter on TV, I help portray very serious and dangerous fire emergency situations," said Kinney. "But one of the most dangerous of all is the lack of fire safety precautions among a majority of Americans, including having working smoke and carbon monoxide alarms to provide early warning in the event of a real home emergency."

Recent research shows that more than 60% of consumers do not test their smoke and carbon monoxide (CO) alarms regularly. That, along with other easy-to-perform tasks, can mean the difference between a safe home and a dangerous home.

This simple fire safety checklist can help ensure your home and family are protected from the threats of smoke, fire and carbon monoxide.

1. Install smoke alarms on every level and in every bedroom. Three out of every five home fire deaths result from fires in homes without smoke alarms or with no working smoke alarms, according to the National Fire Protection Association (NFPA).

For maximum protection, install smoke alarms inside every bedroom, outside each



sleeping area and on every level of the home, including the basement.

2. Testing and maintaining alarms is key. Alarms should be tested regularly and replaced at least every 10 years. Help ensure your alarms remain in good, working order by changing the batteries at least every six months.

For hassle-free protection, install alarms like the First Alert 10-Year Smoke and CO Alarm available at Lowe's, which has a sealed 10-year battery – rendering battery removal and replacement a thing of the past. Many cities and states require sealed 10-year battery alarms, so check with your local fire department if you do not know what to install.

3. Equip your home with fire extinguishers. Beyond alarms, having fire extinguishers – and knowing how to use them – is an important part of maintaining a safe home for you and your family.

Every 24 seconds, a fire department responds to a fire, according to the NFPA, so being prepared to fight small fires is critical. Place extinguishers in convenient locations on every level of the home, in the kitchen and in the garage.

4. Protect against the "silent killer." An odorless and invisible gas, CO is the number one cause of accidental poisoning and can only be detected with an alarm – yet only 47% of homeowners report owning a CO alarm.

Consider hassle-free protection by installing 10-year sealed battery alarms and, just like smoke alarms, be sure to check all CO alarms regularly using the "test" button for continued protection.

5. Plan. Practice. Repeat. Recent summer research reveals that less than 50% of homeowners have an escape plan – and even fewer practice a plan regularly.

Make sure to involve everyone in your household in creating a plan and practice it at least twice every year. As part of this plan, equip second-floor bedrooms with escape ladders and discuss how to use them. Identify two ways out of each room and a meeting place outside.

Emphasize that once at the predesignated meeting area, call 911 and wait until officials clear your home to re-enter it safely.

For more information, visit www.firstalert.com.

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CHELAN COUNTY

Proposed business plans lay out Chelan PUD's 5-year "to do" list

Chelan PUD news release

Chelan PUD commissioners Monday unanimously approved the utility's new strategic plan and quickly moved the focus from planning to getting the work done that supports the District's priorities.

General Manager Steve Wright said the strategic plan for 2020-2024 reflects commissioners' vision to provide the best value for the most people for the longest time.

Five-year business plans reviewed Monday laid out what each division will do to carry out that vision. (At 01:40 on the board meeting audio recording)

"Consistent with the strategic plan,

we're focusing on improving in the areas of hydro system capability, retail reliability, safety, customer service technology, resiliency and innovation," Wright said. "At the same time we're committed to keeping PUD finances strong."

Four priorities lead the PUD's strategic roadmap for the next five years:

- Invest in assets and people and seek industry top-quartile performance for hydro generation, retail reliability and safety while improving customer service technology
- Sustain excellent financial resiliency while mitigating the risk of large rate increases
- Enhance the quality of life in ➤➤

➤➤ Chelan County through programs that distribute the benefits of public power

- Engage in countywide growth planning and job creation while ensuring the District's rates and policies are stable and predictable

Chelan PUD will continue the Public Power Benefit program, including the broadband network expansion.

Developing and putting new "technology roadmaps" (see slide 13) in place are among the key elements to implement the five-year business plans that support the strategic priorities. Each of the PUD's nine divisions has a stake in this initiative, Wright said. Technology is needed to improve customers' experience, monitor and supply data crucial for good decision-making, strengthen IT systems and provide employees access in the field, he said.

The strategic plan includes inflation-level annual rate increases for the electric and fiber businesses and roughly 4 percent for water and wastewater businesses. The plan also forecasts that energy markets will continue to evolve and remain uncertain.

Commissioners applauded the staff work and customer-owner feedback that went into the new strategic plan.

"Thank you for all the great work and for a great document," said Commissioner Steve McKenna.

Added, Commissioner Randy Smith: "It's time to get going. It's been a long road to get here. I appreciate the effort from everyone involved."

Staff will finalize the five-year business plans and prepare the draft 2020 budget for commission review on Nov. 4.

In other business, commissioners:

- Remembered former General Manager Gerald "Jerry" Copp, a 30-year PUD employee who led the utility from 1982-92. Copp was a Washington State University graduate and electrical engineer who moved to Wenatchee in 1962 to work for the PUD. He died on Sept. 15 in Wenatchee following a long illness

- Received an update on the supported employment pilot program that offers job experience for people with cognitive disabilities. The 18-month pilot is a Public Power Benefit. A video showed Sydney Lackey at work on routine tasks that free other employees for more complex work. She is working at the PUD for nine months as one of two pilot employees. The second employee will start work in December. "I'm so grateful we've evolved to a point where we're offering this pilot program. Thank you, everyone," said Commissioner Ann Congdon.

- Were updated on construction to improve facilities at Rock Island and Rocky Reach dams, plus the next steps in design for the new Service Center at Olds Station. Dan Frazier, Shared Services director, said employees will seek community feedback on aesthetics and public space concepts for the new office building. A community workshop was next up on scenarios developed for the Fifth Street campus once the PUD moves and consolidates operations.

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HealthChoice

Cosmic crisp apples come to stores November 1

By Mike Maltais

BREWSTER — A new apple variety that has been decades in the making is coming to store fruit displays on Nov. 1.

Sources at Brewster Marketplace confirmed that the new apple variety will join others it currently offers.

The Cosmic Crisp has been getting lots of buzz lately in print and electronic media after coming out of 20 years of study and research at Washington State University's world-class tree fruit breeding program.

The name "cosmic" is derived from the starburst-like lenticels that dapple the fruit's surface. Crisp denotes the fruit's crisp texture.

Cosmic Crisp is cross between the Honeycrisp and Enterprise varieties and, according to the website cosmiccrisp.com "maintains its texture and flavor in storage for more than a year."



Key characteristics of the new apple include its large size, exceptional eating quality, appearance, crisp texture and sweetness that allows bakers to use less sugar when it is used in pie recipes. It has earned the Good Housekeeping Nutritionist Approved emblem.

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VETERAN-OWNED & OPERATED BUSINESS

Vets in October kept busy with a special seminar and a job fair



PHOTOS BY GARY BÉGIN/WBJ



Letters to the Editor

Reader appreciates 'View From the Hill' column about PTSD in September WBJ

Dear Heather,

Just a note to thank you for educating more people about PTSD. Lots of folks have heard the term, but have no real understanding of the effects.

We appreciate your insight and the help you provide to Vets who have more severe cases.

Thanks,

Mike Eisenhard,
Eisenhard Appraisal & EcoServices
Entiat

Heather Hill's "View From the Hill" will return next month

It's the Wurst eatery on the Avenue

Story and photo by Gary Bégin

"Food nourishes the soul," even if it is served by the Wurst eatery on Wenatchee Avenue. That's because owner/operator Lisa Sanchez puts her

heart into every sausage she prepares for her mostly downtown lunch crowd. Her hole-in-the-wall gnosh pit is ideal if you are in a hurry and happen to work anywhere in the area because she's fast and efficient getting the dogs

to the buns and into your mouth. "I'm happy to see repeat customers," Sanchez said. She's been feeding people almost her entire life (more than 40 years) since age 14.

Sanchez has worked and/or been associated with well known Leavenworth venues such as King Ludwig's, Enzian Inn and Edelweiss as she not only grills a mean wiener, but also performs solo guitar when a place needs music. She's also driven with a commercial driver's license "over the road" for two years for something to do as she's got a restless spirit inside she must satiate with meaningful activities.

She started the Wurst dog-in-a-shack potential empire for about \$5,000 early last summer and plans on eventually diversifying her menu to attract more diners.

If you like kielbasa, hot dogs, a rubeen or even vegetarian options like salad, drop by the Wurst place on the Avenue, especially on Wednesdays for her weekly special.

"Food makes me happy," remarked Sanchez, and we know she isn't alone in that mind set.

Open 11:30 a.m. - 3:30 p.m., located at 5 South Wenatchee Avenue in front of the Savings and Loan Building near the corner of Palouse.



Lisa Sanchez, owner/operator of Wurst, poses in front of her eatery.

“Would you like me to give you a formula for success? It's quite simple, really: Double your rate of failure. You are thinking of failure as the enemy of success. But it isn't at all. You can be discouraged by failure or you can learn from it, so go ahead and make mistakes. Make all you can. Because remember that's where you will find success.”
—Thomas J. Watson

City of Wenatchee New Business Licenses September 2019

| | |
|---|---------------------------------|
| Halo Crispies | Kyle & Janelle Lofchie |
| East Wenatchee, WA 98802 | Pybus Market vendor |
| 509-899-7741 | |
| C & R General Construction LLC | Fernando Oseguera |
| Wenatchee, WA 98801 | General Contractor |
| 509-881-8878 | |
| Glow Yoga and Massage | Kelly Larson |
| 15 2nd St. Hallway #15 | Massage Therapy |
| Wenatchee, WA 98801 | |
| 509-888-4344 | |
| Atlas Fare, LLC | Jennifer Rojanasthien |
| 137 N Wenatchee Ave, Suite 103 | Restaurant |
| Wenatchee, WA 98801 | |
| 509-300-0303 | |
| Adaptations for a Better Living Environment | Erin Keeley |
| Wenatchee, WA 98801 | Consulting for Home Improvement |
| 206-465-4843 | |
| From Scratch @ US LLC | Linda Brown |
| 1300 Fifth St | Food Services at WVCC |
| Wenatchee, WA 98801 | |
| 510-815-4079 | |
| Northwest Barricade and Signs LLC | Dave Michaels |
| 611 N Wenatchee Ave | Traffic Control Products |
| Wenatchee, WA 98801 | |
| 206-454-9126 | |
| Elite Med Spa LLC | Julie Ritter |
| 33 Adams Ave | Medical Spa |
| Wenatchee, WA 98801 | |
| 509-470-3020 | |
| Alpha Automotive | Anibal Fragano |
| 1451 N Wenatchee Ave | Auto Repair |
| Wenatchee, WA 98801 | |
| 509-668-0697 | |
| Anytime Restoration LLC | Kristin Knierim |
| East Wenatchee, WA 98802 | Remodel Contractor |
| 509-881-8819 | |
| Vancouver Paint Group Inc. | JoAnn Wolverert |
| Camas, WA 98607 | Painting |
| 360-256-4690 | |
| The Wealthcraft Group Inc. | Brian Eastman |
| DBA Safeguard Advisors, LLC | Retirement Planning |
| Wenatchee, WA 98801 | |
| 877-229-9763 | |
| Ella's Adult Family Home LLC | Layce Ann Phillips-Russell |
| 1511 Elmwood St | Adult Family Home |
| Wenatchee, WA 98801 | |
| 509-888-0519 | |
| Trek Retail Corporation | John Burke |
| 34 N Wenatchee Ave | Retail Bicycle Sales |
| Wenatchee, WA 98801 | |
| 509-888-2453 | |
| Retail Store Construction Inc. | Kyle Kimberlain |
| Wauwatosa, WI 53226 | General Contractor |
| 262-886-9800 | |
| RL Rogers Const. LLC | Richard Rogers |
| Marysville, WA 98270 | General Outdoor Remodeling |
| 425-923-0396 | |
| Cintas Corporation No. 2 | Scott Farmer |
| Auburn, WA 98001 | Fire Protection Services |
| 253-852-1962 | |
| Candela Construction | Jeff Candela |
| Coeur D'Alene, ID 83815 | Custom Cabinets |
| 208-661-1398 | |
| Hanger Prosthetics & Orthotics West Inc. | Samuel Liang |
| 701 N Miller St Suite B | Vinit Asar |
| Wenatchee, WA 98801 | Thomas Kiraly |
| 509-938-8170 | Orthotic & Medical Devices |

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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!

- Cascade Powder Coating – 7 years
- Clean Air Connection – 8 years
- Moore Law Firm, PLLC – 6 years
- Nelson Geotechnical Associates, Inc. – 4 years
- Resch Renovation & Design LLC – 1 year
- Stimac Construction, Inc. – 22 years
- Story Construction, LLC – 6 years
- The ADG Media Group, LLC – 11 years
- Wenatchee Upholstery – 3 years

Become a 2020 BNCW Home Show Vendor

It's hard to believe that it is November already! Winter is knocking on the door early this year and so are we! Preparations for the 2020 BNCW Home Show are in full swing! Watch for the emails and phone calls, be sure you don't miss out on the great opportunities.

This year we are looking forward to a fresh new look and floor layout, as well as a spectacular Grand Entry by our Presenting Sponsor, Complete Design! Ryan and the crew have a history of impressive displays and we are certain they won't disappoint this year!

Vendor registration for the 2020 BNCW Home Show has started. Booth space is limited due to the number of returning vendors from our 2019 Show.

This is a great testimony to the quality and effectiveness our Show has earned over the years!

We look forward to adding new, quality vendors who are eager to get in front of qualified folks seeking to do business with quality, trusted professionals!

For more information on the 2020 BNCW Home



Show, including booth pricing, and other marketing opportunities, please contact **Kim Fenner** at 509-293-5840.

Registration will be open until all booths are filled. Don't wait until the last minute to get your registration secured, as this is a first-come-first-served opportunity to give your 2020 business year the kick-start it deserves!

Here's what one BNCW member has to say about participating in the BNCW Home Show:

“We value participating in

the BNCW Home Show and Home Tour & Remodeling Expo because of the networking we can do with others in the building community. One of our biggest jobs this summer and fall came from another vendor we were neighbors with at the Home Show last spring. Just today, we received a multi-faceted job from a contractor we met at the Remodeling Expo. The networking we are able to do at BNCW events has been an invaluable asset to the growth of our business.”

Robert and Jessica Guerin, Owners
Wenatchee Valley Glass

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



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Wenatchee, WA 98801

PHONE: (509) 293-5840

FAX: (509) 665-6669

Email us for more information:
Info@BuildingNCW.org

Visit us online at:
www.BuildingNCW.org

- You must develop a formal accident-prevention program (APP), tailored to the needs of the particular plant or operation and to the type of hazard involved.
- The following are the minimal program elements for all employers: A safety orientation program describing the employer's safety program and including:
 - a) How, where, and

- when to report injuries, including instruction as to the location of first-aid facilities.
- b) How to report unsafe conditions and practices.
- c) The use and care of required personal protective equipment.
- d) The proper actions to take in event of emergencies including the routes of exiting from areas during emergencies.
- e) Identification of the

- hazardous gases, chemicals, or materials involved along with the instructions on the safe use and emergency action following accidental exposure.
- f) A description of the employer's total safety program.
- g) An on-the-job review of the practices necessary to perform the initial job assignments in a safe



MEMBER MESSENGER

"Driven to Promote and Protect Small Business"

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BNCW's:

FROM
A DIFFERENT
PERSPECTIVE

International Influence

"It may have been the dotcom bust of 2001 or the housing bust of 2008, but it's always been the US that's dragged other nations into recessions. Next time things may reverse. The US share of global GDP keeps falling, reducing our influence. Trade matters more to the US than before, and globally integrated capital markets mean US interest rates are increasingly dependent on foreign monetary and fiscal policy."

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



washingtonpolicy.org

By MARIYA FROST

A mileage tax is a political tool, not a gas tax replacement

Last year, members of the Washington State Transportation Commission (WSTC) ran a pay-per-mile pilot program. The program tested several options, including a GPS-enabled transponder attached to your car and a mileage reporting app for your phone. I was a pilot participant and tested both tracking methods. For me, the pilot was simple but shocking.

My driving was graded based on acceleration, speed, braking, and cornering. During a one-hour trip, the transponder reported every time I exceeded 60 miles per hour – and for how long and where. It also tagged me for "harsh cornering." The Commission calls this a "value added feature."

It is not hard to picture how this information could easily be used to issue scores of traffic tickets.

The Commissioners will make their final recommendations about imposing a mileage tax to the state Legislature in December. Since many bureaucrats believe that gas taxes are dropping more rapidly than they really are, they are in a hurry to replace the gas

tax with a mileage tax. So it is no surprise that Commission members are now rolling out their marketing campaign for the tax by leaning heavily on survey results from pilot participants who make up less than 0.03 percent of the state's licensed drivers.

There are problems. The state has bond obligation debt tied to gas tax revenue. So what is likely to happen is the public will end up with both taxes on the books.

Officials promise the gas tax we pay will be credited back to us on mileage tax bills, but as we witnessed last session, legislative promises are often broken, rendering them meaningless.

The Commission will also likely say that any per-mile charge should be constitutionally protected by the state's 18th amendment, which restricts money drivers pay for highways and bridges only, making it a user fee. The gas tax cannot be used to fund transit or other government programs.

However, the Commission also knows that this contradicts what powerful state public agencies say they want, which is the ability for transportation dollars to go into

an unprotected, general pool of money that public officials can spend on mass transit, road diets, and other ideological initiatives. This is what they actually mean when they say the money will be used for transportation (rather than highway) funding.

For the driving public, the hardest pill to swallow may be the violation of privacy, with either the state or a contractor tracking where you go and how often, and when and where you drive. The natural proclivity of government is to store and use private data once its collected. The Commission says that personal information cannot be disclosed without consent or knowledge unless required or permitted by law. The problem is – no one believes them.

To make this proposal even more unpalatable, Seattle officials say they want to use a mileage tax to restrict access to downtown streets to only those drivers who agree to enroll in the tracking program. Further, for those who are enrolled, officials envision a mileage tax that they could increase based on time of day and driver location, taking more

money during the busiest hours of the day when people are trying to get to work or back home to their families.

Throughout last year's pilot project, the Commission argued time and time again that a per-mile tax would simply replace the gas tax to help pay for roads. Yet the Commission itself questions whether spending the tax revenue only on roads is the right approach.

In a 2013 report, they ask, "Should revenues raised by a road usage charge be strictly for roadway use (similar to the gas tax) or should there be a broader transportation use of such revenues? How does the 18th Amendment to the Washington Constitution influence this decision?"

In 2020, the legislature will review the Commission's final recommendations. As they consider a tax on every mile we drive, they should recognize it for what it is – a political tool for which the public would pay enormously, both in the diversion of money from roads, and in reduced privacy, autonomy and mobility for everyone.

Noise & Hearing Loss



NOISE – HEAR TODAY GONE TOMORROW

Most workers take good hearing for granted.

Hearing loss can happen so gradually that it can go unnoticed until it's too late.

Then, even a hearing aid may not help.

Some assume hearing loss is the unavoidable result of getting older, yet most hearing loss is due to noise over a lifetime.

While loss of hearing may result from a single exposure to a noise or explosion, such traumatic losses are rare.

Hearing loss can disrupt job performance, cause stress-related problems, increased heart rate, fatigue, irritability, tension and lead to unnecessary accidents or injuries on the job.

The workplace can be very noisy.

Both the amount of noise and the duration of exposure determine the ability



to damage hearing.

Workers may be exposed to noise from many sources: equipment, vehicles, or tools, to name a few.

Any of these things can damage hearing when exposure accumulates over extended periods of time.

How can you tell if work is too loud and may be causing hearing damage?

It's too loud if:

- You must raise your voice to be heard.
- You can't hear someone less than two feet away without shouting.
- Speech around you sounds muffled or dull after you leave a noisy area.
- You have ringing in your ears after exposure

to noise.

What can employers do to prevent their workers from developing hearing problems?

Good planning can prevent problems caused by excessive noise exposure. Noise reduced at its source should be the first consideration.

Employers should invest in noise-controlled equipment.

When purchasing, employers can ask vendors if there is a "quiet" model or a noise-reducing option, such as enclosed or acoustically lined vehicular cabs and equipment.

Work schedules can be adjusted so that exposure

Why have an Accident Prevention Program?

It's required by L & I - DOSH Rules
(Division of Occupational Safety & Health)

Safety & Health Core Rules
– WAC 296-800-140

Safety Standards for Construction
– WAC 296-155-110

DOSH

Other standards – agriculture, logging, etc.

APP rules are nearly identical for all types of businesses. In most cases, if you are visited by a DOSH inspector, he or she will look for your APP. If the inspector finds serious hazards and no APP or major deficiencies in the APP, you could receive a citation with monetary penalty.

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

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October's NBN Event a Hit!



Last month, **Cascade Autocenter** hosted our October BNCW Nothing But Networking Event! Approximately 50 people attended and networked and strolled their showroom and checked out their line of commercial vehicles that they offer while enjoying delicious food catered by Smokeblossom! So many people left that night with something new in their hands! In addition, attendees were treated to an abundance of door prizes that Cascade Autocenter awarded guests throughout the evening! Many thanks to all of the hard work the sales staff and office staff at Cascade Autocenter put into making the evening such a success! Be sure to mark your calendars for the November BNCW NBN hosted by Draggoo Financial Group in Wenatchee on November 14th from 5:00 to 7:00pm!



Schedule your 2020 NBN event now before they're snapped up!

BNCW's Nothing But Networking functions are a fantastic and effective way to showcase your business to fellow BNCW member companies, guests and others! Networking has become today's most essential way to make new contacts and relationships that help to grow your business! As a host of a networking event, you have a unique opportunity to share who you are and what you do – all in a fun, casual and engaging way! Don't have a retail or office location but would still like to showcase your company? No problem! We can help...just give us a call! For more information about hosting one of the available NBN slots in 2020, please contact Kim Fenner, at 293-5840 or via email at Kfenner@BuildingNCW.org.



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

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Noise & Hearing Loss

to high noise levels does not occur for the entire workday.

Equally important is the use of personal protection devices, such as ear plugs and earmuffs.

Employers should provide training on the protection devices available and the effects of noise on hearing if workers do not use the protection.

Training should include the fit, use, and care of any hearing protection device.

Employers can't always prevent noise, but they can lessen the chance of workers experiencing hearing loss enforcing the use of proper hearing protection.

HEARING PROTECTION DEVICES

Hearing protection devices

(HPD) such as earmuffs and earplugs can be an effective measure to protect hearing in noisy work environments.

However, hearing protection devices are only effective if they are properly sized and carefully fitted into or over the ear.

Common types of hearing protection devices:

- Formable earplugs made of expandable foam. One size fits most people.
- Pre-molded earplugs made from flexible plastics.
- Semi-aural devices, or canal caps, consisting of flexible tips on a lightweight headband.
- Earmuffs having rigid cups with soft plastic cushions that seal around the ears.

The formable foam earplug must be narrowed and compressed by rolling before it is inserted into the ear canal.

Once inserted, the earplug expands to fill the ear canal and to reduce noise further into the ear. If it is inserted incorrectly, the foam earplug will provide much less protection against noise.

Employees may express concern about the potential for HPDs, particularly earplugs, to cause ear infections. Hands should be clean before rolling foam earplugs.

If feasible, disposable earplugs should be discarded after each use.

If reused, earplugs should be washed with warm water and soap and allowed to dry thoroughly before reuse.

Earmuffs are less likely than earplugs to contribute to ear infections.

However, earmuff cushions should be periodically wiped or washed clean. Employers' and employees' working together to select HPDs increases the likelihood that HPDs are worn when needed to protect against hearing loss.



JOIN US!
Thursday: November 14th
5:00 - 7:00 p.m.

Your Host for the Evening:



Join us for an evening of Networking,
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Don't Miss Out! FUN Door Prizes and this event is FREE!

1301 Walla Walla Ave Suite A, Wenatchee

Located across from Lowe's

Complete form and email back to KFenner@BuildingNCW.org.

Company _____
Name _____
Name _____
Name _____
Name _____

Please RSVP by Tuesday, November 12th

This assists our hosts in preparing for the event.

Call 293-5840 to RSVP or scan and email this back to kfenner@BuildingNCW.org We look forward to seeing you there!



BNCW's Weekly Dirt e-Update

Each Tuesday, BNCW sends out a weekly e-Update to our valued members and their employees.

The purpose is to keep our members well-informed of important information that may affect them.

Keep an eye out in your inbox!

If you're not currently receiving this weekly e-Update and would like to, simply give BNCW a call at (509) 293-5840 and request to be added to our contact list and we'll be sure that you begin receiving the *BNCW's Weekly Dirt*.

BNCW EVENTS

BNCW's November Board of Directors Meeting

■ To Be Determined, 7:00am to 9:00am

Building North Central Washington
2201 N. Wenatchee Ave, Wenatchee

Chairman: Amy Gustin

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.

CONTINUED FROM PAGE 11

Did you know?

manner.

➤ You must outline each accident-prevention program (APP) in written format.

➤ You must conduct crew leader-crew safety meetings as follows:

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

➤ Crew leader-crew safety meetings must address the following:

- A review of any walk-around safety inspection conducted since the last safety meeting.
- A review of any citation to assist in correction of hazards.
- An evaluation of any accident investigations conducted since the last meeting to determine if the cause of the unsafe acts or unsafe conditions

involved were properly identified and corrected.

- You must document attendance.
- You must document subjects discussed.

➤ You must prepare minutes of each crew leader-crew meeting and you must maintain a copy at the location where the majority of the employees of each construction site report for work each day.

➤ You must retain minutes of crew leader-crew safety meetings by the employer for at least one year and you must make them available for

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Matt Kloes picked by AgForestry as executive director

AgForestry is pleased to announce the selection of **Matt Kloes** as our new Executive Director.

Kloes has been serving as the interim President during the hiring process, and has been AgForestry's Program Director for four years.

He is also a graduate of AgForestry Leadership Class 36. Kloes is only the fourth person to head the non-profit leadership development program since its first class began in 1978.

Since that first class, more than 1,100 working adults in agriculture, forestry, and natural resources have completed the 18-month program.

Leadership Class 42 will begin the program in Pullman later this month.

Chair of the Board of Directors, Michael Broeckel, commented on the hiring process, "I couldn't be more pleased with the diligence our hiring committee exhibited over the last six months. The team met almost weekly, reviewed



Matt Kloes



Michael Broeckel

and discussed over 30 applications, and conducted two rounds of in-person interviews. This was one of the finest collaborative efforts I have ever been a part of."

Of Kloes, Broeckel says, "Matt possesses a level of passion for AgForestry like none other, has fresh ideas to keep AgForestry as the premier leadership program in our state, and as a Class 36 graduate is a product of what AgForestry creates. It is my pleasure to announce him as the Executive Director of AgForestry."

estry."

Kloes' career has encompassed many different roles and responsibilities.

Common threads throughout his professional experience include collaboration with diverse stakeholders to achieve common objectives, facilitating groups, and blending analysis with out of the box thinking to produce meaningful and actionable insights.

Kloes says, "I am honored to lead this organization. I have witnessed firsthand

the difference AgForestry makes in lives and communities in Washington state and beyond. I will work diligently with the Board, staff, and our community of alumni and supporters to perpetuate and build on the incredible legacy the organization has built over the past 41 years."

Recognized as the premier leadership development program in Washington State, AgForestry offers hands-on learning experiences for people working in agriculture, forestry, fisheries and other natural resource-based businesses.

Over 18 months, 11 multi-day, in-state seminars are presented on topics related to communications, social services, government, industry, crime and corrections, and transportation. Leadership Classes also spend one week in Washington DC and two weeks in a selected foreign country.

To learn more about the AgForestry Leadership Program, visit our website agforestry.org.



Wellness Place selects Lindholm as executive director

The Wellness Place Board of Directors is pleased to announce that **Julie Lindholm** was selected to serve as the organization's new Executive Director.

Lindholm has worked in the non-profit industry for over nine years with notable local nonprofits, including working several years at a nonprofit consulting firm as a Special Projects Director.

She brings a vast set of skills including nonprofit management, fundraising, donor procurement and retention, marketing and event coordinating. She has also worked with the Wellness Place on a contract basis for five years, and is very familiar with organization and mission.

"The Wellness Place has had a rich history of service to our community's most vulnerable members,



Julie Lindholm

our cancer patients," says Megan Kovenen, Board Vice President. "This history and future is now under Julie's philanthropic vision and thoughtful hands. We are thrilled that Julie has joined in this effort and will be at the helm as we expand our breadth of service and as our community oncology needs continually grow."

The WELLNESS PLACE

Wellness Place is a 501(c)3 nonprofit organization in North Central Washington and our mission is to improve and enhance the health and well-being of our community members through programs and education; inspiring every person to live their best life now. Wellness Place offers free support and services for cancer patients and survivors in Chelan, Douglas, Okanogan and Grant counties, and also offers free Stay Active and Independent for Life (SAIL) classes to those 65 and older. For more information visit wellnessplacewenatchee.org.

AWB's Manufacturing Tour Celebrates Central Washington Employers, visits Stemilt Growers



AWB news release

COLVILLE — The Association of Washington Business celebrated the pioneering family businesses that support much of Central Washington's economy.

AWB's Manufacturing Week bus tour in September and October started at Port of Chelan County's Cashmere Mill District where officials are redeveloping a former mill site for new industrial uses.

From there, the bus headed to Stemilt Growers in Wenatchee, where the Mathison family grows, packs and markets apples, pears, special cherry varieties and more.

The family's farming story goes back 100 years and six generations. It's just part of a statewide industry that produced more than 300

commodities valued at \$10.6 billion in 2017.

"Washington's farms and ranches are vitally important to the overall health of our state economy," AWB President Kris Johnson says.

"The quality and variety of our agricultural products is simply incredible, and a testament to the hard work and dedication of rural communities across the state."

AWB's tour continued to Hewes Marine in Colville, where the growing company produces nearly five fishing boats per day.

The company's mission is to design, build and market the safest, most functional aluminum fishing boats on the market. It was founded in 1948 and currently employs 160 people.

The next stop was just across the road at Vaagen

Timbers, where the company uses the latest technology to produce cross laminated timber and glue laminated beams.

This process uses smaller trees to make commercial lumber products.

Many Western U.S. forests are overgrown, and harvesting these small diameter trees can create new products, improve forest health and reduce wildfire risks.

The manufacturing tours were part of AWB's seven-day cross-state trip to highlight Washington's manufacturing sector and the nearly \$59 billion in economic output and more than 287,000 good-paying jobs it creates.

"AWB's Manufacturing Week bus tour is a celebration of Washington's incredible manufacturing sector," said AWB President Kris Johnson.

"Manufacturing means good jobs, great products and a solid foundation for the economic health of our state. We're proud to represent such extraordinary employers, from thousands of family businesses – many of them starting in a garage or

basement – to some of the world's biggest companies. We look forward to hearing their stories along the way and learning how we can help them advocate for smart policies that help manufacturers grow," concluded Johnson.

Manufacturing has a big impact on Washington's working families and communities as well. More than 287,000 people worked at 7,636 manufacturing firms in 2017.

The average compensation was more than \$88,000 per year. Many of these jobs offer training and career opportunities without a traditional four-year college degree and are popular with those seeking to avoid student loan debt.

The tour covered Chelan County, which had 1,896 manufacturing jobs that pay an average wage of \$38,532 in 2017, the state Employment Security Department reports.

The tour covered outdoor equipment manufacturers, maker spaces, community colleges, boat manufacturers and more. This year's tour included dozens of employers and covered more than 1,400 miles.



North Central Educational Service District adds to team

NCESD news release

North Central Educational Service District (NCESD) has announced the addition of **Mario Martinez** as a Network Support Technician serving the Brewster and Bridgeport School Districts.

Martinez is a graduate of the University of Phoenix and received his AA degree in IT/Networking. Previously, he served as an Operation Technician III with US



Mario Martinez

Electrodynamics, Inc which operates as a Space Satellite Earth Station.

About the NCESD

The North Central Educational Service District is a resource to the 29 districts within the four-county service area, providing professional and timely tools to meet the

needs of individual schools and districts, and a reliable point of education-related information for the communities served. The NCESD is a respected resource to other ESDs throughout Washington State.

About the Association of Washington Business

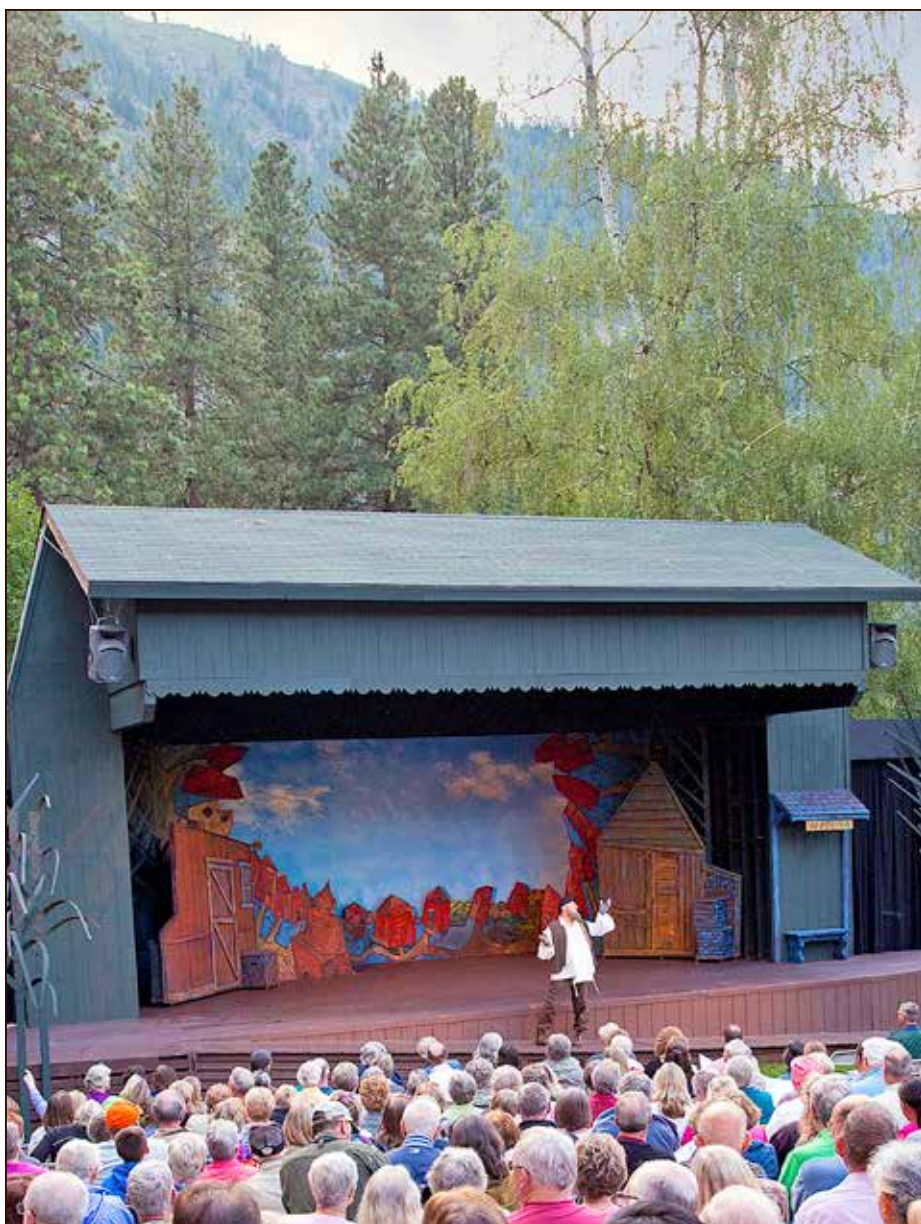
Formed in 1904, the Association of Washington Business is Washington's oldest and largest statewide business association, and includes nearly 7,000 members representing 700,000 employees. AWB serves as both the state's chamber of commerce and the manufacturing and technology association. While its membership includes major employers like Boeing and Microsoft, 90 percent of AWB members employ fewer than 100 people. More than half of AWB's members employ fewer than 10. For more about AWB, visit awb.org.

TOP PROPERTIES – September 2019

| Buyer | Seller | Sale price | Sale Date | Nr. | Street | | City | Acr | Sq Ft | Year built | Bed-rooms | Bath-rooms | Pool | Fire-place |
|--|-------------------------------------|-------------|------------|-------|------------------|------|----------------|--------|-------|------------|-----------|------------|------|------------|
| LORD ACRES FARM LLC | SHERER WESLEY M | \$5,250,000 | 2019/09/25 | | PARADISE | WAY | CHELAN | 4.8000 | 0 | 0 | | | N | N |
| CITY OF WENATCHEE | WASHINGTON STATE | \$3,663,000 | 2019/09/05 | 1551 | N WENATCHEE | AVE | WENATCHEE | 5.7100 | 22896 | 0 | | | N | N |
| SHEEHAN JOHN M ETAL | MICHELSON GUY P | \$3,150,000 | 2019/09/11 | 100 | BRIMSTONE | LN | CHELAN | 1.7000 | 2316 | 2013 | 2 | 3.5 | N | Y |
| EVERGREEN FAMILY TRUST LLC | JRB NW CORPORATION | \$2,055,000 | 2019/09/12 | 102 | SHIMMERING VISTA | LN | CHELAN | 0.4400 | 0 | 0 | | | N | N |
| BOONE CARMEN M & CHRISTOPHER R | DOLAN JAMES E | \$1,600,000 | 2019/09/23 | 3501 | CHELAN | BLVD | MANSON | 0.6600 | 3202 | 1997 | 3 | 2 | Y | N |
| EVERGREEN FAMILY TRUST LLC | BUSEY JAMES P & REBECCA A | \$1,445,000 | 2019/09/11 | 368 | LORD ACRES | RD | CHELAN | 0.8400 | 2490 | 2004 | 2 | 2 | N | N |
| RUCKER MICHAEL A & MONICA M | GRUENBERG ROBERT ETAL | \$1,400,000 | 2019/09/05 | 93 | PARKHILL | DR | MANSON | 0.6000 | 1295 | 1964 | 3 | 1 | N | Y |
| WA SUNNYSLOPE APARTMENTS I LLC | STUMPF FARMS INC | \$1,344,000 | 2019/09/03 | | SCHOOL | ST | WENATCHEE | 4.7600 | 0 | 0 | | | N | N |
| TAYLOR ORCHARDS LLC | RSTA INVESTMENTS LLC | \$1,335,000 | 2019/09/04 | 14420 | US HWY 97A | | ENTIAT | 4.0000 | 1224 | 1912 | 3 | 1 | N | N |
| HENRY MICHAEL E & REBECCA W | NEWELL WILLIAM R & DEBBIE | \$1,275,000 | 2019/09/25 | 12346 | BRETZ | RD | PLAIN | 2.4400 | 2832 | 2010 | 2 | 2.5 | N | Y |
| ERV ORCHARDS LLC | R & S ORCHARDS LLC | \$1,250,000 | 2019/09/04 | 4336 | ENTIAT RIVER | RD | ENTIAT | 0.6000 | 2628 | 1920 | 2 | 1.5 | N | Y |
| NELSON JAKE W & MALLIGAA CHUTONGKUM | TERHAAR WILLIAM F | \$1,230,000 | 2019/09/25 | 12778 | WILSON | ST | LEAVENWORTH | 1.6300 | 3384 | 1982 | 3 | | N | Y |
| BHATIA BRIJESH & TOBIN TAYLOR BHATIA | SHEEHAN JOHN M ETAL | \$1,050,000 | 2019/09/05 | 60 | WALL | ST | MANSON | 0.3900 | 3252 | 2006 | 4 | 3 | Y | Y |
| PETERSON GLEN T & SUSAN M ADAMS | BROWN ERIC & SYBIL | \$1,000,000 | 2019/09/23 | 10235 | SUNCREST | DR | LEAVENWORTH | 2.5000 | 2691 | 2005 | 3 | 4 | N | Y |
| WA MISSION & KITTITAS APARTMENTS LLC | MYERS MYERS & MYERS LLC | \$1,000,000 | 2019/09/11 | 201 | S MISSION | ST | WENATCHEE | 0.2800 | 9000 | 1951 | | | N | N |
| PRATT JEFFREY & SHANE R SCHOENGARTH | VAN SOMEREN GREVE HENRI & LAVONNE J | \$930,000 | 2019/09/06 | 1018 | WESTMORLAND | DR | WENATCHEE | 7.5500 | 2778 | 1992 | 4 | 3 | Y | Y |
| WHITAKER CORINNE & GORD | DAVID L & RAEDENE GALE TRUST | \$910,000 | 2019/09/03 | 12272 | BRETZ | RD | PLAIN | 1.2800 | 2235 | 1993 | 6 | 3 | N | Y |
| CLARK PAUL TRUSTEE | MENSONIDES ART & TERESA | \$895,000 | 2019/09/06 | 12286 | MEACHAM | RD | PLAIN | 0.4100 | 0 | 0 | | | N | N |
| MASTERS, JOHN & RENIA K ETAL | HUNSTAD MILDRED P | \$895,000 | 2019/09/25 | 18410 | S LAKESHORE | RD | CHELAN | 0.4600 | 1287 | 1973 | | | N | N |
| LORENZ JOHN & JENNIFER | SATTERFIELD KEITH A & MICHELLE M | \$830,000 | 2019/09/09 | 10430 | SKI HILL | DR | LEAVENWORTH | 1.1200 | 1560 | 1990 | 4 | 3 | N | N |
| SCHUSSLER JENNIFER | FRIELE ROBERT & ELEANOR TRUSTEES | \$825,000 | 2019/09/02 | 16030 | CEDAR BRAE | RD | LAKE WENATCHEE | 0.8500 | 1328 | 1980 | 4 | 2.5 | N | Y |
| CROMPTON ALISON ETAL | MC SEVENEY ROBERT B & LAURIE A | \$810,000 | 2019/09/20 | 2895 | SCENICVIEW | DR | WENATCHEE | 2.0800 | 2315 | 2004 | 4 | 3.5 | N | Y |
| LUEDEMAN CRAIG O & VIRGINIA W | LINDERMAN KENNETH R | \$725,000 | 2019/09/09 | 1927 | W WOODIN | AVE | CHELAN | 0.4500 | 1744 | 1920 | 1 | | N | Y |
| BERGEY MATTHEW & ELIZABETH | BIRCH MOUNTAIN LLC | \$725,000 | 2019/09/16 | 3743 | SKY CREST | LN | WENATCHEE | 1.0200 | 2253 | 2019 | 3 | 3.5 | N | N |
| MARSHALL SILAS T & TRISHA S | SNELL BRUCE J & AMY L | \$715,000 | 2019/09/26 | 218 | JACKRABBIT | LN | CHELAN | 0.1000 | 1025 | 2017 | 4 | 4 | N | Y |
| EIKENBERRY DONALD A | NAIN SANDEEP ETAL | \$645,000 | 2019/09/16 | 95 | NORLING | LN | LEAVENWORTH | 0.3500 | 2798 | 1994 | 3 | 2.75 | N | Y |
| KOOS KARI A & SHAWN | ALDRIDGE FAMILY HOMESTEAD LLC | \$640,000 | 2019/09/26 | 122 | PINE | ST | LEAVENWORTH | 0.1400 | 1986 | 2019 | 4 | 3 | N | Y |
| ZEMAN MEAGAN R & JOHN R | BAKER ANDREW & MIA CAULEY | \$629,000 | 2019/09/03 | 127 | E HIGHLAND | AVE | CHELAN | 0.5500 | 1840 | 1914 | 3 | 1.5 | N | N |
| TALBOTT SETH C & JENNIFER L | EIDER PROPERTIES LLC | \$627,994 | 2019/09/05 | | MOUNTAIN VIEW | DR | CHELAN | 0.2700 | 0 | 0 | | | N | N |
| NELSON BRIAN S & LESLIE A | STERLING WILLIAM F & MERRY L | \$620,000 | 2019/09/09 | 369 | SR 150 | | CHELAN | 0.1300 | 320 | 1968 | | | N | N |
| BAIL KRISTIN M & ALAN BARRON | JENNINGS NATHAN | \$610,000 | 2019/09/11 | 75 | SUNNY MEADOWS | LOOP | WENATCHEE | 0.4300 | 2482 | 2016 | 3 | 2.5 | N | N |
| RUSSELL NICOLA L ETAL | ESHELMAN CARL W | \$600,000 | 2019/09/12 | 2413 | SALAL | DR | LAKE WENATCHEE | 0.7200 | 2750 | 1990 | 3 | 2 | N | N |
| PHILLIPS PAUL A & LE NGO CAMPS | ROMICH JENNIFER L & ADELE S BOTHA | \$590,000 | 2019/09/18 | 15860 | CEDAR BRAE | RD | LAKE WENATCHEE | 0.5200 | 1176 | 1976 | 2 | | N | N |
| MOTT KYLE D & MORGAN L | DENT RANDY L & LINDA L | \$589,000 | 2019/09/11 | 3660 | DIANNA | WAY | WENATCHEE | 0.4600 | 2551 | 2002 | 3 | 2 | N | Y |
| KARR KRISTOPHER T & CODI J | HEYEN LEVI & ANDREA | \$583,000 | 2019/09/20 | 56 | LILAC | LN | CASHMERE | 1.0600 | 2587 | 2004 | 3 | 4 | N | Y |
| HAMBLETON ZACHARY & JUSTIN MILLER | COLLINS KEITH & PATRICIA | \$575,000 | 2019/09/09 | 102 | MISSION VIEW | PL | CASHMERE | 0.2700 | 1564 | 2008 | 3 | 3 | N | N |
| WOLFE DONALD E & JULIE A | LAURSEN ROSS A & DANA S | \$571,000 | 2019/09/30 | 222 | ELDORADO | WAY | CHELAN | 0.3100 | 1203 | 1985 | | 1 | N | Y |
| TELFORD BRETT W & DEANNE J | MILLER KIMBERLY A | \$565,000 | 2019/09/12 | 4095 | W EAGLEROCK | DR | WENATCHEE | 1.0600 | 2643 | 1991 | 4 | 3 | N | Y |
| BURDICK DAVID & EMILY LANG | CLINE ROBERT D | \$559,000 | 2019/09/26 | 12689 | PROWELL | ST | LEAVENWORTH | 1.2500 | 2720 | 2005 | | | N | N |
| RICHMOND RANDALL | MOTT KYLE D & MORGAN L | \$550,000 | 2019/09/10 | 1123 | APPLELAND | DR | WENATCHEE | 0.3200 | 2847 | 1964 | 2 | 3 | N | Y |
| BLUNDEN JEFFREY H & ABBY B | PUTNUM PROPERTIES LLC | \$530,000 | 2019/09/25 | 125 | W WHITMAN | ST | LEAVENWORTH | 0.1400 | 2004 | 0 | | | N | N |
| GULLIKSON RICK L & JODI K | KELLY WILLIAM A & KIM M | \$529,000 | 2019/09/20 | 2381 | MC ELDOWNEY | RD | MALAGA | 1.8300 | 2192 | 1953 | 3 | 3 | N | Y |
| PELHAM LARRY D & LYNN L | BOLYARD GORDON & KATHY | \$528,900 | 2019/09/18 | 57 | STARLIGHT | AVE | WENATCHEE | 0.3600 | 2168 | 2019 | 3 | 2 | N | Y |
| HASLUND BENJAMIN A & LISA A LOVELAND | ANDERSON CHRISTOPHER H ETAL | \$520,000 | 2019/09/03 | 19568 | NASON | RD | LAKE WENATCHEE | 0.2500 | 1353 | 2006 | 3 | 3 | N | Y |
| THOMAS TYCE T & ANNA M | RICHARDSON THOMAS G | \$515,000 | 2019/09/19 | 2145 | SUNRISE | CIR | WENATCHEE | 0.7000 | 2130 | 1985 | 5 | 3 | N | Y |
| PITSTICK STUART W & EMILY LEIGH-PITSTICK | NELSON MARYCAROL | \$505,000 | 2019/09/23 | 8746 | ICICLE | RD | LEAVENWORTH | 1.0600 | 832 | 1979 | 1 | 1.5 | N | N |
| MILLER THOMAS & JILL | STONAS W ALFRED & JACQUELINE M | \$500,000 | 2019/09/04 | 1817 | 2ND | ST | WENATCHEE | 0.3100 | 2092 | 1977 | 3 | 2.5 | Y | Y |
| EIDER CONSTRUCTION LLC | MILNE GREGG L | \$500,000 | 2019/09/05 | | YAKSUM CANYON | RD | CASHMERE | 6.0000 | 0 | 0 | | | N | N |
| WILLMAN LONDON P & MARCIA L | ROBINSON BRIAN & LISA | \$487,000 | 2019/09/03 | 1800 | WARM SPRINGS | DR | WENATCHEE | 0.4300 | 2426 | 1997 | 3 | 2.5 | N | N |
| ETHERINGTON DONN III & STEPHANIE M | MC CARLEY ZACHARY & WENDY | \$483,500 | 2019/09/16 | 1509 | ALEXANDRIA | CT | WENATCHEE | 0.3300 | 2860 | 2007 | 3 | 3 | N | Y |
| SPEED MICHAEL & EMILY | WAPITI NORTH LLC | \$468,900 | 2019/09/12 | 36 | STARLIGHT | AVE | WENATCHEE | 0.3600 | 2152 | 2019 | 3 | 2 | N | N |
| NIELSEN JAMES P | KADYK JAMES R & JOAN C | \$462,500 | 2019/09/03 | 31 | STEELHEAD | LN | DRYDEN | 0.4600 | 1265 | 2011 | | | N | N |
| CORDELL DAWN B | HAMBLETON ZACHARY & JUSTIN MILLER | \$461,100 | 2019/09/18 | 8010 | TABER | RD | CASHMERE | 1.4000 | 1770 | 1912 | 4 | 2 | N | Y |
| CUNNINGHAM LESLIE C & CORSON A | BLAIR LISA C | \$460,000 | 2019/09/17 | 624 | EASY | ST | WENATCHEE | 0.3400 | 2415 | 1912 | 3 | 2 | N | N |
| BAVARIAN GETAWAY LLC | JINNEMAN PAUL M & LINDA L | \$459,000 | 2019/09/19 | 545 | JUNCTION | LN | LEAVENWORTH | 0.0000 | 1080 | 0 | | | N | N |
| LUNDGREN RACHEL S & ANNE M MC DERMIT | SCOTT GREGORY J & JULIA B | \$458,000 | 2019/09/03 | 1016 | EASY | ST | WENATCHEE | 0.8000 | 1662 | 1912 | 4 | 1.75 | N | N |
| KRAUSE ERVIN K JR | GIGER RHONDA M | \$450,000 | 2019/09/16 | 87 | SHOEMAKER | RD | MANSON | 0.6700 | 1120 | 2005 | 2 | 1 | N | Y |
| CITY OF LEAVENWORTH | WASHINGTON STATE DOT | \$440,883 | 2019/09/05 | 90 | MILL | ST | LEAVENWORTH | 3.2200 | 4180 | 0 | | | N | N |
| WOLVERTON MARK & JANE | LAND MELVYN J | \$440,000 | 2019/09/26 | 427 | CENTRAL | AVE | LEAVENWORTH | 0.1400 | 1406 | 2006 | 3 | 2 | N | N |
| SUMMERS LARRY T & CAROLINE L | LOOKER PATRICIA N | \$440,000 | 2019/09/18 | 21 | HUTTON | LN | MANSON | 1.1700 | 1684 | 1997 | 2 | 2 | N | N |
| ALPINESTEIN LLC | SCHICHI 2012 REVOCABLE LIVING TRUST | \$439,500 | 2019/09/09 | 525 | ALPINE | PL | LEAVENWORTH | 0.0000 | 1119 | 0 | | | N | N |
| SCHUMACHER MATTHEW & CORISSA | BROADAWAY ALAN V | \$437,000 | 2019/09/13 | 1335 | SLEEPY HOLLOW | RD | WENATCHEE | 2.5900 | 1840 | 1999 | | | N | N |
| KEIRSEY LONDON | K & L HOMES LLC | \$432,781 | 2019/09/19 | 479 | SUNNY BROOKE | LN | CHELAN | 0.1800 | 1688 | 2019 | 3 | 2 | N | N |
| MAYTRYCHIT PHAYMALY & PHITSAMAY | RAINBOLT ERIC B | \$430,000 | 2019/09/24 | 1368 | BROWN | ST | WENATCHEE | 0.1500 | 0 | 1995 | | | N | N |
| PHILLIPS JOSHUA J & TIFFINI L POLK | KARR KRISTOPHER T & CODI J | \$429,000 | 2019/09/20 | 811 | BEACON | RD | WENATCHEE | 0.3200 | 1592 | 1966 | 4 | 3 | N | Y |
| YANAK PAUL A & KIMBERLEE G | D & T CAMPBELL INVESTMENTS LLC | \$429,000 | 2019/09/16 | 52 | MANZANITA | DR | MANSON | 0.2500 | 2241 | 2019 | 3 | 2 | N | N |

| Buyer | Seller | Sale price | Sale Date | Nr. | Street | City | Ac | Sq Ft | Year built | Bed-rooms | Bath-rooms | Pool | Fire-place |
|-------------------------------------|-------------------------------------|------------|------------|-------|---------------|-------------------|---------|-------|------------|-----------|------------|------|------------|
| NORTHROP JOSHUA M & NICOL L | DOWD ELEANOR L | \$425,000 | 2019/09/24 | 205 | SCHOLZE | ST LEAVENWORTH | 0.1900 | 1428 | 1965 | 3 | 2 | N | Y |
| BOHR MICHAEL D & ASHLEY | CAUDILL LANNA & DENNIS JR | \$417,000 | 2019/09/17 | 3050 | RIVERVIEW | LN MALAGA | 0.4400 | 2054 | 2017 | 3 | 3 | N | N |
| COPELAND CLINTON V | BEATTY JACK L | \$415,000 | 2019/09/23 | 12325 | ENTIAT RIVER | RD ENTIAT | 3.3700 | 1221 | 1995 | 1 | 2 | N | N |
| WILSON KANDI | THOMAS TYCE T & ANNA M | \$415,000 | 2019/09/17 | 619 | MARIAN | AVE WENATCHEE | 0.1800 | 2292 | 1956 | 5 | 2 | Y | Y |
| KESSMAN BRANDON D & MELENA | RITTER AARON T & MAECHELL M | \$405,000 | 2019/09/05 | 1702 | ORCHARD | AVE WENATCHEE | 0.2200 | 2342 | 1979 | 4 | 2.5 | N | Y |
| WARREN CARLENE | ICICLE INN LLC | \$405,000 | 2019/09/16 | 525 | JUNCTION | LN LEAVENWORTH | 0.7700 | 936 | 0 | | | N | N |
| MILLER KIMBERLY A | COLES SHARON A | \$405,000 | 2019/09/24 | 510 | DOUGLAS | ST WENATCHEE | 0.1400 | 2096 | 1916 | 5 | 1 | Y | Y |
| WILLIAMS CLINTON & MARGARET | SCULL GRANT DR & CARRIE | \$400,000 | 2019/09/12 | 902 | WASHINGTON | ST WENATCHEE | 0.1700 | 2092 | 1910 | 4 | 3 | N | Y |
| RAMSEY WILLIAM & SONIA | MAYO STEPHEN M & NORIKO | \$399,900 | 2019/09/03 | 1729 | SKYLAR | CT WENATCHEE | 0.1900 | 2196 | 2016 | | | N | Y |
| HOWELL WAYNE & MARILYN | BECKWITH MICHAEL A & CAROLYN D | \$395,000 | 2019/09/20 | 1410 | BENOY | AVE WENATCHEE | 0.2300 | 1478 | 2009 | | | N | Y |
| PEARSON KRISTEN D & TRAVIS C | THOMPSON MATT & CRYSTAL | \$392,000 | 2019/09/26 | 1914 | WELLINGTON | PL WENATCHEE | 0.4400 | 1976 | 1958 | 3 | 1.5 | N | Y |
| PEARSON KRISTEN D & TRAVIS C | THOMPSON MATT & CRYSTAL | \$392,000 | 2019/09/26 | | WELLINGTON | PL WENATCHEE | 0.1300 | 0 | 0 | | | N | N |
| SMITH CONNIE A & CLINT W | TIMIRAS MARY & CHRISTINA M DAVITT | \$390,000 | 2019/09/26 | 24141 | WHITE RIVER | RD LAKE WENATCHEE | 0.3200 | 1404 | 2012 | 2 | 1 | N | Y |
| OSMER JUSTIN D & SARAH L | BACH JEFFREY D ETAL | \$390,000 | 2019/09/26 | 756 | CHAPMAN | RD MANSON | 7.4800 | 571 | 2012 | 2 | 1 | N | N |
| ADKINS IAN ETAL | SHORES COCONUTTIE | \$389,000 | 2019/09/03 | 133 | MARIE | AVE WENATCHEE | 0.2500 | 2130 | 1977 | 4 | 2.5 | N | Y |
| KING BARRY | PETERS AUSTIN K & SYDNEY J ATKINSON | \$387,900 | 2019/09/14 | 1346 | PATSUE | PL WENATCHEE | 0.2500 | 1494 | 1961 | 3 | 2 | N | Y |
| OQUIST ARIEL & HECTOR VAZQUEZ | FROMM STEFAN & HEIDI | \$380,000 | 2019/09/16 | 1607 | MAIDEN | LN WENATCHEE | 0.5000 | 1430 | 1957 | 4 | 1.75 | Y | N |
| HERNANDEZ JOVANI A | MAXWELL JAMES A SR & LINDA S | \$376,000 | 2019/09/27 | 2149 | CITATION | LOOP WENATCHEE | 0.1900 | 1402 | 2013 | | | N | Y |
| HEPLER LUKAS & SABINE KAUL-CONNOLLY | MC WHIRTER DON H | \$375,000 | 2019/09/20 | 703 | CEDAR | ST LEAVENWORTH | 0.1600 | 1105 | 1957 | 2 | 2.5 | N | Y |
| PRUSIK INVESTMENTS LLC | HOUSTON BARBARA E | \$375,000 | 2019/09/10 | 185 | SKI HILL | DR LEAVENWORTH | 0.0700 | 880 | 1951 | 2 | 1 | N | N |
| LIMBECK GREGORY K & MEGAN R | CREWS STEPHEN&JOYCE | \$370,000 | 2019/09/04 | 6095 | WEBSTER | WAY CASHMERE | 1.0800 | 1876 | 2005 | | | N | N |
| GIBBS NORENE L | GORDON WAYNE E & DONNA | \$369,000 | 2019/09/17 | 406 | RIDGEWOOD | DR MANSON | 0.1100 | 1605 | 2011 | 3 | 2 | N | N |
| BELLER BRIANA & BENTON MERRITT | OLSON GARRY A & JENELLE A | \$365,000 | 2019/09/23 | 6125 | US HWY 97 | PESHASTIN | 1.7500 | 1722 | 1993 | 3 | 1.75 | N | N |
| CONNOR MICHELLE C & JOHNNY D | PICCHI BRIAN C | \$364,900 | 2019/09/12 | 1704 | LEXINGTON | PL WENATCHEE | 0.1800 | 2600 | 1978 | 3 | 2.5 | N | Y |
| ROSS MELODIE D | FRANZA MICHAEL R & CYNTHIA D | \$364,900 | 2019/09/05 | 211 | POPLAR | AVE WENATCHEE | 0.2200 | 1449 | 1975 | 3 | 2 | N | Y |
| SIGNORELLI MARY T | SEELEY CHRISTOPHER D | \$360,000 | 2019/09/12 | 301 | S 3RD | ST CHELAN | 0.0600 | 1400 | 1966 | | | N | N |
| DAVID & BETTIE RAMSEY LIVING TRUST | HOFFMAN HOMES INC | \$359,900 | 2019/09/04 | 9993 | SASKA | WAY ENTIAT | 0.2200 | 1514 | 2019 | 3 | 2 | N | Y |
| GOODE RONALD & CHELSEA | LYNCH CHRISTOPHER L | \$355,000 | 2019/09/03 | 6030 | HAZEL | PL CASHMERE | 0.2300 | 1144 | 1966 | 3 | 2 | N | Y |
| OSTERLUND PADEN L | JACKSON ANTHONY L & KAYLI M | \$355,000 | 2019/09/25 | 1118 | SPRINGWATER | AVE WENATCHEE | 0.2100 | 1643 | 1978 | | | N | N |
| TODD BRUCE E & KIMBERLEE L | FRANZEN GARY R | \$355,000 | 2019/09/18 | 460 | WHISPER | PL CHELAN | 0.1800 | 1588 | 2016 | 3 | 2 | N | N |
| GAST AUSTIN D B & KRISTI S | HIGHTOWER LAURA L | \$354,900 | 2019/09/20 | 656 | CRAIG | AVE WENATCHEE | 0.1700 | 1613 | 2016 | 3 | 2 | N | N |
| PRICE AARON & HEATHER | WILLIAMS JOEL T & KATHERINE H | \$353,500 | 2019/09/25 | 17495 | COULTER CREEK | RD LAKE WENATCHEE | 23.9200 | 720 | 1980 | 2 | | N | N |
| DORAN CODY D | BARGER LOREN E & TAMMY J | \$350,000 | 2019/09/18 | 1310 | 2ND | ST WENATCHEE | 0.1700 | 1040 | 1954 | 4 | 2 | N | Y |
| STEPHENS DANIEL & SUSAN | WINEINGER RONALD E & RITA A | \$350,000 | 2019/09/04 | 50 | CORAL | ST MANSON | 0.1400 | 1840 | 2005 | 3 | 2.5 | N | Y |
| RUCKER MICHAEL A & MONICA M | GRUENBERG ROBERT R & SANDRA J | \$350,000 | 2019/09/05 | | SR 150 | MANSON | 0.2700 | 0 | 0 | | | N | N |

New Theater building proposed at hatchery



Packed house enjoys Leavenworth Summer Theater's performance of "Fiddler On The Roof" at the Hatchery Stage in Leavenworth.

Photo and story submitted by Julia Pinnix

LEAVENWORTH –After 26 years of service, the outdoor theater at Leavenworth National Fish Hatchery is showing its age.

Leavenworth Summer Theater (LST), primary user of the stage, requested permission to rebuild it.

But the hatchery thought a better option is to rebuild at a different site, still on hatchery grounds.

This proposal is out for public comment right now.

The first stage was built in 1991 by hatchery staff for the Wenatchee River Salmon Festival. Today's structure followed in 1993, with upgrades several years later funded by LST.

Through a Special Use Permit, LST has continued to provide engaging musical theater productions every summer since then.

"We value the opportunity to welcome visitors to our site," said Julia Pinnix, Visitor Services Manager for Leavenworth Fisheries

Complex.

"Sitting outside with the birds, frogs, and incredible views of the surrounding mountains while watching live theater is a special experience."

There are some problems with the current site that reach beyond the condition of the building.

Water leaches into the basement of the theater every summer from the adjacent drainfield.

Hatchery housing is a

SEE **NEW THEATER**, PAGE 21



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Cashmere Area and Leavenworth Area Real Estate SNAPSHOT

3rd Quarter 2019
Provided by Pacific Appraisal Associates

Residential Real Estate Market

CASHMERE MARKET

| | 3rd Quarter 2018 | 3rd Quarter 2019 | Percentage Change | YTD 2018 | YTD 2019 | Percentage Change |
|------------------------|------------------|------------------|-------------------|-----------|-----------|-------------------|
| Closed Sales | 12 | 16 | 33% | 31 | 47 | 52% |
| Median Sales Price | \$385,000 | \$352,500 | -8% | \$372,000 | \$389,000 | 5% |
| Average Sales Price | \$392,050 | \$358,663 | -9% | \$394,783 | \$394,743 | 0% |
| Number Listed | 16 | 17 | 6% | 48 | 71 | 48% |
| Average Days on Market | 74 | 82 | 11% | | | |

Cashmere Market - Single Family Homes / Condominiums

| Price Range (thousands) | \$0-150 | \$151-200 | \$201-250 | \$251-300 | \$301-350 | \$351-400 | \$401-450 | \$451-500 | \$501-550 | \$551-600 | \$601-650 | \$651-700 | \$701+ |
|--------------------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------|
| Number sold this quarter | 1 | 0 | 2 | 1 | 4 | 2 | 1 | 4 | 0 | 1 | 0 | 0 | 0 |

Pendings (current) 3
Active Listings (current) 22
Cashmere Market Area: Cashmere, Dryden, Monitor

LEAVENWORTH MARKET

| | 3rd Quarter 2018 | 3rd Quarter 2019 | Percentage Change | YTD 2018 | YTD 2019 | Percentage Change |
|------------------------|------------------|------------------|-------------------|-----------|-----------|-------------------|
| Closed Sales | 56 | 80 | 43% | 121 | 157 | 30% |
| Median Sales Price | \$412,500 | \$454,500 | 10% | \$420,000 | \$439,000 | 5% |
| Average Sales Price | \$499,590 | \$522,078 | 5% | \$482,764 | \$504,558 | 5% |
| Number Listed | 93 | 74 | -20% | 228 | 242 | 6% |
| Average Days on Market | 85 | 89 | 5% | | | |

Leavenworth Market - Single Family Homes / Condominiums

| Price Range (thousands) | \$0-150 | \$151-200 | \$201-250 | \$251-300 | \$301-350 | \$351-400 | \$401-450 | \$451-500 | \$501-550 | \$551-600 | \$601-650 | \$651-700 | \$701+ |
|--------------------------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|--------|
| Number sold this quarter | 3 | 2 | 2 | 5 | 14 | 6 | 8 | 4 | 6 | 9 | 5 | 4 | 12 |

Pendings (current) 34
Active Listings (current) 79
Leavenworth Market Area: Leavenworth and Peshastin

Residential Market: Single Family Homes and Condos

(Note: This report no longer contains Mobile Home data)

For past Snapshot Issues, visit us at www.pacapp.com

NOTE: This representation is based in whole or in part on data supplied by the North Central Washington Multiple Listing Service. The MLS does not guarantee nor are in any way responsible for its accuracy. Data maintained by the MLS may not reflect all real estate activity in the Market.



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IRS now allows rental real estate to qualify as a business for qualified income deduction

IRS news release

WASHINGTON – The Internal Revenue Service issued Revenue Procedure 2019-38 last month that has a safe harbor allowing certain interests in rental real estate, including interests in mixed-use property, to be treated as a trade or business for purposes of the qualified business income deduction under section 199A of the Internal Revenue Code (section 199A deduction).

If all the safe harbor requirements are met, an interest in rental real estate will be treated as a single trade or business for purposes of the section 199A deduction.

If an interest in real estate fails to satisfy all the requirements of the safe harbor, it may still be treated as a trade or business for purposes of the section 199A deduction if it otherwise meets the definition of a trade or business in the section 199A regulations.

This safe harbor is available for taxpayers who seek to claim the section 199A deduction with respect to a "rental

real estate enterprise." Solely for purposes of this safe harbor, a rental real estate enterprise is defined as an interest in real property held to generate rental or lease income. It may consist of an interest in a single property or interests in multiple properties. The taxpayer or a relevant pass-through entity (RPE) relying on this revenue procedure must hold each interest directly or through an entity disregarded as an entity separate from its owner, such as a limited liability company with a single member.

The following requirements must be met by taxpayers or RPEs to qualify for

this safe harbor:

- Separate books and records are maintained to reflect income and expenses for each rental real estate enterprise.
- For rental real estate enterprises that have been in existence less than four years, 250 or more hours of rental services are performed per year. For other rental real estate enterprises, 250 or more hours of rental services are performed in at least three of the past five years.
- The taxpayer maintains contemporaneous records, including time reports, logs, or similar documents,

regarding the following: hours of all services performed; description of all services performed; dates on which such services were performed; and who performed the services.

- The taxpayer or RPE attaches a statement to the return filed for the tax year(s) the safe harbor is relied upon.

For more information about this and other TCJA provisions, visit IRS.gov/taxreform.





A stock market storm is coming, someday – how should you prepare?

It has been more than 10 years since the depths of the Financial Crisis – and what a glorious ride it has been. The economy has grown consistently, and the stock market has more than tripled. However, nearly everyone I speak with is nervous about the future. To be fair, I could have written the same thing 5 years ago. But we all know a storm is coming. It might arrive tomorrow, next year, or a decade from now. It might be a gentle rain, or a mega-hurricane. So, how should you prepare for it?



MARKET UPDATE
Brad Blackburn

Build up an emergency fund: It's probably not advisable to bury a big can full of cash in your backyard, but it's certainly a step in the right direction. A better plan is

to set aside 3-6 months of expenses in an FDIC insured savings account. If you are nervous about a recession, you could aim for 6 months, or even more. If your income falls, or you lose your job because of a recession, you'll be grateful for your fully filled emergency fund.

Pay down debt

Another good way to prepare for a recession is to pay down your debt. That's especially true of any high-interest rate debt. The most obvious reason is that debt is expensive, and extra money will be harder to come by during a recession. Perhaps more importantly, the worst way to go into a recession is with a massive amount of debt. It's a little bit like beginning a marathon with a big tire around your neck.

Revisit your portfolio

After 10 years of strong stock market growth, your stock allocation might have

grown far too large. So, this is a great time to take a close look at your investment portfolio. How risky is it? If you have a long time before retirement, a large stock allocation might be okay – even IF a recession is coming. However, if you are close to retirement, or might need your money soon for another reason, you should be sure that too much of your money isn't exposed to the turbulence of the stock market.

Identify ways to cut back

Most of us spend money carelessly, at least every now and then. So, it makes sense to step back and take a close look at your expenditures. Are there places you could cut back? Perhaps a less expensive car, eating more meals at home, or fewer monthly subscriptions. Any money you save now can be put to good use building up your emergency fund or paying down debt.

The Bottom line

If you were certain a recession was coming, the appropriate action would be to panic and sell everything. However, if you were certain a recession was coming – you have too much faith in your predictive abilities.

No one can predict when the next recession will hit, or how bad it will be. But recessions are normal and can even be healthy for an economy over the long-term. So, as long as you are well-prepared, you shouldn't lose much sleep over them.

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.

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

The extremists behind covering climate now

Last month, over 170 news outlets around the world devoted coverage to climate change.



GUEST OPINION
Drew Johnson

The project, dubbed Covering Climate Now, may seem like a feel-good effort to raise awareness of sound environmental policies. But it's actually an attempt by climate extremists to go mainstream.

The weeklong campaign was officially spearheaded by The Nation, but it's the brainchild of Bill McKibben, a well-known climate activist who for years has worked to brand fossil fuel companies as "Public Enemy Number One."

Covering Climate Now is McKibben's attempt to give his activism a mainstream platform.

Like the rest of McKibben's work, this campaign sacrifices pragmatic reform in favor of radical change, and does so at the expense of vulnerable communities.

The Nation launched Covering Climate Now back in April, at a five-hour event with panels full of climate extremists. They claimed that quickly transitioning to renewable energy is our best chance at avoiding catastrophe.

After turning up the threat level, conference leaders issued their call to action: seven days of climate-focused coverage, leading up to the UN Climate Action Summit on September 23.

The campaign's organizers claimed it was not an attempt to "tell people what to write or broadcast." That proved false from the outset.

Covering Climate Now began with an email campaign designed to bully journalists into supporting the project. The emails called on reporters to stop "underplaying the climate story."

These emails also included sources for journalists to consult when writing their climate stories.

For the most part, the emails linked to opinion pieces that relied on selective data and alarmist rhetoric."

According to the organization's website, journalists can even "learn the science" of climate change from Bill McKibben."

There's just one problem – McKibben's writings contain more rhetoric than science.

Consider his work at 350.org, an anti-fossil fuel group he co-founded. The group likens the extraction of oil, gas, and coal reserves to the "crimes of slavery, totalitarianism, colonialism or apartheid."

According to McKibben, the only way to end these "crimes" is to stop harnessing fossil fuels altogether. He thinks America should rely entirely on renewable energy sources, like solar and wind power.

That's basically impossible. Renewables currently account for just 17 percent of our nation's electricity, while fossil fuels provide over 60 percent. Generating enough renewable energy to completely replace fossil fuels would cost the average household close to \$2,000 a year.

These increased costs would hit low-income Americans the hardest. On average, poor rural households spend close to 9 percent of their annual income on energy bills. That's more than double what the median urban household spends.

Switching to renewable energy sources will force these vulnerable Americans to spend even more of their income on energy bills. Meanwhile, fossil fuels are saving Americans money.

Thanks to the natural gas boom, the average U.S. household is spending nearly \$3,000 less each year on energy than experts had predicted.

The folks behind Covering Climate Now are right about one thing: we need to have a balanced conversation about climate change.

But doing so will require presenting the facts, not strong-arming the media into reprinting activist talking points.

Drew Johnson is a national political columnist and former opinion page editor.



All signs point to budget caution in 2020

past few months, now point clearly to the trend slowing to just 50K or so by the end of the year."

"Overall, these data offer something for everyone; bulls can point to unemployment, bears will highlight (Average hourly earnings), and the unpersuaded can point to the OK payroll number. But this

is an evolving situation, and the next clear move in the data will be downshift in job growth," he added.

This matters because, solid as our state economy has been, Washington will be affected by national and global economic headwinds.

The most recent state revenue forecast anticipates

slow growth.

We reported last month on the decline in a key manufacturing index, a disappointing ADP jobs report, and persistent challenges facing small business employers.

Still, Washington continues to outperform the nation, an enviable position which we should not take for granted.



Opportunity Washington news release

Evidence of an economic slowdown continues to accumulate. Friday's jobs report confirmed predictions of a tightening jobs market and still modest wage growth.

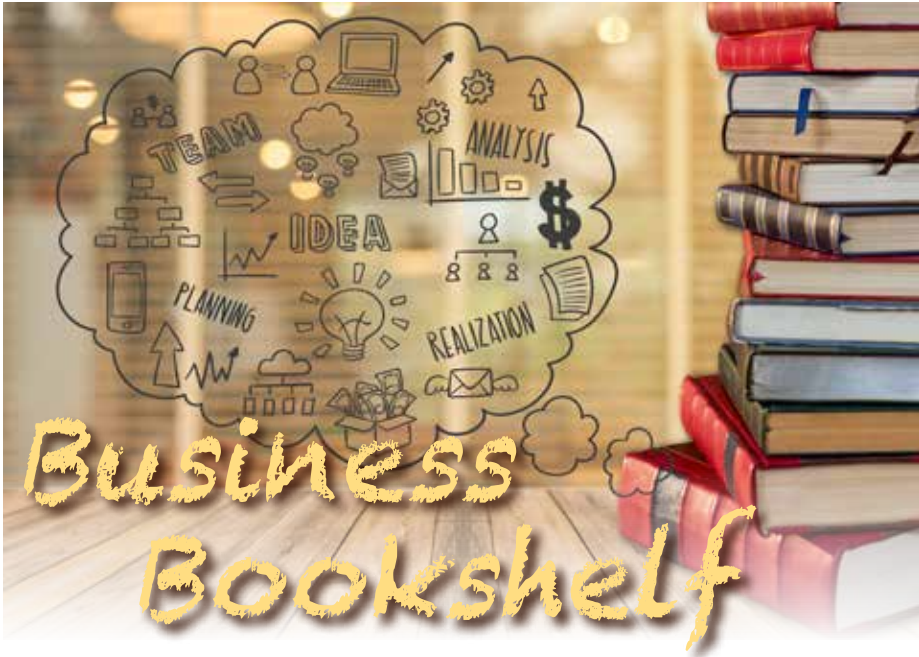
Uncertainty, particularly in trade relations, continues to exert a drag on economic ac-

tivity. The Street quoted a leading economist offering a widely shared perspective.

"This is as good as it's likely to get until the trade war is resolved," said Ian Shepherdson of Pantheon Macroeconomics.

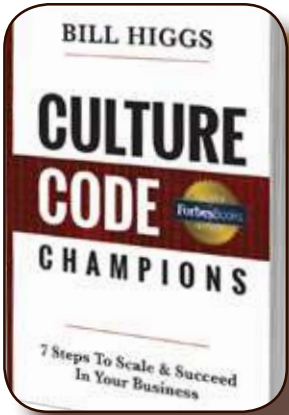
"Leading indicators, which warned clearly of the slowdown in job growth over the





Culture Code Champions: 7 Steps to Scale & Succeed in Your Business

“Your business has 99 problems and communication is all of them”



From the book by Bill Higgs

ganization’s culture, which raises the question: What is your current culture costing you?”

Higgs says it’s common in the business world to be in a situation where someone asks or tells you to do something, you think you understand what they want, but when it’s done, it’s not right.

“When you both review what happened, you realize there was a communication breakdown at the outset,” he says.

Higgs recommends a few ways businesses can improve communications – and in the process avoid everything from minor mishaps to major disputes:

Seek and value input from everyone. A lot of rework could be avoided if leaders in an organization would empower their people to speak up if they see a problem, Higgs says.

“Often, people remain silent even when they see something that does not seem right,” he says.

“Why is that? I believe these problems happen because a person might notice something seems wrong, but he or she isn’t comfortable challenging someone who they see as more expert on the subject

than them or who has more authority.”

That’s why it’s important to foster an organization-wide culture where people feel comfortable challenging things, no matter who they are or who they are challenging.

That way you increase the odds that things will be done right the first time.

Cross-train people so they better understand what others do. When employees have no idea about their co-workers’ areas of expertise, work slows down, as though everyone on the team is speaking a different language.

“You want to get your people to broaden their knowledge and expand the scope of what they normally do in their own jobs,” Higgs says.

As people learn more, they become more efficient and, for example, could handle questions from a vendor without bringing in other members of the team, saving everyone’s time.

Higgs says cross-training often can take place when people have downtime, but if that’s not possible, it may be necessary to schedule time to make it happen.

Bust silos. Many organizations group people together by function.

Marketing people work in the marketing department, finance people in the finance department, and so forth.

Departments also are often separated physically. “This can create a number of problems and inefficiencies,” Higgs says.

“For example, it can lead to lots of rework because silos are not conducive to communication.”

Other problems silos

cause include competition rather than collaboration among teams, and finger-pointing and blame-shifting when things go awry. He suggests that, instead of separating people by their

functions, group them together in teams that are working on the same projects. “Don’t let your people shut themselves off in their offices or workspaces, and don’t create such a hierar-

chy that people can communicate only through pre-approved channels,” Higgs says.

“Effective teamwork requires good communication – and lots of it.”



Chelan in Top 10 of state for Small Business owners

Courtesy of SmartAsset.com

A new study released by SmartAsset ranks the top places in Washington for small business owners.

The study weighs three factors: the percentage of people in a county with small business income, the proportion of that

income to overall income and taxes paid by small business owners. According to the study, Chelan County is one of the top places in Washington for small business owners.

For a look at how some of the top counties in Washington performed, check out the table below:

| Rank | County | Small Business Returns | Small Business Income | Income Taxes | Index |
|------|-----------|------------------------|-----------------------|--------------|-------|
| 1 | San Juan | 0.44 % | 0.16 % | \$8,070. | 81.22 |
| 2 | Jefferson | 0.29 % | 0.11 % | \$8,070. | 59.03 |
| 3 | Whatcom | 0.23 % | 0.12 % | \$8,070. | 54.23 |
| 4 | Klickitat | 0.23 % | 0.11 % | \$8,070. | 53.56 |
| 5 | Garfield | 0.27 % | 0.07 % | \$8,070. | 52.20 |
| 6 | King | 0.23 % | 0.09 % | \$8,070. | 50.59 |
| 7 | Columbia | 0.23 % | 0.09 % | \$8,070. | 50.52 |
| 8 | Clark | 0.21 % | 0.10 % | \$8,070. | 50.19 |
| 9 | Kittitas | 0.22 % | 0.09 % | \$8,070. | 49.71 |
| 10 | Chelan | 0.20 % | 0.11 % | \$8,070. | 49.67 |

Additional study details including the methodology and interactive map can be found here: smartasset.com/retirement/brighthouse-financial-shield-annuity-review/#Washington



Courtesy of AdvisorSmith.com

Wenatchee was ranked as the #4 small city where Americans are most likely to start a new business, according to a new AdvisorSmith study.

Here is everything you need to know:

Wenatchee had 3.3 new businesses started per 1000 people, which was 45% above the national average.

Wenatchee ranked #16 nationwide, beating out Mount Vernon (#21), Seattle (#30), and Olympia (#46).

There were approximately 2,500 businesses in Wenatchee with at least 1 employee.

Here is a breakdown of the top small cities for new business starts:

1. Carson City, NV
2. Missoula, MT
3. Idaho Falls, ID
4. Wenatchee, WA
5. Napa, CA
6. Casper, WY
7. Mount Vernon, WA
8. Logan, UT
9. Great Falls, MT
10. Cheyenne, WY

We analyzed cities based upon data from the Bureau of Labor Statistics and the Census Bureau.

Our study ranked cities with the highest number of new businesses per 1,000 population.

We go into more detail in our report, which you can view here: advisorsmith.com/data/top-cities-where-americans-start-the-most-businesses/



About Bill Higgs

Bill Higgs, an authority on corporate culture, is the author of the upcoming book Culture Code Champions: 7 Steps to Scale & Succeed in Your Business.

Study shows gift cards can give a boost to small businesses

(NAPS) – If you own or run any of America’s nearly 31 million small businesses, recent research reveals gift cards can be a real gift to your bottom line.

According to a 2019 Small Business Gift Card Study commissioned by First Data, now Fiserv, gift card programs help small business owners bring in more sales, attract new customers, and build relationships with their customers.

Small Businesses, Big Benefits

Not only do gift cards benefit a business, consumers expect them to be available at their favorite stores.

In fact, 74 percent of consumers surveyed said they regularly buy gift cards from small businesses. And for business owners, offering gift cards can:

- **Grow sales** – Nearly 80 percent of consumers said if they have a gift card



valued at 88 cents, they will visit the store to redeem it

- **Attract customers** – 90 percent of consumers who receive a gift card from a small business they have never visited said they would shop at that business and return in the future

- **Build loyalty** – 56 percent of consumers who shop at small businesses join their loyalty or frequent shopper programs.

Of consumers that join loyalty programs at small businesses, 73 percent said gift cards are a preferred way for their loyalty to be rewarded.

Restaurants, Coffee Shops, and Salons

When asked about the ideal gift card to give someone, or receive and use themselves, consumers agreed on their top three: casual dining restaurants; coffee shops; personal services (i.e., hair or nail salon). Other popular businesses from which to give or receive gift cards included supermarket/grocery stores, entertainment/movie theaters, and quick-serve restaurants.

Employee Incentives

Gift cards are often a popular choice for employ-

ers who use them to say thank you or reward a job well done. For 90 percent of consumers, they’ve not only received a gift card from their employer, but view it as an incentive to reward their hard work.

Additional Findings

- When purchasing gift cards, 60 percent of consumers prefer plastic cards or paper certificates, but interest in digital gift cards is growing.

- 58 percent of small business owners said plastic gift cards cost the business owner less to manage than paper certificates. *Learn more about gift cards at www.firstdata.com/gift-cards.*

According to a 2019 Small Business Gift Card Study commissioned by First Data, now Fiserv, gift card programs help small business owners bring in more money, attract new customers, and build stickier relationships with their customers.

CONTINUED FROM PAGE 17

New Theater building proposed at hatchery

stone’s throw away on the hill above, and there are other close neighbors, all of whom are impacted by amplified sound.

The main entrance to the hatchery has to be blocked on performance evenings.

Entry and parking for theater guests is from East Leavenworth Road, using an area that is occupied when the US Forest Service needs a base of operations during major fires, bumping parking for LST into the hatchery production area.

All of these issues vanish by moving the theater build-

ing to a spot farther south. Hatchery staff identified an area currently used only for piling gravel as a likely location.

Nearly 8,000 visitors and LST staff use the theater each year.

To build a new structure on federal land, the National Environmental Policy Act spells out a procedure that allows for public comment and consultation.

Comments on the proposal should be sent to Julia Pinnix by email Julia_pinnix@fws.gov or mail: 12790 Fish Hatchery Road, Leavenworth, WA, 98826.

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| Case No./Title | Judgment Description | Judgment Date |
| 11-03990-FPC7 Randy Lane Kemme and Jo Marie Kemme | Avoid Lien Document: 62 | 10/9/2019 |
| 12-01462-FPC13 Edmond Alfred Smallwood and Karen Ann Smallwood | Avoid Lien Document: 67 | 10/3/2019 |
| 12-05089-FPC7 Deborah L Wakefield | Avoid Lien Document: 32 | 10/1/2019 |
| 17-00887-FPC7 James Dean Anderson | Avoid Lien Document: 25 | 9/25/2019 |
| 17-03632-FLK13 Eugene Trevino | Allowing Sale Free and Clear of Liens Document: 48 | 9/24/2019 |
| 19-01710-FPC7 Michael Eric Wiykovics and Victoria Wiykovics | Avoid Lien Document: 33 | 10/7/2019 |
| | Avoid Lien Document: 34 | 10/7/2019 |
| 19-01833-FPC7 Cathryn Ann Lindley | Avoid Lien Document: 22 | 10/15/2019 |
| | Avoid Lien Document: 23 | 10/15/2019 |



Pear Bureau Northwest Receives Trade Mitigation Relief Funding

PBNW awarded over \$1.5M in trade funding

PBNW news release

PORTLAND – In September, Pear Bureau Northwest (PBNW) was awarded \$1,540,830 in the second round of the Agricultural Trade Program (ATP) funding – part of the U.S. government’s larger trade mitigation relief package.

Between the two allocations, the organization has received a total of \$2.1 million in funding to be used for promotional activities to offset the impacts that the Northwest pear industry has faced due to recent retaliatory tariffs in China. With the funding, PBNW will be targeting top export markets for the next two seasons.

Effective immediately, the funding will enable PBNW to launch a variety of promotions in leading export markets including Mexico, Canada, India, and the United Arab Emirates (UAE). It will also allow for funding to relaunch a promotional campaign in China,

should the tariffs be removed within the next three seasons. The promotions and activities will bolster current programs in the export markets and generate additional exposure for pears in each market.

“The ATP funding will help boost the USA Pears promotional program in those markets that have the best growth prospects for the industry in light of the tariff impacts the industry is facing in China,” said Jeff Correa, International Marketing Director for PBNW.

A variety of activities will be conducted in the various markets. In Mexico, PBNW will spend two seasons working with social media influencers and partnering with Pictoline to develop USA Pears-themed infographics to enhance social media engagement with extended reach into Central and South America.

This will be supplemented by two years of TV advertorials on the Discovery Home and Health channel. All of these activities will boost the effectiveness of the current consumer outreach activities in Mexico.

PBNW will utilize Nielsen retail data in Canada, with Regional Marketing Managers analyzing the data, identifying opportunity gaps, and developing customized plans and promotions with individual retailers to improve their pear category. PBNW will also expand social media outreach and consumer events in Canada.

India will conduct a two-year billboard and advertising campaign supported by a celebrity spokesperson for one year.

This mass media activity will be the focal point of the promotional program for the next two years in India and will help raise the profile of USA Pears as the premium pear offering in the Indian market.

In the United Arab Emirates (UAE) during the next two seasons, PBNW will feature eight TV advertorials each season to run on “Al Moultaqa,” a show that reaches over eight million viewers. The advertorials will be a mix of recipe demonstrations, health and nutritional benefit discussions, and ripening education.

About USA PEARS

Pear Bureau Northwest is a non-profit marketing organization established in 1931 to promote the fresh pears grown in Washington and Oregon, home to 88% of the US commercial fresh pear crop. The Bureau represents close to 900 grower families and partners with outlets throughout the world in an effort to increase overall success with the pear category. The organization provides marketing and merchandising expertise that is customized specifically for each retail organization, using its pear consumer research findings as well as individual store analysis using an in-house data system that measures pear category performance nationwide and third-party research to show retailers how they perform versus their competition. Retailers who are interested in partnering with Pear Bureau Northwest should go to: info@usapears.com or call (800) 547-4610. Visit USAPears.org or Trade.USAPears.org for more information.

USA Pears launches #PearPizza campaign at FEAST Portland

PBNW news release

PORTLAND – As part of the kick-off for the 2019-20 Northwest pear season, USA Pears has launched a campaign centered around pear pizza. The beginning of 2019 was marked by the great pineapple pizza controversy, but we are proudly declaring that there is nothing wrong with using fruit as a pizza topping. That being said, now it is time for pineapples to step aside for pears to triumph as the ultimate fruit to use as a pizza topping. The quest for world pizza domination began at FEAST Portland September 14.

To kick off the #pearpizza campaign, USA Pears teamed up with Rally Pizza from Vancouver, Washington to serve pear pizza to the foodie-centric crowd at FEAST Portland’s Big Feast. Rally has built a large following in the Portland area with their Neapolitan style pizzas that make use of local seasonal ingredients, including pears. It was founded in 2016 by chef Alan Maniscalco and his wife Shan Wickham, who serves as general manager and pastry chef. Over the course of two days, attendees had the opportunity to try inventive pear pizzas at the USA Pears booth.

“We are longtime fans of putting pears on pizza, and we are looking forward to enlightening the good people of Feast Portland to the sweet and savory eating experience of pear pizza,” said Maniscalco.

Pears aren’t just for desserts and eating sliced, and their versatility as a fruit lends itself perfectly to entrees and savory dishes. The natural sweetness and soft texture of pears

mixed with the savory flavors of pizza is truly one of those deliciously symbiotic combinations. The pear pizza takeover included a consumer contest, restaurant activation, retailer tie-in, and influencer campaign, all of which was unified with the #pearpizza hashtag. In order to keep pears top of mind for consumers, this multi-faceted campaign was an effective way to engage them with pear content and offer an easy and delicious way to eat more pears and add more healthy produce to their pizza.

“Unlike other fruits that are far too polarizing of a pizza topping, we believe that pears, especially the 10 varieties that come from the Northwest, are a topping that will surprise and delight those who have never tried the combination. Whether served up on a white sauce pizza with Gorgonzola and walnuts, or a red sauce pizza with ham, mozzarella and red onions, or any number of creative ways, pears are amazing when roasted on a pizza,” said USA Pears Communications Specialist Neil Ferguson. “It doesn’t matter if they’re making it at home or enjoying it at their favorite pizza establishments, we feel that the time is ripe for people everywhere to taste the joy of pear pizza.”

To make pizza lovers aware of pears as the ultimate fruit topping, the USA Pears team hosted a contest that gave people a chance to win a Gozney Rocbox pizza oven. Restaurants around the U.S. will highlight their own pear pizza offering on social media, and influencers and bloggers will create their own pear pizza recipes, with retailers also sharing content provided by USA Pears.

New contractors Chelan-Douglas September 2019

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|--------------------------------|-----------------------------|-------------|
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| BULLFROG | PO BOX 2979 | CHELAN |
| CADENCE BUILDING GROUP | 231 WHITMAN | LEAVENWORTH |
| DDP CONSTRUCTION LLC | PO Box 235 | ROCK ISLAND |
| GATES BROTHERS EXCAVATION | 908 KITTITAS ST | WENATCHEE |
| JUSTIN ADAMS CONCRETE | 819 MALAGA AVE, APT 4 | WENATCHEE |
| KNIGHT WOLF CONSTRUCTION LLC | 895 Riverside Dr Appt. G277 | DRYDEN |
| NOVELLO STONE & LANDSCAPING | 220 LLOYD RD | MANSON |
| OMAR CONSTRUCTION LLC | 1235 Leanne Place | WENATCHEE |
| O & R LARA CONSTRUCTION LLC | 1015 Sunny Brooke Ln | CHELAN |
| PACIFIC NW STL & PAN CONST LLC | 3725 Hamlin Rd | MALAGA |
| PAINTCAT | 3910 Lovell Rd | WENATCHEE |
| PEREZ FENCING LLC | PO BOX 4108 | WENATCHEE |
| TEN POINT CONSTRUCTION | 16845 SECOND CREEK | LEAVENWORTH |
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Wenatchee MSA (Chelan and Douglas Counties)

Labor Area Summary - August 2019

Overview

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

nonfarm employment and civilian labor force data. Analysis focuses on year-over-year (between August 2018 and August 2019) and

average annual (between 2017 and 2018) changes in the labor market..

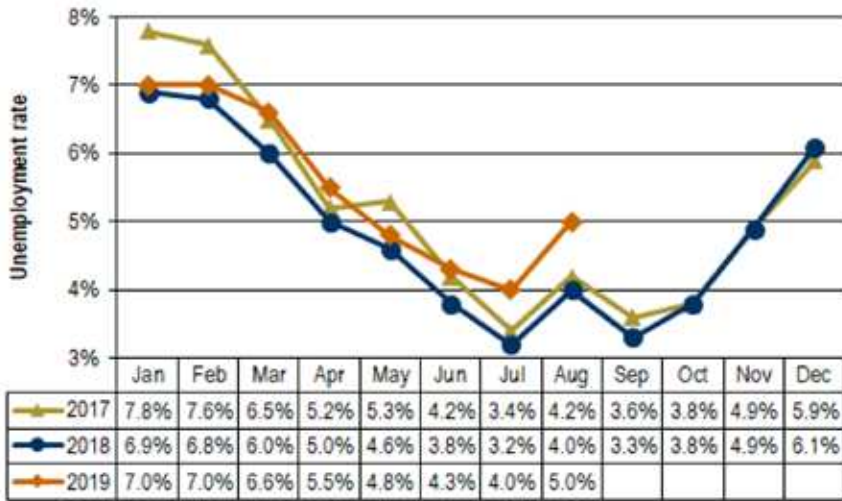
Unemployment rates
Preliminary Civilian

Labor Force (CLF) data show that Washington's not seasonally adjusted average annual unemployment rate fell two-tenths of a point between 2017 and 2018, from 4.7 percent to 4.5 percent. Between the Augusts of 2018 and 2019 the rate rose four-tenths of point, from 4.2 to 4.6 percent.

In the Wenatchee MSA, estimates show the average annual unemployment rate fell from 5.1 to 4.8 percent between 2017 and 2018. This 4.8 percent reading for 2018 was a historically low reading. However, rates have crept upwards during each of the past nine months (December 2018 through August 2019). The rate rose one full percentage point between the Augusts of 2018 and 2019, from 4.0 to 5.0 percent.

Unemployment rates, not seasonally adjusted Wenatchee MSA, January 2017 through August 2019

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



The Wenatchee MSA's unemployment rate rose one percentage point between the Augusts of 2018 and 2019.

Total nonfarm employment

Between 2017 and 2018, Washington's labor market provided 82,900 new nonfarm jobs, an annual average increase of 2.5 percent.

In August 2019, business and government organizations across Washington supplied 3,488,200 nonfarm jobs (not seasonally adjusted), compared to 3,423,000 jobs in August 2018, a 1.9 percent year over year employment increase.

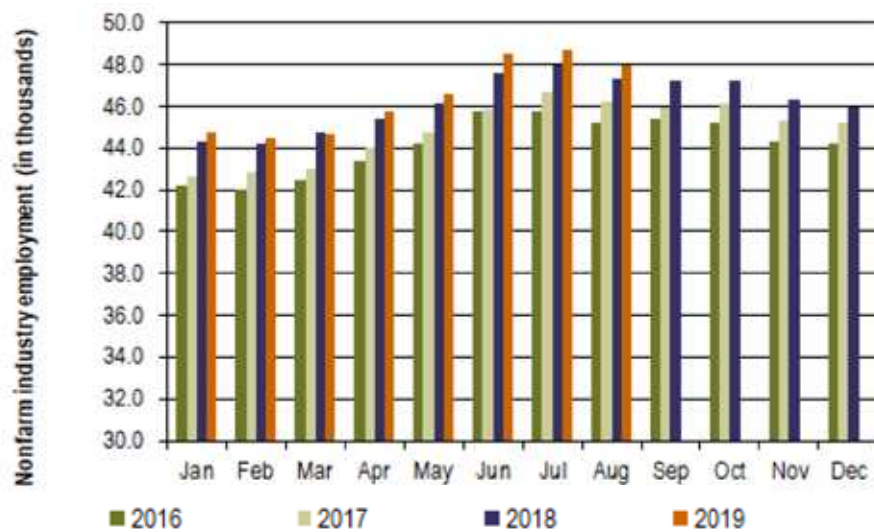
The state's economy has posted year over year nonfarm employment increases for the past 107 consecutive months (October 2010 through August 2019).

The Wenatchee MSA's nonfarm labor market provided 1,300 new jobs between 2017 and 2018, an

increase of 2.9 percent, more robust than Washington's 2.5-percent job growth rate during 2018.

However, year over year, total nonfarm employment

Nonfarm industry employment Wenatchee MSA, January 2016 through August 2019.
Source: Employment Security Department/Labor Market and Economic Analysis (LMEA); U.S. Department of Labor, Bureau of Labor Statistics, Current Employment Statistics (CES)



Nonfarm employment in the Wenatchee MSA rose 1.5 percent between the Augusts of 2018 and 2019.

Employment and unemployment

Estimates indicate that Washington's Civilian Labor Force (CLF) grew by 74,195 residents (a 2.0 percent upturn) from 2017 to 2018. The state's labor force has expanded, year over year, for the past 67 months (February 2014 through August 2019). In August 2019 Washington's CLF tallied 3,928,997 residents versus 3,793,102 in August 2018 equating to 135,895 more Washingtonians in the CLF (up 3.6 percent).

The Wenatchee MSA's CLF grew from 65,287 residents in 2017 to 67,182 in 2018, a 2.9 percent upturn.

Year over year, the Wenatchee MSA's Civilian Labor Force (CLF) expanded in 25 of the past 26 months (July 2017 through August 2019), contracting by a marginal 0.2 percent between the Julys of 2018 and 2019. Between the Augusts of 2018 and 2019 the CLF increased 3.1 percent (meaning there were 2,246 more residents in the labor force this August than in August 2018). During this timeframe however, the number of unemployed Chelan and Douglas residents increased at a much more rapid 29.1-percent pace. Hence, the unemployment rate rose from 4.0 percent in August 2018 to 5.0

percent in August 2019.

Nonfarm industry employment

Between the Augusts of 2017 and 2018 total nonfarm employment in Chelan and Douglas counties (the Wenatchee MSA) rose 1.5 percent, from 47,300 to 48,000 jobs. Washington's nonfarm market expanded by 1.9 percent during this timeframe. Highlights of year-over-year changes follow:

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

for the past five months (April through August 2019) following weather-related downturns this February and March. Between the Augusts of 2018 and 2019, the local construction industry stabilized at 3,200 jobs. It does seem safe to say however, that the pace of construction job growth so far in 2019 has slowed from 2018, when the Wenatchee MSA's construction industry averaged an 11.0-percent growth rate and netted approximately 300 new jobs. Also, there were 7.2 percent fewer home or condo sales (i.e., closed sales) Year-to-Date (YTD) in the first eight months of

2019 versus January through August 2018 in the Wenatchee Market (i.e., in Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island, WA) according to the August 2019 Real Estate Snapshot newsletter published by Pacific Appraisal Associates. Specifically, the number of single family homes or condominiums sold in the Wenatchee Market during first eight months of 2019 was 649, a decline from the 699 closed sales from January through August 2018. The number of active listings decreased, from 210 in August 2019 to 141 in August of this year (down 32.9 percent). However, the median sales price of homes/condos sold in the Wenatchee Market continued to climb, from \$325,910 from January through August 2018 to \$345,000 during the first eight months of 2019, a 5.9 percent upturn. Washington's construction industry has been adding workers for the past 90 months (from March 2012 through August 2019).

◆ The local manufacturing industry has experienced some resurgence in the past year. In fact, manufacturing employment across the two-county Wenatchee MSA has increased in each of the past twelve months (from September 2018 through August 2019). Between the Augusts of 2018 and 2019 the number of manufacturing jobs rose from 2,600 to 2,800, a 7.7-percent growth rate. Statewide, manufacturing has posted year-over-year job gains for the past 16 months (May 2018 through August 2019).

◆ Estimates indicate that, over the year, the number of jobs in the Wenatchee MSA's retail trade sector has decreased in each of the past four months (May through August 2019). The number of retail trade jobs in this two-county area declined 3.1 percent, a 200-job downturn, from 6,500 in August 2018 to 6,300 in August 2019. Statewide, retail trade employment had increased for 107 months (October 2010 through July 2019), before a 0.6-percent year-over-year employment dip this August. Across Washington state, retail trade employment had increased for 106 months (October 2010 through July 2019), before a 0.6-percent year-over-year employment dip this August. Job losses were centered in Washington's general merchandise stores, which provided 4,200 fewer jobs (down 5.7 percent) this August than in August 2018. Conversely, the "other retail trade" category (which includes employment at firms providing online shopping

services) tallied 2,000 more jobs (up 1.7-percent) since August 2018.

Agricultural employment

The Bureau of Labor Statistics' Quarterly Census of Employment and Wage (QCEW) program, conducted by the Washington State Employment Security Department provides agricultural and nonagricultural employment and wages for firms, organizations and individuals whose employees are covered by the Washington State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends at the county level. In September 2019, revised annual average QCEW data for calendar year 2018 became available. An analysis of industry employment changes from 2008 through 2018 shows that in Chelan County:

◆ Total covered employment rose from 39,242 in 2008 to 45,085 in 2018, a 5,844-job and 14.9-percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 8,445 in 2008 to 10,609 in 2018, a 2,164-job and 25.6-percent uptrend. In 2008 Chelan County's agricultural industry accounted for 21.5 percent of total covered employment. In 2018 agricultural employment accounted for 23.5 percent of total covered employment countywide.

Hence, the agricultural share of total covered employment increased two percentage points (from 21.5 to 23.5 percent) in Chelan County during this ten-year period.

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

The agricultural payroll (a subset of total covered wages) advanced from \$166.6 million in 2008 to \$292.6 million in 2018, a \$126.0 million and 75.6 percent uptrend. In 2008 Chelan County's agricultural industry accounted for 13.5 percent of total covered wages and by 2018 agricultural wages tallied 16.0 percent of total covered payroll; meaning that the agricultural share of wages increased two and five-tenths percentage points (from 13.5 to 16.0 percent) during this ten-year period.

Hence, one could generalize that in the most recent ten-year period, the footprint made by the agricultural industry on total covered employment and payroll in Chelan County has become relatively larger.



Donald W. Meseck, Regional Labor Economist
Employment Security Department

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Phone: (509) 573-4564; E-mail: dmeseck@esd.wa.gov
Website: <https://esd.wa.gov/labormarketinfo>

ENTERTAINMENT

Lena sings her heart out at a recent private, local concert heralding the release of her new single "I Cry" on her CD, *Roses in December*. The affair was held at the Sunshine Ranch in Wenatchee in September.



Wenatchee's own: Lena Paige!

Story and photo by Gary Bégin

She is one of Wenatchee's biggest exports besides fruit, but hardly as well known. A country singer who has been a resident of Wenatchee since 1990, ladies and gentlemen, it's Lena Paige!

Lena recently held a private single song release party for "I Cry" which took place at the Sunshine Ranch in Wenatchee. (See photo)

Though she sings country now, Paige states, "I grew up listening to country music because my main passion was singing harmony. My mom would write and play music, so I challenged myself to doing backup vocals for her in three and four part harmony. I also loved bands such as Journey, Foreigner, The Eagles and even The BeeGees for their lyrics and harmony."

Her mom, Nancy Van Wyk, wrote almost all the songs on her new CD, "Roses in December" and Lena wanted to honor the

woman whose influence on her musical roots was so powerful.

"Having a very eclectic taste in music, my inspirations varied from Roy Orbison, Ronnie Milsap, Vince Gill, Billy Holiday and Celine Dion. I never modeled myself after any one artist. I loved singing back up vocals to anyone I could," she said.

Paige recounts her life, "I lived in Nashville for seven years. During that time I did back up vocals, session work, demos and toured internationally as a Nashville Artist. What is and always has been shocking to me is the incredible talent in that city. Most of the best talent is never heard outside of Nashville. It's really a shame. What is now disheartening is the infusion of pop in country. Country is the only genre that has evolved into a completely different genre and has totally lost its origin and original sound. People say they 'miss traditional country and would love to

get it back,' but no one is allowing new traditional country to be played on radio," Paige stated.

"The companies that regulate radio play are just about money, not the music and we as consumers are basically drilled with what they feed us until we like it. Thankfully there are now digital platforms where we can listen to what we want," she said.

Paige recently played at Nashville venues like the Bluebird Café and The Stage on Broadway downtown.

She does get radio play in Wyoming on 93.5 KREO Country, of which she is most appreciative, but fans are encouraged to cause a groundswell on her behalf with their local country stations to get her more airplay.

A grass roots effort to shake up the status quo would be just fine with this country girl.

She is blessed with a talented mom who was in Nashville long before

"country was cool," as they say, writing and singing songs and getting to know the industry.

"My mother was a singer and a songwriter who was making it pretty big, big enough to be on television, in Nashville. My dad, in the service at the time, saw her on TV and knew she was the woman he was going to marry. He found her performing in Nashville and convinced his friends to stage a fight so he could save the girl of his dreams. He did save her, and then he married her. The soldier moved the singer/songwriter to Washington State, and gone was her music career, yet she never stopped writing," Lena said.

Now the public finally has a chance to hear those songs and support their hometown star gone to Nashville.

Take a break from your busy day and call your friendly country DJ to encourage a "traditional new country" Lena Paige tune be played everyday.

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Pybus November Events

Fridays: Live Music 6 - 8 p.m.

November 5

- Pybus University: Samples of Italian Cured Meats from Cured by Visconti, 7 p.m.

November 8

- Red Cross Blood Drive, 10 a.m.

November 12

- Pybus University: Is my Adolescent Depressed? Advice on Detecting and Combating This Growing Epidemic, 7 p.m.

November 19

- Pybus University: Winter Wilderness Survival with Live Rescue Dog Demonstration, 7 p.m.

November 22

- Family Game Night Hosted by Pacific Crest Church, 7 p.m.

November 23

- Pybus Market Holiday Artisan Fair, 9 a.m.

November 28

- Closed for Thanksgiving Day

November 29

- Holiday Lighting Ceremony, 5:45 p.m.

November 30

- Shop Small at Pybus Market on Small Business Saturday.

For more activities go to
PybusPublicMarket.org

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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