

WENATCHEE BUSINESS JOURNAL

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Banner Corporation to Acquire California-Focused AltaPacific Bancorp

News Release

Banner Corporation (NASDAQ: BANR), the holding company for Banner Bank and Islanders Bank, together with AltaPacific Bancorp (OTCBB: ABNK), the holding company for AltaPacific Bank, today announced they have entered into a definitive agreement for AltaPacific Bank to merge with, and into, Banner Bank to expand the Bank's presence in California.

The transaction will be accomplished through Banner Corporation's acquisition of AltaPacific Bancorp.

"AltaPacific Bank is a respected business-focused bank and we consider it a compliment they chose us as their merger partner," said Mark Grescovich, President and Chief Executive Officer, Banner Bank.

"This is an excellent addition to Banner because it provides scale to our California franchise with attractive core deposits, commercial banking relationships and a similar credit culture."

"Today's banking environment is challenging for small community banks, even strong ones like

ours," said Charles O. Hall, Chief Executive Officer, AltaPacific Bank.

"Choosing to merge with Banner Bank is a great win-win for our customers and employees. Our customers will benefit from larger lending limits, more resources, and expanded product and service offerings, while our team remains part of an outstanding community bank."

This transaction is intended to increase Banner's presence and density in its existing California market. AltaPacific Bank has six locations: Santa Rosa in Northern California, and Ontario, Temecula, Glendora, Riverside and San Bernardino in Southern California. Currently, Banner Corporation has total assets of \$11.8 billion and AltaPacific Bancorp has total assets of \$436 million.

The combined company will have approximately \$12.2 billion in assets.

The merger agreement specifies AltaPacific shareholders will receive 0.2712 shares of Banner common stock in exchange for each share of AltaPacific common

SEE **BANNER CORPORATION** PAGE 9

Go to College and get 'Solutions' to investment issues

By Gary Bégin

After two years in business, The Solution People are still going strong.

Here is what "Tony and Angela" had to say about their exciting adventures in higher education:

Most American taxpayers know that the US national debt has breached the \$20 trillion mark and is rising rapidly.

In 1929 the national debt was \$17 billion and accounted for only 16% of the Gross Domestic Product or GDP. This means that for every dollar that came into the US Treasury, only 16 cents was paid in debt obligations. It was 58 years later in 1982 when the debt crossed over \$1 trillion and accounted for 34% of GDP.

According to usdebtclock.org, the debt is currently just over \$22.5 trillion and accounts for 106% of GDP. This means that for every dollar that came into the US Treasury, approximately \$1.06 is paid in debt obligations.

The debt is capitalized which means the interest is added to the debt itself so it will continue to increase rapidly, especially as interest rates rise.

The national debt and the interest associated with it are only two of the main expenses of the US budget.

Medicare, Medicaid and Social Security costs are high and expected to rise as well.

David Walker, former Comp-



GARY BÉGIN/WBJ

The Solution People are Angela Gaston and Tony Velickoff

troller General for the US under Presidents Clinton and Bush and board member for the Committee for a Responsible Federal Budget testified before Congress in 2008. His testimony illustrated the need to make significant budgetary changes that involve cutting expenses, raising taxes or a combination of the two by 2025.

He was able to show that, if these changes were not implemented the US would not be able to continue to pay its obligations.

Preliminary data suggests that The US Tax Cuts and Jobs Act of 2017 has helped to increase tax revenue into the Treasury, which should help ease the fiscal situation, but it may not be enough

to prevent some of the need for tax increases in the future. Since we're not always in a lower tax bracket in retirement, proper positioning is key.

Social Security Income taxation can also become an issue in retirement and should be minimized as much as possible.

We are The Solution People, an independent financial advisory firm that focuses on minimizing taxation and optimizing Social Security Income in retirement.

The retirement roadmaps we create for our clients are designed to maximize cash flow by producing as many tax-preferred income

SEE **THE SOLUTION PEOPLE** PAGE 9



"Pigs in Paradise" Campaign Emphasizes the Importance of Saving and Giving Back

Peoples Bank Press Release

Peoples Bank announced its newest campaign, "Pigs in Paradise," to underscore the importance of both saving and giving back to the community. 200 piggy banks were hidden within one mile of each of Peoples Bank's 23 branches located in Chelan/Douglas, Island, King, Skagit, Snohomish and Whatcom counties. Each contains \$30 in cash; \$15 for the finder to keep and \$15 to be paid forward. Anyone who shares a story of

how they paid forward an act of kindness – whether they find a piggy bank or not – will be entered in a drawing to win \$2,500 for their own personal paradise, such as a kitchen remodel or a trip of a lifetime.

Stories were shared on the Peoples Bank Facebook or Instagram accounts (@peoplesbankwa) or in-person at any Peoples Bank branch. Further, anyone who entered the drawing at a branch office and

SEE **PIGS IN PARADISE** PAGE 7



GARY BÉGIN/WBJ

This is the current view of Numerica's new Wenatchee branch. For facts on the build, see Page 3



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\$2

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NEWSSTAND LOCATIONS

Wenatchee

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

East Wenatchee

Safeway, 510 Grant Road

Cashmere

Martin's Market Place
130 Titchenal Way
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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COURTESY PHOTOS

Top left: Commissioners Rory Turner, Mark Spurgeon, and Jim Huffman; Executive Director Jim Kuntz; Commissioner JC Baldwin; and Airport Director Trent Moyers met with Senator Patty Murray in Washington DC.

Right: The delegation poses with Senator Murray.



Congressional Outreach Meetings

Newhouse News Release

In early June, a delegation of Commissioners from the Ports of Chelan County and Douglas County, along with Port staff, held congressional meetings in Washington DC.

The Port's top federal priority is improving commercial air service reliability at Pangborn Memorial Airport.

Weather conditions in the fall and winter (low visibility), combined with the

airport's one mile visibility requirement to land, result in flight cancellations.

Port Commissioners asked the congressional delegation to work with the Federal Aviation Administration in

funding an enhanced approach lighting system.

This improvement could reduce the airport's visibility requirement to one-half mile to land, which translates into a 60% improvement in com-

mercial air service reliability.

The Port would like to thank Senators Patty Murray, and Maria Cantwell; and Representatives Kim Schrier, Dan Newhouse, and Rick Larsen for very positive meetings.

Land Trust Buys Key White River Property

Newly protected acreage will increase salmon habitat, reconnect river oxbow

CDLT News Release

The Chelan-Douglas Land Trust (CDLT) has purchased 40 acres on the lower White River for conservation of salmon habitat and improved public access.

The White River runs from glacial headwaters to Lake Wenatchee and provides some of the best spawning habitat for sockeye salmon – one of only two remaining stocks in the Columbia Basin.

Endangered spring Chinook, endangered steelhead, and threatened bull trout also use the White River for migration, spawning and rearing.

The Chelan-Douglas Land Trust, Washington Department of Fish and Wildlife and the US Forest Service now own most of the floodplain and riverfront in the lower five miles of the White River.

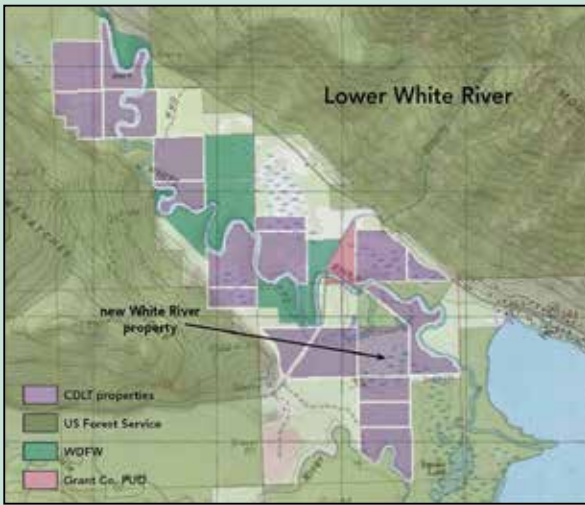
This 40-acre parcel was one of the very few unprotected properties and its protection is key to the future reconnection of a river oxbow.

An oxbow is a former main channel that has become disconnected from the river – in this case, when a nearby bridge was built many years ago. With this acquisition, CDLT is one

step closer to reconnecting the oxbow to provide side-channel fish habitat that is in short supply on the lower White River. CDLT's White River Preserve now permanently protects 683 acres and over 8.6 miles of riverfront, safeguarding important fish habitat, cool clean water, and providing improved public access to the river.

The Land Trust is grateful to Robert Martinson, who sold the property to CDLT.

The primary source of funding for this purchase was provided by the Priest Rapids Coordinating Committee Habitat Subcommit-



tee through Grant PUD's habitat funds.

Permanent stewardship of the property by the Land Trust is being made possible through the Tina Scull Opportunity Fund, founded by Tina and Eliot Scull as well as contributions from Terry and Suzanne Sorom, and Bill and Mary Griffin.

The Chelan-Douglas Land

Trust is a local non-profit working to conserve our land, our water, and our way of life.

The Land Trust has a 33-year record of working collaboratively with property owners and communities to identify and protect the region's most important natural landscapes forever.

For more information: cd-landtrust.org

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AUG 2-3, 9-10, 16-17 @ 8pm
AUG 10 @ 2pm

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Numerica Building Rendering



Numerica Lobby Rendering

Numerica New Wenatchee Construction Branch: Quick Facts

Numerica News Release

Address:

812 N. Wenatchee Ave.,
Wenatchee, WA (formerly
a parking lot used by
Wenatchee Valley Medical
Center)

Broke Ground:

Nov. 30, 2018

Completion:

November 19, 2019

Architect:

Bernardo-Wills Architects
PC (Spokane)

Contractor:

Leone & Keeble, Spokane

How Big:

4,846 sq. ft. of branch
use and 4,941 sq. ft used as
Numerica corporate office
space.

The parking lot will
provide 63 parking stalls.

Full-Service ATMs - 2
drive ups, 1 walk up

Number of Employees:
TBD

Branch:

This is the 2nd Numerica
branch in the Wenatchee
Valley and will be replac-
ing the current Wenatchee
branch on Emerson Ave.
The full-service ATM on
Emerson Ave. will remain
available for member conve-
nience.

**What's new compared
to the current Wenatchee
branch?**

♦ Built in transparency by
creating teller windows and

offices that break down bar-
riers and enable the sharing
of information between our
team and our members

♦ Tech bar includes iPads
for easy online access and
charging station

♦ Kid friendly game station

Energy Efficiencies

♦ HVAC system

♦ Highly efficient glazing
(windows)

♦ Light control system

Technology

♦ iPads to access online
banking and mobile applica-
tions

♦ Several full-service ATMs
embody our commitment to
providing an easy and con-
venient 24-hour banking ex-

perience.

Why

The concept is more neigh-
borhood coffee shop and less
banking. The colors, use of
light and glass, and open floor
plan are designed to make the
branch comfortable, efficient,
and welcoming. Members can
come in, have a free cup of
coffee and snack and/or meet
with staff to address their fi-
nancial needs. And though the
lobby is open, we have private
office space (hoteling
areas), that provide for private
interactions so that members'
financial data is not compro-
mised while meeting with Nu-
merica staff.

The new branch also

provides room for our fast-
growing home loan and
business services teams, al-
lowing them to better serve
our members. In addition,
the member service center
staff from the Entiat location
will relocate to this branch.
Included in the design is a
training room, making it

more convenient for our
Wenatchee area staff to
learn and grow.

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Jamie Thomas signs with Uproar Books

Wenatchee author secures publication deal for debut fantasy novel

**Uproar Books
News Release**

Uproar Books has acquired worldwide publication rights to Asperfell by Jamie Thomas of Wenatchee, Wash.

An Adult Fantasy novel told in grand Victorian style, Asperfell is the story of a sharp-tongued, twenty-year-old aristocrat who is arrested and banished for magic she never knew she possessed.

Locked away in the prison castle of Asperfell, she must find a way to escape back home with the true heir to the throne in time to save her kingdom and her family.

“Take the charm and wit of Jane Austen, then add gothic castles and blood magic, and you’ll understand why we are so excited to secure the rights to Jamie’s debut novel and introduce her to the world,” said Rick Lewis, publisher at Uproar Books.

“While I love all the kick-ass ladies of today’s fantasy novels, I wanted to create a heroine who accomplishes extraordinary things through ordinary means. At



Jamie Thomas

SUBMITTED PHOTO

the heart of Asperfell is a woman who fights injustice with courage, compassion, and intelligence,” said Thomas.

“These are weapons all of us possess, and we should use them liberally because I, for one, do not know how to use a sword, nor do I wish to be arrested for carrying one in public.”

A certified Language Arts teacher in the state of Washington, Thomas holds a Master’s degree in English Education and did her graduate research in the area of gender equality in high school literary curriculum.

She is an avid lover of Victorian novels and poetry, Gothic Romanticism, and feminist literature, as well as epic female-led fantasy and historical fiction.

Thomas aims to smash the patriarchy one novel at a time, creating characters and worlds that inspire, empower, and elevate women.

Previously, Thomas studied opera and received her formal training at the University of Montana and the San Francisco Conservatory of Music, and she still ➤

➤ enjoys performing occasionally, as well as teaching vocal technique.

She lives in Wenatchee, Washington, with her husband, daughter, two enormous dogs, and two mischievous cats.

Asperfell will launch in paperback and ebook in early 2020.

Thomas is the fourth author to sign with Uproar Books, a Nashville-based publishing company specializing in epic fantasy

and science-fiction novels.

For more information about Asperfell and its author, visit ThatJamieThomas.com. For more information about Uproar Books, visit UproarBooks.com.



Calling all current and aspiring small business owners:

Join the SBA Seattle District Office and other small business organizations on Saturday, Sept. 21 for the free annual Washington Small Business Fair – also known as Biz Fair – to learn from the experts how to start or grow a successful business.

Entering its 23rd year, Biz Fair is the longest running all government and non-profit-run small business fair in Washington state.

At the fair, you will:

- Sharpen your business skills by attending seminars taught by savvy business experts who share their knowledge and real-life experiences in

a no-sales environment.

There are 20 seminars to choose from this year.

- Gain access to valuable small business resources by visiting the Exhibitor Resource Center staffed by representatives from federal, state and local government agencies, and business and trade associations.

Learn more and plan which seminars to attend at bizfair.org. Saturday, Sept. 21, 8 a.m. to 3:30 p.m., Renton Technical College

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CRE WEEK IN REVIEW

MBA's Survey: Commercial, multifamily origination reaches record high in 2018

By Catherine Liu

The Mortgage Bankers Association recently released the results for its Commercial / Multifamily Annual Origination Volume Summation report for the 2018 fiscal year. The annual survey showcases aggregate data on the commercial and multifamily origination market based on data provided from participating mortgage bankers, portfolio, and other direct lenders. A detailed breakdown of lending activity by property type, investor group, and finance structure, for a total of 140 categories can be found in the report.

**Catherine Liu**

According to MBA's latest survey results, commercial and multifamily originators closed a record \$574 billion in mortgage transactions in 2018, a nearly 8% increase from 2017's levels. By investor group, commercial bank and savings institutions served as the largest contributor with \$174.0 billion (30% of total volume) while Government Sponsored Enterprises (GSEs – Fannie Mae and Freddie Mac) and life insurance companies/pension funds originated \$142.3 billion (25%) and \$83.4 billion (15%), respectively. CMBS, CDO, and ABS issuers – which ranked third – had a combined origination tally of \$97.4 billion for a market share of 17%. In terms of year-over-year performance, however, reported volumes of asset-backed conduit securities dipped by \$11.5 billion in 2018, or roughly 11%, from the previous year.

These charts look at CRE loans that have been originated before they are securitized into a CMBS pool.

The survey showed that multifamily backed \$266.4 billion in new originations, once again widening its dominance over all other property types. This represented an overwhelming 46% of annual lending volume. Office followed behind with \$103.0 billion (18%). Retail, industrial, and lodging each comprised another 8%, which served as collateral for an additional \$42.9 to \$46.6 billion in new CRE loans.

Looking at the securitization segment in particular, Trepp data indicates that approximately \$84.6 billion in private-label CMBS and CLOs were originated in 2018, which is a decline of 11% from the previous year. From last year's total, \$76.1 billion was sourced from private-label CMBS while another \$8.5 billion came from CLO transactions. Lodging represented the largest portion of CMBS/CLO originations at \$20.2 billion (24%), boosted by significant consolidation within the hospitality industry and the property group's shorter-term amortization structures. Office originations for the two ABS categories amounted to \$18.1 billion (21%) while retail came in at \$15.0 billion (18%). Underwritten debt secured by multifamily (11%), industrial (4%), and all other property types (23%) tallied at \$31.5 billion. From a GSE lending perspective, agency firms funneled \$82.6 billion into CMBS in 2018. While this figure is \$11.7 billion shy of 2017's record GSE origination levels, it is still up from the \$24-\$67 billion range posted between 2010 and 2016.

Disclaimer: The information provided is based on information generally available to the public from sources believed to be reliable.

Financially Educated Children Become Financially Successful Adults

(NAPSI) – People who learned about money as children were three times as likely to have a personal annual income of \$75K or higher than those who didn't, according to a survey by Quicken, maker of the best-selling personal finance software in the U.S.

But there's a problem: One-third of adults surveyed said no one taught them about money when they were children.

Among that group, only 13 percent report a high level of confidence in their finances.

How Does Your Own Upbringing Influence What You Teach Your Kids?

People who learned about money as children were 20 percent more likely to prioritize teaching their own kids about money.

Those who said no one taught them about money as a child were twice as likely to delay talking to their own children about money until age 18 or older.

Teaching Tools

The top tools – allow-

ance, savings accounts, piggy banks – may not have changed much, but the lessons have evolved.

Today, parents are teaching their children about charitable giving 60 percent more than their own parents did, using credit cards as teaching tools almost 50 percent more, and teaching their kids about investing 85 percent more than the people who taught them about money.

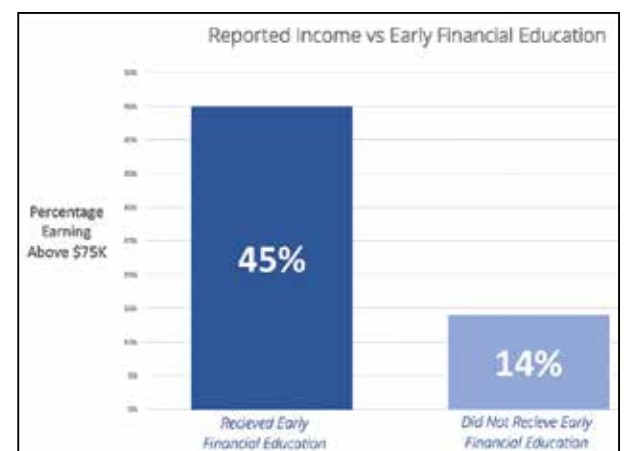
Money Talk Tips

To help your family discuss finance, try these three ideas:

1. Set an example. If you're an example of financial responsibility, your kiddos will be more likely to follow.

2. Use tools. The right tools can make a big difference. The survey showed that 62 percent of the people who do not use any personal finance tools also reported a lack of confidence in their current financial situation.

3. Talk early and often. An early start and frequent conversations about money can be key to setting your kids on the path to a healthy financial future.



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State economic growth scores high nationally

Opportunity Washington News Release

The strength of the Washington economy is reflected in the latest monthly report from the Economic and Revenue Forecast Council.

The ERFC breaks down the three major components of personal income, finding Washington led the nation in earnings growth: In June... the U.S. Department of Commerce, Bureau of Economic Analysis (BEA) released state personal income estimates for the first quarter of 2019.

According to these estimates, Washington personal income rose to \$471.5 billion (SAAR) in the first quarter from \$466.6 billion in the fourth quarter of 2018.

The reported 4.3% growth rate (SAAR) in Washington personal income was the 15th largest among the states and District of Columbia and exceeded the 3.4% growth rate for the U.S. as a whole.

Washington earnings growth was actually first in the nation at 5.2% (SAAR) compared to the 2.8% national average, but property income (dividends, interest, and rent) growth ranked 42nd at -4.8% compared to -4.3% for the nation.

Washington transfer receipts growth was about average at 15.4% compared to 15.5% with a rank of 27th among the states and District of Columbia.

The ERFC chart below illustrates the breakdown.

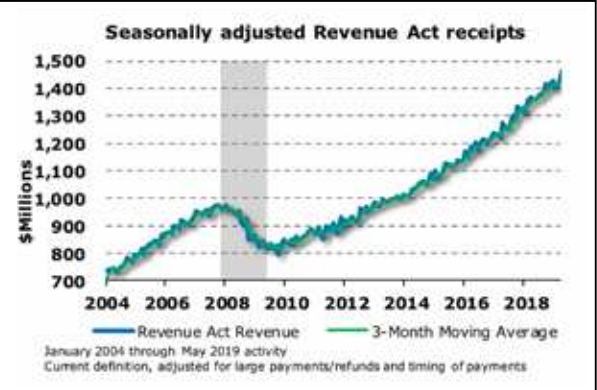


In the first month since the June forecast, revenues are coming in above expectations, with an asterisk.

Major General Fund-State (GF-S) revenue collections for the June 11 - July 10, 2019 collection period came in \$132.5 million (8.0%) above the June forecast, but \$84.7 million of that amount repre-

sented a transfer of funds out of the GF-S that did not occur as expected in June but will occur in July. Adjusted for the delayed transfer, collections are \$47.8 million (2.9%) higher than forecasted.

Again, we'll show the ERFC chart depicting the remarkable upward trend in collections.



So far, so good... though we continue to worry about the sustainability the budget's built on expectations of uninterrupted prosperity.

Uncertainty remains high and is taking a toll

on CEO, small business and consumer confidence.

And while we're discussing state revenues, we want to call your attention to a new Washington Research Council report on the state's two new payroll taxes.



Mission Ridge improves chair lift experience

Mission Ridge News Release

Earlier this spring, Mission Ridge Ski & Board Resort announced the purchase and planned installation of a replacement chairlift for its current Chair number 2

nicknamed The Liberator, pending United States Forest Service and Washington Department of Fish and Wildlife approvals. The replacement chairlift includes upgraded chairs that have more comfortable seats and plexiglass "bubble" covers to enhance the ride experience. Planning Team members from the resort have been working with both the USFS and WDFW to submit the required studies, plans, and documentation necessary for the replacement of the chairlift since the fall of 2018. A project of this scale requires review and approval for both the project itself in concept and the technical components of the structure and the plan. The project plans will be reviewed by engineers at the Forest Service and Washington State Parks with further review by the USFS and WDFW expected to be completed by midsummer 2019. Project approval will follow shortly thereafter. The initial timeline for installation prior to the start of the 2019-2020 winter season was a realistic, but also optimistic, goal. Due to the expected final approval by late summer 2019, Mission Ridge has decided to continue with preliminary preparations for removal and



replacement of Chair 2, with the actual deconstruction of the current lift and installation of the new lift being carried out starting in the spring of 2020. Initial work to be started this fall will include concrete work for the bases of the new

lift towers and potential installation of some structural components. "We are putting together a very robust and long-term beneficial plan for Mission Ridge," said GM Josh Jorgensen. "This project will improve the experience for guests while remaining financially viable for the resort," he continued. "Our goal for this summer is to get some of the footing and foundation work done for the new towers and potentially some of the structural components. Then, with all approvals in place and a good head start, we will install the new lift in the summer of 2020." Mission Ridge is extremely grateful for the support of Season Passholders, guests, and our local communities for their support, enthusiasm, and patience through this process.

About Mission Ridge

Mission Ridge is located in North Central Washington, 12 miles south of Wenatchee. The ski area has the second highest base area in the state at 4,570 feet, and more than 36 runs spread over 2,000 acres and 2,250 feet of vertical. More information about the mountain is available at missionridge.com.



S.P.O.R.T. GYMNASTICS CLASSIC GOLF TOURNAMENT

SATURDAY, SEPTEMBER 7

HIGHLANDER GOLF COURSE

- **Registration:** 11 am-1:30 pm
 - **Shotgun Start** 1:30 pm
 - **Putting Contest:** 11 am
 - **Chipping Contest:** 11 am
 - **Fun Games & Events**
 - **Helicopter Ball Drop**
- **Closest to the Pin Awards**
- **Women's & Men's Long Drive Prizes**
- **Hole in One Sponsor:** Boyer Mountain Pool
- **Dinner Dinner Sponsor:** Homchick Smith and Assoc.
- **Raffle Raffle Sponsor:** Crunch Pak

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Presenting Sponsor



Banks Ranked by Total Assets	
Financial Institution	Total Assets
1. Chase Bank	\$1,971,380,000,000
2. Bank of America	\$1,606,232,000,000
3. Wells Fargo Bank	\$1,553,871,000,000
4. Citibank	\$1,336,201,000,000
5. Australia and New Zealand Banking Group Limited	\$889,900,000,000
6. Credit Suisse Ag	\$848,450,000,000
7. Commonwealth Bank Of Australia	\$728,824,016,000
8. Standard Chartered Bank	\$663,500,000,000
9. U.S. Bank	\$414,002,247,000
10. PNC Bank	\$343,630,072,000
11. Dbs Bank Ltd	\$333,500,000,000
12. BNY Mellon	\$320,204,000,000
13. State Street	\$289,425,299,000
14. Capital One Bank	\$255,291,411,000
15. TD Bank	\$235,029,604,000
16. HSBC Bank USA	\$190,499,714,000
17. BB&T	\$186,642,879,000
18. SunTrust Bank	\$184,222,885,000
19. Chase Bank USA	\$147,062,296,000
20. Fifth Third Bank	\$139,250,028,000
21. Morgan Stanley Bank	\$126,643,000,000
22. Goldman Sachs Bank USA	\$122,681,000,000
23. Charles Schwab Bank	\$122,410,000,000
24. Regions Bank	\$120,932,310,000
25. The Northern Trust Company	\$119,600,277,000
26. Union Bank	\$113,524,784,000
27. Citizens Bank	\$106,947,600,000
28. Ally Bank	\$106,724,813,000
29. BMO Harris Bank	\$98,951,729,000
30. M&T Bank	\$96,411,208,000
31. Capital One Bank (USA)	\$93,338,327,000
32. KeyBank	\$92,480,729,000
33. Santander Bank	\$84,675,617,000
34. Discover Bank	\$83,406,704,000
35. Compass Bank	\$82,894,412,000
36. Bank of the West	\$72,545,497,000
37. Comerica Bank	\$69,926,561,000
38. USAA Federal Savings Bank	\$69,474,311,000
39. Huntington Bank	\$68,662,127,000
40. Deutsche Bank Trust Company Americas	\$54,688,000,000
41. Synchrony Bank	\$53,876,894,000
42. First Republic Bank	\$53,118,575,000
43. American Express Bank	\$49,187,828,000
44. UBS Bank USA	\$47,860,365,000
45. New York Community Bank	\$44,516,289,000
46. E*TRADE Bank	\$44,263,165,000
47. Silicon Valley Bank	\$39,621,023,000
48. First Niagara Bank	\$39,006,753,000
49. People's United Bank	\$36,739,982,000
50. Citizens Bank of Pennsylvania	\$34,865,322,000
51. City National Bank	\$33,490,564,000
52. Morgan Stanley Private Bank	\$31,359,000,000
53. First Citizens Bank	\$30,803,511,000
54. BOK Financial	\$30,615,811,000
55. American Express Centurion Bank	\$30,581,220,000
56. East West Bank	\$29,976,733,000
57. Signature Bank	\$29,969,468,000
58. Synovus Bank	\$27,936,041,000
59. Frost Bank	\$27,799,943,000
60. Associated Bank	\$27,043,496,000
61. Barclays Bank Delaware	\$26,347,516,000
62. FirstMerit Bank	\$25,278,166,000
63. First Tennessee Bank	\$25,034,521,000
64. EverBank	\$24,117,414,000
65. Webster Bank	\$23,616,816,000
66. Commerce Bank	\$23,584,129,000
67. Bank of America California	\$23,288,000,000
68. Umpqua Bank	\$22,795,230,000
69. GE Capital Bank	\$22,570,795,000
70. Prosperity Bank	\$21,673,941,000
71. OneWest Bank	\$21,649,577,000
72. Whitney Bank	\$21,436,622,000
73. BankUnited	\$21,283,765,000
74. BNY Mellon	\$21,265,415,000
75. Investors Bank	\$19,936,877,000
76. TCF National Bank	\$19,848,396,000
77. Valley National Bank	\$19,275,347,000
78. Iberiabank	\$19,151,660,000
79. Zions First National Bank	\$19,050,444,000
80. First Hawaiian Bank	\$18,676,234,000
81. UMB Bank	\$18,107,920,000
82. Texas Capital Bank	\$17,809,684,000
83. First National Bank of Omaha	\$17,539,989,000
84. TD Bank USA	\$17,380,269,000
85. State Farm Bank	\$16,558,373,000
86. Pacific Western Bank	\$16,557,749,000
87. First National Bank of Pennsylvania	\$16,422,790,000
88. The PrivateBank	\$16,194,478,000
89. Scottrade Bank	\$15,825,439,000
90. Arvest Bank	\$15,412,577,000
91. Bank of Hawaii	\$15,309,200,000
92. Astoria Bank	\$15,208,051,000
93. FirstBank	\$15,123,791,000
94. Rabobank	\$15,052,000,000
95. MB Financial Bank	\$14,981,486,000
96. Washington Federal	\$14,371,459,000
97. Raymond James Bank	\$13,818,408,000
98. BancorpSouth Bank	\$13,624,634,000
99. Amegy Bank	\$13,600,044,000
100. Western Alliance Bank	\$13,305,160,000

CONTINUED FROM PAGE 1

“Pigs in Paradise” Campaign Emphasizes the Importance of Saving and Giving Back

completes an entry form will be entered to win a separate bonus prize of \$400, half of which is earmarked for donation to a nonprofit of the winner’s choice. Winners will be announced on September 3, 2019.

According to a recent CNBC poll, Americans’ top personal finance concern is being able to save enough for retirement. Backing this up, data from Northwestern Mutual’s 2019 Planning & Progress Study reveals that nearly a third (30 percent) of U.S. adults aged 18 and over are within three paychecks of needing to either borrow money or skip paying one or more bills.

The study also shows that more than a fifth (22 percent) of Americans have less than \$5,000 saved for retirement, and nearly half of working adults (46 percent) expect to work past the traditional retirement age of 65.

“These piggy banks serve as a reminder of the importance of saving and planning for your financial future,” said Andy Pohlman, Chief Retail Banking Officer at Peoples Bank. “The ‘Pigs in Paradise’ campaign is a fun way for us to help people think about their financial goals, while also creating opportunities to give back to the communities where we live

and work.” More information about “Pigs in Paradise” and full contest rules can be found at [peoplesbank-wa.com/pigs](https://www.peoplesbank-wa.com/pigs).

About Peoples Bank

Peoples Bank is a locally owned and operated, independent full-service community bank with \$1.8 billion in assets. Headquartered in Bellingham, Washington, the Bank was founded in 1921 and operates 23 branches located throughout Washington. In its most recent rating, BauerFinancial, a leading independent bank rating firm, awarded Peoples Bank its highest five-star superior rating. This rating recognizes Peoples Bank’s strong financial management practices, dedicated employees and long-standing customer relationships.

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Alatheia Press Release

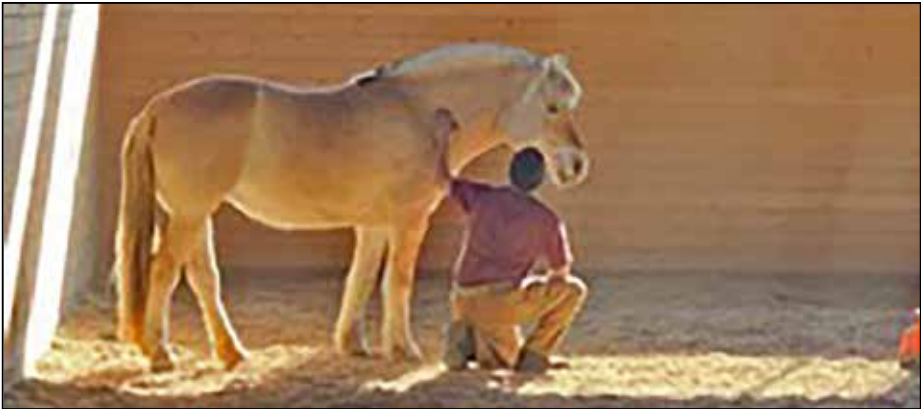
Alatheia Therapeutic Riding Center is pleased to announce that last winter, their recent 6-week pilot program serving combat veterans, “Warriors & Horses”, was a huge success.

Funded by the NCW Vets Serving Vets, this program focuses on treating combat-related symptoms, including Post Traumatic Stress Disorder.

Veterans completed standardized assessments before and after the pilot program to measure outcomes.

These included the PTSD Symptom Scale and the Generalized Anxiety Disorder 7-Item Scale and both showed significant improvement in just six weeks as measured by these assessments.

According to the After Action Report submitted by the therapeutic team, one participant showed four times the benefit



Alatheia Therapeutic Riding Center: ‘Warriors & Horses’ program will continue

as compared to his six weeks of traditional office therapy! This rate of improvement has become a hallmark for equine assisted therapy programs serving veterans, and has resulted in the U.S. House of Representatives including it as a category for funding under the Veterans Affairs Adaptive Sports Grant Program.

Assessments and government support aside, it’s the feedback from participants that captures the importance of Warriors & Horses most effectively:

“Thank you for hosting the veteran’s program at Alatheia. Because of my time there I have found a place of peace and understanding, even if it is for a few hours a week and have made breakthroughs in my peace of mind...

There are no words that can do justice to what this program has meant to me and how much it helped. The value of your

contributions to Alatheia is immeasurable. Keep on keepin’ on. You are going to save lives with a program like this.”

This is powerful sentiment in light of government claims that 22 veterans commit suicide every day in the U.S.

Due to initial success and the desire to meet the urgent need of veterans, the Alatheia Board has committed to continuing Warriors & Horses through the end of 2019.

Additionally, with the future expansion of Alatheia and its relocation to a new site, the board has identified three areas for supporting veterans in their long term plan: volunteerism, therapeutic and adaptive riding, and mental health therapy.

Alatheia’s Executive Director and Founder, Nancy Grette says “We are so grateful to our local community for supporting the important programs that make a difference in the lives of veterans



PHOTOS BY HEATHER HILL

A combat war veteran with PTSD, participating in the new “Warriors & Horses” veteran PTSD therapy program at Alathiea.

and people with special needs.

This new program shows such promise for improving the lives of our service men and women!”

Since the non-profit started in 2011, Alatheia has grown from 12 riders per week to more than 90, and from 3 horses to the current 10. More than 140 volunteers provide assistance to the riders in their weekly lessons.

Visit AlatheiaRidingCenter.com and learn more about Alathiea Therapeutic Riding Center. “Changing Lives with the Healing Power of Horses”



We Honor Our Heroes Banner Project 2019

The Wenatchee Downtown Association and the City of East Wenatchee are proud and honored to present the 2019 Heroes Banners Project.

These Heroes are submitted by family and friends to honor those who have served or are currently serving. These banners will hang in downtown Wenatchee and downtown East Wenatchee the entire month of November.

New this year is the partnership with the City of East Wenatchee. We believe that it is important to honor our

heroes in the Wenatchee Valley. You can specify if you wish your bannertohang in East Wenatchee or Downtown Wenatchee.

If you have a hero you would like to honor, please visit our website at www.wendowntown.org or www.east-wenatchee.com to find the application and instructions.

Money collected beyond paying for banner production will benefit our local Vets Serving Vets – The Bunker.

Applications need to be received **BEFORE AUGUST 31ST**.



Four Resources for Vetrepreneurs

U.S. veterans are highly entrepreneurial.

Even though veterans make up less than 8% of the population, nearly one in 10 small businesses nationwide are veteran-owned. Collectively, these 2.5 million small businesses employ almost 6 million Americans and generate more than \$1 trillion in annual receipts. You’ve served our country, now let the SBA serve you. The following are four specialized SBA-funded resources for veteran entrepreneurs:

SBA Veterans Advantage Loan Program

Eligible veteran-owned businesses can qualify to have their SBA Guaranteed Loan fees discounted or waived. Read more about the Veterans Advantage Program.

Veterans Business Outreach Center (VBOC)

Veterans and military spouses can get free, expert and confidential business coaching through their local VBOC.

Veteran training programs on and off base

Boots to Business is an entrepreneurial program offered on military installations around the world and a training track of the Department of Defense (DOD) Transition Assistance Program (TAP). Boots to Business Reboot ➤➤

➤➤ extends the entrepreneurship training offered in TAP to veterans of all eras in their communities.

Veteran contracting programs

Businesses that are 51% or more owned by veterans can qualify for multiple federal certification programs, including the Service Disabled Veteran Owned Small Business (SDVOSB) certification which helps veterans access federal contracting dollars.

Learn about more SBA resources for veterans: sba.gov/veterans



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Banks Ranked by Number of Branches	
Financial Institution	Branches
1. Wells Fargo Bank	5924
2. Chase Bank	5332
3. Bank of America	4673
4. Allahabad Bank	3533
5. U.S. Bank	3130
6. PNC Bank	2630
7. BB&T	2095
8. Regions Bank	1534
9. SunTrust Bank	1408
10. TD Bank	1292
11. Fifth Third Bank	1245
12. KeyBank	973
13. Citizens Bank	824
14. M&T Bank	781
15. Capital One Bank	775
16. Citibank	774
17. Woodforest National Bank	747
18. Huntington Bank	734
19. Scotia Bank	732
20. Compass Bank	665
21. Santander Bank	665
22. BMO Harris Bank	554
23. First Citizens Bank	549
24. Bank of the West	548
25. Comerica Bank	470
26. First Niagara Bank	388
27. People's United Bank	385
28. TCF National Bank	376
29. FirstMerit Bank	356
30. Union Bank	356
31. Citizens Bank of Pennsylvania	348
32. First National Bank Texas	319
33. Umpqua Bank	314
34. First National Bank of Pennsylvania	282
35. Canadian Imperial Bank of Commerce	265
36. Arvest Bank	257
37. Synovus Bank	251
38. BancorpSouth Bank	243
39. Washington Federal	243
40. Prosperity Bank	241
41. New York Community Bank	237
42. HSBC Bank USA	229
43. Valley National Bank	223
44. Associated Bank	219
45. Iberiabank	216
46. Banner Bank	201
47. Trustmark National Bank	188
48. Community Bank	179
49. First Tennessee Bank	177
50. Whitney Bank	175
51. IBC Bank	175
52. Commerce Bank	172
53. Chemical Bank	170
54. Northwest Bank	170
55. Old National Bank	166
56. Bank of the Ozarks	165
57. Webster Bank	160
58. NBT Bank	157
59. Great Western Bank	156
60. Capital Bank	152
61. Columbia State Bank	150
62. Simmons First National Bank	148
63. TrustCo Bank	146
64. Investors Bank	140
65. Centennial Bank	139
66. WesBanco	138
67. Zions First National Bank	136
68. BOK Financial	131
69. United Community Bank	129
70. Renasant Bank	128
71. Frost Bank	126
72. Guaranty Bank	126
73. Union Bank & Trust	126
74. National Penn Bank	124
75. Glacier Bank	124
76. Carter Bank & Trust	123
77. FirstBank	121
78. East West Bank	120
79. Abhyudaya Co-op Bank Ltd	120
80. Great Southern Bank	118
81. South State Bank	116
82. Fulton Bank	115
83. UMB Bank	115
84. The Park National Bank	114
85. First Bank	111
86. First Merchants Bank	108
87. First Commonwealth Bank	107
88. Rabobank	105
89. First Financial Bank	103
90. Ameris Bank	102
91. BankUnited	102
92. Flagstar Bank	100
93. First National Bank of Omaha	99
94. NBH Bank	99
95. First Midwest Bank	96
96. Eastern Bank	96
97. Berkshire Bank	95
98. California Bank & Trust	90
99. Bremer Bank	89
100. Westamerica Bank	88

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Banner Corporation to Acquire California – Focused AltaPacific Bancorp



GARY BÉGIN/WBJ

Banner Bank – Kevin Vitulli

stock, subject to potential adjustment as provided in the merger agreement. Based on the closing price of \$54.19 per share of

Banner common stock on July 23, 2019, the merger consideration would have an aggregate value of approximately \$87.4 million.

Banner expects the transaction to be immediately accretive to earnings per share, excluding one-time transaction expenses.

The transaction is subject to approval by AltaPacific shareholders, regulatory agencies and other customary closing conditions, and is expected to close in the fourth quarter of 2019.

Banner was advised by Stephens Inc., as financial advisor, and Davis, Wright Tremaine, as legal counsel.

AltaPacific was advised by Panoramic Capital Advisors, as financial advisor, Vining Sparks Community Bank Advisory Group as financial advisor and rendered a fairness opinion, and King, Holmes, Paterno & Soriano as legal counsel.

About Banner Corporation

Banner Corporation is an \$11.85 billion bank holding company operating two commercial banks in four Western states through a network of branches offering a full range of deposit services and business, commercial real estate, construction, residential, agricultural and consumer loans. Learn more about us at www.bannerbank.com.



About AltaPacific Bancorp

AltaPacific Bancorp is the parent company for AltaPacific Bank. The Company's stock trades over the counter under the symbol ABNK. Alta-Pacific Bank is an independent business bank headquartered in Santa Rosa, California and has additional banking offices in Glendora, Ontario, Riverside, San Bernardino and Temecula, California. The bank is focused on meeting the specialized needs of small to medium-sized businesses and professionals throughout California. For additional information, please contact us at (707) 236-1500 or online at www.apbconnect.com.



CONTINUED FROM PAGE 1

Go to College and get ‘Solutions’ to investment issues

streams as possible. Doing so insulates their hard-earned wealth from the effect of potential rising taxes.

This is important because current tax rates are historically low. We are often asked whether it is better to contribute to a Traditional IRA/401k or a Roth IRA/401k. There are different schools of thought on this question.

Ultimately, it depends on what a person believes taxes

are likely to do and the ideal amount of funds to accumulate in each type of retirement account; taxable, tax-deferred and tax-preferred.

It is critical to know the ideal balances so we can move our clients toward maximum cash flow in retirement.

We have been teaching a course called The Changing World of Retirement Planning through the Continuing Education Department at the Wenatchee Valley

College.

Our goal is to educate the community. The course is open to anyone who wants to learn how to insulate themselves against the potential of rising taxes in the future.

In this class we go into detail on how to attain the ideal balances in these accounts to minimize taxation in retirement in case taxes are increased after retirement.

Our next class is this Fall quarter so check the catalog for dates and times.

We are The Solution People and our passion is helping our clients preserve

and grow their wealth so they can spend their retirement with peace of mind.

Investment advisory services offered through Brookstone Capital Management, LLC (BCM), a registered investment advisor. BCM and Global Prosperity LLC are independent of each other.

Insurance products and services are not offered through BCM but are offered and sold through individually licensed and appointed agents.

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Chelan PUD ‘Hydro Project’ lauded

Chelan PUD news release

Once again the Lake Chelan Hydro Project has earned recognition for sustainable operations from the Low Impact Hydropower Institute.

The designation takes into account all of the environmental work done at the 59-megawatt project at the base of Lake Chelan.

That includes restoring year-round flow in the Chelan River after 80 years and creating an award-winning habitat that attracts healthy numbers of salmon and steelhead, and offers paddling and fishing for people.

“All of our environmental work at the Chelan project contributed to our successful application,” Suzanne Grassell, government affairs program manager, told Chelan PUD commissioners Monday.

The Lake Chelan project first earned Low Impact Certification in 2007. Grassell said the recertification, good through September 2022, was “a much more rigorous application process.” The institute upgraded its criteria in 2014.

There was more good news. The state now recognizes efficiency gains from turbine upgrades as renewable energy under state I-937 requirements.

A key factor in earning Low Impact Certification was the increasing numbers of steelhead and spring Chinook return-

ing to spawn and rear in the habitat near where the Chelan River joins the Columbia.

So was restoring year-round water flow in the Chelan River as part of the project’s a new federal license in 2006, she said.

The National Hydropower Association honored the habitat with an Outstanding Stewards of American Waters award in 2010.

“This certification from a respected third party highlights how we can generate carbon-free power and protect fish at the same time,” Grassell said.

Commissioners were delighted with the news. “The Chelan River Project is a real showcase,” added Commission President Garry Arseneault.

In other business, commissioners:

- Approved purchase of 2.12 acres of property next to the site of the PUD’s new Service and Operations Center in Olds Station. The Nevio and Elizabeth Tontini Living Trust agreed to sell the land for \$854,211. Shared Services



Director Dan Frazier said potential uses for the property include access to the Wenatchee River and Apple Capital Loop Trail.

- Thanked Lorn Corner, Network Security administrator, for his personal ownership in putting security controls in place for added protection from email scammers, hackers and phishing attacks. Lorn took the initiative to increase security – without disrupting vital email services.
- Were updated on two meetings this week with Lake Wenatchee/Plain area community members about potential improvements for the area’s power system. PUD staff will host open houses at Beaver Valley Lodge in Plain from 3:30-5:30 p.m. on Wednesday; and 10 a.m. to noon on Saturday at the PUD Leavenworth office.
- Were updated on Hydropower Appreciation Day at the Seattle Sounders on July 21. Chelan PUD is joining its Foundation for Water and Energy Education partners to host the

event. Hydro producers from across the Northwest have a chance to talk with soccer fans about the many benefits of our carbon-free power source. Last year’s inaugural event at the Mariners earned Outstanding Stewards of American Waters honors from the National Hydropower Association.

- Set a hearing for 1 p.m., Aug. 5, during the board meeting to consider designating a parcel of mostly steep hillside along Highway 97 in Douglas County surplus to PUD needs. Douglas Fire District 4 is interested in buying the parcel to build a new fire station on the small portion of buildable area in the parcel. Commissioners also will consider the purchase and sale agreement on Aug. 5, pending the hearing outcome.
- Set a special meeting for 9 a.m. on Sept. 30 at Confluence Technology Center for a board workshop.

Upcoming events:

- Aug. 5 - Commission meeting, 10 a.m. PUD boardroom
- Aug. 6 – National Night Out, 6 p.m., Eastmont Community Park
- Aug. 19 - Commission meeting, 10 a.m. PUD boardroom
- Sept. 2 – Labor Day holiday
- Sept. 3 - Commission meeting, 10 a.m. PUD boardroom (Tuesday due to the holiday)

The next regular PUD commission meeting is at 10 a.m. on Monday, Aug. 5, in the boardroom at 327 N. Wenatchee Ave.

Chelan PUD records most commission meetings, and a link to the audio is available on the PUD’s home page at www.chelanpud.org. Find us at Facebook. [com/ChelanPUD](https://www.facebook.com/ChelanPUD) and follow us on Twitter@ChelanPUD.

City of Wenatchee New Business Licenses June 2019	
Granger Landscaping LLC	Ben Granger
East Wenatchee, WA 98802	Landscaping
509-679-8506	
Midland Electric Inc.	Roland Efraimson
Davenport, WA 99122	Electrical Contractor
509-215-0110	
Flynn BEC LP	Travis Dix
Spokane, WA 99224	Roofing & Building
509-455-4043	Envelope Construction
Elvis Garcia Yoga LLC	Elvis Garcia
112 N Wenatchee	Café & Yoga
Wenatchee, WA 98801	
Phone: N/A	
Gabriel Hernandez Photography	Gabriel Hernandez
East Wenatchee, WA 98802	Photography
509-264-6886	
All-Phase Electric Inc.	Andrew Lea
Union Gap, WA 98903	Contractor
509-454-5093	
E.A. White Construction Co.	EA White
Molalla, OR 97038	General Contractor
503-691-8311	
Discount Motor Sales LLC	Lorne Pfielle
908 S Wenatchee Ave	Auto Sales
Wenatchee, WA 98801	
509-888-6687	
Wurst on the Ave	Elizabeth Sanchez
5 S Wenatchee Ave #102	Food Services
Wenatchee, WA 98801	
509-679-1056	
William Emfinger Construction Inc.	William Emfinger
Rice, WA 99167	Skate Park Construction
509-675-3218	
Valley Shedders	Bronson Lorentzen
Wenatchee, WA 98801	Retail Hunting Supplies
809-860-9827	
Therese Johnson, River's Edge Counseling	Therese Johnson
Wenatchee, WA 98801	Counseling Services
206-491-7227	
R&D General Contracting & Excavation	Rodney Pogue
DBA Gorilla Plumbing Gen.	Contracting/Plumbing
Wenatchee, WA 98801	
509-885-6770	
Paradise Spa & Salon	Phuogn Knight
DBA Adorn Yourself	Permanent Makeup
400 S Mission St	
Wenatchee, WA 98801	
509-470-3005	
Jennifer Perry	Jennifer Perry
Wenatchee, WA 98801	Hair Studio
206-819-0514	
Horan Estates Winery LLC	Dennis & Elizabeth Dobbs
15 Second St, Suite 101	Wine Tasting
Wenatchee, WA 98801	
509-670-5001	
Generation Plastering LLC	Jesus Zepeda
Pasco, WA 99301	General Contractor
509-545-8222	
Miller Family LLC	Jill Miller
1422 N Miller, Bldg. 5	General Contractor
Wenatchee, WA 98801	
509-667-9029	
Screaming Octopus	Jason Underwood
▶▶▶ SEE PAGE 16	

Chelan PUD spotlights best value for most people, longest time

Chelan PUD news release

What will it take for Chelan County PUD to make sure it provides the best value for the most people for the longest time?

Chelan County PUD commissioners Monday considered the question and got a sneak preview at the issues coming up in business plans for 2020-2024.

Board members affirmed updates to the PUD’s mission and vision. The new Mission Statement puts “enhance the quality of life in Chelan County” front and center.

The vision is now a “Vision/Challenge” Statement: “In a rapidly changing utility environment, we will provide: The best value for the most people for the longest time.”

General Manager Steve Wright said external strategic planning provides feedback from customer-owners on “big picture topics.” Now, senior managers

are using the community response and mission and vision/challenge statements to address all the work across the PUD.

Tracy Yount, External Affairs director, reported strategic planning survey answers came in from nearly 2,700 customer-owners. Those responding sent back 3,600-plus individual comments. PUD staffers are reading and summarizing each one.

Early trends show customer preference for more frequent, smaller electric rate increases (if needed) to balance the risk of unpredictable wholesale market returns; support for early environmental and recreation investments at Rock Island Dam before relicensing to secure a longer license; and for water, wastewater and fiber services to be more self-sustainable, said Neil Neroutsos, Communications manager. The survey also found support for a modest level of investment in economic development.

Looking ahead, Wright offered

a view of “best value” that includes maintaining high marks for customer satisfaction, finances, the fiber network and compliance. Given the current strong financial position, he said staff is assessing what it would take to move the PUD’s hydro capability, retail service reliability and safety into top-tier rankings, plus higher ranking for PUD technology use.

Five-year business plans, due in October, will include the assessment.

“This is as interesting as any presentation we’ve received from you,” said Commissioner Randy Smith. “We’re at one of those moments in time that don’t come along often.”

Commissioner Dennis Bolz agreed. “We’re at a legacy moment, where we have the financial and human resources to move this utility forward.”

Chelan PUD records most commission meetings, and a link to the audio is available on the PUD’s home page at chelanpud.org.



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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!

- Bagdon's Inc. – 2 years
- Beazley Construction – 11 years

- Berry Construction – 5 years
- Caliber Home Loans – 1 year
- Country Financial-Zane Bock – 1 year
- Godbey Red-E-Mix – 22 years
- Graybeal Signs, Inc. – 22 years
- Grette Associates LLC – 10 years
- Hanson Home Construction, LLC – 12 years
- Homesley Construction – 7 years
- Lake Chelan Building Supply – 16 years
- Pinnacle Custom Builders, Inc. – 1 year
- Poltz Rentals, LLC – 9 years
- Rayfield Bros. Excavating, Inc. – 22 years
- Western Materials, Inc.– 19 years

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

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Hydroelectric dams produce 2,000 times as much energy per job as solar in Washington

By Todd Myers
Washington Policy Center

In 2017, hydroelectric generation employed 2,460 people in Washington state. Solar electricity, by way of comparison, employed more than double that amount, 5,627 people. Hydro, however, generated 71 percent of Washington's electricity. Solar produced less than one-tenth of one percent.

Each person working at a dam in Washington generated nearly 2,000 times as much electricity as those installing solar panels.

That information comes from the Department of Energy's 2017 U.S. Energy

and Employment Report. When combined with energy production data for Washington state, it shows how productive hydroelectric generation is and how inefficient wind and solar are.

When it comes to job creation, the inefficiency of renewables is sometimes sold as a feature, not a bug. For every megawatt, solar “creates” more jobs than natural gas or hydro, greens proclaim. Of course, you could do the same with hydro power by simply requiring dams to hire 2,000 times as many people for the same work. Then it would “create” as many jobs as solar

per megawatt hour. That approach, however, would be obviously ridiculous. And yet, it is the very thing greens celebrate with solar – its radical inefficiency.

Wind energy isn't as bad. It generates 2,240 MWh per worker. Hydro is only 15 times as productive per worker as wind power.

Coal and natural gas are even more productive per worker than hydro, generating 29% more energy per worker and 26% more energy per worker respectively.

Of course, there is more to energy choice than jobs. The fuel for hydro, wind, and

SEE **HYDRO DAMS**, PAGE 14

WELCOME NEW BNCW MEMBERS!

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

■ Black Rock Geosciences
Neil Kinnebrew
907-244-1444

■ Wendy Jones Realtor
Berkshire Hathaway Home Services-Jessup Real Estate
509-293-3628

For more information about becoming a BNCW member, please contact Membership Development Specialist Sarah Daggett at (509) 293-5840. We look forward to sharing with you the benefits of membership!



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

Don't miss BNCW's annual membership appreciation BBQ!



This year's BNCW membership appreciation BBQ is **Thursday, August 8th, 5:00 to 7:00p.m.** at the Wenatchee River County Park in Monitor (across Hwy 2 from Boswell's Furniture).

Bring your family and enjoy an evening of fun... compliments of your Association and our member sponsor **Country Financial – Zane Bock!**

This is a great way to spend some time relaxing, catching up with old friends and making some new ones, all while enjoying come cold beverages and an excellent BBQ!

BNCW takes great pride in our members and this is an evening dedicated to spoiling you a little in appreciation for your continued support and dedication to the association! There will be fun and games for the kids and maybe a few for the adults, too!

BBQ, beverages, some sides and dessert will be provided. If you choose, you can bring a special dish of yours to share, too. Seating is limited so, don't forget to bring your chairs. Also, *please take note that Park rules have changed and NO outdoor smoking is allowed.*

To assist us in preparing for the food, we ask that you RSVP by calling the BNCW office at (509) 293-5840, or emailing Kim at kfenner@buildingncw.org.

We are looking forward to seeing you at the BBQ, August 8, 2019!

BNCW's:

FROM A DIFFERENT PERSPECTIVE

June Jumble

“June retail sales rose a surprising 0.4% and are probably running at their best sustained pace in five years! June manufacturing activity rose a solid 0.4%, June job growth was excellent, and the trade wars are calming down. All this suggests an interest rate cut isn't necessary. But housing starts and permits remain anemic at best and architectural inquiries hit a decade low! A one-quarter point cut is reasonable!”

Elliot F. Eisenberg, Ph.D.
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In a Hurry? Need Copies Made or a Document Notarized?
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B/W copies and .20 full-color copies. Simply give us a call or stop by and we'll take care of you! We also offer our members complimentary notary public services for those instances where you're in a hurry!

As an Employer, do You Have All the Required State and Federal Forms Posted?
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5 - 7 pm**

Wenatchee River County Park

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MEMBER MESSENGER

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Nail Gun Safety

Puncture wounds to the hands or fingers are the most common nail gun-related injuries in the construction industry.

However, when a nail unintentionally discharges or ricochets off something, the entire body can be at risk.

In some instances, people have suffered paralysis, blindness, or worse.

Injuries from nail guns send approximately 25,000 construction workers to the emergency room each year.

This injury risk can be cut in half by switching to a safer trigger mode on the gun itself, greatly reducing the chances of an unintended nail discharge.

Changing the trigger mode combined with some basic safety steps to avoid puncturing your hands and causing ricochets can reduce the risk even more.

site isn't required, it does provide greater safety.

What your employees need to do

Before connecting a nail gun to its power source, the user should set the nail gun to full sequential or single shot mode.

With some models, the user can do this by flipping a switch, dial, or lever.

In other cases, one trigger might have to be removed and replaced by another. This change alone can help dramatically reduce the injury risk at your worksite.

At your safety meeting

Demonstrate how to enable and use the full sequential or single shot trigger and discuss why that's safer than bump firing.

To cut the risk even further, cover these additional safety tips with your team:

Avoid firing into knots, nails, straps, or other defects in the work material. This can cause a nail to ricochet and strike those working nearby. Discharge the tool away from the body and away from coworkers.

Use proper personal protective equipment (PPE) such as eye protection, steel-toed safety shoes or boots, and a hard hat.

Keep your hands at least 12 inches away from the nailing point at all times.

Disconnect the nail gun's power source when clearing jams, performing other maintenance, passing it to a coworker, moving up or down a ladder, and leaving the gun unattended.

When first fired, nails move at a speed of 150 feet per second. So, there isn't much time to react when something goes wrong.

Using a safer trigger mechanism and following additional precautionary steps may require more time but will also dramatically reduce the risk of injury.

What your employees need to know about nail gun triggers

Almost all nail guns are equipped with different trigger settings.

The most popular is the contact tip (or bump fire) method. It's also the most dangerous.

With bump firing, the user continuously holds down the trigger, and once the tip presses against an object, a nail is released.

It is common for workers to continue holding the trigger down when working, even when walking between work areas.

Should the user bump into another coworker, or trip and fall, a nail could fire unexpectedly and injure the user or someone else nearby.

If a user is working in a tight space, the nail gun can strike the worker or a nearby wall during recoil, unexpectedly releasing a nail that could strike and injure the worker.

Alternatively, the full sequential and the single shot trigger modes are safest, because they allow the gun to only discharge one nail at a time.

The user must reset the trigger before firing the next nail, so even if the user is still holding the trigger and bumps a wall or coworker, additional nails don't fire.

Older nail gun models may not have this setting. While replacing these older models at your job

FRIDAY
SEPTEMBER 13
NOON-7PM

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SEPTEMBER 14
10AM-7PM

SUNDAY
SEPTEMBER 15
11AM-4PM

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MEMBER MESSENGER


“Driven to Promote and Protect Small Business”

AUGUST 2019 ASSOCIATION NEWSLETTER

PAGE 4

CONTINUED FROM PAGE 11

Hydroelectric dams produce 2,000 times as much energy per job as solar in Washington



solar is essentially free. That is not true with coal and natural gas.

There are also other environmental impacts to be considered, ranging from air pollution to habitat and wildlife impacts.

Those are all fine considerations. Some on the environmental left, however, try to pretend that requiring more workers to create small amounts of energy is a good thing, when it demonstrates how inefficient renewables actually are.

As I've noted in the past, we could create more jobs in agriculture by banning tractors and replacing them with pickers.

Nobody pretends that would make the world more prosperous. Apply that same logic to electricity, however, and some greens get confused.

BNCW EVENTS

BNCW's August Board of Directors Meeting

■ August 22, 2019, 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 Thursday 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.



PROUD MEMBER

Membership Benefits

- ✓ **Member Referral Program** – *Helping to Increase Your Business!*
- ✓ **Industry Advocacy/Representation** – *Leveraging Your Voice on Issues that Impact Your Livelihood!*
- ✓ **Health Insurance Plans** – *Matching Your Needs with the Most Competitive Rates Available!*
- ✓ **Workers' Comp Retro Program** – *Get Some of Your Hard-Earned Dollars Back for Being Safety Conscious!*
- ✓ **Networking Opportunities** – *Enjoyable Member Events and Activities!*
- ✓ **Access to Discounted Marketing, Advertising & Promotional Opportunities** – *More Bang for Your Buck!*
- ✓ **Complimentary Custom APP (L & I Required Safety Plan)** – *Avoid Expensive Fines & Penalties!*
- ✓ **Access to Members-Only Discounts** – *Save Money on Purchases You're Already Making!*
 - Office Supplies
 - Wireless Service
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 - Travel
 - Fleet Management and More!
- ✓ **Member to Member Discounts** – *Take Advantage of Exclusive Discounts Offered by Fellow Members!*
- ✓ **Member Discounts on Ed Classes** – *Save Money on Required Classes Like CPR/First Aid and Others!*
- ✓ **Various Directory Listings (online/print)** – *Your Company Listing Included in all Print & Online Listings!*
- ✓ **Access to Initial Legal Consultation** – *All Members Gain Access to Initial Complimentary Legal Service!*
- ✓ **Marketing Design Assistance** – *We Can Help with Your Minor Marketing Design Needs!*
- ✓ **Complimentary Notary Public Service** – *In a Hurry and Need Documents Notarized...Let Us Help!*
- ✓ **Member Discounted Printing/Copying (Color and B/W)** – *Members Pay Only .20¢ Color; .05¢ B/W!*
- ✓ **Complimentary Access to Required State and Federal forms** – *Avoid Fines and Penalties!*
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- ✓ **Complimentary Meeting Room Access (Wireless Wi-Fi; Phone; Copy Machine)** – *Client Meetings!*
- ✓ **Access to Building Permit Lists** – *Let Us Do the Work for You!*
- ✓ **Complimentary Subscription to Wenatchee Business Journal** – *Stay Informed About Business in NCW!*
- ✓ **Access to Community Relationship Building Opportunities** – *Great Opportunities to Give Back!*
- ✓ **Leadership Opportunities** – *Great for Personal Development and Opportunity to Make a Difference!*
- ✓ **Access to Key Industry Information** – *Stay Informed of Important Changes in Industry and Business!*
- ✓ **Affiliation with a Trusted Professional Trade Association** – *Demonstrates You're an Industry Leader!*
- ✓ **Lucrative Rewards for Member Recruitment** – *Earn Cash for Introducing New Members to BNCW!*

BNCW's August CPR & First Aid Training

■ August 13, 2019, from 4:00pm to 6:00pm
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee

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

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

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

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

Pre-registration Required. Seats are limited to 15 and fill-up quickly, so reserve your spots early!

You may also register online at BuildingNCW.org.



Tricia McCullough

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New Year for Wenatchee Rotary

Wenatchee Rotary begins its 99th year of service July 1 with new officers and a new international theme, Rotary Connects the World.



Mike Kintner

Mike Kintner takes the reigns as president from Pete Van Well, who will remain on the board as immediate past president. Kory Kalahar steps up as President Elect, while Alice Meyer joins the board as President Elect Nominee.

Michelle Shermer, Dante Gutierrez-Zamora and Dan Maher start their terms as first-year board members. Gary Provo, Andy Petro and Claudia DeRobles continue on the board as second-year board members, while Dawn Davies, Marcia Henkle and Garry Sparks serve terms as third-year board members. Frank Clifton resumes the office of Secretary and Allan Galbraith remains club Treasurer. Wenatchee Rotary develops leadership by bringing local business and community leaders together in service and fellowship. It meets Thursdays at noon at the Red Lion Hotel. For more information on membership or service opportunities, contact the club through its website, www.wenatcheerotary.org.



SBDC Advising Returns to Wenatchee Valley

Ron Nielsen has been named the Washington Small Business Development Center (SBDC) Certified Business Advisor for the SBDC office in Wenatchee.



Ron Nielsen

Nielsen has been an SBDC Advisor for 19 years. His first stint as an SBDC Advisor started in 1989 in Okanogan County when he was concurrently the Director of the Okanogan County Council for Economic Development (OCCED) there.

He replaces Cashmere Mayor Jim Fletcher, who was an SBDC Business Advisor for 16 years and retired in 2018.

"It is nice to come back to Eastern Washington," Nielsen said. "I am delighted to be in Wenatchee serving the Chelan and Douglas county business community."

Nielsen's office is at 238 Olds Station Road, co-located with offices for the Port of Chelan County.

The Port of Chelan County and the Port of Douglas County are key funding partners for SBDC advising in the Wenatchee Valley. Ron can be reached at (360)790-0480 or ron.nielsen@wsbdc.org.



Dr. Gene Sharratt receives the 2019 WASA Golden Gavel Award

Dr. Gene Sharratt is the recipient of the 2019 WASA Golden Gavel Award. Dr. Sharratt received the award at the summer conference of the Association of the Washington School Principals and the Washington Association of School Administrators, held in Spokane June 30-July 2, 2019.



Dr. Gene Sharratt

Dr. Sharratt was praised for his contributions to public education during his distinguished 47-year career. Gene has served as teacher, principal, superintendent, Associate Professor led the Partnership for School Improvement, Washington Student Achievement Council and AESD/OSPI Network. Beyond his professional leadership, Gene has been a positive, inspirational role model for many who

serve public education today.

Gene's legacy and impact on public education will carry on through the educational organizations he served – more importantly, through all the lives he touched through his mentorship.

"Dr. Sharratt is very deserving of the prestigious WASA Golden Gavel Award – the highest honor for this organization," said ESD 112 Superintendent Tim Merlino, who submitted the nomination. "He's had a tremendous impact on so many facets of education in our state and has inspired generations of students and educators," he added.

Moses Lake's Rep. Tom Dent elected to board of State Agriculture and Rural Leaders

Washington State House
GOP news release

Rep. Tom Dent has been elected to the board of directors of the State Agriculture and Rural Leaders (SARL) organization.

The organization focuses on co-operation, leadership and educational opportunities for state and provincial legislators who are passionate about agriculture and rural communities.

"With the importance of agriculture to the 13th District, I am excited to be on the board of directors of an organization that works with other legislators across the country and Canada on ag-related issues," said Dent, R-Moses Lake.

"It is a great opportunity to meet and network with folks across North America to compare ideas and talk about solutions."



Rep. Tom Dent

Dent has been a part of SARL for four years. He recently attended the

2019 conference in Calgary, Alberta.

"Every year gives me a fresh outlook and new ideas on the agriculture industry. SARL is focused on the future of agriculture and how we can best solve the rural, urban divide," said Dent.

"We want to continue to educate folks about the importance of agriculture so the industry can provide abundant and healthy food well into the future."

Topics at the 2019 conference included crop protection, wildfire suppression, food safety and labeling, growing agriculture through trade and technology, workforce and job training and water quality and water rights.

The State Agriculture and Rural Leaders group was formed as a non-profit in 2006 at the 5th Annual Legislative Agriculture Chairs Summit in Tempe, Arizona.

SUBMITTED PHOTO



Honors for Chelan 'Homewatch' company

CHELAN – NCWhomewatch.com has earned accreditation from the National Home Watch Association.



Chris Baker

The NHWA was formed in 2009 in order to establish and maintain the highest industry standards for Home Watch and absentee homeowner services throughout the United States and Canada (www.nationalhomewatchassociation.org).

Home Watch is a visual inspection of a home or property, looking for obvious issues, which means that it is a service that "keeps an eye on things" at your vacation or primary home while you are not in residence.

Born and raised in Wenatchee, Owner Chris Baker spent summers in Chelan.

In 2017, his family moved there. Previously, Chris had a house painting company for 15 years and did construction. He wanted to stay in the home management business, so he decided to open NCWhomewatch.com.

An Eagle Scout, Chris graduated with a Bachelor of Arts degree from Washington State University and a Master's degree from Central Washington University. An eight-year public school teacher, Chris still substitutes in the Chelan schools.

A Rotary member for 12 years, Chris spends his spare time coaching, sponsoring, and fundraising for Chelan soccer, t-ball and wrestling. As a community volunteer, his family is excited to work to give back to North Central Washington.

NCWhomewatch.com serves North Central Washington: Chelan, Manson, Wenatchee, and Pateros. You can reach Chris at (509) 662-5717 or chris@ncwhomewatch.com. Learn more at his website, www.ncwhomewatch.com.

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— Jim Rohn

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North Central Educational Service District adds to team

NCESD news release
Wenatchee, Wash. – North Central Educational Service District (NCESD) has announced the addition of two members to their team.

Eric Johnson has joined the NCESD as the Associate Director of Social Emotional Learning (SEL) and Threat Assessment.

Johnson brings over 23 years of experience in K-12 education, having formerly served as the Executive Director of Business & Operations for the Moses Lake School District, and as an elementary school principal, vice principal and school counselor.

Cyndy Valdez has been added to the team as Migrant Program Director. Valdez brings 27 years of



SUBMITTED PHOTO

Cyndy Valdez

experience working with special populations in education, having served as an elementary and middle school teacher, assistant principal and principal in small and medium-sized schools.

She has worked as Director of Data and Assessment and as a Special Programs Coordinator. Valdez is a



SUBMITTED PHOTO

Eric Johnson

Tier III National Training Center Project GLAD® (Guided Language Acquisition Design) K-12 trainer and is currently pursuing her preschool certification.

“We are thrilled to have both Eric and Cyndy join our team. They both bring deep experience and a passion for advancing education in North Central

Washington. I’m certain that both Eric and Cyndy will quickly become integral parts of our efforts,” explained Suzanne Reister, Executive Director of Human Resources.

About The North Central Educational Service District

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.



CHELAN – Congratulations to EMS Director **Ray Eickmeyer**, who was recently honored as Administrator of the Year by the Greater Wenatchee EMS Council.

He was recognized for his leadership and many contributions to local, regional and statewide EMS systems.

Eickmeyer helped launch Chelan’s community Para-



SUBMITTED PHOTO

Ray Eickmeyer medicine program, the region’s first, and he is an

LCCH congratulates Eickmeyer, Hurd



SUBMITTED PHOTO

Ross Hurd advocate for patients and community.

Ross Hurd, Chief Information Officer at Lake Chelan Community Hospital, was recently recognized, for the eighth time, as one of the nation’s Community Hospital CIOs to Know by Becker’s Healthcare. Hurd was one of 71 CIOs listed.

They were set apart by outstanding recognition they’ve earned and the exciting new projects they’re piloting.



Isenhardt inducted into ‘Hall of Fame’

Longtime Chelan resident, entrepreneur and radio journalist Jerry Isenhardt received the prestigious Edward R. Murrow Hall of Fame at Washington State University last May. Shown is the award. For much more on the life and times of Jerry Isenhardt, be sure to read the September Wenatchee Business Journal for the exclusive interview. Courtesy photo.

Character cannot be developed in ease and quiet. Only through experience of trial and suffering can the soul be strengthened, ambition inspired, and success achieved.

—Helen Keller

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Shapes & Shades by Margee 607 S Mission St Wenatchee, WA 98826 509-881-0580	Margee Peterson Hair Dressing
Skya Beauty & Spa LLC 1008 Springwater Ave Wenatchee, WA 98801 509-665-9491	Nhan Nguyen Manicurist
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Zetta Group LLC 735 N Wenatchee Ave Wenatchee, WA 98801 702-498-4450	Joshua Dunn Retail Clothes
Zavala General Construction Wenatchee, WA 98801 509-387-1319	Rafael Zavala General Construction
Echo Ridge Dental 620 N Emerson STE 103 Wenatchee, WA 98801 509-662-9685	Michael Potter DDS Dental Office
E & G Brothers Construction LLC Wenatchee, WA 98801 509-264-2812	Gerardo Garcia Reyes General Construction
Northwest Multiple Listing Service 1250 N Wenatchee Ave., # G Wenatchee, WA 98801 509-470-7883	Tom Hurdelbrink Real Estate
Harper Homes LLC East Wenatchee, WA 98802 509-630-4012	Brian Harper General Construction

August 2019														Wenatchee Business Journal / NCWBUSINESS.COM														Page 17	
TOP PROPERTIES – July 2019																													
Buyer		Seller		Sale price		Nr.		Street				City		Acr		Sq Ft		Year built		Bed-rooms		Bath-rooms		Pool		Fire-place			
CROSBY 2 LLC		LAKESIDE FAMILY PARTNERS LLC		\$3,000,000		2037		W WOODIN		AVE		CHELAN		0.9100		5418		1930						N		N			
RIVER 1 WENATCHEE LLC ETAL		PARLETTE ROBERT L&LINDA R EVANS PARLETTE TRUSTEES		\$2,719,170		240		RIVER WALK		DR		WENATCHEE		2.3300		0		0						N		N			
FAIRBANKS THOMAS & DEBRA		NAN LLC ETAL		\$1,533,333		237		KEY		LN		CHELAN		0.2300		2514		2001		5		4		N		Y			
CREEK 1 WENATCHEE LLC ETAL		WHITE ROBERT L TRUSTEE		\$1,330,830		316		RIVER PARK		AVE		WENATCHEE		0.2100		1416		1930		1		1		N		N			
SHARNBROICH GARY R & NIKOLINA		RODNEY DUNSHEE & LINDA DUNSHEE UNTRT		\$1,200,000		15363		US HWY 97A				ENTIAT		0.6000		2690		2005		5		4		N		N			
EPPING CHRISTOPHER C & MICHELLE L		PAREKH RAJAN V		\$1,175,000		7001		ICICLE		RD		LEAVENWORTH		10.5100		2475		2008		3		3.5		N		N			
GAUL JASON M		EVANS JENNILYN J		\$980,000		9889		US HWY 97A				ENTIAT		1.1800		2364		2000		3		2.5		N		Y			
EAGLE CREEK SHELTER LLC		KOBELT RICHARD & LUELLA E		\$950,000		10261		EAGLE CREEK		RD		LEAVENWORTH		16.4000		1578		1997		3		3		N		Y			
SMITH KEVIN Z & KRISTIN M		STRODE CORENE		\$935,000		100		MIRA VISTA		DR		CHELAN		0.8700		2993		2016		3		3		N		Y			
PENTECOST FAMILY CABIN LLC		ROTH THOMAS		\$935,000				UNASSIGNED				CHELAN		0.2300		0		0						N		N			
BUBOLTZ FAMILY 2000 REV TRT		TWEEDLEDEE PROPERTIES LLC		\$875,000		615		HAWKS MEADOW		RD		CHELAN		20.0300		1730		2002		3		2.75		Y		Y			
FAIRBANKS THOMAS & DEBRA		EGN LEGACY LLC		\$800,000		235		KEY		LN		CHELAN		0.1800		0		0						N		N			
FAIRBANKS THOMAS & DEBRA		MENOYD LLC		\$766,667		237		KEY		LN		CHELAN		0.2300		2514		2001		5		4		N		Y			
BURNAY SANDRA G		STEWART NEIL D JR		\$745,000		9999		OLALLA CANYON		RD		CASHMERE		40.0000		2130		1994		3		1		N		Y			
WILHITE NATHAN		MALASKA STEVE		\$739,000		20711		PELTON		PL		LAKE WENATCHEE		0.3200		2149		2003		3		2.5		N		Y			
EASTMAN MATTHEW & KRISTIN		KEATING REBECCA L & CHAD E CO-TRUSTEES		\$730,000		600		MEADOWS		DR		WENATCHEE		0.9500		2604		1997						Y		N			
BRIGHAM BENJAMIN P & STEPHANIE F		KASIN PROPERTIES LLC		\$722,000		9560		MOON CANYON		RD		LEAVENWORTH		80.0000		1304		1992		2		2		Y		Y			
TURNER CHRISTOPHER J & WAX JENNIFER B		SIDERIUS ROBERT R JR		\$699,900		2214		SANDY BROOKE				WENATCHEE		0.4900		4089		2004		4		4		N		Y			
AVELAR ANGEL		VOTER ARLETTA A		\$696,960		1110		WALLA WALLA		AVE		WENATCHEE		1.0100		1440		1951		3		2		N		N			
ERICKSON JUSTIN M & KATHERINE J		REED WILLIAM S		\$690,000		2043		MAIDEN		LN		WENATCHEE		0.3100		3518		2016		3		2.5		N		Y			
DUNN DENNIS M & SUSAN L		BURRAGE JAMES C & JULIANNE		\$685,000		20670		MIRACLE MILE				LAKE WENATCHEE		0.3200		1351		2003		3		2.5		N		Y			
SHELBY JONATHAN & KATY		LOWERS ANDREW M		\$675,000		6695		STINE HILL		RD		CASHMERE		14.8000		2712		2006		3		3		N		Y			
GATENS CLAY M & JESSACA L		RUNDELL JOHN B		\$672,000		6620		PINNACLE VIEW		RD		DRYDEN		0.5000		1914		1978		3		2.5		N		Y			
JUETTEN SCOTT & ROCHELLE		FREEMAN JASON R		\$659,000		206		CRESCENT		ST		CHELAN		0.2300		2732		2003		3		3		N		Y			
OLSON KEITH R & JODI T		DE ROUX DANIEL		\$650,000		4630		MANSON		BLVD		MANSON		8.4500		1711		2011		3		2.5		N		N			
BAKER THOMAS R		PUGET SOUND QUALITY CONSTRUCTION INC		\$649,000		80		TERRACE		DR		MANSON		0.2900		0		0						N		N			
MACK RICHARD D & CONNIE M		BECKSTEAD ROBBIE & LINDSEY		\$600,000		1438		APPLERIDGE		ST		WENATCHEE		0.2700		3001		2002		3		2.5		N		N			
ELLIOTT SHAUN B ETAL		SMITH JAMES T & CAROL J		\$595,000		255		GOLF COURSE		RD		CHELAN		1.2200		2722		2001		4		3		N		N			
ELLIS FAMILY TRUST		HIBBARD LARRY E		\$595,000		882		LOWER JOE CREEK		RD		MANSON		16.8000		1900		1920		2		1		N		N			
WOLTRING JAMES & LYNDA		DAVICK TONY & PAMELA		\$580,000		781		QUEENS		CT		WENATCHEE		0.3700		2349		2002		3		3.5		N		Y			
MILLER BRENT D & SARA R		MICKELS NANCY L		\$575,000		100		JACOB		PL		CHELAN		0.1800		1236		2014						Y		Y			
FLORIS JIM & RICIGLIANO SUSAN		ZUEND DAVID B		\$559,000		17050		BUTCHER CREEK FS 6910		RD		LAKE WENATCHEE		5.8800		1116		1976		1		1		N		Y			
CHRISTIANSON RON W & VICTORIA E		HOPKINS JIM & MOANA		\$557,000		20598		MIRACLE MILE				LAKE WENATCHEE		0.3900		1919		2003		2		2.5		N		Y			
SONGER PAT & JAIME		KELLEY KIMBER B & SANDRA D		\$550,000		106		EVANS		ST		LEAVENWORTH		0.2300		1952		2014		4		3		N		N			
GORDON PAUL F & MARIANNE		BERGEY LESA L & DALE R		\$544,900		387		ALLISON		ST		WENATCHEE		0.3100		2264		2014				2.5		N		N			
MUNDELL TIMOTHY & JANET		TRAN THANHVAN DANG		\$540,000		3371		NUMBER 1 CANYON		RD		WENATCHEE		20.0400		1140		2012						N		Y			
WENATCHEE SCHOOL DISTRICT NO 246		CITY OF WENATCHEE		\$537,000		1420		MAPLE		ST		WENATCHEE		0.7600		4348		1995						N		N			
HAWES STEPHEN W & CATHERINE L		EASTMAN MATTHEW T & KRISTIN E		\$536,000		347		STONEBROOK		LN		WENATCHEE		0.4400		2928		1995		3		3.5		N		Y			
MC DONALD BRIAN J & KELLY M		STEVENS GARY W		\$525,000		8		FAWN		LN		PLAIN		2.1900		1744		1998		3		2		N		Y			
EASY STREET PROPERTIES LLC		SCHLYER KURT L		\$521,984		16151		CHUMSTICK		HWY		LEAVENWORTH		10.3600		2552		1986		4		3		N		Y			
GEMEINHART DANIEL & KAREN		ACKER DOUGLAS R		\$520,000		5017		HARNDEN		RD		CASHMERE		1.1600		1507		2004		3		2.5		N		N			
MARCHESANO JOSEPH & STACY		CHELAN LOOKOUT LLLP		\$503,205		1474		BIGHORN		WAY		CHELAN		0.0400		0		0						N		N			
SITES DON & LORI		GREGORY KRISTINE		\$499,000		5205		MISSION CREEK		RD		CASHMERE		2.1200		1872		1979		3		2.5		N		Y			
THRASHER MARK S & BETHANY A		CHRISTENSEN DUSTIN		\$490,000		309		N ELLIOTT		AVE		WENATCHEE		0.4500		3413		1937		6		3		Y		Y			
HIATT ROBERT E & ETAL		HARRIS JAMES I & LINDA L		\$486,900		572		CIRCLE		ST		WENATCHEE		0.2200		2393		2016		3		2.5		N		Y			
EGGERS RON ETAL		JELLEN CHRISTOPHER P		\$480,000		12342		BRETZ		RD		PLAIN		1.1900		720		1991		1		1.5		N		Y			
PTERSEN TROY A & ISKA K		HAWKRIDGE FRANK K		\$480,000		14941		S LAKESHORE		RD		CHELAN		0.3500		2648		1990		4		2.5		N		Y			
BURGE HARVEY H & CANDI K		WAPITI NORTH LLC		\$470,900		96		STARLIGHT		AVE		WENATCHEE		0.3500		0		0						N		N			
NORDMARK JOHN M & MARGARET S		JONES MEGAN M		\$460,000		1209		WASHINGTON		ST		WENATCHEE		0.2100		2170		2008		3		3		N		N			
ANDERSON DAVID ETAL		DAVIS JASON ROBERT & KRISTEN JEAN		\$459,000		915		KINSEY		RD		MANSON		11.5600		1728		1993		3		2.5		N		N			
RENGLI ELENA F & SCOTT M		ELEMENT HOMES LLC		\$457,459		9964		GRIFFITH		PL		ENTIAT		0.3100		0		0						N		N			
DIMONDA CHRISTIAN W & LORI M		HAROLDSON RONALD& SANDRA		\$457,000		11693		RIVER BEND		DR		LEAVENWORTH		0.3800		1478		1985		2		2		N		Y			
PLOUF JOSEPH & TRICIA		JBA DEVELOPMENTCORP		\$450,000				ROCKY POINT		LN		MANSON		3.0400		0		0						N		N			
SNYDER RICHARD F & LESLIE E		FLYNN KENNETH A		\$449,000		425		E CHELAN		AVE		CHELAN		0.2200		1716		1916		4		2		N		Y			
LILLQUIST WAYNE		HOUSE LEROY/PEGGY		\$445,000		4950		KEYSTONE		PL		ENTIAT		1.2400		1319		2004		3		2		N		N			
BOYAL REAL ESTATE LLC		SCHATZ KIMBERLY L TRUSTEE		\$440,000		118		PARKHILL		ST		CASHMERE		0.2700		2704		1990						N		N			
WELLS KEITH B & SANDRA E		PARLETTE LINDA EVANS		\$429,000		8216		S LAKESHORE		RD		CHELAN		0.6100		0		0						N		N			
TRAN THANHVAN D		VANDERLIN ORVILLE J		\$425,000		9		PERSHING		ST		WENATCHEE		0.2600		2088		1990		3		2		N		Y			
CARROLL JENNIFER & PAUL		MOONEY KEVIN & ROBIN		\$424,900		1626		CASTLEROCK		AVE		WENATCHEE		0.1900		1988		1996		3		2.5		Y		N			
MASON MATTHEW P & GRETCHEN N		EASTERN WA CONSTRUCTION INC		\$419,500		319		VILLAGE		DR		MANSON		0.1100		0		0						N		N			
WHITE JONATHAN & RENEE ROULEAU		MARTINELL BONNIE		\$417,000		525		ALPINE		PL		LEAVENWORTH		0.0000		1119		0						N		N			
SYNHORST NANCY		ZEIGER JEFFREY & BRENDA TRUSTEES		\$408,000		501		OAKWOOD		DR		MANSON		0.1900		1633		2013		3		2		N		N			
TURNER WILLIAM E		GLOVER JEFFREY L & ALEXANDRA M		\$405,000		7454		OLALLA CANYON		RD		CASHMERE		0.9200		1080		1974		2		1		N		Y			
GASPARICH PATRICIA L		EASTERN WA CONSTRUCTION INC		\$402,000		225		VILLAGE		DR		MANSON		0.1700		1456		2018		3		2.5		N		N			
WEBER JEFFREY L & REBECCA A		VZS PROPERTIES LLC		\$400,000		4335		ANNA		LN		WENATCHEE		1.3400		991		1993		1		1		N		Y			
RADIANCE WINERY LLC		KLUDT-WALDRON ORCHARDS INC		\$400,000				KLATE		RD		MANSON		5.2300		0		0						N		N			
BARRY MIKE & MARILYN		MT INVESTMENTS US LLC		\$400,000				RED APPLE		RD		WENATCHEE		3.0000		0		0						N		N			
TONTINI JEFFREY & KARI		LESMEISTER TRAVIS D & ANNELISE R		\$395,900		1906		LION		PL		WENATCHEE		0.1900		2008		1997						N		Y			
SMITH KEN & STACEY		R & B INVESTMENTS UNLIMITED LLC		\$390,000		105		LAZY DAYS		LN		PLAIN		1.9200		1148		2017		1		2		N		Y			

Buyer	Seller	Sale price	Nr.	Street		City	Acr	Sq Ft	Year built	Bed-rooms	Bath-rooms	Pool	Fire-place
MULIN RAPHAEL M & ANGELINA Y	MC LAUGHLIN TIMOTHY S	\$390,000	230	E FARNHAM	AVE	CHELAN	0.0000	1581	0			N	N
UNITEC USA	CAMPBELLS DEVELOPMENT LLC	\$388,950	1504	N WESTERN	AVE	WENATCHEE	0.0870	0	0			N	N
HULSE FRANK R & NANCY P	FOWLER JACK W	\$387,500	402	DOGWOOD	LN	WENATCHEE	0.2000	1746	2004	3	2.5	N	Y
REISINGER HANS & ADRIANE	RIEKE CHRISTOPHER J	\$385,000	11415	S LAKESHORE	RD	CHELAN	0.0000	1290	0			N	N
FERBER CRAIG M	SMITH MICHAEL L & VERONICA J	\$380,000	5390	WHISPERING RIDGE	DR	WENATCHEE	3.1300	1560	2012	2	2	N	N
BECK STEPHEN JR & ETAL	DOUGHERTY TIMOTHY P	\$375,000	227	BENTON	ST	LEAVENWORTH	0.1400	1320	1918	3	2	N	Y
ENGELBRECHT MARK & MICHELE	MULLEN JOHN G	\$375,000	1516	WILLOW	PL	WENATCHEE	0.1700	2193	2003	3	2	N	N
SCHONNING SHONA	SCHONNING STEVEN C	\$375,000	2844	RIVIERA	BLVD	MALAGA	0.6000	970	1992	2	3	N	Y
RATTAZZI FLAVIO	VRANKIC DAMIR & TATJANA M MENGE-VRANKIC	\$373,000	233	PARKWAY	DR	MANSON	0.0800	1535	2005			N	Y
WILLETTE MARY S	MONACO KIMBERLY N & CRAIG STEPHENSON	\$368,000	118	COMMERCIAL	ST	LEAVENWORTH	0.1700	857	1895	2	1	N	Y
PETERSON JAMES R & BRIANNA N	MC PHEE VALERIE	\$366,000	2023	SKYLINE	DR	WENATCHEE	0.3700	1648	1991	3	2.5	N	Y
DOUGHERTY TIMOTHY P & ANNA M	CALLAHAN JOHN R	\$365,000	12089	CHUMSTICK	HWY	LEAVENWORTH	13.0900	1443	1940	4	2	N	Y
KIMMERLY JORDAN B & ETAL	APPLEGARTH MARY ANN	\$360,000	221	CHATHAM HILL	RD	WENATCHEE	0.2500	1486	1930	3	3	N	Y
KANNAN MADASAMY & SUBASHINI	DAHL DALE & DONNA	\$360,000	525	ALPINE	PL	LEAVENWORTH	0.0000	958	0			N	N
HOLM RICHARD & MARY	DREW DOUGLAS R & KATHRYN A	\$358,000	100	SKI BLICK STRASSE		LEAVENWORTH	0.5800	2149	0			N	N
GORDLEY MARK & MC COWN AMY	HAMILTON RUSSELL A SR & HEATHER M	\$358,000	133	BROOKSIDE	WAY	WENATCHEE	0.2600	1176	1976	5	2.5	N	N
HURTADO RICARDO & VARGAS CANDELARIA	ASTLER GEORGE H & DORA M H/W	\$352,000	434	N WILSON	ST	CHELAN	0.1900	1599	2015	3	2	N	N
MORRELL GARY & WILMA	KIMMERLY DALE & SHERRY	\$350,000		SQUILCHUCK	RD	WENATCHEE	27.0000	0	0			N	N
RUSSELL DANIEL D & CYNTHIA LYNN	GORDON VICTOR D	\$350,000	2292	EASY	ST	MONITOR	2.5000	1504	1922	2	1	N	Y
DELZER JAMES & INGRID	JOHNSON MARILYN B	\$350,000	8025	E LEAVENWORTH	RD	LEAVENWORTH	1.1000	1848	1981			N	N

Pear Bureau Northwest Launches Shoppable Recipe Technology on Website

PORTLAND – As part of several innovative tactics being implemented for the 2019-20 Northwest pear season, Pear Bureau Northwest has officially launched technology on its consumer website to make its pear recipes shoppable to consumers. The tool allows

visitors to the USA Pears.org website to purchase ingredients from the online retailer of their choice directly from the recipe page, making for a seamless and efficient pear-purchasing experience.

To implement this unique technology, Pear Bureau

Northwest has teamed up with Whisk, a platform that enables frictionless food experiences by connecting the world’s recipes, products and shopping choices using artificial intelligence and deep learning. The company was recently acquired by Samsung NEXT. Tracking

over 500,000,000 user interactions per month, Whisk’s clients and partners include Amazon, Walmart, Instacart, Food Network, Allrecipes, General Mills, Nestle, McCormick and Unilever among others.

“Consumers are increasingly looking for

convenient ways to do their shopping online and from a mobile device. Adding Whisk’s technology to the USA Pears website allows us to provide consumers with the easiest possible way to purchase pears whenever they are browsing pear recipes. We have over 400 pear recipes on our website, and we are excited to offer a tool to make every single one of them available for purchase,” said Kathy Stephenson, Marketing Director of Pear Bureau Northwest.

As the September kick-off for Northwest pear season approaches, the organization will be promoting the shoppable technology through social media and newsletters in order to drive consumer awareness. Through a continued investment in organic (unpaid) social media posting and targeted digital ads across multiple platforms, the organization will drive traffic to its website and encourage the use of the purchasing and shopping list options now available in all recipes. With consumers looking for quick and accessible

grocery shopping options across the digital landscape, the partnership with Whisk marks a bold new direction for Pear Bureau Northwest as the organization continues to find creative ways to drive pear consumption.

About Pear Bureau Northwest

Was established in 1931 as a nonprofit marketing organization to promote the fresh pears grown in Oregon and Washington. Today, the United States is the third largest pear-producing country in the world, and Oregon and Washington comprise the nation’s largest pear growing region with 900 growers producing 88% of all fresh pears grown in the United States. Pears grown in these two Pacific Northwest states are distributed under the “USA Pears” brand. Pears are an excellent source of fiber (24% DV) and a good source of vitamin C (10% DV) for only 100 calories per medium sized pear. Sweet and juicy with no fat, no sodium, and no cholesterol, pears are a perfect choice for a snack as well as of any meal of the day.

Cashmere Area and Leavenworth Area

Real Estate **SNAPSHOT**

2nd Quarter 2019

Provided by Pacific Appraisal Associates

Residential Real Estate Market

CASHMERE MARKET

	2nd Quarter 2018	2nd Quarter 2019	Percentage Change	YTD 2018	YTD 2019	Percentage Change
Closed Sales	12	23	92%	19	31	63%
Median Sales Price	\$387,000	\$405,000	5%	\$345,000	\$402,500	17%
Average Sales Price	\$402,708	\$430,796	7%	\$392,152	\$413,365	5%
Number Listed	28	37	32%	32	54	69%
Average Days on Market	91	63	-31%			

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	0	1	3	5	4	2	7	2	2	0	0	3	2

Pendings (current)8

Active Listings (current)21

Cashmere Market Area: Cashmere, Dryden, Monitor

LEAVENWORTH MARKET

	2nd Quarter 2018	2nd Quarter 2019	Percentage Change	YTD 2018	YTD 2019	Percentage Change
Closed Sales	40	47	18%	65	77	18%
Median Sales Price	\$418,500	\$452,500	8%	\$425,000	\$415,000	-2%
Average Sales Price	\$460,125	\$521,749	13%	\$468,267	\$486,354	4%
Number Listed	101	126	25%	135	168	24%
Average Days on Market	76	98	29%			

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	0	0	2	12	11	12	7	5	5	4	4		

Pendings (current)31

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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Nike, Too Big To Fail?

We have watched corporations and famous Americans have ups and downs throughout the years.

We've all watched as Tiger Woods, Robert Kraft, and most recently, billionaire Jeffrey Epstein have had low moments.

Sadly we heard last weekend about coal billionaire Chris Cline's tragic and fatal helicopter crash.

Time and again we learn none of us are too famous, too successful or too rich to encounter a human downward life turn and tragedy.

The Nike athletic shoe and apparel corporation is the world leader in athletic and apparel sales. They made about \$34 billion in 2017. They have a global presence of athletic sales in over 160 countries. Their products are sold through 22,000 retail accounts worldwide.

They are the largest supplier of athletic footwear in the world.

Almost all of Nike shoes are made outside the U.S. in Asia and Latin America. Nike does not make the shoes themselves but they contract production out to other companies. There are various reports about who Nike employs and how much their workers make. One report claims Nike has 100,000 people making their shoes in Indonesia and that these workers make about \$3.50 per day or about \$3,500 a year. Thus Nike is very profitable and has massive dollars for marketing.

For example, Nike entered into a \$50 million endorsement deal with tennis star Serena Williams in 2003. When golfing star Tiger Woods turned pro in 1996 Nike lavished him with a \$40 million five-year golfing endorsement. They would later go on to pay Woods \$30 million a year in endorsements. From 2002 to 2012 Nike paid Michael Jordan

SEE **NIKE, TOO BIG TO FAIL**, PAGE 20

Bill Bryant hopes to fight 'Seattle-style' grass-roots style

FORGE news release

In 2016, as the Republican nominee for governor, I saw firsthand how well organized the Democrats are in local level politics. The Democratic Party doesn't just focus on legislative and state offices, they're appointing and electing candidates to commissions, school boards, and city councils.

To put it plainly – the Democrats have a machine. That machine gives them a bench of candidates who later can run for higher office. It gives them voter identification data that is gathered during local door-to-door campaigns. It gives them an army of locally elected officials that organize their area for statewide candidates.

These local officials aren't just part of an election machine, they also spread Seattle style socialist policies into communities all across our state.

This is why I started FORGE Washington. Forge Washington is building the grassroots machine we need if we're going to push back on Seattle style policies and if we are going to elect common sense



Bill Bryant



candidates statewide.

Think about this:

"There are 1,670 special election districts in Washington state. These are offices of government independent of counties, states, and townships like port commissions, fire districts and, by some definitions, school boards. It's elections for positions like these Bryant hopes to sway," said Jason Rantz, KTTH AM 770 radio host.

Remember, county councils and city councils are making decisions on whether we'll have publicly funded heroin injection sites and tent cities in our neighborhoods. School boards are deciding whether we're going to innovate education so kids can learn. And all of these officials – city councils, county councils, port commissions, and school boards set property tax rates and many of these local officials back the State Democrats' call for an Income Tax.

Forge Washington is taking them on. This year we're focusing on local races in Pierce, King, Snohomish, and Spokane counties, but we need your financial help to get good local candidates elected all across our state.



Old Wisdom Applied to Current Spending Proposals

This will sound like the start of a bad joke, but please bear with me: What do Everett Dirksen, Otto von Bismarck, H.L. Mencken, and "the Preacher" in the book of Ecclesiastes have in common?

Well, if you've been gone to college and studied multiculturalism or been taught that western civilization is nothing special, you might answer with condemnatory annoyance, "They're all dead white males." That's true, but I had in mind something even less consequential.

Reading a report about various Democratic spending proposals caused me to think of famous, oft-quoted pithy statements attributed to the four afore-mentioned persons. (Note the word "attributed.")

The provenance of some of these statements is uncertain and the exact wording may be different, but even if they are folklore, I am using them as they have come down to us because of the astute insights they provide.)

Here are the four quotes and why how they pertain to Democratic spending proposals:

"A billion here, a billion there, pretty soon you're talking about real money." – **Dirksen**

Indeed, today's grandiose spending proposals show that it's time to tweak Dirksen's quip to, "A trillion here, a trillion there..."

Democrats have proposed \$40 billion "to connect all of America to affordable high speed Internet" (you mean AT&T, Verizon, Comcast, et al., need subsidies?); \$25 billion for mass-transit grants (those famous infrastructure projects that always run way over budget and end up serving far fewer people than would make the projects economical); \$3 billion for "charging and refueling" stations for electric cars (when federal money wasn't needed to build gas stations); etc., etc., as various members of Congress seek to add another trillion dollars to the federal budget.

Most recently, every presidential candidate in the recent Democratic debate affirmed that illegal immigrants would be covered by their proposed health care plan.

Apparently, it doesn't concern them that Uncle Sam already is more than \$22 trillion in debt. (Why not spend a few million more for a global advertising campaign promising free medical care to any non-American who evades detection by our border patrol agencies?)

"Laws are like sausages – it's better not to see them being made." – **Bismarck**

Indeed, some of the proposals are very sketchy – almost as if they had been tossed into the mix as an afterthought designed to placate a particular special interest group – "Hey, we'd better add a billion for 'Indian

irrigation projects."

And one can almost visualize the exertions and contortions of the lawmakers as they strive to carve up the spending and channel it in hopefully acceptable proportions to partisan constituencies – e.g., 14% to workers with disabilities, x-percent to businesses owned (not operated?) by a female, etc. Bismarck would have nodded knowingly.

"Every election is a sort of advance auction stolen goods." – **Mencken**

Ask yourself why members of Congress fall all over themselves in the frenzied effort to spend even more money that we don't have.

It's simple: They do it to get re-elected. Voters want – no, demand – Congress to subsidize their lifestyles in a variety of ways, whether as individuals or as businesses.

While it is easy for us to point a finger at the politicians as the source of the problem, they are not. The real culprit is found by looking at "We the people."

In this article, I have mocked specific Democratic proposals, but let us not forget that when Republicans controlled the White House and both houses of Congress under both George W. Bush (2001-2007) and

SEE **OLD WISDOM**, PAGE 20



CONTINUED FROM PAGE 19 - GUEST OPINION

Old Wisdom Applied to Current Spending Proposals

Donald Trump (2017-19) budget deficits rose. “There is no new thing under the sun.” – The Preacher (Ecc1. 1:9 KJV)

The story of popular government is the same in every age: politicians seek to gain popularity and advance their careers by bribing the people with the people’s money. The impulse for those in power to try to be all things to all people and to use force in the attempt to make their plans come to fruition has been tried (and found wanting) many, many times over the centuries.

The only cure for this tired old syndrome of government spending more and more of other people’s money is to live by the moral code that America’s founding generation adopted.

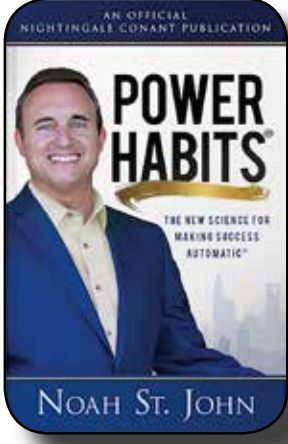
I refer, of course, to a society in which each person’s innate right to be safe in the enjoyment of his own life and property is accepted, and in which the proper role of government is to uphold those rights impartially rather than to violate the rights of some in order to indulge the wants of others.

Mark Hendrickson recently retired from his position as adjunct professor of economics and entrepreneurship at Grove City College, where he taught since 2004. He is also a Fellow for Economic and Social Policy with the Institute for Faith & Freedom, for which he writes regular commentaries. He is a contributing editor of The St. Croix Review and selfeducatedamerican.com, sits on the Council of Scholars of the Commonwealth Foundation, writes the “No Panaceas” column in the Op/Ed section of Forbes.com, and is a contributor at TheBlaze.com. After completing his B.A. in Spanish from Albion College, he at various times studied at the University of Michigan School of Law, Oxford University (Shakespeare and world literature), and Harvard (moral education) before earning his masters and doctorate degrees under the tutelage of the late economist and Grove City College icon, Dr. Hans F. Sennholz. His published books include: America’s March Toward Communism (1987) – a study of the extent to which Karl Marx’s ten point-platform for socializing an economy has been implemented in the United States; The Morality of Capitalism (editor, 1992); Famous But Nameless: Inspiration and Lessons from the Bible’s Anonymous Characters (2011); and God and Man on Wall Street: The Conscience of Capitalism (with Craig Columbus, 2012). His most recent book is Problems with Piketty: The Flaws and Fallacies in ‘Capital in the Twenty-First Century.’ Hendrickson’s commentaries have been published in The Freeman, Reason, New Guard, Human Events, The Washington Times, The Washington Examiner, The Christian Science Monitor, AmericanThinker.com, and USAToday.com, among others.

Business Bookshelf

Power Habits

The New Science for Making Success Automatic



By Noah St. John

in the study of success in decades.” – Jack Canfield, author of Chicken Soup for the Soul

THE STORY BEHIND THE STORY

Using his Power Habits System, Noah St. John was not only able to transform his life from one of dead-end jobs and endless debt to worldwide prominence, impressive business accomplishments, and prosperity; he’s also become one of the world’s most sought-after keynote speakers and business coaches.

The results speak for themselves: Since 1997, Noah’s clients have added more than a billion dollars in sales.

About the author

Noah St. John is a keynote speaker and bestselling author who’s famous for inventing Afformations – a new technology of the mind that helps people get rid of their head trash so they can live more meaningful lives and make more money.

Many of us are driving down the road of life with one foot on the brake – we know the how-to’s of success but are still stuck.

The result of more than three decades of study and experience, Noah St. John’s Power Habits overhauls traditional personal development programs that focus on trying to change human behavior.

Instead, St. John’s system targets your unconscious thoughts, beliefs, and desires in order to eliminate self-defeating habits and put you on autopilot toward success.

“Noah’s system represents one of the most significant breakthroughs

United States Bankruptcy Court Eastern District of Washington		
Report Period : 06/21/2019 - 07/26/2019		
Case No./Title	Judgment Description	Judgment Date
11-05916-FPC13 Damian Alan Fegan	Avoid Lien Document: 73	6/27/2019
	Avoid Lien Document: 72	6/27/2019
12-02879-FLK7 Steven Lee Bowen and Bonnie Marie Bowen	Avoid Lien Document: 57	7/25/2019
14-00081-FPC7 Stephen James Giles, Sr	Avoid Lien Document: 30	7/11/2019
	Avoid Lien Document: 29	7/11/2019
17-02839-FPC7 Carla Mary lone Mannon	Allowing Sale Free and Clear of Liens	7/19/2019
	Document: 60	
18-00544-FLK7 Dorothy C Sytsma	Allowing Sale Free and Clear of Liens	7/25/2019
	Document: 81	
18-03498-FLK13 Michael J Goodwin	Avoid Lien Document: 65	7/15/2019
19-00273-FLK13 Timothy Alan Cottrill	Avoid Lien Document: 68	7/5/2019
	Avoid Lien Document: 69	7/15/2019
19-00921-FLK13 Jose Ramon ARRIAGA	Avoid Lien Document: 50	7/15/2019
	Avoid Lien Document: 49	7/15/2019
19-01130-FPC7 Jeffrey L Hendrickson	Avoid Lien Document: 20	6/25/2019
19-01174-FLK7 Anthony P Ortiz	Avoid Lien Document: 73	7/15/2019

CONTINUED FROM PAGE 19 - GUEST OPINION

Nike, Too Big To Fail?

\$44 million a year to represent their brand. They still pay him. Forbes estimated Nike paid Jordan \$100 million in 2015 as Jordan’s brand still made \$3 billion for Nike in US sneaker sales. Lebron James is reported to receive as much as \$1 billion from Nike in endorsement money by the time he is 64 years old.

Colon Kaepernick was already on Nike’s payroll before he became controversially famous for not standing for the National anthem. Nike wasn’t using him and reportedly didn’t know what to do with him until he became famous over his social issue stance. Kaepernick is currently not playing professional football. No one has signed him after he became a free agent but he is making millions a year by being the face of Nike’s revived “Just Do It” campaign.

Recently Kaepernick ignited controversy by reportedly telling Nike to pull its Air Max 1 Quick Strike Fourth of July sneakers. Nike said he told the company he believes the colonial flag used on the shoes is offensive, because it was flown when slavery was legal. While there has been much consternation toward Nike’s decision, Nike’s stock has risen \$3 billion within the last week. If you can find a pair of the Betsy Ross shoes they are going for about \$2,500.

The question is this, Can Nike do no wrong? Are they too big to fail? Nike is utilizing controversy well to breathe new air into its products. With major national sports figures wearing and promoting the Nike brand and cheap Asian labor Nike has locked into a formula that appears unstoppable.

Nike will continue on their path of global success if the American people buy their products. It’s a free country. If Americans decide to stop buying Nike products it would be financially troubling. Either way, Nike’s continued success or failure will be decided by how Americans utilize Nike’s slogan, “Just Do It,” and how Americans decide to “Just Do It.”

Contact: GMollette@aol.com. Learn more at glennmollette.com

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WENATCHEE BUSINESS JOURNAL

Lindsay: 860-7301 or Carol: 548-5286

New contractors Chelan-Douglas June 2019		
Name	Address	City
2 BROTHERS CONSTRUCTION LLC	2417 Lester Rd	WENATCHEE
AAA COATINGS LLC	312 Roosevelt Ave	WENATCHEE
ALLIANCE PUMP LLC	PO BOX 3854	WENATCHEE
COLE HURST	100 Simon St SE #40	EAST WENATCHEE
CUSTOM CONST & CBNTRY LLP	PO BOX 1970	WENATCHEE
FLOOR TO CEILING CONSTRUCTION	1644 Denise Cir	WENATCHEE
FORTIS COATINGS LLC	328 Canyon Creek Dr	WENATCHEE
FRANCISCO & SONS	92 Silvest Rd.	ORONDO
G & R PAINTING & GEN CONST LLC	415 Kittitas	WENATCHEE
LH PAINTING & STAINING LLC	2481 Grant Road	EAST WENATCHEE
MEJIA LANDSCAPING SERVICES	1755 4th St SE	EAST WENATCHEE
PROVISION CONCRETE DESIGN	601 Lynn St	WENATCHEE
RISEN CONSTRUCTION LLC	2200 Number 2 Canyon Rd	WENATCHEE
RIVERSIDE CONSTRUCTION	PO BOX 3190	CHELAN
ROBERT'S RENOV & REPAIRS LLC	13 Moonglade Ln	WENATCHEE
SAHALE MARINE LLC	PO BOX 423	CHELAN
SALCIDO CONST & REMODEL LLC	801 Rd 14 NE	MANSFIELD
SK-WORKS	PO BOX 535	CHELAN
STELLAR PAINTING LLC	2572 Turtle Lane	WENATCHEE
WOODSCS	2210 Pine Tree Rd	LEAVENWORTH
XTREME CONCRETE LLC	1112 Cedar Ct	EAST WENATCHEE

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\$119

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Employment Security Department

WASHINGTON STATE

State adds 6,000 jobs in June, unemployment rate holds steady

OLYMPIA – Washington’s economy gained 6,000 jobs in June and the state’s seasonally adjusted monthly unemployment rate for June was unchanged at 4.6 percent according to the Employment Security Department.

“Employment continues to expand at a healthy pace” said Paul Turek, economist for the department. “The rise in payroll jobs over the past few months has generated more opportunities for new entrants to the labor force.”

The Employment Security Department released the preliminary job estimates from the federal Bureau of Labor Statistics as part of its Monthly Employment Report.

The department also announced that May’s previously reported unemployment rate of 4.7 percent was slightly lower at 4.6 percent. May’s preliminary estimated gain of 9,600 jobs was revised to a gain of 7,600 jobs.

The national unemployment rate rose slightly to 3.7 percent in June 2019. In June 2018, the national unemployment rate was 4.0 percent.

Employment Security paid unemployment insurance benefits to 48,364 people in June.

Labor force adds more people

The state’s labor force in June was 3,879,200 – an increase of 3,300 people from the previous month. In the Seattle/Bellevue/Everett region, the labor force increased by 500 over the same period.

From June 2018 through June 2019, the state’s labor force grew by 96,000 and the Seattle/Bellevue/Everett region increased by 34,100.

The labor force is the total number of people, both employed and unemployed, over the age of 16.

Eight industry sectors expanded, one was unchanged and four contracted

Private sector employment increased by 5,400 while the public sector gained 600 jobs in June. This month’s report shows the largest private job growth occurred in education & health services up 2,500 jobs, information up 1,600 jobs and manufacturing up 1,300 jobs. Also posting gains were professional & business services, government and retail trade all up 600 jobs, other services was up 400 jobs and transportation, warehousing & utilities up 200 jobs. The mining and logging sector remained unchanged. Construction lost 800 jobs, wholesale trade lost 600 jobs, leisure & hospitality lost 300 jobs and financial activities lost 100 jobs.

Year-over-year growth in payroll employment occurring in the private sector

Washington added an estimated 82,700 new jobs from June 2018 through June 2019, not seasonally adjusted. The private sector grew by 2.9 percent, up an estimated 82,600 jobs, while public sector employment was little changed with a net gain of 100 jobs.

From June 2018 through June 2019, eleven out of the thirteen major industries added jobs while one sector contracted and one sector remained unchanged.

The three industry sectors with the largest employment gains year-over-year, not seasonally adjusted, were:

- Education & health services with 20,800 new jobs
- Professional & business services with 16,200 new jobs
- Leisure & hospitality with 12,100 new jobs

Labor market information

Check it out! ESD has new labor market information and tools, including a video tutorial, to highlight popular information and data.

WorkSource

Employment Security is a partner in the statewide WorkSource system, which offers a variety of employment and training services for job seekers, including free help with resumes, interviewing and skills training. WorkSource also helps employers advertise jobs, convene hiring events and connect with subsidized employee training.

Find WorkSource locations and more than 140,000 job openings on WorkSourceWA.com.

Note: The Bureau of Labor Statistics recently updated its “alternative measures of labor underutilization,” or U-6 rate, for states to include the first quarter of 2019. The U-6 rate considers not only the unemployed population in the official U-3 unemployment rate, but also “the underemployed and those not looking but wanting a job.” The U-6 unemployment rate for the second quarter of 2018 through the first quarter of 2019 for Washington state was 8.1 percent. This was lower compared to the 9.0 percent U-6 unemployment rate one year prior. The U.S. U-6 unemployment rate was 7.6 percent over the same time period.

Web links

Monthly employment report
Labor market information website
Historical data (Excel spreadsheet)
Employment Security website



GARY BÉGIN/WBJ

Spectrum has moved to new mid-Wenatchee location

Spectrum has moved from its Olds Station location and is now located at 1330 N. Miller St. It is located between Maurices and Old Navy behind Red Robin and Applebees. Go to spectrum.com/stores for more information.

Grant County Labor Area Summary - May 2019

Overview

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

civilian labor force data. Analysis focuses on year-over-year (between May 2018 and May 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 Mays of 2018 and 2019 the rate stabilized at 4.2 percent.

In Grant County, CLF data show that the average annual unemployment rate dipped from 6.3 percent in 2017 to 6.2 percent in 2018.

This 6.2-percent reading is the lowest average annual unemployment rate in the County since electronic records were implemented by our agency in 1990.

However, the not seasonally adjusted May 2019 unemployment rate (6.2 percent) was four-tenths point above the 5.8-percent reading in May 2018, and the rate has been rising for the past nine months (September 2018 through May 2019).

used in the manufacture of solar panels and is shutting down primarily because of the nation's ongoing trade dispute with China.

◆ Year over year, employment in Grant County's professional and business services industry has been rising for the past 17 months (January 2018 through May 2019). This category consists of a diverse set of niche industries, ranging from computer systems design and accounting/tax preparation services to landscaping and janitorial services, legal services and temporary employment services. Within professional and business services, temporary employment services is likely accounting for much of this employment upturn – an encouraging economic indicator. This industry provided 400 more jobs in May 2019 than in May 2018, jumping from 2,440 to 2,840 jobs, a brisk 16.4-percent upturn. Statewide, this industry has expanded for 109 months (from May 2010 through May 2019).

◆ Leisure and hospitality employment in Grant County has been rising for the past 13 months (May 2018 through May 2019). Between the Mays of 2018 and 2019 this industry moved forward from 2,690 to 3,220 jobs respectively, a strong 19.7-percent upturn. Statewide, leisure and hospitality has been adding workers for the past 104 months (from October 2010 through May 2019).

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 Washing-

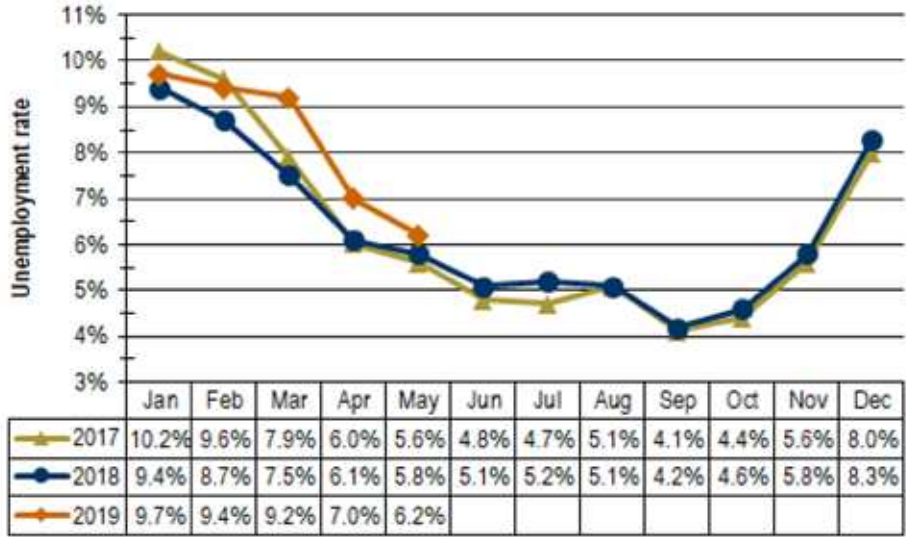
ton State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends in major industries at the county level. In June 2019, preliminary annual average QCEW data for calendar year 2018 became available. An analysis of employment changes from 2008 through 2018 shows that in Grant County:

◆ Total covered employment rose from 35,038 in 2008 to 40,364 in 2018, a 5,326-job and 15.2 percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 8,434 in 2008 to 10,027 in 2018, a 1,593-job and 18.9 percent uptrend. In 2008 Grant County's agricultural industry accounted for 24.1 percent of total covered employment. In 2018 agricultural employment accounted for 24.8 percent of total covered employment countywide. The share of agricultural employment (versus total covered employment) rose a marginal seven-tenths of a percentage point (from 24.1 to 24.8 percent) in Grant County during this ten-year period.

◆ Total covered wages rose from \$1.120 billion (in 2008) to \$1.703 billion (in 2018) a \$582.9 million and 52.1 percent upturn. The agricultural payroll (a subset of total covered wages) advanced from \$181.5 million in 2008 to \$295.5 million in 2018, a \$114.00 million and 62.8 percent uptrend. In 2008 Grant County's agricultural industry accounted for 16.2 percent of total covered wages while in 2018 agricultural wages accounted for 17.4 percent of total covered wages. Hence, the share of agricultural wages (versus total covered wages) earned in Grant County increased a modest 1.2 percentage points (from 16.2 to 17.4 percent) during this ten-year period.

Unemployment rates, not seasonally adjusted Grant County, January 2017 through May 2019

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



The Grant County unemployment rate increased four-tenths of a percentage point between the Mays of 2018 and 2019.

Total nonfarm employment

Between 2017 and 2018, Washington's labor market provided 83,600 new nonfarm jobs, an annual average increase of 2.5 percent.

In May 2019, business and government organizations across Washington supplied 3,495,800 nonfarm jobs (not seasonally adjusted), compared to 3,413,500 jobs in May 2018, a 2.4 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 104 consecutive months (October 2010 through May 2019).

Between 2017 and 2018 Grant County's economy provided 1,370 new nonfarm jobs, an average annual increase of 4.7 percent, con-

siderably more robust than the 2.5 percent statewide growth rate.

Between the Mays of 2018 and 2019 local nonfarm em-

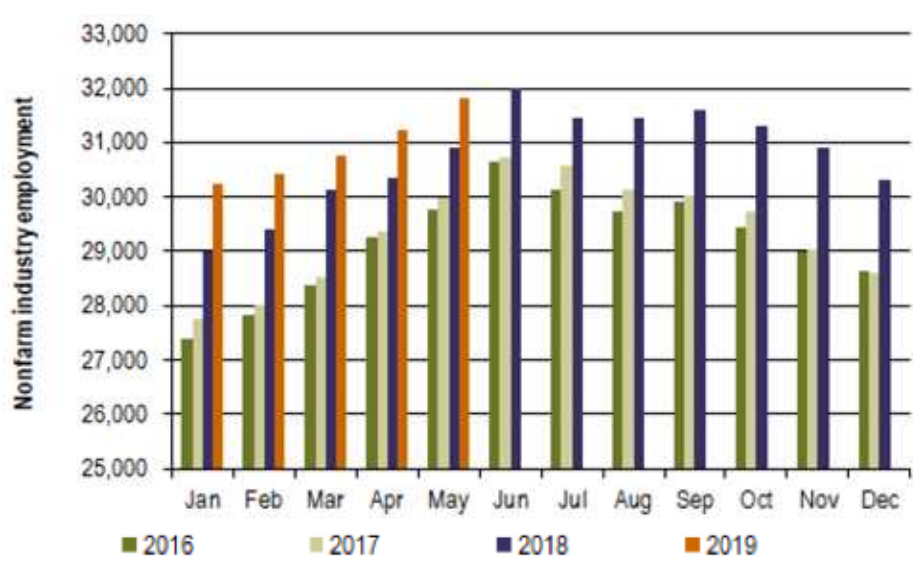
ployment netted 910 new jobs, a 2.9-percent increase (from 30,920 jobs to 31,830 jobs, respectively).

Year over year, total

nonfarm employment in Grant County has been growing for the past 17 months (January 2018 through May 2019).

Nonfarm industry employment Grant County, January 2016 through May 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 employers in Grant County provided 31,830 nonfarm jobs in May 2019, a 2.9-percent upturn since May 2018.

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 64 months (February 2014 through May 2019). In May 2019 Washington's CLF tallied 3,876,783 residents versus 3,770,988 in May 2018 equating to 105,795 more Washingtonians in the CLF (up 2.8 percent).

Grant County's CLF expanded by 1,329 residents (a 2.9 percent increase) from 2017 to 2018. Between the

Mays of 2018 and 2019 the local labor force grew by 1,491 residents, a 3.3 percent upturn. Less encouraging is the fact that the number of unemployed increased at a 10.1-percent pace with 268 more Grant County residents out of work in May 2019 than in May 2018 (see Figure 3). Hence, this May's unemployment rate of 6.2 percent edged upwards four-tenths of a percentage point from the 5.8 percent reading in May 2018.

Nonfarm industry employment

Estimates indicate that Grant County's nonfarm employers provided 910 more jobs in May 2019 than

in May 2018, a 2.9-percent upturn, while Washington's nonfarm market grew by 2.4 percent during this period. The following paragraphs highlight changes in three local industries between the Mays of 2018 and 2019:

◆ Employment in Grant County's durable goods manufacturing industry has posted year-over-year losses for 17 months (January 2018 through May 2019). Between the Mays of 2018 and 2019 this industry lost 130 jobs countywide, a 7.1-percent downturn, as employment fell from 1,830 to 1,700. More bad employment news is on the horizon for this Grant

County industry. A 14 July 2019 article in Moses Lake's Columbia Basin Herald announced that REC Silicon will shutter their manufacturing plant: "Barring a last-minute reprieve, REC Silicon's production facility in Moses Lake will shut down on Monday (15 July). The shutdown comes after several delays, and proposals to temporarily halt production at the plant in March and April. The company will continue to own and maintain the facility in hopes of reopening it in the future. This will result in the layoff of about 150 workers." The plant produces polysilicon ➤➤



Donald W. Meseck, Regional Labor Economist
Employment Security Department

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Wenatchee MSA (Chelan and Douglas Counties)

Labor Area Summary - May 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 May 2018 and May 2019) and

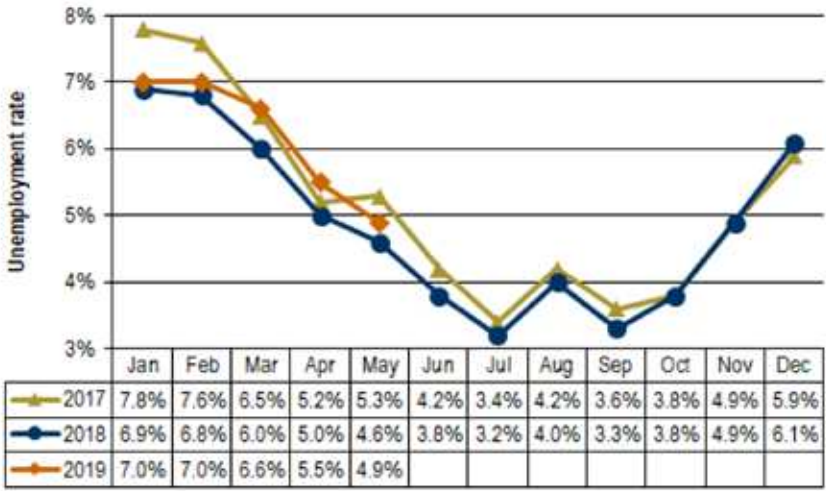
average annual (between 2017 and 2018) changes in the labor market.

Unemployment rates

Preliminary Civilian

Unemployment rates, not seasonally adjusted Wenatchee MSA, January 2017 through May 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 three-tenths of a percentage point between the Mays of 2018 and 2019.

Total nonfarm employment

Between 2017 and 2018, Washington's labor market provided 83,600 new nonfarm jobs, an annual average increase of 2.5 percent. In May 2019, business and government organizations across Washington supplied 3,495,800 nonfarm jobs (not seasonally adjusted), compared to 3,413,500 jobs in May 2018, a 2.4 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 104 consecutive months (October 2010 through May 2019).

The Wenatchee MSA's nonfarm labor market provided 1,300 new jobs between 2017 and 2018, an increase of 2.9 percent, more

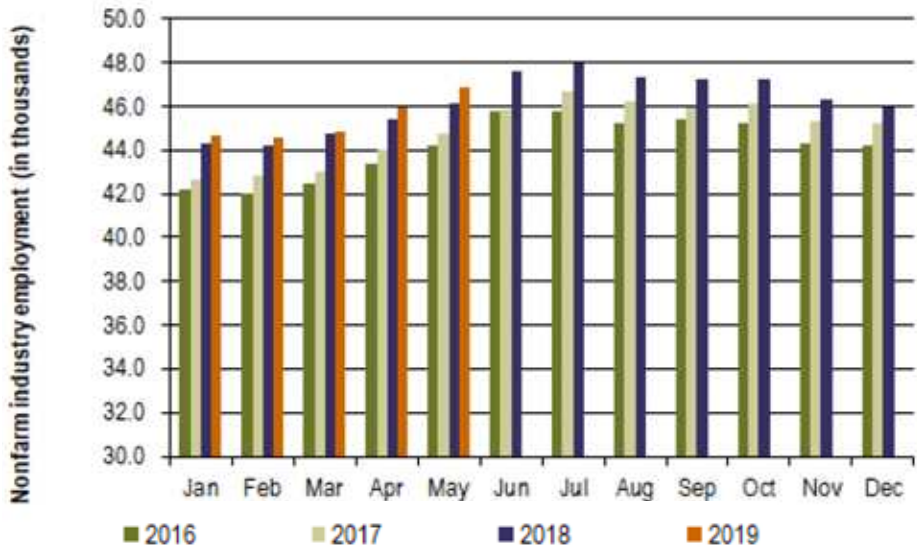
robust than Washington's 2.5-percent job growth rate during 2018.

Total nonfarm employment in this two-county

MSA has increased or stabilized, year over year, in each of the past 85 months (May 2012 through May 2019). Between the Mays of

2018 and 2019 the number of nonfarm jobs in the Wenatchee MSA (Chelan and Douglas counties) rose by 800, a 1.7 percent upturn.

Nonfarm industry employment Wenatchee MSA, January 2016 through May 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 1.7 percent between the Mays 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 64 months (February 2014 through May 2019). In May 2019 Washington's CLF tallied 3,876,783 residents versus 3,770,988 in May 2018 equating to 105,795 more Washingtonians in the CLF (up 2.8 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 labor force has been expanding for the past 23 months (July 2017 through May 2019). Between the Mays of 2018 and 2019 the CLF increased 2.9 percent (meaning there were 1,855 more residents in the labor force in May 2019 than in May 2018), as shown in Figure 3. Although this labor force expansion pace was respectable, the number of unemployed increased at a more rapid 9.8 percent pace. Hence, the unemployment rate rose from 4.6 percent in May 2018 to 4.9 percent in May of this year.

Nonfarm industry employment

Between the Mays of

2017 and 2018 total nonfarm employment in Chelan and Douglas counties (the Wenatchee MSA) rose 1.7 percent, from 46,100 to 46,900 jobs.

Washington's nonfarm market expanded by 2.4 percent during this timeframe. Highlights of year-over-year changes follow:

◆ In the mining, logging and construction category (see Figure 3) most jobs are in "construction."

Year over year, employment in the Wenatchee MSA's construction industry grew by 100 jobs, or 3.3 percent. It has stabilized or risen for 37 months (May 2016 through May 2019).

However, there were 13.4 percent fewer home or condo sales (i.e., closed sales) Year-to-Date (YTD) in the first five months of 2019 versus January through May 2018 in the Wenatchee Market (i.e., in Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island, WA) according to the May 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 five months of 2019 was 350, a decline from the 404 closed sales from ➤➤

➤➤ January through May 2018. Also, the number of active listings has slipped, from 145 in May 2018 to 135 in May of this year (down 6.9 percent). Conversely, the median sales price of homes/condos sold in the Wenatchee Market continued to climb, from \$315,000 from January through May 2018 to \$338,500 during the first five months of 2019, a 7.5 percent upturn. With the exception of a weather-related downturn in February 2019, employment in Washington's construction industry has also been expanding. Year over year, the number of construction jobs statewide has risen in 86 of the 87 months from March 2012 through May 2019.

◆ Estimates indicate that, over the year, the number of jobs in the Wenatchee MSA's retail trade sector has either stagnated or decreased in each of the past nine months (September 2018 through May 2019). The number of retail trade jobs in this two-county area declined 3.2 percent, a 200-job downturn, from 6,300 in May 2018 to 6,100 in May 2019. Statewide, retail trade employment has increased for 104 months (October 2010 through May 2019). It should be noted however that the retail trade job growth across Washington has not been evenly distributed amongst the various retail trade subsectors (i.e., motor vehicle and parts dealers, food and beverage stores, general merchandise stores, other retail trade, etc.). Rather, growth has been concentrated in the "other retail trade" category (which includes online shopping). For example, between the Mays of 2018 and 2019, Washington's retail trade sector netted 6,100 new jobs (up 1.6 percent) with 7,500 new jobs tallied in "other retail trade" (up 6.4 percent) but with 2,500 fewer jobs (down 3.6 percent) being provided at Washington's general merchandise stores.

◆ Year over year, the Wenatchee MSA's leisure and hospitality industry (primarily hotels and eating and drinking places) increased the number of part- and full-time jobs by 4.4 percent from May 2018 (6,800 jobs) to May 2019 (7,100 jobs). Year over year, local leisure and hospitality employment in the Wenatchee MSA has either stabilized or increased in each of the past 20 months (October 2017 through May 2019). Statewide, the number of jobs in this industry has been expanding, year over year, for 104 consecutive months (October 2010 through May 2019).

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 June 2019, preliminary 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 45,141 in 2018, a 5,900-job and 15.0-percent upturn.

The number of agricultural jobs (a subset of total covered employment) increased from 8,445 in 2008 to 10,662 in 2018, a 2,217-job and 26.3-percent uptrend. In 2008 Chelan County's agricultural industry accounted for 21.5 percent of total covered employment.

In 2018 agricultural employment accounted for 23.6 percent of total covered employment countywide. Hence, the agricultural share of total covered employment increased two and one-tenths percentage points (from 21.5 to 23.6 percent) in Chelan County during this ten-year period.

◆ Total covered wages (not adjusted for inflation) rose from \$1.236 billion (in 2008) to \$1.830 billion (in 2018) a \$594.3 million and 48.1 percent upturn.

The agricultural payroll (a subset of total covered wages) advanced from \$166.6 million in 2008 to \$293.4 million in 2018, a \$126.9 million and 76.2 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.



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