



PHOTOS GARY BÉGIN/NCW MEDIA

JERRY'S AUTO SUPPLY 'LINKING UP' WITH NAPA

Story & Photos by Gary Bégin

In a blockbuster business decision, Jerry's Auto Supply has bought a NAPA outlet in Brewster and absorbed the inventories of the Wenatchee, Leavenworth and Okanogan NAPA stores, effective August 1.

Together with NAPA, owned by Genuine Parts Company, Jerry's will become the dominant player in the North Central Washington auto parts supply industry, easily eclipsing other local and national brands.

The NAPA store located at 422 S. Wenatchee Avenue will be closing at the end of July and no employees are scheduled to lose their jobs, according to NAPA sources.

According to a news release issued June 24, the 56-year-old Jerry's Auto Supply announced it is teaming up with the NAPA Auto Parts organization, a move it says will propel the family-owned company into

SEE JERRY'S AUTO SUPPLY, PAGE 5



NAPA Parts Professional Charlie Hall holds one of thousands of auto parts that will be transferred to Jerry's Auto Supply.

This levy 'Yes' vote could save your life

By Gary Bégin

The Wenatchee Business Journal had an exclusive interview with RiverCom Executive Director Misty Viebrook at the end of June. Viebrook explains why the upcoming August ballot measure is so important to the multi-jurisdictional agency.

WBJ: What is your viewpoint of the role RiverCom has played and continues to play in the Chelan/Douglas communities it serves?

Misty Viebrook: RiverCom is the essential link to public safety. We are the core and heartbeat to the public safety system. When you call 911 for an emergency, we answer and obtain critical information about the scene and dispatch the appropriate responders as quickly and as efficiently as we can. We remain on the line to provide any additional support or guidance needed as well as to obtain any critical scene updates to relay to the responders. Situations tend to evolve rapidly as responders are enroute. We have a critical role to keep the responders apprised of any changes which may alter their response to the incident.

In the last 4-5 years we have drastically reduced our call pro-

cessing times for fire and medical emergencies. Through technology and enhancements, we dropped the call processing times from an average of 1.5 to 2 minutes down



COURTESY PHOTO

Misty Viebrook

to 30-60 seconds on most fire and medical calls. This is the time between answering your call and notifying responders.

Let's talk about life saves. Can you think of anything more important than being a part of saving someone's life? Last year, our witnessed cardiac survival rates in Chelan and Douglas Counties was 57%, while the national average

was 33%. The Telecommunicators at RiverCom start telephonic CPR right away as soon as it's known the patient is not awake and not breathing normally, they coach and guide the caller and count out loud with them to keep the caller compressing at the right rhythm. CPR is exhausting work, especially when done correctly, we do a lot of encouraging and praising to keep the compressor going until help arrives and takes over. These life save percentages make me extremely proud!

We are always looking at ways to improve our service to the public and to our user agencies. Technology proves to be a critical piece in doing so and does not come cheap.

I have operational changes that I want to make at RiverCom that I know will vastly improve our service to the public and our user agencies, but these changes all hinge on the renewal of the one-tenth of one percent. One of these changes involve having dedicated call-takers. Currently we have no dedicated call takers. Every Telecommunicator who answers the phone is also responsible to dispatch for one of our user agencies.

SEE RIVERCOM, PAGE 6



COURTESY PHOTO

Leavenworth's Icicle Inn. See Page 10 for the rest of the story.

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Icicle Inn resort under new management
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WENATCHEE BUSINESS JOURNAL

www.NCWBusiness.com

BILL FORHAN

Publisher

Publisher@leavenworthecho.com

CAROL FORHAN

Sales Director

carol@leavenworthecho.com

GARY BÉGIN

Managing Editor

gary@ncwmedia.net

(509)-571-5302

MIKE MALTAIS

DIANA PIÑON

KALIEDRAGO

News Staff

LINDSAY

TIMMERMANS

Advertising Sales Executive

Adexec1@ncwmedia.net

RUTHEDNA KEYS

Advertising Sales Executive

ruthk@lakechelanmirror.com

CONTRIBUTORS:

Brad Blackburn

WBJ OFFICES & CONTACT INFORMATION

201 Cottage Ave., Suite 4
Cashmere, WA 98815
Phone: 509-663-6730
Fax: 509-782-9074
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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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THE BOTTOM LINE

Don't bet your life all levies are bad

RiverCom deserves multi-partisan community support

I hate taxes and special district levies, but there is one voter referendum coming up in August that I wholeheartedly support – my very life is dependent on it.

RiverCom is the axis of all first responder activity in Chelan and Douglas counties. They are the folks who tell the fire, law enforcement and ambulances what's going on, where to go and other vital information so lives can be saved.

I urge all Chelan and Douglas county residents to read the ballot measure in this month's WBJ and then proceed to vote for the RiverCom agency so it can continue its life saving service to all of us.

Isn't it nice not to have a partisan political argument for once? I guarantee not one of us will ask what party affiliation that fireman or cop has when they come to save your life.

Gary Bégin
Managing Editor

WaveDivision Capital purchases Northwest operations of Frontier Communications

“WaveDivision Capital has partnered with Searchlight Capital Partners to purchase the operations and assets of Frontier Communications in Washington, Oregon, Idaho, and Montana. We are excited to transition these operations to a local ownership team and to invest in building out the network of next generation fiber throughout our region.

“We are big believers in the Northwest's future growth opportunities and that future runs on broadband. As the former leaders of another successful Northwest internet provider, Wave Broadband, we know what it takes to bring fiber and other advanced services to residential and business customers, give them choices, and keep them happy.

“This announcement does not change anything for Frontier's customers or the employees who support them. All services continue without disruption, all offices remain open, and all contracts and rates will continue to be honored. We expect the transaction to close by the end of the year.

“Our plan is to invest further in our markets, specifically by extending fiber to more homes and businesses, to bring them the high speeds they want. Once the transaction closes, we will have more details to share.

“We grew up in this area, started and ran successful businesses here, and are excited to be able to continue to serve our community through this acquisition.” said Steve Weed, CEO of WaveDivision Capital, and founder and former CEO of Wave Broadband

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CRUNCH PAK

Crunch Pak to help local kids attend mountain bike youth camps

CASHMERE — Crunch Pak, the sliced apple and pear specialist, formed a three-year education partnership with Evergreen Mountain Bike Alliance Central to support its summer mountain bike youth camp program.

Evergreen Mountain Bike Alliance Central Chapter offers five-day mountain bike youth camps at Squilchuck State Park throughout the summer to kids ages 6-12.

Evergreen Central's mountain bike youth camps teach the basics of mountain biking and provide an opportunity for youth to experience the joy and fun of mountain biking in a positive and safe learning environment, said Travis Hornby, president, Evergreen Mountain Bike Alliance Central Chapter.

Megan Wade, product development and marketing manager, Crunch Pak, said, “The goals of Evergreen's education program include empowering kids to stay active and healthy through recreation, helping them build confidence by learning new skills and encouraging them to become stewards and advocates for natural outdoor spaces by connecting them with their local forest and trails. That aligns with our mission at Crunch Pak to provide fresh, nutritious food as part of a healthy life style.”

As a three-year partner of the program, Crunch Pak joins other local businesses in purchasing bicycles and helmets for the mountain bike youth camps as well as underwriting camp fees.

Evergreen Central will be working with the Wenatchee and East Wenatchee School Districts and the local YMCA to identify more than 40 kids to attend mountain bike youth camps this summer.

For more information visit crunchpak.com.

About Crunch Pak

Crunch Pak is the industry leader in fresh sliced apples. Founded in 2000, Crunch Pak is committed to providing the highest quality organic and conventional sliced apples in the market. Crunch Pak's family of brands includes Crunch Pak with Disney, Crunch Pak with Nickelodeon, and Crunch Pak Organics. The primary distribution is via retail channels; annually Crunch Pak creates more than 1 billion apple slices at plants in Cashmere and New Jersey.

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News from Representative Newhouse

Finally, Relief for Farmers

This week, the House finally passed the disaster supplemental appropriations bill, which will provide long-awaited relief to farmers, military bases, and communities across the country.

The bill includes a fix that Senator Maria Cantwell and I worked to secure to ensure Northwest cherry growers can continue to operate in this upcoming growing season while the Administration continues their work to level the playing field with China.

Cherry growers deserve the same aid available to other producers, and Central Washington producers want to grow and sell their high-quality cherries in strong domestic and international markets.

The bill was signed into law by President Trump on Thursday.

I appreciate the Administration's support on this effort, and I will continue to work with my colleagues in Congress and the executive branch to ensure open markets and access for Central Washington farmers.

Local Voices on MMIW Should Be Heard

Washington state is ranked second in the number of cases involving missing and murdered indigenous women. Of the 71 open cases, 31 of them are occurring on or around the Yakama Nation Reservation. Local voices should absolutely be heard.

I sent a letter to the leadership of the House Judiciary Committee and the House Natural Resources Committee, requesting a field hearing to discuss this crisis and potential legislative solutions, like Savanna's Act, the bill I introduced with my colleagues, Reps. Torres and Haaland, last month. This field hearing would provide a meaningful opportunity for the Committee and other Members of Congress to hear firsthand from tribes, law enforcement, and individuals who face this epidemic every day.

Work Continues to Save Job Corps CCCs

Congress continues to act to save the U.S. Forest Service Job Corps Civilian Conservation

Centers.

I introduced an amendment to the FY2020 Agriculture Appropriations bill that would prohibit funds being used to transfer the operations to the Department of Labor, preventing the closure of Fort Simcoe CCC in White Swan and the permanent alteration of Columbia Basin CCC in Moses Lake.

The amendment was adopted unanimously by the Committee and now heads to the floor for full consideration by the House of Representatives.

I also joined my colleagues, Reps. DeFazio and Schrader (D-OR) and Senator Merkley (D-OR) to lead a letter to both USDA and DOL to express our strong opposition to their proposal and request more information about their decision-making process.

The letter was signed by more than 50 Members of Congress, showing strong congressional support for continuing operation at these centers.

The Administration's proposal to close or transfer these Centers to the Department of Labor, without congressional input, will

have a devastating impact on rural communities, national forests, and local economies, and it will negatively affect the students who receive skills training and who provide a vital public service through participation in these programs. The USFS CCCs are some of the highest performing Job Corps programs in the country; I will continue to oppose this misguided proposal with every legislative tool available.

We Must Reform Our Immigration System

Passing a solution for Dreamers has been one of my priorities since I came to Congress. I have met with hundreds of these young people and have seen the contributions they make to our communities in Central Washington. It is the responsibility of the Congress, not the Administration, to make immigration law, and I voted to provide legal status for the many young people who are our teachers, nurses, firefighters, and members of our military. They are our neighbors and our friends, and they have never truly known a home outside of the United States.

While I voted to support this legislation because Dreamers deserve legal certainty, the Democrats' strategy for passage is deeply flawed.

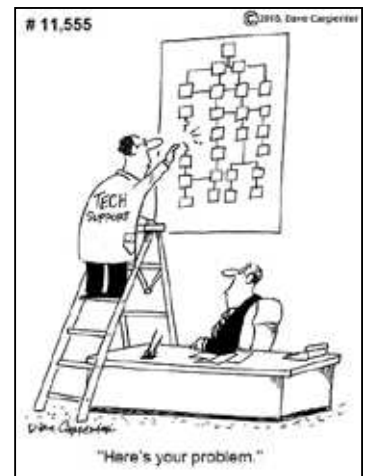
I have long said that we need a solution that gets 218 House votes, 60 votes in the Senate, and the President's signature or there is no relief for these young people. The

bill that passed the House won't gain the necessary support in the Senate since it does not address the serious security and humanitarian concerns at our southern border. We need a bipartisan solution that has a chance of being signed into law, and Dreamers should not be used as pawns in the political game being played by House Democratic leadership.

These young people will continue to suffer every day Congress fails to reach compromise. I will continue to work with my colleagues and the Administration to reform our immigration system, achieve true certainty for Dreamers, and secure our borders.

To stay current on the work I am doing around the District and in Washington D.C., I encourage you to follow me on Facebook, Twitter, and Instagram and to read updates on my website.

It is an honor and a privilege to represent you in Congress.



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GARY BÉGIN/WBJ

Doug Morger, left, of the Knights of Columbus and a home loan officer for GESA in Wenatchee, presents a check for \$1,000 to Hospitality Ministries. Accepting the donation is HM Treasurer Mike Shull (center) and former Executive Director Paul Hughes.

Knights of Columbus donates \$1k to homeless shelter

By Gary Bégin

Doug Morger, Treasurer of the Knights of Columbus and a home loan officer for GESA in Wenatchee, presented a check for \$1,000 to Hospitality Ministries June 5. Accepting the donation for the Ministry was Treasurer Mike Shull. Also present was former Executive Director Paul Hughes.

The men's homeless shelter feeds thousands of people every month, hitting 4,000 in March. It also has a homeless shelter for women and single mothers.

The ceremony took place at the June 5 meeting of the Wenatchee Business Group held every Wednesday at the Eagles Club in Wenatchee at noon. Visitors welcome. KC HELP(Knights



Community Health Equipment Lending Program on what they do and who they are: The Knights of Columbus Wenatchee Council 1545 received a large donation this month and it gave half TO KC Help for their work in the community and \$4,000 to

four local food banks of \$1,000 each, Serve Wenatchee, St Vincent de Paul food bank, Lighthouse Ministries and Hospitality Ministries. As summer approaches we realize the need for the food banks in our community.

KC HELP Started in Wenatchee in 1998, anyone can come to the shop and borrow durable medical equipment, things like wheel chairs, hospital beds, shower chairs, walkers.

The equipment is lent to people at no charge, it is only asked that when you are finished with the equipment you return it. We are located at 625 Elliott in Wenatchee behind St Joseph's Catholic Church. Phone 509-888-3050, during their business hours or call Mike Mcgloon at 509-679-0444.



No rule change for salaried workers

The proposed rule would create a 'super minimum wage' that will harm all employers, particularly nonprofit organizations and small businesses

AWB news release

OLYMPIA — Kris Johnson, president of the Association of Washington Business, issued the following statement on the proposed Executive, Administrative and Professional (EAP) rule issued today by the state Department of Labor & Industries:

"Requiring employers to pay salaried workers at least \$79,872 per year by the time this rule is fully implemented and linking future pay increases to the state minimum wage is an astonishing increase over the current overtime rule and will likely catch many small businesses and nonprofits by surprise.

"If adopted, this rule will create a new super minimum wage that will impact every business in the state, even those that don't employ exempt workers.

"The current rule needed updating, but this proposal simply goes too far and risks a variety of unintended consequence including



Kris Johnson, president of the Association of Washington Business

a reduction in program offerings at nonprofits, fewer opportunities for employees to advance into salaried management positions, and reclassification of employees from salaried to hourly positions.

"We encourage state officials to slow down, reconsider the number and match the federal requirements, which are in the process of being updated.

"This will prevent a patchwork of regulations in different states and minimize the unintended consequences, both for employers and employees."



About the Association of Washington Business

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



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JERRY'S AUTO SUPPLY 'LINKING UP' WITH NAPA

CONTINUED FROM PAGE 1

the future. In all, Jerry's will operate eight NAPA-affiliated stores in seven markets as well as an Integrated Business Solution (IBS) fleet supply at the Chelan County PUD.

The company will have about 90 employees and will be marketed as Jerry's Auto Supply "powered by" NAPA. Jerry's will remain family owned and operated.

"Our ownership is not changing. Our people are

not changing," said Ron Berschauer, CEO of Jerry's. He continued, "We are very pleased to be partnering with a company committed to the same things we've always worked hard to provide: quality parts, rapid availability, and the best people in the industry. It's a natural fit."

NAPA has more than 6,000 auto parts stores across the country, approximately 20 percent corporate owned.

NAPA Auto Parts General

Manager Brian Keene commented, "We are very excited about our new partnership with Jerry's Auto Supply."

Both NAPA Auto Parts and Jerry's have been in the market for over 50 years.

With the strength of Jerry's Auto Supply, their team of people, Jerry's community involvement and the breadth of the NAPA program we look forward to serving these communities for the next 50 years to come."

Jerry's said it will have access to products and services from over 1,600 manufacturers from multiple distribution centers, including additional product categories such as tools and equipment,

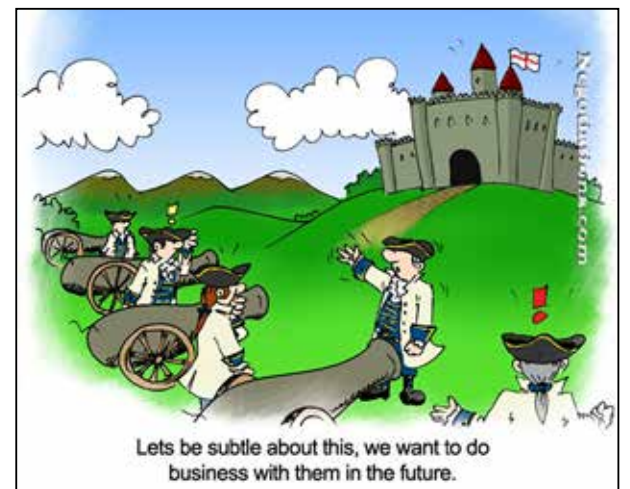
heavy duty truck parts, and farm and marine supplies.

Jerry's CFO Krista Beck states, "We've always sought to partner with suppliers that enable us to do our best for our customers with regards to price, product availability and additional resources. I'm confident this move will help us serve our customers better, including providing a retail e-commerce presence and the ability for our customers to buy online and pick up in our stores. NAPA is committed to independent auto parts stores like us and is investing in the future."

Berschauer said the key to this transaction is the people. "Our people have

always been the strength of our organization and I look forward to integrating the professional staff from the consolidating NAPA locations into our team. Customers will have access to

the best sales people in the industry, with the 'Know How' needed to get the right part the first time. Our slogan 'Our parts bring you in and our people bring you back' is truer than ever."



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This levy ‘Yes’ vote could save your life

CONTINUED FROM PAGE 1

This becomes problematic when they answer a 911 call and are trying to obtain critical information and/or provide Telephonic CPR instructions and then have an officer, deputy, firefighter or EMS responder talk to them on the radio. Our population growth since the inception of RiverCom in 2004 has significantly increased which has increased our call volume. Our user agencies have increased their staffing which has increased the activity on the radio. The ability to manage both disciplines of call taking and dispatching simultaneously is increasingly difficult on the Telecommunicators and the service to the caller and our user agencies is not where I want it to be. The public deserves 100% of our attention when they are calling for help, they aren't expecting that they are going to have to share their Telecommunicator with radio traffic. Our law enforcement, firefighters and EMS responders do not want to be told to "Standby" because we are on a 911 emergency telephone call. These are times that both our citizens and our responders deserve 100% of our attention.

I look at the service we are providing and constantly evaluate it ... our RiverCom 911 center must be good enough for my family and this is what the Director should say. At any given day, it could be

my family or friends needing help.

WBJ: Why is this levy request so important?

Viebrook: This is NOT a new tax, and we are not asking for an increase. We have been paying this tax for the last ten years, we are asking for it to continue.

RiverCom is asking for renewal of the one-tenth of one percent sales and use tax allowed under RCW 82.14.420.

The tax rate equals: \$0.01 for every \$10 selling price/value; \$10 for every \$100 selling price/value; \$1 for every \$1,000 selling price/value.

The tax is collected from all persons, residents and visitors, who pay sales and use tax in Chelan and Douglas counties. This method of tax collection allows for the cost to fund emergency communications to be shared by all who use such services in RiverCom's service area.

RiverCom utilizes this tax revenue to supplement funding for critical emergency communications in Chelan and Douglas counties and to bridge restrictions placed on other revenue sources. The revenue received through the one-tenth of one percent sales and use tax provides a source of permanent, stable, and sustainable revenue for emergency communications systems and facilities in Chelan and Douglas counties.

RiverCom needs to keep up with the growth of our communities as

well as the ever-changing technology.

For the past 10 years we have used the one-tenth of one percent money collected, for improvements to our radio infrastructure. Several of our radio sites have gone through a complete overhaul. The new shelters are made with material to be more resistant to wildfire and the towers are grounded to reduce opportunity for a lightning strike to damage the equipment. These sites have also been built to include back-up power via battery banks, propane generators and even solar power at some sites. A portion of this revenue has also gone back to our user agencies, again solely for improvements to radio interoperability. We are not finished with our radio infrastructure, we still have a ways to go yet to overhaul more existing sites, build new sites and expand the radio system to fix the areas that we have limited to no coverage with our responders.

The 911 system is much more complex than the phone system we use to answer your call, we must also be able to dispatch and communicate with our user agencies and those physically responding to your call. The radio system, while it has received significant improvements, still has some shortcomings and locations where we cannot communicate with our responders. This is unacceptable. When we dispatch them to emer-

gencies, we need to be able to communicate with them through the entire incident as they often time evolve, and additional resources or back-up may be needed. This is a safety issue for our public as much as it is for our user agencies and responders.

WBJ: What will the money be used for?

Viebrook: Future revenue will be utilized according to a Funding Agreement approved by the RiverCom Administrative Board. The Board is made-up of representatives from Chelan County, Douglas County, City of Wenatchee, and City of East Wenatchee as well as other law enforcement, fire, and EMS representatives. The Board will maintain the right to set an Annual Budget for the tax revenue. All tax revenue will be maintained in a designated account.

The tax revenue will be used in accordance with RCW 82.14.420.

◆ *Ongoing and scheduled replacement, repair, maintenance, and service of emergency communications systems, technology, equipment, and facilities*

◆ *Installation and implementation of mandated technologies and new technologies*

◆ *Capital Improvement Projects*

◆ *Provide a long-term stable critical infrastructure communication sites and facilities*

◆ *Continue to build-out and develop new and existing systems*

and technologies to improve emergency communications

WBJ: Tell the readers more about RiverCom.

Viebrook: RiverCom is a multi-jurisdictional designated Public Safety Answering Point (PSAP) that provides emergency call-taking and dispatch services for law enforcement, fire districts and departments, public and private ambulance services in Chelan and Douglas counties. Dispatch operations are staffed twenty-four (24) hours a day, seven (7) days a week. RiverCom also owns and operates a public safety radio communications system located at various radio site facilities throughout Chelan and Douglas counties. RiverCom is organized as a municipal corporation and as a separate legal entity under the laws of Washington State.

The agency is governed by the RiverCom Administrative Board.

RiverCom is one of 69 Public Safety Answering Points operating in Washington state.

RiverCom service area covers about 4,741 square miles.

RiverCom serves a population of about 120,000 fulltime residents (not including visitors).

In 2018, RiverCom responded to a total of nearly 96,917 calls, including 49,730 9-1-1 emergency calls for service.

Editor's Note: See The Bottom Line on Page 2 for more about RiverCom.



NCW Economic Development District launches 'North Star' partnership

NCWEDD news release

The North Star Opportunity Zones Partnership launched this spring.

Stakeholders from the opportunity zones in Chelan, Douglas, Okanogan, and Ferry Counties - including the Colville Tribes Reservation - formed the North Star to drive investment and development in common opportunities across the region

- especially housing for single-family, multi-family, and transit-served neighborhoods - and unique assets, like the rural industrial sites in Malaga, Rock Island, and Omak, and urban mixed use waterfront in Wenatchee and Rock Island.

The partnership is a learning community and collaborative marketing tool, featuring real estate

and business development projects located in the zones.

If you have a project or business investment opportunity, please list it on the site and benefit from the marketing support both regionally and nationally.

To learn more about what the Opportunity Zones and Qualified Opportunity Fund investing are, keep an

eye on the North Star OZ events page. The Wenatchee Downtown Association, the Wenatchee Valley Chamber and the Port of Douglas County have already held events.

More are in development across North Central Washington.

The 2019 Regional Economic Forum was held in April on beautiful Lake

Chelan at Campbell's Resort. This year's forum was on "Fostering Inclusive Prosperity".

The weather was great, the speakers were on point and our breakout sessions built some strong connections and gainful insight. Breakout sessions focused on a diversity of topics: career-connected learning models in NCW; microenterprise resources and assistance from the Washington State Microenterprise Association; the launch of the Bridge Research and Innovation District; and progress on the regional housing availability and affordability crisis - including the release of the Housing Solutions Study.

The NCWEDD will shift the Forum to the fall, beginning this fall, and will

focus on highlighting resilience and inclusion models in NCW, and models that could take root here.

If you or your organization would like to present at the fall Forum, contact Alyce at marketing@ncwedd.com.

“ Successful people do what unsuccessful people are not willing to do. Don't wish it were easier; wish you were better. ”

— Jim Rohn



Emergency Communication Systems and Facilities Tax

The RiverCom Administrative Board acknowledged and recognized an emergent need to address the aging two-county radio system as the most likely single point of failure. The Board authorized a comprehensive engineering study and, based on the results of the study, subsequently implemented a graduated plan to bring radio sites and equipment up to acceptable standards.

After first exhausting available supplemental monies, RiverCom was authorized by voters to collect the one-tenth of one percent sales and use tax revenue which was used to further complete the project.

RiverCom's Primary Funding Sources:

(not including radio site lease payments or account interest)

Revenue Type	2018 Actual Revenue	% of Total Revenue
Agency Annual Assessment Fees	2,703,019	36.47%
E911 Phone Excise Tax	1,142,820	15.42%
State E911 Grants	253,733	3.42%
Emergency Communication Systems and Facilities Tax (RCW 82.14.420)	3,278,389	44.23%

How is RiverCom primarily funded?

RiverCom is primary funded through a combination of Agency Annual Assessment Fees, E911 a portion of Phone Excise Tax monies, State E911 Grant monies and, to a lesser degree, radio site lease payments and earned interest on account holdings.

Agency Annual Assessment Fees

The public safety agencies that contract with RiverCom for 9-1-1 services are responsible for paying for all general operating expenses not otherwise covered by the E911 Phone Tax, State E911 grants, account interest, or other encumbered resources. *The monies collected through Agency fees may not be used for any capital costs.*

E911 Phone Excise Tax

E911 Phone Excise Tax is generated through payment of wireline, wireless, VOIP, and pre-paid phone services. The \$0.95 monthly tax is collected as follows:

- \$0.25 (25-cents) State level;
- \$0.70 (70-cents) County level.

This tax is paid by people in Chelan and Douglas counties through their monthly phone bill or collected through a phone purchase. The tax is collected by the Department of Revenue and, after holding back a 1% administrative fee, DOR sends 25-cents to the State E911 general fund and 70-cents to the county in which it was collected. Each respective county then deposits such monies into RiverCom's account.

E911 Phone Excise Tax revenue can only be used for equipment and tasks directly related to receiving a 911 call. *This revenue may not be used for any hardware, software, or systems related to the dispatch of information obtained from a 911 caller.*

State E911 Grants

These grant monies come from a grant application and reimbursement process administrated by the Emergency Management division of the Washington State Military Department. A portion of grant monies comes from the E911 Phone Excise Tax allotted to the State.

The use of Grant monies is restricted. Monies can only be used for eligible expenses as determined by the State and only for expenses that support the Enhanced 911 (E911) emergency communications network, database, and on-premise equipment that is accessed by dialing 911 and that enables police, fire, medical, or other emergency situations to a designated Public Safety Answering Point.

State E911 funding can be problematic because the revenue is not always stable and is not always a guaranteed source of revenue. Historically, this source of revenue can be impacted by State budget shortfalls, E911 fund sweeps by legislators for non-911 purposes, increased costs for state-wide 911 networks, and restricted



expenditure authority by the State's Office of Financial Management in any given year.

Over the past few years, the State E911 program has significantly reduced the level of funding it once provided for communications equipment, systems, and other operational costs which has resulted in a greater level of fiscal responsibility placed at the local level.

Radio Site Lease Payments

RiverCom receives some revenue as compensation for space leased at its radio sites. Lease revenues are received into an Equipment Replacement Account and used for replacing equipment previously purchased with Agency Assessment Fees.

Emergency Communications Systems and Facilities Tax has paid for:

- ◆ Capital improvement projects
- ◆ Critical 911 and radio system equipment
- ◆ Radio site development, infrastructure, equipment, and ongoing maintenance
- ◆ Radio console equipment
- ◆ IT infrastructure, equipment, and ongoing maintenance
- ◆ E911 phone systems, equipment, auxiliary equipment, upgrades, and maintenance
- ◆ Radio engineering services and consulting
- ◆ Legal, contract development, and other related professional services (related to the radio system)
- ◆ Liability Insurance for remote radio sites and radio equipment
- ◆ Project management and oversight, technical services and support
- ◆ Radio system and equipment repairs and preventive maintenance for user agencies

What is the Tax?

RCW 82.14.420 provides the basis for a sales and use tax for emergency communication systems and facilities. A county legislative authority may submit a proposition to county voters and, if approved by a majority of persons voting, affix a sales and use tax at a rate equal to one-tenth of one percent of sales or use tax.

In 2009, voters in both Chelan and Douglas counties approved RiverCom to receive the one-tenth of one percent sales and use tax from 2010 through 2019. Collection of this revenue is scheduled to sunset December 31, 2019.

The tax is collected from all persons, residents and visitors, who pay sales and use tax in Chelan and Douglas counties. This method of tax collection allows for the cost to fund emergency communications to be shared by all who use such services in RiverCom's service area.

What can these monies be used for?

Following RCW 82.14.420, monies received from this tax will be used solely for the purpose of providing funds for costs associated with financing, design, acquisition, construction, equipping, operating, maintaining, remodeling, repairing, reequipping, and improvement of emergency communications systems and facilities.

Why reauthorization?

RiverCom utilizes this tax revenue to supplement funding for critical emergency communications in Chelan and Douglas counties and to bridge restrictions placed on other revenue sources. The revenue received through the one-tenth of one percent sales and use tax provides a source of permanent, stable, and sustainable revenue for emergency communications systems and facilities in Chelan and Douglas counties.

When RiverCom was first organized, no funding mech-

anism was established to pay for future radio systems, technologies, or equipment.

The one-tenth of one percent sales and use tax is the only permanent funding solution available to RiverCom to pay for many of the expenses related to its communication systems and facilities.

Projected Revenue?

Based on past trends, RiverCom estimates that it would receive about \$2.5 - 4 million dollars per year (for the next 5 years) if this tax is reauthorized.

The amount collected and received by RiverCom would fluctuate relative to the amount of sales and use tax paid by consumers. If at any time consumer sales decreased, RiverCom would realize a lesser tax amount.

How is this tax different from taxes collected under the Emergency Communications Act?

The Emergency Communications Act applies only to law enforcement organizations and does not include emergency communications infrastructure. RiverCom 911 is not a law enforcement agency and is not eligible to collect such tax.

What is different this time?

This proposition does not have an ending or sunset clause. Previous one-tenth of one percent tax revenue was primarily used for a Capital Improvement Project, specifically a regional public safety 911 radio system upgrade and expansion project. Moving forward, RiverCom would use the one-tenth of one percent tax revenue as fully allowed under RCW 82.14.420.

Since 2009, several other counties in the State of Washington have successfully received voter approval for the same tax, and without a sunset clause, including the counties of Clallam, Cowlitz, Grant, Grays Harbor, Jefferson, Kitsap, Lincoln, Mason, Pacific, Skagit, Thurston, and Whitman.

Alternative Funding Sources?

RiverCom could possibly secure a commercial loan or government bond to pay for needed 911 communication systems and facilities, although the cost to pay the principle and interest would have to be supported and realized by RiverCom's founding principle organizations: Chelan County, Douglas County, City of Wenatchee, and City of East Wenatchee. Securing a loan or bond as a source of long-term funding for 911 communications systems is not fiscally sustainable. Radio and 911 communications technology, systems, and equipment are likely to become obsolete, outdated, or reach the end of a life cycle prior to a loan or bond being paid off.

The one-tenth of one percent tax provides RiverCom with a consistent, stable source of revenue as an alternative to having to continually rely on commercial loans and/or government bonds to fund critical infrastructure, systems, and components to maintain the 911 communications system. Additionally, RiverCom has used surplus revenue to pay-down an existing bond for the regionalization that created RiverCom. The bond is scheduled to be paid off in 2022.

When will the proposition be placed for election and what are the voting requirements?

RiverCom has requested to place the proposition on the ballot for the Primary Election on August 6, 2019. The proposition will be simultaneously run in both Chelan and Douglas counties.

In order to pass, the ballot measure will need to be approved by a majority of persons voting.

The measure will fail if it is not passed in both Chelan and Douglas counties.

The 2009 "RiverCom 911 Sales Tax Measure" provided the following election results

Chelan County	Yes	8,330	65.40%
	No	4,401	34.60%
Douglas County	Yes	3,742	62.00%
	No	2,292	38.00%



CHELAN COUNTY

Chelan PUD still 'top notch' in financial ratings

S&P Global confirms AA+ stable rating

Chelan PUD news release

It was good news on the financial front for Chelan County PUD commissioners on Monday as they heard that S&P Global continues to rate the District among the top customer-owned utilities in the nation.

Lead Treasury Analyst Heather Irelan said the financial rating firm called out several "extremely strong" financial positions including a debt ratio of 34 percent and electric rates that are among the lowest in the nation.

Treasurer Debbie Litchfield thanked customer-owners, commissioners and PUD staff for supporting strategic priorities that resulted in the continued high bond ratings. The PUD has cut its debt in half since 2010.

"The District has been working hard to achieve this level that puts us among the most highly-rated public utilities by S&P and Fitch," Litchfield said.

High bond ratings ultimately keep rates lower for customer-owners. They also could bring lower interest rates if the PUD moves ahead on borrowing money to invest in its valuable hydropower and grid assets in the next few years, she added.

"Fantastic, that's great news," said Commissioner Ann Congdon.

Board President Garry Arseneault said the review and rating by a third party gives customer-owners added confidence in the strength of PUD finances.

"Thank you sincerely to all of the team that it takes to make this happen. It's a huge deal," Arseneault said.

Chelan PUD also has high bond ratings of AA+ stable from Fitch Ratings and Aa3 stable from Moody's Investor Service

In other business, commissioners:

- Reviewed Distribution System priorities to consider how best to balance increasing risks and workload.

John Stoll, Customer Utilities managing director, outlined issues including the need to upgrade aging equipment, meet new construction standards, serve load growth and protect employee and public safety that need to be addressed in the next round of five-year business planning.

- Heard that about 2,100 customer-owners have taken the strategic planning survey so far. Justin Erickson, District Services managing director, said a big push is on this week to encourage more customers to respond online and by mail. The survey ends Friday.

Staff plans to report on results at the Aug. 3 board meeting, Erickson said.

- Thanked Treasury employees Maria Kieninger and Sarah Hale for taking personal ownership and protecting customer-owner and the PUD interests.

They discovered attempted fraudulent transactions in one of the District's bank accounts and their vigilance prevented any loss and at the same time increased security – in just three hours.

- Set 5:30 p.m. on Monday, July 15 for a dinner meeting with Douglas and Grant PUD commissioners and managers at Mai Lee Thai, 595 Grant Rd., East Wenatchee.

Upcoming events:

- **July 1** – Commission meeting, 10 a.m., PUD boardroom
- **July 4** – PUD offices closed for Fourth of July holiday
- **July 4** – Wenatchee Valley 4th of July, Walla Walla Point Park
- **July 15** – Commission meeting, 10 a.m. PUD boardroom
- **July 15** – Mid-C Commissioners & Managers meeting, 5:30 p.m., 595 Grant Rd.

The next regular PUD commission meeting is 10 a.m. on Monday, July 1, in the boardroom at 327 N. Wenatchee Ave.

Business/Government join hands: Diamond Foundry jobs on horizon

Chelan PUD news release

Diamond Foundry executives and Chelan County leaders gathered on June 6th to celebrate the 35-50 jobs that the gemstone manufacturer's new operation will bring to the area.

Kyle Gazay, Diamond Foundry production president, and West Mathison, Stemilt Growers president, joined Chelan PUD General Manager Steve Wright to mark the collaboration, planning and sustainable hydropower that enticed the diamond manufacturer to expand operations to the Wenatchee Valley.

"The partnership with Chelan PUD and Stemilt has been seamless, and we are looking forward to continuing the Diamond Foundry mission of growing diamonds with net zero carbon footprint," said Gazay.

"The increased hydropower provided makes this possible for us, and we look forward to being a part of this community and the economic growth of both Chelan County and the city of Wenatchee."

The diamond manufacturer is leasing space from Stemilt in Wenatchee for its new plant.

Chelan County PUD is supplying up to 19 megawatts of power for the operation under the District's new high density load rate.

Stemilt has agreements with the PUD to build a substation to power the operation because there is not enough PUD substation capacity to meet the load at that location. The Diamond Foundry plans to be in full operation by March 2020.

"Today's celebration comes nearly four years after a fire caused destruction to this area," said Mathison. "Since then, we've seen private and public entities come together and creatively find ways to foster new economic opportunity and diversity for Wenatchee. Stemilt looks forward to the Diamond Foundry becoming yet another gem in our great community."

The new jobs are another benefit of public power for the local economy, said Wright.

"This contract is the fruit of our last strategic planning process where our community prioritized a balanced approach

to economic development and minimizing impacts to existing customers. Our work to support the new Diamond Foundry locating in Chelan County was guided by that input," he said.

Diamond Foundry Chief Executive Officer Martin Roscheisen commented earlier this week after the District's Board of Commissioners authorized Wright to sign the electric service agreements.

"We are honored and excited about being able to expand in Wenatchee," Roscheisen said.

"We will make good use of the capacity and will make the community proud of what can be done with this asset."

The Port of Chelan County and City of Wenatchee also were involved in the effort to attract and site the new business.

Company officials said there is "incredible demand" for diamonds produced above ground in America with no environmental or human harm.

The company also is developing new technologies for using diamonds in power electronics to satellites to 5G communications.

"We are looking forward to Wenatchee being known for where our sustainable diamonds come from," Roscheisen said.

For questions about the Diamond Foundry contact Ye-Hui Goldenson, Public Relations and Communications director, (415) 902-0505, ye-hui@diamondfoundry.com .

“The real test is not whether you avoid this failure, because you won't. It's whether you let it harden or shame you into inaction, or whether you learn from it; whether you choose to persevere.”
 — Barack Obama



COURTESY PHOTO

New contractors Chelan-Douglas May 2019

Name	Address	City
BROTHERS CARPENTRY & PAINT	525 S LAKE ST #4	CHELAN
CLOVER LEAF FARMS	1000 GRENZ ST	WENATCHEE
DILLARD EXCAVATION	1320 SADDLEROCK DR	WENATCHEE
THE ELITE WOLF PACK CONST LLC	1097 GRANT RD	EAST WENATCHEE
ELLISON STONE MASONRY LTD	PO Box 621	LEAVENWORTH
GO WITH THE FLOW LLC	PO BOX 675	LEAVENWORTH
HARMON CONSTRUCTION	2651 SEMOLINA LOOP	EAST WENATCHEE
HOOK CREEK CONSTRUCTION	PO Box 303	LEAVENWORTH
LAKESIDE HTG A/C/HRTH PROD INC	PO BOX 696	CHELAN
LUNA YARD MAINTENANCE	1947 EASY ST	WENATCHEE
Personal Touch Installations	1022 Lindy St	WENATCHEE
SANDS ONE INC	5 N NILE AVE	EAST WENATCHEE
STONE SERVICES LLC	935 OKANOGAN AVE	WENATCHEE
TWO SIX WINDOW CLEANING	607 S Franklin Ave	WENATCHEE
VETERAN WINDOW CLEANING LLC	207 Yakima St. Apt. B	WENATCHEE
WESTERN AMERICAN CONTRACTING	9703 NORTH ROAD	PESHASTIN
WILEY CONSTRUCTION LLC	27 LOVLEY LN	LEAVENWORTH
ZAVALA GENERAL CONSTRUCTION	820 WALKER AVE	WENATCHEE



VETERAN-OWNED & OPERATED BUSINESS



Resources for Veterans, their Families, Caregivers, and Survivors

US Department of Veterans Affairs

Have a resource to share? Tweet it using #VetResources

[<https://twitter.com/search?src=typd&q=%23vetresources>]

MISSION Act

[<https://www.blogs.va.gov/VAntage/61769/va-mission-act-top-questions-answered/>]

VA MISSION Act: Top Questions Answered

VA implemented changes to community care under the VA MISSION Act. We collected the top questions received from Veterans and provided answers, such as:

*When can I receive community care?

*Can I get dental care through the MISSION Act?

*How do I become eligible for the urgent care benefit?

How can I find an urgent care provider

LEARN MORE [[https://www.blogs.va.gov/VAntage/61769/va-mission-act-top-questions-](https://www.blogs.va.gov/VAntage/61769/va-mission-act-top-questions-answered/)

answered/]

VA Podcast: Benefits Breakdown - VA Home Loan Program (Tips and Advice)

VA Home Loan

[<https://www.blogs.va.gov/VAntage/61925/borne-battle-150-benefits-breakdown-75th-anniversary-va-home-loan-program/>]

On June 22, VA will celebrate the 75th anniversary of the VA Loan Guarantee. Did you know that Veterans who use the Home Loan Guarantee are generally not required to have a downpayment?

The VA Home Loan staff discuss these benefits, provide tips, and more.

LISTEN

[<https://www.blogs.va.gov/VAntage/61925/borne-battle-150-benefits-breakdown-75th-anniversary-va-home-loan-program/>]

JOIN

[https://www.teamrwb.org/landing-page?utm_source=Email&utm_campaign=2019%20VA%20Brand%20Launch] a

Team Red, White & Blue Chapter Near You Team Red White & Blue

[<https://www.blogs.va.gov/VAntage/60989/veterans-connecting-communities/>]

Whether its workouts, races, social activities or community service projects, the 160K Team RWB members support each other through shared values and experiences; theres probably an RWB chapter near you.

New members receive a free Team RWB Nike t-shirt.

LEARN MORE

[<https://www.blogs.va.gov/VAntage/60989/veterans-connecting-communities/>]

Cohen Veterans Network Launches Wellness Hub to Share Mental Health Resources

Cohen Veterans Network

[https://www.rallypoint.com/topics/wellness?utm_source=dept_of_va&utm_medium=email&utm_campaign=newsletter_1]

You can now talk about your mental health questions, needs and resources with other Veterans, service members, caregivers and family members.

Cohen Veterans Network and RallyPoint have teamed up to launch this digital Wellness Hub

[https://www.rallypoint.com/topics/wellness?utm_source=dept_of_va&utm_medium=email&utm_campaign=newsletter_1]

So you can discuss mental health issues with your peers, find resources and join others discussions on the topic.

CONNECT

[https://www.rallypoint.com/topics/wellness?utm_source=dept_of_va&utm_medium=email&utm_campaign=newsletter_1]

National Resource Directory

[<https://nrd.gov/>]

*Did you know the National Resource Directory has more than 14,000 vetted resources available to you right now?

Featured Resource: PsychArmor Institute [<https://nrd.gov/resource/detail/20739774/PsychArmor+Institute++Courses+for+Veteran+Caregiver+%26+Families>]

Bridging the gap between civilian and military cultures is the mission of the PsychArmor Institute [<https://nrd.gov/resource/detail/20739774/PsychArmor+Institute++Courses+for+Veteran+Caregiver+%26+Families>].

They provide tools and resources to help civilians engage and better understand issues relevant to Veteran communities through online courses focusing on military culture, healthcare providers, employers, educators, volunteers, caregivers and families.

Find a VA Facility near you

FACILITY LOCATOR [https://www.va.gov/find-locations?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage?]

Not sure where to start?

VA WELCOME KIT [https://www.va.gov/welcome-kit/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage?]

“Are you a Veteran in crisis or concerned about one?”

“Did you know that VA offers same day services in Primary Care and Mental Health at 172 VA Medical Centers across the country? Make the Connection ResourceLocator

[<https://maketheconnection.net/resources>]

Talk with other Veterans who have walked in your shoes on RallyPoint

[https://www.rallypoint.com/industries/mental-health-services/answers/advice-on-depression-anxiety?utm_source=dept_of_va&utm_medium=email&utm_campaign=newsletter_h].

Contact the Veterans Crisis Line

[<https://www.veteranscrisisline.net/>] (1-800-273-8255 [tel:18002738255] and press 1, Chat [<https://www.veteranscrisisline.net/get-help/chat>], or Text 838255.)”

What nickname were you given [https://www.rallypoint.com/answers/what-nickname-were-you-given-when-you-served-in-the-military?utm_source=dept_of_va&utm_medium=email&utm_campaign=newsletter_1] in the military?

Want to receive this newsletter or other VA updates?

Sign up for more topics of interest

[https://public.govdelivery.com/accounts/USVA/subscriber/new?topic_id=USVA_185]

Health care

[https://www.va.gov/health-care/?utm_source=newsletter&utm_medium=email&utm_campaign=vantage] careers and employment [https://www.va.gov/careers-employment/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage] life insurance [https://www.va.gov/life-insurance/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage]

Disability

[https://www.va.gov/disability/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage] pension [https://www.va.gov/pension/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage] burials and memorials [https://www.va.gov/burials-memorials/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage]

Education and training

[https://www.va.gov/education/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage] housing assistance [https://www.va.gov/housing-assistance/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage]

Please visit subscriberhelp.govdelivery.com [<https://subscriberhelp.govdelivery.com/hc/en-us>] for assistance.

If you are in crisis and need immediate help, please call 1-800-273-8255 and (PRESS 1) or visit <http://www.veteranscrisisline.net/>.

Please remember the only secure way to ask personal questions is at <https://iris.custhelp.com> [<https://iris.custhelp.com/>].

Explore VA benefits at explore.va.gov

[http://explore.va.gov/?utm_source=Newsletter&utm_medium=email&utm_campaign=VAntage]

Choose VA

[<https://www.choose.va.gov/>] powered by gov-delivery

Need Signs? We can help!

We make it easy for you to advertise your business, event or occasion. Whether you need posters, banners, brochures or signage, we can help with it all!

Yard Signs
Laminated Plastic signs include free lamination and stakes. Reflective signs available for an additional charge.
\$6 per sq. ft.

Custom Magnetic Sign
Place on vehicle or any magnetic surface. Removes easily.
\$11.25 per sq. ft.

Sandwich Board Signs
Includes 2 custom graphics. Add \$15 for dry erase lamination. Add \$40 for reflective lamination.
\$119

Custom Flags
Comes in many different shapes and sizes. Call for a quote.
\$1.99 per sq. ft.*

Custom Banners
Banners are 13 oz. vinyl. Free hemming, grommets every 2 feet and windslits as needed. Pole pockets are available for a small additional fee. Banners can be any size- there is a minimum charge of \$20. *16 oz. banners are \$3.35 per square foot, Mesh banners (great in the wind) are \$2.25 per square foot.

Contact us for more information, a quote or to help with your advertising ideas. We can print your design or we can customize a design that is tailored to fit your message, budget and needs.

Bill Forhan 509-548-5286 or bill@eavenworthco.com
Carol Forhan Advertising Manager 509-548-5286 or carol@eavenworthco.com

Columbia Hospitality adds Icicle village resort to growing northwest portfolio

News Release

SEATTLE – Seattle-based hospitality management and consulting company Columbia Hospitality Inc., announced today its new management and operating agreement with Icicle Village Resort, effective last June 1.

Located in the charming Bavarian-themed town of Leavenworth the resort features 121 hotel rooms and suites, as well as additional condominiums, an on-site spa, a restaurant, and 9,200 square feet of event space, including an

outdoor tented garden set against the backdrop of the Cascade Mountains.

“Icicle Village Resort in Leavenworth is a wonderful addition to our portfolio of properties,” said Columbia Hospitality founder and CEO John Oppenheimer.

“We are looking forward to working with the existing team and local community to connect guests with the amazing culture and experiences this unique and growing destination offers, while also delivering exceptional hospitality and service.”

The resort offers year-round recreational activities, including a mini-golf course, a basketball court, and an indoor game room.

Guests can enjoy dining on-site at JJ Hills Fresh Grill, which serves Northwest cuisine and Bavarian favorites seven days a week.

Additional amenities include the Alpine Spa, two pools, a hot tub, and pet-friendly guest rooms.

“We are excited to partner with Columbia Hospitality, a company with proven success in

management of boutique properties like ours,” said Karl Ruether, the general manager of Icicle Village Resort.

“They are not just invested in the financial success of the hotel but also bring a community-focused approach to their operations and a commitment to growing the vitality of Leavenworth for visitors and residents alike.”

For more information on Icicle Village, visit iciclevillage.com. About Columbia visit columbiahospitality.com.

5 Tech Trends

That Businesses Can't Afford To Ignore

By Chris Hoose

With technology evolving at such a rapid pace, some business owners are left digitally disoriented as they try to figure out which of the latest innovations they need to invest in and what they can ignore. It can make for confusing times.

All that bewilderment aside, though, these fast-developing advances also create opportunities that can help small and medium-sized businesses become more competitive – if they understand how to seize them.

“Technology exists today that at one time was available only to large corporations with huge technology budgets,” says Chris Hoose, an IT consultant who works with small businesses.

“Every year, technology becomes even more accessible to companies of all sizes.” Hoose says businesses that want to stay on top of their games should make sure they invest in these technological trends, if they haven't already:

The Internet of Things

Many Internet of Things-connected devices, such as smart refrigerators and thermostats, are designed for home use, but there are also applications for small businesses, Hoose says.

Some examples: smart locks use digital keys that can't be lost or stolen, and log a record of who uses a door and when; RFID tags on merchandise can prevent theft and automatically update inventory; and mobile-card readers can replace cash registers.



Chris Hoose

Artificial intelligence

Don't be fooled into thinking that AI is something only the big organizations can afford to use, Hoose says. “It's making inroads into technologies accessible for businesses of all sizes,” he says. “AI can help you offer increasingly personalized experiences to customers by maximizing your time and automating manual tasks, like data entry.” AI also can be used to improve decision making, Hoose says. Essentially, AI will help you take that jumble of data most businesses have and analyze it in a way that allows you to make better-informed judgments on the actions you need to take.

Telecommuting

The office world is changing and more workers spend at least a portion of their work week telecommuting.

“In many cases remote employees

use their own equipment, which can eliminate some of the company's costs with purchasing and maintaining computers, printers and mobile phones,” Hoose says. Video conferencing, instant messaging and other advances are helping to make telecommuting a viable option, he says.

Customer-relationship-management (CRM) software

Any application that a business uses to interact with customers, analyze data, or recommend products and services to customers is “part of the CRM family,” Hoose says.

“This type of software helps your team manage, control and build customer relationships,” he says.

“It can log your team's touchpoints with prospects, including emails, phone calls, voicemails and in-person meetings. You can have a complete record of your team's interaction with a prospect that's easy for anyone to access.”

Voice search

Consumers increasingly are making use of such AI assistants as Siri or Alexa to help them do internet searches using their voices. “Voice search is changing the way people find information because these queries are structured differently than when we type terms into a search engine,” Hoose says. “Organizations of all types can benefit from optimizing their content to improve where they fall in a voice search.”

“To help propel your business going forward, it's important to stay abreast of technology innovation,” Hoose says.

“These technologies will help you expand your customer base, create more efficient in-house processes, and increase engagement from both customers and staff.”

Chris Hoose is the president of Choose Networks, an IT consulting firm for small businesses. Hoose started the company in 2001 to give large-scale solutions and support to businesses that can't afford their own in-house IT department.

City of Wenatchee New Business Licenses May 2019

H & H Steel Buildings LLC	Juan Castillo
Moses Lake, WA 98837	General Construction
509-765-9525	
JMV Concrete LLC	Jaime Mendoza
East Wenatchee, WA 98802	Concrete work
509-881-7376	
Berggren Pool & Spa Services	Michael Berggren
East Wenatchee, WA 98802	Pool & Hot tub
509-699-9685	Maintenance
Adrian's Landscaping	Adrian Aguiniga
East Wenatchee, WA 98802	Landscaping services
509-668-3235	
Debco Concrete Construction LLC	Robert Pennington
East Wenatchee, WA 98802	Flatwork, curb, gutter, sidewalk
509-264-3569	
Alden Plumbing LLC	Kristina Alden
Walla Walla, WA 99362	Plumbing
509-386-5704	
Assa Abloy Entrance Systems US INC	Michael McCaslin
Monroe, NC 28110	Installation/Service
704-290-5520	pedestrian doors
Liliana's Fashion Boutique & Décor LLC	Joaquin Granados
23 N Wenatchee Ave	General/Adult & kids clothing
509-Wenatchee, WA 98801	
509-669-8838	
Liliana's Beauty Salon	Bertha Calvillo
23 N Wenatchee Ave	Hair & Beauty Salon
Wenatchee, WA 98801	
509-669-8838	
Mill Plain Electric, Inc.	William Halberg
Vancouver, WA 98665	Electrical construction
360-574-7265	
D9 Contractors, Inc.	Michael Detrick
Pasco, WA 99301	Drywall & metal stud subcontractor
509-545-3390	
XXXtra Fresh	Anita Somero
East Wenatchee, WA 98802	Wholesale seafood delivery
360-918-4590	
Nori Kotohda Massage Therapy, LLC	Noritake Kotohda
769 Riverside Dr.	Massage Therapy
Wenatchee, WA 98801	
509-670-0327	
Nail Lounge Spa	Katie Ta
1025 N Mission St	Nail Salon
Wenatchee, WA 98801	
509-741-7025	
3 Gals Cleaning	Trinity Whaley
East Wenatchee, WA 98802	Cleaning
509-881-8417	Commercial/Residential
Varsity Electric LLC	Ryan Diaz
Olympia, WA 98516	Electrical Contractor
360-218-4111	
Royalty Companies of Indiana Inc.	Darren A Royalty
Seymour, IN 47274	Commercial Roofing & Gutters
812-523-8392	
Quality Curb Incorporated	Terry Devin
Spokane, WA 99205	Concrete Landscaping
509-385-3796	
On Point Limousine Services	Travis Grable
East Wenatchee, WA 98802	Limousine Service
509-679-4520	
TruFrame, LLC.	Timothy Kysar

▶▶▶ SEE PAGE 16

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MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

JULY 2019 ASSOCIATION NEWSLETTER

PAGE 1

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MEMBER HIGHLIGHTS

Renewing Members This Month



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

- Draggo Financial Group – 10 years
- Dream Makers Construction LLC – 1 year
- Eider Construction, LLC – 5 years
- Industrial Cutting & Coring – 18 years
- Intermountain West Insulation – 7 years
- Les Schwab Tire Center – 16 years
- Louws Truss Inc. – 1 year
- Lyons Construction & Roofing, LLC – 1 year
- North Meridian Title & Escrow – 22 years
- One-Way Construction NW Inc. – 3 years
- Premium Rock – 3 years
- Prestigious Patios, LLC – 3 years
- Real Homes – 12 years
- Sage Homes, LLC – 3 years
- Three Cedars Home Inspection – 3 years
- Veritas Accounting Solutions PLLC – 1 year
- Weyerhaeuser – 4 years

- Anderson Landscaping – 12 years
- Banner Bank – 22 years
- Black Forest Finishing – 1 year
- Community Glass Company, Inc. – 22 years
- Designs for Living – 5 years



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

LOCATED AT:



2201 N. Wenatchee Ave. Wenatchee, WA 98801

PHONE: (509) 293-5840

FAX: (509) 665-6669

Email us for more information: Info@BuildingNCW.org

Visit us online at: www.BuildingNCW.org

BNCW Members SAVE on your cell phone and health insurance costs! CALL 293-5840 TO LEARN HOW

Need a Meeting Room?

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

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

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



Members: Is Your Contact Information Accurate?

As your BNCW staff works to produce the 25th Annual BNCW and Sangster Motors Home Tour magazine, we want to be certain that each of our valued member's contact information is current and accurate. Included in the official event magazine is our membership directory, designed to be a resource to consumers throughout NCW.

BNCW distributes over 16,000 of these magazines both before, during and after

the Home Tour event. If your company's contact information has recently changed, or if you simply wish to confirm that what we have is accurate, please either give BNCW a call, or, log into the members-only area of the BNCW website and you can edit your member profile information, including adding your company logo. We want to make certain that you're accurately represented!

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!

- Crawford Advantage Solutions Inc. Steve Heist 206-588-9616
- Native Network Susie Wahlquist 844-558-2472
- Avalon Works, LLC Todd Lawrence 509-881-4724



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”

JULY 2019 ASSOCIATION NEWSLETTER

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BNCW's:

FROM
A DIFFERENT
PERSPECTIVE

Right Rate

“When the Fed last met, economic data was looking good. Now, not so much. Manufacturing is probably in recession, inflation is weakening, the yield curve is inverted, the dollar is strong, and trade concerns are elevated. However, equities are near records, unemployment is ridiculously low, and household spending is good. Given the mix, the Fed's decision to not change rates but signal a willingness to lower rates is spot on.”

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



1st Place Best Dressed - Complete Design, Inc.



2nd Place Best Dressed - Pinnacle Painting

BNCW's Annual Golf Classic was Amazing!

The 2019 BNCW Golf Tournament was a blast! Our amazing presenting sponsors, *Central Washington Concrete* and *Wenatchee Sand and Gravel* helped to put on a day full of golf, food and games.

Almost every single hole had a sponsor with an activity or giveaway. Our golfers were spoiled!

Our theme was Comic Con and as always the Complete Design team didn't disappoint with their DC comic costumes. Followed closely by Pinnacle Painting's team and their customized super hero costumes!

The fun filled day included a couple BBQ stops on the course provided by Caliber Home Loans, Jason Austin and North Meridian Title as well as numerous give aways and even a putting

contest with a hockey stick sponsored by The Wenatchee Wild.

The fun and sun filled day was wrapped up in the club house with a delicious taco bar, sponsored by *Miniblinds & More* and raffle prizes and awards galore. Congratulations to our top two winners – First Place, *Cashmere Valley Mortgage* and Second Place, *Berry Construction!*

Thank you again to the *Highlander Golf Course* for being such great hosts, *Central Washington Concrete*, *Wenatchee Sand and Gravel*, *Miniblinds & More*, and all of our other amazing sponsors and donors.

We couldn't do what we do without you and we appreciate all of your support!

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1st Place - Cashmere Valley Mortgage



2nd Place - Berry Construction



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JULY 2019 ASSOCIATION NEWSLETTER

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BNCW
Chefs
 On Tour™
THURSDAY, SEPTEMBER 12TH
4:00 TO 9:00 PM



Culinary Artists! Don't Miss Out!

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

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

The 7th Annual Chefs on Tour event will feature no more than six of the finest chefs in a head-to-head competition to see who will be voted Best Chef for 2019!

BNCW Chefs on Tour will be held Thursday, September 12th.

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

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

There are a limited number of opportunities left!

So don't delay – If you would like to participate in this year's event call Sarah Daggett at Building North Central Washington for more details at 509-293-5840.

Risks to Keep in Mind When Changing from Single-Family to Multi-Family Construction

As more families continue moving to our region and buildable land becomes more scarce, many of our construction clients are finding themselves working on multi-family housing projects.

The safety risks in these projects are different from single-family, so let's look at ways to keep workers safe on these projects while reducing the risk of fines for safety violations.

From a small group of townhomes to a big condo development, multi-family projects are different and more complicated than single-family construction.

To start with, they almost always involve more than one contractor due to the complexity of the build.

These are multi-employer worksites, where all employers must work together to identify and control hazards to meet Washington standards for employee health and safety.

Most of us are familiar with general contractors and sub-contractors, but Washington state now defines four types of employers when it comes to safety on multi-employer job sites:

Four types of employers when it comes to safety on multi-employer job sites:

THE CREATING EMPLOYER

Creates the hazardous condition that violates a DOSH standard.

THE EXPOSING EMPLOYER

Employs the workers exposed to a violation, regardless of whether that

employer created the condition.

THE CONTROLLING EMPLOYER

Is responsible, by contract or practice, for the safety and health conditions at the worksite and has the authority to correct the violation. The controlling employer must ensure that each contractor/subcontractor understands and agrees to follow the safety requirements in the contract.

THE CORRECTING EMPLOYER

Has the specific responsibility to correct violation conditions.

In this system, the general contractor is held responsible for overseeing the overall health and safety on the worksite, even if

the general did not contribute to the hazard and had no employees in the area.

Property owners, project owners, and developers can also be held responsible for the safety of workers on the job site, again even if they never have their own employees on the site.

It all depends on the employer hierarchy, degree of control exercised, and whether they control or create a hazard.

Therefore, it's more important than ever for owners and general contractors to pre-qualify subcontractors before hiring them.

The following guidelines could help:

Guidelines to pre-qualify subcontractors before hiring them:

SCREEN YOUR SUBS

You can't control who other companies hire, but you can double-check each of your subcontractors' work histories, incident rates, DOSH citations, Accident Prevention Program (APP), safety training, safety meetings, and insurance coverage. Take as many steps as possible to protect anyone working on the site, for both safety and liability purposes.

DISCUSS SAFETY IN ADVANCE:

Address every potential safety

hazard with subcontractors before construction begins, before new parties enter an in-progress worksite, and before new phases are started. This allows responsibilities to be divided equitably and gives each company a chance to highlight problems the others may have missed. The plan should identify site-specific hazards, safety precautions, and the responsible party; this information should be written into the site contracts.

SAFETY WALK-AROUND INSPECTIONS

Construction sites are constantly changing, so you have to regularly conduct walk-around inspections to eliminate any hazards. If you have several trades on-site, ask one of those trades people to walk with you.

Walk-around inspections should be documented and conducted at the beginning of the job and weekly thereafter.

The responsibility of the controlling employer does not end with communicating required safety precautions or notifying the other employers about unsafe conditions or behavior.

The controlling employer must do everything within his/her power, up to and including terminating the contract, to maintain a safe workplace and protect all employees on site.

Through cooperation and vigilance, all employers involved in a multi-employer worksite can maintain safety standards and protect employee health.





MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

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Chelan County

BNCW has been engaged with Chelan County and the proposed International Wildland Urban Interface Code for nearly two years. The push to adopt a WUI code began in earnest after the devastating wild fires of 2015.

A vocal group of residents urged Chelan County to “do something.” This resulted in Chelan County hiring an outside consultant to assess the threat of wildfire to homes and populated areas in Chelan County and offer recommendations.

Not surprisingly the consultants recommended adoption of the International Wildland Urban Interface Code.

Chelan County then formed a working group to discuss the proposed code changes.

Several BNCW members representing the building industry participated in the working group for over 18 months.

The IWUIC mandates stringent building codes where there is the possibility of wildfire contacting homes or urban areas.

Which is pretty much all of Chelan County. The codes are time consuming and complicated to implement, will drive the cost of building a new home up substantially, especially entry level homes, and would take nearly 50 years to effect 10% of the total homes in Chelan County.

While implementation of WUI codes would immediately increase housing costs, in a market where the median income can already not afford the median home, there is little to no real world evidence that the codes would save homes from wildfire.

For now, thanks in no small part to the efforts of BNCW members being engaged in the county’s working group, Chelan County Commissioners have chosen to table further discussion or implementation of the IWUI Code while the State of Washington wrestles with its own



mapping, recommendations and regulations.

One issue that was echoed by all of the fire professionals involved in the working group was the importance of defensible space around homes.

Everyone agreed that smart landscaping choices and vegetation management around homes and developments is crucial to the survival of homes in a wildfire.

It is the one of the least expensive and most effective actions we can take. BNCW will be working with others in our community to educate the public, home owners, builders, landscapers, developers and architects of the importance of defensible spaces!

The WUI code discussion will inevitably return in the future but for now we are free to focus on other issues... and there are plenty!

Of utmost importance in the immediate future is Chelan County’s approach to the decades old issue of contaminated soils found in historic orchards throughout the county.

BNCW is already engaged with Chelan County Community Development, home builders, developers and local attorneys on this issue. Look for updates soon!

BNCW EVENTS

BNCW’s July Board of Directors Meeting

■ July 18, 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.

BNCW’s July CPR & First Aid Training

■ July 16, 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.

Washington State Department of Archaeology and Historic Preservation

The State Historic Preservation Officer’s 2019 Annual Award

Outstanding Achievement in Preservation Education

Awarded this Thirtieth Day of May Two Thousand Nineteen and presented to:

Wenatchee Valley Technical Skills Center
Conrad Rose Mansion

Congratulations

Congratulations to the Wenatchee Valley Technical Skills Center’s Construction Trades Program for being awarded The State Historic Preservation Officer’s 2019 Annual Award from the Washington State Department of Archeology and Historic Preservation.

The award was given in recognition of the students work on the renovation of the historic Conrad Rose Mansion in downtown Wenatchee this past year.

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Tricia McCullough

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BNCW’s Weekly Dirt e-Update

Each Tuesday, BNCW sends out a weekly e-Update to our valued members and their employees. The purpose is to keep our members well-informed of important information that may affect them. Keep an eye out in your inbox!

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

Congratulations are also due to **Jonny Karcutski**, for qualifying and competing in the regional and Washington State Skills USA competition.

Putting to use the skills he developed as a student in the Construction Trades Program. Congratulations Jonny!

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GESA hires highly experienced Doug Morger



Doug Morger

Doug Morger, formerly of with Eagle Home Mortgage, has been hired by GESA Credit Union as their home loan officer. "GESA is involved with the community, since I have been here one month they supported the Apple Blossom Festival stage, and tonight they are supporting the Apple Sox baseball game," Morger said.

"I like that about a company I work for and it gives us a good name in the community. I also like the fact that we are a depository bank/credit union, I

know a lot of people in this valley and I see a lot of them coming through the front door which is also good for me, it lets people know where I am and where I work. Gesa Credit Union is a great place to work," Morger concluded.



Travel expert Kinkade is still booking great trips



Carolyn Kinkade

Carolyn Kinkade now works for Columbia Basin Travel/Travel Leaders out of Richland, with an office right here in Wenatchee.

She moved on from Total Travel at the end of May when that company was sold to AAA.

Kinkade has been a travel adviser for 30 years. Although primarily a corporate travel adviser, she has years of experience in planning trips for the leisure client.

For more information, contact Carolyn at: Ph 509-293-8080 or email: carolyn@travellers247.com. You can also visit her.

Office hours: M-F, 8:00 a.m. to 5:00 p.m.



Bobbe Frederick

North Meridian Escrow & Title adds Frederick to team

North Meridian Escrow & Title would like to announce the addition of Escrow Officer/LPO **Bobbe Frederick** to our Chelan Branch.

"Bobbe will be an excellent asset to our team," said North Meridian Relationship Manager Mike Leeds.

Leavenworth's Renner-Singer top educator

NCESD news release

North Central Educational Service District (NCESD) has selected Malia Renner-Singer as the 2020 regional Teacher of the Year.

Renner-Singer is a Social Studies and AVID teacher at Cascade High School in Leavenworth. She has been in education for 18 years and holds a Master's Degree in Curriculum and Instruction from Eastern Washington University and a Bachelor's Degree from Whitman College.

She was selected by a committee from a pool of nominees submitted from throughout the four-county NCESD service district.

In addition to teaching duties, Renner-Singer implemented the AVID (Advancement Via Individual Determination) program at Cascade High School.

A national program offered at more than 6,000



SUBMITTED PHOTO

Malia Renner-Singer

schools, AVID supports students in their college dreams and targets students who may be first-generation college attendees, face financial need, or may

be traditionally underrepresented at the college.

The program at Cascade High School is now in its fourth year and over 80 students currently participate.

"It is a great honor and privilege to be named NCESD Teacher of the Year. As a Civics teacher, I am always looking for ways to connect my students, their families and cultures to the governing process. I am grateful because I know what my purpose is- to have a direct, positive impact on the lives of my students and their families. In turn, this means a direct positive impact on my community," she explained.

Renner-Singer was selected by a committee from a pool of nominees submitted from throughout the four-county NCESD service district.

"The choice was very difficult because of the outstanding caliber of candidates. But, Malia's focus and passion for her students was very clear. Her love and gratitude for teaching was evident and her com-

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About The North Central Educational Service District

The NCESD 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.



mitment to her students is inspiring," explained selection committee member and NCESD employee Sariann Meredith.

Each ESD in Washington State selects a regional Teacher of the Year, who go on to compete for state honors.

The State winner serves as a spokesperson and representative of teachers at the local, state and national levels.

Camille Jones, a teacher from the Quincy School District was selected as the 2017 Washington State Teacher of the Year.

Thank you Councilmember Johnson

2006 – 2019 City of East Wenatchee Councilmember



Councilmember **Chuck Johnson** announced his resignation from the City Council today effective June 30. Johnson has been on the East Wenatchee City Council for 13 years. Chuck said that he would like to thank the great people of the Wenatchee Valley and that it has been an honor to serve our community. Mayor Steve Lacy acknowledged Councilmember Johnson during the regularly scheduled Council Meeting and presented him with a certificate of appreciation for his service.



Travel Leaders Welcomes to our team of expert Advisors

Wenatchee based

Carolyn Kinkade

Formerly of Total Travel, Carolyn continues to offer her excellent service and expertise to North Central Washington. With over 30 years' travel planning experience, Carolyn specializes in Corporate Travel management; both domestic and international. Carolyn also enjoys planning Independent Custom itineraries, Cruises, Small Group vacations and Adventure travel.

Carolyn can be reached at 509.293.8080 or
Carolyn@travellers247.com

Wine Foundation awards \$43,000 to students

Wenatchee's Jerrisa Fisch among winners



Jerrisa Fisch

The Washington Wine Industry Foundation awarded \$43,000 in scholarships to 13 students pursuing careers in the wine industry. The awards were made from four funds:

Jerrisa Fisch was awarded the Walter Clore Scholarship and the Foundation Fund Scholarship. The Walter J. Clore Scholarship – Established in 1997 by the Washington Winegrowers Association to recognize and honor the research and lifetime achievements of this pioneering Washington vintner. Award winner Fisch

was born and raised in Wenatchee. She plans to contribute to Washington's wine industry after her graduation from Central Washington University through the Global Wine Trade program in winter of 2020. She has a passion for Washington wine, sustainability, and focusing on tomorrow's workers and leaders. Jerrisa recently traveled to Southern Spain and spent nine days touring wine regions. She has also volunteered for harvest at Canyon Mist Winery and worked at Chateau Faire Le Pont Winery, assisting with production, bottling, and labeling.

The Washington Wine Industry Foundation helps fund solutions for the wine industry's challenges, including the need for a future workforce that is well-educated and prepared to do great work. The Foundation's Scholarship Program establishes, coordinates, manages and promotes

scholarships for students pursuing degrees in industry-related fields. The Scholarship Program is made possible thanks to generous supporters in the wine industry. To learn more, visit: washingtonwinefoundation.org. The Washington Wine Industry Foundation brings

together partners and facilitates funding to craft sustainable solutions to the wine industry's challenges.

For more information: call 509-782-1108 or visit 203 Mission Avenue, Suite 107, Wenatchee. Correspondence can be sent to PO Box 716, Cashmere, WA 98815.

Speidel named 'Super Lawyer'

Russell J. Speidel has been named in Washington Super Lawyers, 2019 edition, as one of the top attorneys in Washington. Just five percent of the lawyers in the state are selected as Super Lawyers. Speidel is the only Estate Planning and Probate lawyer in North Central Washington to receive this honor, which he has received each year since 2007.



Russell J. Speidel

Super Lawyers recognizes attorneys who have distinguished themselves in their legal practice. The rigorous selection process includes peer nominations, independent evaluation of

candidates by attorney-led research staff, a peer review of candidates by practice area, and a good-standing and disciplinary check.

City of Wenatchee New Business Licenses May 2019

CONTINUED FROM PAGE 10

Battle Ground, WA 98604 360-509-667-0344	Concrete & Framing Contractor
Meridian Center Electric LLC Puyallup, WA 98373 253-848-5595	Carmen Westendorf Electrical Contractor
Modern Construction Company Incorporated East Wenatchee, WA 98802 509-886-5806	Terry Flanagan Remodels/Construction
Karen's Kleening LLC East Wenatchee, WA 98802 509-884-5998	Karen Holtorf Cleaning homes
Central Paving, LLC Ellensburg, WA 98926 509-929-1044	Joel Greear Asphalt Paving
Neal's Flagging Service LLC Ephrata, WA 98823 509-750-5700	Nancy Neal Hawkins Provide Flaggers to Construction Companies
Northern Resource Consulting Inc. Longview, WA 98632 360-414-5239	Brain Perleberg Erosion Control & Landscaping
Rural Cellular Corporation Basking Ridge, NJ 07920 630-857-2290	Karen Shipman Cellular Telephone Communication Carrier
Chelan Backflow LLC Chelan, WA 98816 509-630-0021	Jeff Field Backflow Testing
Always Bright East Wenatchee, WA 98802 509-881-8152	Betuel Gonzalez Window Cleaning, House Keeping
APEX Hydro Wash Malaga, WA 98828 509-387-0939	Joshua Harris Pressure Washing
Mountain West Services East Wenatchee, WA 98802 208-631-2183	Charles Myers Residential Repairs
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StinaBee's Flowers Cashmere, WA 98815 509-668-1260	Christina Ford Selling Cut Flowers
AMD General Inc Andres Wenatchee, WA 98801 509-630-4432	Andres Food Product & Supplies
Bluegrass Mountain, LLC/dba 509 200 S Columbia St, Ste. 100 Wenatchee, WA 98801 TBD	Bierwerks Grant Stoebner Brewpub and Restaurant
Barry Lynn Salon 625 S Okanogan Ave Wenatchee, WA 98801 509-663-3519	Barry Heminger Hair Salon
Johnson & McDonald, PLLC, Central WA Oral & Facial Surgery 304 N Chelan Ave	Tyler McDonald Oral & Facial Surgery

SEE PAGE 18

Washington State Craft Beer

2017 Washington Economic Impacts



6,300
Direct Jobs

\$ 1.4 billion
Total Economic Impact

1,164,000
Kegs of Beer Produced
(582,000 Barrels)



391
Active brewery licenses in 2018

33
Average breweries added per year, 2010-2018

130
Cities have at least one brewery

2nd
Most craft breweries in the U.S.
California is first, with 764 craft breweries

4/5
Of all Washington Breweries are neighborhood breweries
Producing fewer than 4,000 kegs per year, independently owned and operated

75%
Of total hop crop production in the U.S.
Yakima Valley, 2017

Sources: Washington State Liquor and Cannabis Board, 2018; Washington State Employment Security Department, 2018; Washington State Department of Revenue, 2019; Washington State Office of Financial Management, 2018; Brewer's Association, 2019; Community Attributes Inc., 2019. **cai** community attributes inc.

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TOP PROPERTIES – 2019

Buyer	Seller	Sales Price	Address	City	Acreage	Sq Footage	Year Built	Bed-rooms	Bath-rooms	Pool	Fire-place
TAYLOR ORCHARDS LLC	DIEDE HERBERT D	\$7,500,000	215 MELODY LN	WENATCHEE	1.6900	0	0			N	N
EASTERN WA CONSTRUCTION INC	ALDEN PROPERTIES LLC	\$1,349,000	2172 SR 150	MANSON	9.6000	0	0			N	N
MERRITT KEVIN & KAREN	BINGHAM DONALD K	\$1,300,000	16518 S LAKESHORE RD	CHELAN	0.5500	1040	1991	2	3	N	Y
OLD MONITOR ORCHARDS LLC	FRIES CHARLES A & DONETTA	\$1,175,000	3903 OLD MONITOR RD	CASHMERE	3.7500	1100	1925	3	1	N	Y
STONAS W ALFRED & JACQUELINE M	JONES JACK E	\$1,125,000	4190 APRIL DR	WENATCHEE	7.3000	4411	1992	5	6	Y	Y
CARLTON DAVID K & KUYPERS JANE M	DSSK LLC ETAL	\$1,030,000	108 JACKRABBIT LN	CHELAN	0.1100	3045	2014	5	4.5	N	Y
STEINKAMP ALAN & AMY ETAL	WORTH WILLIAM A	\$1,000,000	14760 S LAKESHORE RD	CHELAN	0.1600	2051	1999	3	2	N	N
WILCOX JOSEPH P JR & JULIE A	TAYLOR RICHARD R	\$916,300	10571 BEECHER HILL RD	PESHASTIN	20.0000	1840	2010	4	3	N	N
EIDER PROPERTIES LLC	ILDHUSO GUNNAR M JR & HEIDI J	\$875,000	430 S 2ND ST	CHELAN	0.5300	0	0			N	N
CHASE JERRY D JR	OLLIS MICHAEL D	\$810,000	115 N SHUGART FLATS RD	PLAIN	3.1600	2268	2006	3	3	N	N
PIROTTO FAMILY TRT	SKOLRUD ORRIS D	\$808,000	2543 SUMAC LN	LAKE WENATCHEE	0.7900	2600	2006	3	3	N	Y
BYSTROM MARK & NATALIE	MUELLER GAIL M	\$751,000	2986 LAKESHORE DR	MANSON	1.0000	2240	2008	3	3	N	N
ROSS DAVID & MANYA L	CROLLARD MARILYN ETAL	\$750,000	12022 S LAKESHORE RD	CHELAN	0.1400	1080	1928	4	1	N	N
ROSE SVEN E & SUSAN L	JARZYNSKI DARIUSZ	\$699,000	9791 HILL ST	LEAVENWORTH	0.4400	2262	2009	3	3	N	Y
BECKSTEAD ROBBI & LINDSEY	BARBER BRENT A & CHRISTINE M	\$670,000	903 SURRY RD	WENATCHEE	0.4400	3523	2004	4	3	Y	Y
MOTSENBOCKER WILLIAM L & ETAL	ADAMS CORTNEY & AMY	\$660,000	11674 RIVER BEND DR	LEAVENWORTH	1.2700	2058	1986	3	2	N	N
SIELOFF BRUCE J & PATRICIA K	HUBER HOMES OF WENATCHEE LLC	\$649,500	807 AUTUMN CREST DR	WENATCHEE	0.4200	0	0			N	N
APPEL DANIEL J & JENNIFER K	CAMPBELL KRISTOPHER D & KRISTI J	\$640,000	3641 RIDGEVIEW BLVD	WENATCHEE	0.4600	2860	2000	4	5.5	N	Y
REARDON SEAN & ANN	MC PHERSON GREGORY L	\$630,000	431 DEMPSEY RD	LEAVENWORTH	2.7900	2988	1979	4	4	N	Y
MUELLER GAIL M	STRONG HOWARD A & PATRICIA G	\$610,000	2885 LAKESHORE DR	MANSON	0.3700	1249	2000	2	2	N	Y
PETTIGREW TOM & PRATT DORI	HEINE GERALD E TRT	\$607,000	12250 ALLEN RD	PLAIN	2.0300	2214	2000	2	3	N	Y
JENSEN C KEVIN	DOVEX FRUIT COMPANY	\$600,000	2143 SUNRISE CIR	WENATCHEE	0.2900	3297	1999	3	3.5	N	Y
KRAVCHUK ANTON & NATALIA	HAUETER BRONSIN & BILLEE	\$594,000	11470 FREUND CANYON RD	LEAVENWORTH	2.5000	2349	2011	4	3	N	N
DEPPE JEFFREY W & CHRISTINE	ZENT CHRISTOPHER R	\$585,900	752 CASTLE HEIGHTS DR	WENATCHEE	0.3600	2970	1993	4	5	N	Y
MC INTYRE FAMILY TRUST	FRANK FORENCICH JR TRT	\$584,000	9026 E LEAVENWORTH RD	LEAVENWORTH	1.3900	1617	1996	3	3	N	N
WHITMORE RUSSEL D & SANDRA E	BUCHOLZ JACOB R & HEIDI M	\$581,439	1423 DOGWOOD LN	WENATCHEE	0.4000	2862	2004	4	3.5	Y	Y
MOTT JAMES M & BRENNAN J	GENCE ROSANNE M & ROGER	\$580,000	223 N WESTERN AVE	WENATCHEE	1.5200	1946	1941	4	3	Y	Y
MANKE CANDISE C	UNDERWOOD CHARLES T & ALENE I	\$559,900	2141 SUNRISE CIR	WENATCHEE	0.4200	1940	1974	4	3	N	Y
MUNROE KRISTOFFER R & KATE G	BERGERON JAMES N	\$543,500	104 ORCHARD VIEW DR	CHELAN	0.2700	1220	1971		1	Y	Y
GARROW JESSICA S & CHRISTOPHER W	BOTTS JOHN	\$528,500	457 LOMBARD LN	WENATCHEE	0.4600	2198	1996	4	4.5	N	N
DAVENPORT KYLE	MATHESON MITCHELL	\$525,000	4060 MISSION CREEK RD	CASHMERE	1.0700	2909	1998	1	1	N	Y
BINFORD DAVID E & JENNIFER L	CHAPMAN ANTHONY F	\$520,000	9105 US HWY 97A	ENTIAT	0.1500	1938	1978			N	N
STREGE RANDAL G & GLORIA	CARTER JAMES E & HELEN C	\$510,000	149 FAIR WAY	CHELAN	1.1000	2362	1988	3	2	Y	N
WHITE DORTHEA H	KRUSE DENNIS	\$475,000	221 CHERRY ST	LEAVENWORTH	0.0900	1911	2007	3	2.5	N	N
DOBISH GARY W & KIMBERLY A	RAY DONALD L & O DONNELL JUDY A H/W	\$475,000	6166 ENTIAT RIVER RD	ENTIAT	2.0000	2230	2012	4	2.5	N	Y
FOUTS DANIEL A & AMBER L	CHAMNESS MICHAEL R & MAURINE F STICH	\$452,500	21620 CAMP 12 RD	PLAIN	0.3000	1194	2008	2	3	N	Y
ROEHL JOSEPH R & AMANDA	FREEMAN STEVEN D & LIANNA C BONI	\$450,000	4400 BRISKY CANYON RD	CASHMERE	3.0900	1824	1977	4	2.5	N	Y
JAMES D THOMAS REVOCABLE LIVING TRT	BEAR MOUNTAIN RANCH HOLDINGS LLC	\$450,000	BEAR MTN RANCH RD	CHELAN	20.8900	0	0			N	N
LATTA MARCY & FARRELL PAUL V	GIANNANDREA MATTHEW & STEPHANIE	\$447,500	1911 PENSIONE PL	WENATCHEE	0.2900	2570	1997	4	2.5	N	Y
BRADLEY HANSFORD & LINNIK IRYNA	JOHNSON BRUCE A	\$445,000	SR 150	CHELAN	0.0000	1264	0			N	N
MC DANIEL & DAUGHTERS FAMILY LLC	FUNG LIVING TRUST	\$440,000	545 JUNCTION LN	LEAVENWORTH	1.3100	1080	0			N	N
CIBICKI MICHAEL S & KELSEY M	LOWE MARK & JODI	\$420,000	114 CREEKSIDE PL	CASHMERE	0.2200	1855	1992	3	2.5	N	Y
HUERTER PETER D & KELSI R	RICHARDS CONNIE J & GARY W	\$420,000	105 FASKEN DR	CASHMERE	0.2100	2806	1947	3	2	N	N
MOUSHON NIKOLAUS & KORRINE	WICHETA WILLIAM E	\$420,000	841 RED APPLE RD	WENATCHEE	0.4800	2162	1926	4	2.5	N	Y
BRIGLEB ALLISON L	KNECHT JANE ANN BOWLES LIVING TRUST	\$420,000	1220 SUMMER HILL PL	WENATCHEE	0.3300	3344	1970	4	3.5	N	Y
AVILES SILVIA AZUCENA RAU	CIBICKI MICHAEL S & KELSEY M	\$412,500	3705 IROQUOIS LN	MONITOR	0.7400	1936	1928	4	3	N	Y
CARMICHAEL WESTON & ATHENA	BERGREN TREE FRUITS LLC	\$412,000	8475 LARSON RD	PESHASTIN	1.8400	1920	2004			Y	N
GURNARD GLEN D & TERESA L	RASMUSSEN ADAM T & CYNTHIA A	\$409,000	126 CLOUDLESS DR	MANSON	0.5200	0	0			N	N
CLARK WILLIAM G & ANGELL L	TRIANGLE C FARMS INC	\$400,000	100 LAKE CHELAN SHORES DR	CHELAN	0.0000	1060	0			N	N
OLD REPUBLIC DIVERSIFIED SERVICES INC	RODRIGUEZ-JENKINS EDWIN & KARINE RODRIGUEZ	\$398,000	1640 RAINIER ST	WENATCHEE	0.2600	2059	1995	3	2.5	N	N
UNDERWOOD ALENE I	GILBERT KAY J	\$396,900	664 CRAIG AVE	WENATCHEE	0.1500	1958	2017	3	2.5	N	N
MEDINA LEE & VICTORIA VALDOVINOS	D & T CAMPBELL INVESTMENTS LLC	\$391,000	205 MANZANITA DR	MANSON	0.2400	0	0			N	N
WALLIS ANJA	CAMPBELLS DEVELOPMENT LLC	\$389,950	1802 MULBERRY LN	WENATCHEE	0.1200	3460	2018	3	2.5	N	Y
HALSEN GAYLE A & DORIS L ETAL	MC DONALD LARRY E & BARBARA J	\$389,000	7693 NAHAHUM CANYON RD	CASHMERE	2.1400	1778	1999			N	N
VANASSCHE STEVEN P & CHRISTEL W	NEWMAN MARK A	\$385,000	125 BENE VISTA LN	CHELAN	1.0900	0	0			N	N
THOMPSON ANTHONY S & LAURA	DIAZ PAUL W	\$385,000	508 KING ST	WENATCHEE	0.1500	3164	1918	7	2	N	Y
JONES TYLER & CORALEIGH	FIELD CLARA J ETAL	\$381,075	120 S EMERSON AVE	WENATCHEE	0.1900	1904	1924	5	2	N	Y
HUNTLEY GARY & SUSAN	GERALD & ARDIS YOUNG TRUST	\$380,000	2122 SUTTON PL	WENATCHEE	0.2300	2238	1992	4	2.5	N	Y
CHELAN INVESTMENTS GIBSON LLC	JEROME MICHELLE	\$375,000	305 E GIBSON AVE	CHELAN	0.2800	2573	1930	3	1	N	N
LEVIN LESLIE & MATTHEW	PRICE JAN/ROBERT	\$372,500	423 E ALLEN AVE	CHELAN	0.1200	2034	1966	3	1.5	N	Y
DIAZ SONDRAL & ETAL	EIDER PROPERTIES LLC	\$370,000	217 W HIGHLAND AVE	CHELAN	0.1500	1544	1946	2	1.5	N	N
MURPHREE CAWLEY TIMOTHY J	COOK MARTHA J	\$365,000	612 GRANDVIEW AVE	WENATCHEE	0.2500	1928	2006	3	2	N	Y
MPV INVESTMENTS LLC	D & S 706LLC	\$365,000	545 JUNCTION LN	LEAVENWORTH	0.0000	788	0			N	N
STONE LOREN BRET & DONNA K	WALKER ALAN R & KELLY E	\$365,000	1477 SONGBIRD LN	WENATCHEE	0.1600	1680	1998	4	2	N	Y
MOSMAN AARON & ETAL	DICE PAUL F	\$360,000	3412 BURCH MOUNTAIN RD	WENATCHEE	0.5600	1684	1978	5	2.5	N	Y
HARTFORD HOMESTEAD LLC	FOREST STEWARDSHIP LLC	\$360,000	UNASSIGNED	LAKE WENATCHEE	480.0000	0	0			N	N
FOWLES BLAKE ETAL	VIOLA ARTHUR	\$357,000	310 FIRCREST DR	CASHMERE	0.2400	1382	1968	3	1.75	N	Y
LARSEN SHANE ETAL	HUNTLEY GARY & SUSAN	\$355,000	1301 FULLER ST	WENATCHEE	0.2100	2030	1966	3	2	N	Y
LIN HOLLY	DEMPSEY JILL R	\$350,000	1044 COLUMBINE ST	WENATCHEE	0.1600	2304	1932	6	2.5	N	Y



Patience and preparation: Keys to success in the Wenatchee real estate market

By Silver Garcia,
Peoples Bank



Silver Garcia

The Wenatchee Valley area has long been a hidden gem. Residents here enjoy sunny weather, spectacular mountain scenery, and abundant outdoor recreational opportunities, along with a vibrant

business community.

As economic growth pushes eastward from the Puget Sound region, more people are discovering Wenatchee and are moving to this area. As a result, the real estate market is experiencing a period of flux.

Average home prices have risen about eight percent over a year ago, and the available housing inventory is low.

Fortunately, financing options exist for nearly every buyer to find their dream home, even in a challenging market.

With that in mind, here are a few things to consider if you're considering a new home purchase.

- Start planning early. Make an appointment with a loan officer before you are ready to buy. We'll look at your credit, discuss strategies for paying off debt or saving money and help you get your financial picture in order, so you're in the best financial shape possible when you're ready to move forward on the home-buying journey.

- Learn about down payment options. I speak to many customers who think they need to have enough money saved to make a 20 percent down payment. While a larger down payment can reduce monthly payments, there are several programs that offer zero down or minimum down payments that are a good option, especially for first-time homebuyers.

- Consider a bridge loan. Making an offer on a new home, contingent on selling an existing home, may not be the best approach in today's market. Bridge financing provides up to 80 percent of the current home's value as a down payment on a new property, giving homeowners more flexibility around the timing of the sale of their existing home. Check with a loan officer to see if you qualify and if a bridge loan might work for you.

- Understand the pros and cons

of new construction. A lack of existing housing inventory has driven some buyers to instead purchase land or a lot, and have a new home built on that property. This trend is reflected in the fact that building permit activity is up slightly over last year. Buyers should be aware that the cost of new construction can vary dramatically. It's important to work with experts who can help you understand these costs and navigate the many details involved – from purchasing land to designing, engineering, and permitting.

- Get pre-approved. With increased competition for a limited supply of homes, securing loan pre-approval means you will be able to act quickly when you're ready to make an offer. Agents are often considering several offers on a single listing, so having your financing approved in advance will increase your chance of success.

We are expecting to see home prices level off in the near future, and with some proposed subdivisions in the area in the next year or two, we may see more affordable housing become available.

In the meantime, we always encourage buyers to be prepared, be patient, and work with experts to gain the best possible advantage in today's housing market.

Silver Garcia is a bilingual Real Estate Loan Officer at the Peoples Bank Wenatchee Financial Center where he specializes in providing financing solutions to homebuyers. Equal Housing Lender, Member FDIC. NMLS#1638875

Washington farm 'acres sold' report

Farmers National Company press release

One of the hottest topics circulating around the agriculture industry the past few years has been the land market.

In 2019, the topic is open for more speculation than ever as land values and the market are on edge trying to decide if prices will be pressured down or if the market will establish a bottom.

Land values have exhibited an underlying base of strength from several factors including historically low interest rates, low supply of land for sale and adequate buying capital.

The other side of the land value equation is seeing increased uncertainties that could weigh down the land market.

"Despite the slower land market and cautious buyers, Farmers National Company is experiencing a strong 29 percent increase in the number of acres sold by the company compared to last year and 22 percent over two years ago" stated Randy Dickhut, senior vice president of real estate operations. "Farmers National is drawing landowners of all sizes by its successful marketing and sale of both larger and smaller tracts of land. Land market experience provided by local Farmers National agents



coupled with the nationwide marketing presence of the company is the expertise that enables us to sell any size land holding."

The biggest concern at this time in the agricultural land market is the financial health of producers, noted Dickhut, who directs real estate brokerage for Farmers National Company. U.S. agricultural is in its sixth year of a downturn with overall net farm income for 2019 projected to be down 50 percent from 2013.

Working capital has declined almost 70 percent since 2012 and inflation adjusted farm debt is at the highest level since the 1980s, he said. Low commodity prices coupled with rising costs have squeezed profits and working capital causing farmer buyers of land to be more cautious, he added.

"Farmers National is seeing an increase in the number of farmland sales by financially stressed producers due to multiple years of reduced income" Dickhut said. "Some of these sales are sold quietly and not

exposed to the marketplace to get top dollar. Other sales are coming from producers who are pro-actively liquidating a land asset to improve their balance sheet and cash flow. Farmers National is now handling an increasing number of land sales and receiverships for lenders."

Overall, U.S. agriculture remains in solid financial condition despite weakening on a number of fronts. Debt to asset ratios are worsening, but remain below recent higher levels.

The number of farm and ranch bankruptcies is increasing, but are far below what was experienced in the 1980s. Land values that have held up better than expected have supported the growing level of financing required for some producers, Dickhut said.

"As 2019 unfolds, the land market will remain on edge watching farm finances, weather, and trade issues. The outcome of these and other unknowns will guide which direction land values will move over the coming months. With the land

market on edge, buyers and sellers of land need the most trusted advice available to navigate the uncertainties" Dickhut said.

Washington

Land values throughout Washington are as varied as the terrain.

"Farmers National Company continues to have good sales activity in the region," said Flo Sayre, broker for Farmers National Company.

"High quality land suited for the most valuable crops sells at a much higher price than dryland in the area. Land values have remained fairly flat for the past several years with marketing times extended for most ag properties. Many orchard properties are undergoing changes due to varietal replacement, labor shortages, low prices, and trade barriers. Rents on row crop farms are stable and dependent on water and crops grown."

If someone is thinking about selling their farmland or buying land as an investment, they for one need to know the local land market as each area is different which could influence price expectations, she noted.

"Buyers and sellers need to be knowledgeable in today's land market or they need to seek assistance," advised Sayre.

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Stallion Construction Corp.	Francisco Salvante
Kennewick, WA 99337	Drywall Hanging & Taping
616-516-4504	
Ortega Painting and Siding	Refugio Ortega
East Wenatchee, WA 98802	Painter
509-860-8972	
Bagley Landscape Construction, Inc.	Chad Bagley
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WENATCHEE BUSINESS JOURNAL



5 Ways a Virtual Assistant can make you more productive

By Anita Campbell

A virtual assistant is an employee who supports various business operations from a remote location.

Startups can use VAs to help with inbox management, social media content, online customer support, and basically any task that doesn't require them to show up in person.



Anita Campbell

Some VAs specialize in a specific task or industry. For example, there are VAs that focus specifically on marketing, and others

that work only in the tech industry. More specialized VAs often cost a bit more since they offer a more focused skillset.

However, there are also general VAs who can handle a variety of tasks and work with businesses in a wide array of industries.

Virtual assistants have been around since the 1980's, when organizations like ABSSI and Home Secretaries popped up to support moms looking for work-from-home jobs. However, the niche really took off when home internet usage became more ubiquitous around the world.

And it's still growing today. In fact, Gartner, Inc. predicts that about a quarter of digital workers will use a VA on a daily basis by 2021. If your small business has yet to jump into this growing trend, here are some of the main reasons why it may be time to reconsider.

They Put Processes in Place

Inefficiencies cost businesses between 20 and 30 percent of their revenue each year. Often, these inefficiencies are a result of not having processes in place. Processes can be anything from canned responses in Gmail to automated invoicing.

Many business owners don't take the time to set up these processes because they're so busy working on their day-to-day operations. Hiring a VA gives you a way to set up these processes without having to focus on them yourself.

Give your VA a list of processes you'd like to set up or hire someone with experience setting up business processes so they can identify inefficiencies on their own.

This can actually make your business more efficient even when your VA isn't on the clock.

They Filter Communication

Not all of the emails, calls or live chat messages you receive are necessarily worth responding to. And some can simply receive a canned response or quick reply that doesn't require your personal attention.

By hiring a VA to manage your inbox or other methods of communication, they can filter those messages that don't require a thoughtful response.

This allows you to really focus on those other messages, rather than constantly being overwhelmed with an overflowing inbox.

They Capture and Organize Data

Today's businesses have access to more data than ever. Your data is essential for helping you make decisions about the future of your business. But too much of it can be overwhelming and distracting.

Additionally, collecting and organizing all of your data can be quite an undertaking.

You can have your VA go over all of your web analytics and customer data to organize it and share it with you in digestible reports or updates.

This allows you to more quickly access the information that's pertinent to your business at a particular moment, without having to pour over all the minute details for hours on end.

They Complete Tedious Daily Tasks

Things like data entry and Internet research tend to be fairly time-consuming and don't necessarily require attention from a high-level team member. But they're still essential for your business.

By giving these tasks to a VA, you can feel confident about the completion of those important items without taking significant time from your own day, while saving managers and specialized employees from focusing on them.

They Let You Focus on What You Do Best

Most entrepreneurs have a specialty. Maybe you develop software products or help other businesses develop marketing plans. But when you start a business, you also have to handle support tasks like bookkeeping and marketing.

If you're not good at these things, you may end up wasting a ton of time learning the ins and outs or struggling through trial and error.

Hiring a specialized VA allows you to outsource the items with which you struggle.

You can trust that the tasks will be handled competently – maybe even better than you would have on your own. And it frees up a ton of your time to focus on things that you're actually good at.

It also gives you a better opportunity



Trump can break stuff, but can he fix anything?

President Trump is a master at breaking things. Since coming into office, he has broken NAFTA, the TPP, the Iran deal, and the uneasy calm we shared with North Korea.



MARKET UPDATE
Brad Blackburn

More importantly to the stock market, he has also broken our trading relationship with China, and has bent many other trading relationships.

Perhaps Trump was elected specifically to break stuff, but it's time to put a few things back together.

Most recently, Trump started another fight with Mexico, this time using tariffs as a negotiating tool for border control.

So now we are lobbing tariff bombs at everyone, even for things that have very little to do with economics.

I'm starting to think that tariffs aren't a tool for Trump to reach a goal – but the goal itself.

Trump said as much recently when he announced that "tariff" is a "beautiful word." But he is wrong about that – tariffs hurt everyone.

This is a game of chicken to see who can endure the most pain. Unfortunately, that pain might be starting.

While the overall economy is still solid, things are going in the wrong direction. Fed Chairman James Powell recently floated the idea that the Fed could lower interest rates, which is not what you do in a booming economy.

A perfect example of the chaos Trump has produced is the story of GoPro.

Motivated by the tariffs Trump placed on China, GoPro took the large and expensive step of moving some of their manufacturing from China to Mexico.

However, after all that, Trump is now threatening tariffs on Mexico.

It should be clear to the business world that Trump will throw tariff bombs at any time, for any reason, against any country.

So, what is a global business supposed to do with all this uncertainty?

The answer is that they are paralyzed. According to the World Bank, global investment and business confidence are at their lowest point in 4 years.

Here in America, business investment recently fell to 1.3%, the lowest level of Trump's presidency.

Just a few months ago, the consensus in the financial world was that the trade war was winding down, and soon, we could all move on.

But that doesn't seem likely anymore. It seems that President Trump really believes tariffs are "beautiful," and "trade wars are good and easy to win."

At this point, I fear this can only end in two ways: Either our trade adversaries completely bow down to Trump, or we're going to feel some economic pain. So, which one is going to happen first?

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

ty to work on growing your business, rather than getting stuck in the day-to-day operations.

This can be especially helpful for solo-preneurs or very small businesses where the owner needs to wear many hats at once.

Anita Campbell runs online communities and information websites reaching over 6 million small business owners, stakeholders and entrepreneurs annually, including Small Business Trends, a daily publication about small business issues, and BizSugar.com, a small business social media site.



HOTEL MARKET REPORT

The U.S. hotel industry set records last year with a 66.2 percent occupancy, average daily rate of \$129.89 and revenue per available room, or RevPAR, of \$85.97, according to STR. It was the eighth straight year in which the three metrics had improved.

The sector's strong performance has coincided with a booming economy, as the unemployment rate has fallen below 4 percent and gross domestic product has increased every year since 2010.

Hotel performance is more closely tied to economic conditions than any of the other commercial real estate property types. In fact, JLL has found that since 1994, the correlation coefficient between hotel demand and U.S. GDP has been 0.97, meaning that the two are almost exactly correlated.

Because hotel leases are very short-term, lasting as little as a day, property performance is far more fickle than the other major sectors—office, multifamily, retail and industrial, where leases generally are signed for at least a year and often far longer.

So, while hotels generally are first to be impacted by an economic slowdown, they're also the first to recover. As such, major economic events have an outsized impact on hotels. "We've seen the polar extremes of performance in the domestic lodging industry during the past 25 years,"

said Mark Woodworth, the national practice leader of CBRE Hotels' Americas research group.

RevPAR had increased annually from 1992 through 2000, but it plunged by 6.7 percent to \$49.91 in 2001 as a result of the Sept. 11, 2001, terrorist attacks and spill-over from the dot-com bust. "People were very, very reluctant to travel away from home and get on an airplane," Woodworth said.

RevPAR fell by another 2.4 percent in 2002 before starting to turn around. In 2003, RevPAR inched up by 0.4 percent and by 2005, it had increased by 8 percent from the previous year, to \$52.82. That was just shy of the then-record \$53.50 that was set in 2000. During the following three years, it increased by 8.6 percent, 7.7 percent and 6.1 percent, reaching \$65.54 by the end of 2007.

Performance then skidded as the Great Financial Crisis (GFC) took hold, with RevPAR decreasing 2 percent in 2008 and by a record 16.6 percent the following year, to \$53.55.

Occupancy in 2009 was only 54.6 percent, a record low. "Whenever there is good GDP growth, there is most likely good demand growth," said Geraldine Guichardo, head of hotels and hospitality research at JLL. "But on the flip side, if the economy tanks, it's like, 'Prepare yourselves, operators, demand is probably going to slow down.'"

As the economy slowly



started recovering in 2010, companies began increasing their travel budgets, which helped spur a 5.4 percent gain in RevPAR that year. Since then, RevPAR has increased each year, and leisure travelers have joined their business colleagues on the road.

Still, the hotel landscape changed in the first few years following the GFC as lenders and developers became more cautious in terms of financing and building new hotels. Since the end of 2009, the supply of hotel rooms has increased by 9.9 percent—well less than the 33.3 percent increase in room demand.

Indeed, in 2010, when the CMBS market was just starting to get back on its feet, only \$2.2 billion of hotel loans were securitized, or 12.4 percent of the year's total issuance volume. CMBS lending against hotels since 2010 has totaled nearly \$125 billion, which amounts to 21.4 percent of all CMBS lending since then.

"The normal pace of new development that we've seen in previous cycles was slow to show up in this particular cycle," Woodworth said. "A lot of that had to do with competing with other prop-

erty types, primarily multifamily, for everything from materials and labor and financing. And in in-fill urban locations, you're competing for land." The hotels that have been built in recent years mostly have been in the upscale and upper-midscale categories, which are commonly referred to as select-service or limited-service properties and are branded under names such as Courtyard by Marriott, Hilton Garden Inn or Hyatt Place. Since 2010, supply has increased by 24.8 percent in the upscale category and 21 percent among upper-midscale properties. That compares with 13.8 percent growth in the luxury and 10.4 percent growth in the upper-upscale sectors. "The hotel industry used to be a lot more focused on the big-box, full-service properties," explained Jan Freitag, senior vice president of lodging insights at STR. "That's no longer the case." Developers like upscale and upper-midscale properties because they can be constructed in less than two years and they are cheaper to build and operate than full-service properties that often include large restaurants, bars and meeting

and event space. Customers also prefer limited-service properties because they're cheaper and often are near major cities and tourist destinations. Of the 150,000 rooms expected to be built this year, 64.5 percent will be in the upscale and upper-midscale categories. That increase in supply could hinder growth in RevPAR. "The limited-service sector is going to have some rough quarters ahead because the new supply growth has been so strong," Freitag said. Meanwhile, the supply-demand imbalance, which has driven the sector's improving metrics, has drawn investors. Last year, for instance, property sales volume in the sector grew by 50 percent to \$42 billion, according to Real Capital Analytics.

Sales volume this year had declined by more than one-third, but the same can be said for most other property sectors. Sales activity is expected to pick up in the next few quarters. For one, Park Hotels & Resorts Inc.

is slated to complete its \$2.7 billion purchase of Chesapeake Lodging Trust in the fourth quarter. Buyers, meanwhile, have been dominated by private-equity firms and REITs, which accounted for 63 percent of all transaction volume during the 12 months through April. They're drawn by the promise of hefty yields, according to JLL's Guichardo.

The number of lenders in the hotel market has also started to increase in recent years following a pullback shortly after the GFC, according to Mark Owens, head of hospitality capital markets for CBRE. Last year, for instance, the company completed 46 hotel transactions and worked with 42 lenders, including banks, debt funds, hedge funds and insurance companies.

"I don't think we're at the point where we saw the exuberance like the last cycle," he said. "But I would say all of the cylinders of the hospitality debt market engine are firing now."

United States Bankruptcy Court Eastern District of Washington

Report Period: : 05/24/2019 – 06/21/2019

Case No./Title	Judgment Description	Judgment Date
12-01750-FLK7 George Gomez, Sr. and Erendira V. Gomez	Avoid Lien Document: 28	6/17/2019
12-01786-FPC7 Ricky Gutierrez and Madeleine Gutierrez	Avoid Lien Document: 30	6/19/2019
12-02690-FLK7 Patricia Villegas	Avoid Lien Document: 23	5/29/2019
12-03271-Flk7 Alan Evan Openshaw and Megan Marie Openshaw	Avoid Lien Document: 24	6/17/2019
19-00318-FLK7 Method Foods, LLC	Allowing Sale Free and Clear of Liens Document: 21	6/18/2019
19-00449-Flk13 William P Adkison and April M Adkison	Avoid Lien Document: 41	5/29/2019
19-00718-FPC7 Dennis Eugene Kellogg	Avoid Lien Document: 19	6/4/2019
19-00725-FPC7 Lloyd Kenneth Brauner	Avoid Lien Document: 22	6/17/2019

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Grant MSA Labor Area Summary - April 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 April 2018 and April 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 Aprils of 2018 and 2019 the rate rose two-tenths of a point, from 4.3 to 4.5 percent.

In Grant County, preliminary 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 Grant County since electronic records were implemented by our agency in 1990 – encouraging economic news.

However, the not seasonally adjusted April 2019 unemployment rate (7.1 percent) was one full percentage point above the 6.1-percent reading for April 2018.

County's professional and business services industry has been rising for the past 16 months (January 2018 through April 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 840 more jobs countywide in April 2019 than in April 2018, jumping from 2,240 to 3,080 jobs, a brisk 37.5-percent upturn. Statewide, this industry has expanded for 108 months (from May 2010 through April 2019).

Leisure and hospitality employment in Grant County has been rising for the past 12 months (May 2018 through April 2019). Between the Aprils of 2018 and 2019 this industry moved forward from 2,560 to 3,020 jobs respectively, a strong 18.0-percent upturn. Statewide, leisure and hospitality has been adding workers for the past 103 months (from October 2010 through April 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 in major industries at the county level. In September 2018, revised annual average QCEW data for calendar year 2017 became available. An analysis of employment changes from 2007 through 2017 shows that in Grant County:

- Total covered employment rose from 35,010 in 2007 to 39,221 in 2017, a 4,211-job and 12.0 percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 8,362 in 2007 to 10,240 in 2017, a 1,878-job and 22.5 percent uptrend. In 2007 Grant County's agricultural industry accounted for 23.9 percent of total covered employment. In 2017 agricultural employment accounted for 26.1 percent of total covered employment countywide. The share of agricultural employment (versus total covered employment) rose 2.2 percentage points (from 23.9 to 26.1 percent) in Grant County during this ten-year period.

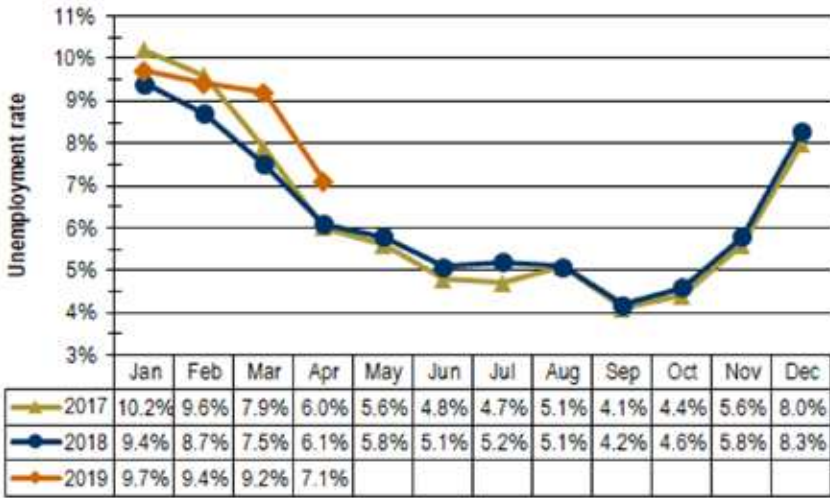
- Total covered wages rose from \$1.037 billion (in 2007) to \$1.572 billion (in 2017) a \$535 million and 51.5 percent upturn.

The agricultural payroll (a subset of total covered wages) advanced from \$167.6 million in 2007 to \$291.6 million in 2017, a \$124.0 million and 74.0 percent uptrend. In 2007 Grant County's agricultural industry accounted for 16.2 percent of total covered wages. In 2017 agricultural wages accounted for 18.6 percent of total covered payroll countywide.

The share of agricultural wages rose 2.4 percentage points (from 16.2 to 18.6 percent) in Grant County during this ten-year period. Hence, one could generalize that within this ten-year period, the footprint made by agriculture on Grant County's economy has become relatively larger.

Unemployment rates, not seasonally adjusted Grant County, January 2017 through April 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 one percentage point between the Aprils 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 April 2019, business and government organizations across Washington supplied 3,465,700 nonfarm jobs (not seasonally adjusted), compared to 3,382,600 jobs in April 2018, a 2.5 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 103 consecutive months (October 2010 through April 2019).

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

erably more robust than the 2.5 percent statewide growth rate.

Between the Aprils of 2018 and 2019 local nonfarm em-

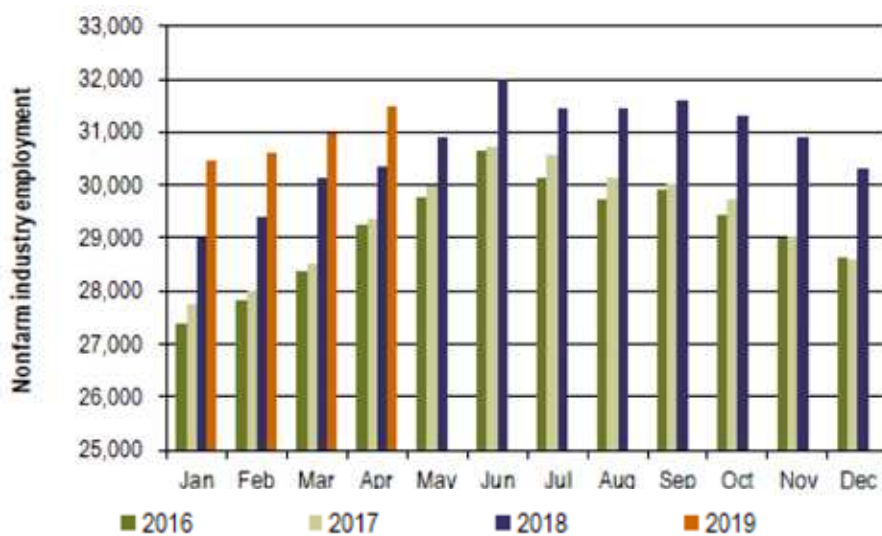
ployment netted 1,120 new jobs, a 3.7-percent increase (from 30,360 jobs to 31,480 jobs, respectively).

Year over year, total

nonfarm employment in Grant County has been growing for the past 16 months (January 2018 through April 2019).

Nonfarm industry employment Grant County, January 2016 through April 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 31,480 nonfarm jobs in April 2019, a 3.7 percent upturn since April 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 63 months (February 2014 through April 2019). In April 2019 Washington's CLF tallied 3,865,825 residents versus 3,759,638 in April 2018 equating to 106,187 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

April 2018 and 2019 the local labor force grew by 2,191 residents, a 4.9 percent upturn. Less encouraging is the fact that the number of unemployed increased at a 21.8-percent pace with 592 more Grant County residents out of work in April 2019 than in April 2018. Hence, the April 2019 unemployment rate of 7.1 percent was one percentage point above the 6.1 percent reading in April 2018.

Nonfarm industry employment

Estimates indicate that Grant County's nonfarm employers provided 1,120 more jobs in April 2019 than in April 2018, a 3.7-percent

upturn, while Washington's nonfarm market grew at a 2.5 percent pace during this period. The following paragraphs highlight changes in three local industries between the Aprils of 2018 and 2019:

- Employment in Grant County's durable goods manufacturing industry has posted year-over-year losses for 16 months (January 2018 through April 2019). Between the Aprils of 2018 and 2019 this industry lost 180 jobs countywide, a 9.6-percent downturn, as employment fell from 1,870 to 1,690. More bad employment news is on the horizon for this Grant

County industry. A 14 May 2019 article in Moses Lake's Columbia Basin Herald states: "A factory that produces polysilicon for use in the manufacture of solar panels is shutting down because of the nation's ongoing trade dispute with China, the company said. REC Silicon announced it will halt production at its plant in the central Washington state community of Moses Lake on Wednesday (15 May 2019) and that its remaining 150 employees will be laid off at the end of June unless the dispute ends."

- Year over year, employment in Grant



Donald W. Meseck, Regional Labor Economist
Employment Security Department

Yakima WorkSource, 1205 Ahtanum Ridge Drive, Union Gap, WA 98903
Phone: (509) 573-4564; E-mail: dmeseck@esd.wa.gov
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Wenatchee MSA (Chelan and Douglas Counties) Labor Area Summary - April 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 April 2018 and April 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 Aprils of 2018 and 2019 the rate rose two-tenths of a point, from 4.3 to 4.5 percent.

In the Wenatchee MSA, estimates show the average annual unemployment rate fell from 5.1 to 4.8 percent between 2017 and 2018.

This 4.8 percent reading for 2018 was a historically low reading. However, rates have crept upwards during each of the past five months (December 2018 through April 2019).

The rate rose five-tenths point between the Aprils of 2018 and 2019, from 5.0 to 5.5 percent.

➤ \$339,900 during the first four months of 2019, an 8.3 percent upturn. With the exception of a weather-related downturn in February 2019, Washington's construction industry has expanded year over year in 85 of the 86 months from March 2012 through April 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 eight months (September 2018 through April 2019). The number of retail trade jobs in this two-county area declined 1.6 percent, a 100-job downturn, from 6,200 in April 2018 to 6,100 in April 2019. Statewide, retail trade employment has increased for 103 months (October 2010 through April 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). In fact, virtually all of Washington's retail trade job gains between the Aprils of 2018 and 2019 were in "other retail trade."

◆ 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 6.9 percent from April 2018 (6,500 jobs) to April 2019 (6,900 jobs). Year over year, local leisure and hospitality employment in the Wenatchee MSA has either stabilized or increased in each of the past 19 months (October 2017 through April 2019). Statewide, the number of jobs in this industry has been expanding, year over year, for 103 consecutive months (October 2010 through April 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.

◆ Total covered wages rose from \$283.3 million (in 2007) to \$465.7 million (in 2017) a \$182.4 million and 64.4 percent upturn.

became available. An analysis of industry employment changes from 2007 through 2017 shows that in Chelan County:

◆ Total covered employment rose from 39,447 in 2007 to 43,920 in 2017, a 4,473-job and 11.3-percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 9,036 in 2007 to 10,418 in 2017, a 1,382-job and 15.3-percent uptrend. In 2007 Chelan County's agricultural industry accounted for 22.9 percent of total covered employment. In 2017 agricultural employment accounted for 23.7 percent of total covered employment countywide. Hence, the agricultural share of employment edged upwards eight-tenths of a percentage point (from 22.9 to 23.7 percent) in Chelan County during this ten-year period.

◆ Total covered wages rose from \$1.193 billion (in 2007) to \$1.714 billion (in 2017) a \$520.5 million and 43.6 percent upturn. The agricultural payroll (a subset of total covered wages) advanced from \$169.0 million in 2004 to \$275.3 million in 2017, a \$106.3 million and 62.9 percent uptrend. In 2007 Chelan County's agricultural industry accounted for 14.2 percent of total covered wages and by 2017 agricultural wages tallied 16.1 percent of total covered payroll; meaning that the agricultural share of wages increased 1.9 percentage points (from 14.2 to 16.1 percent) during this ten-year period. Hence, one could generalize that in the most recent ten-year period, the footprint made by agriculture on payroll dollars in Chelan County has become relatively larger.

For Douglas County, an analysis of industry employment changes from 2007 through 2017 shows that:

◆ Total covered employment rose from 10,645 in 2007 to 12,653 in 2017, a 2,009-job and 18.9-percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 2,757 in 2007 to 3,245 in 2017, a 488-job and 17.7-percent uptrend.

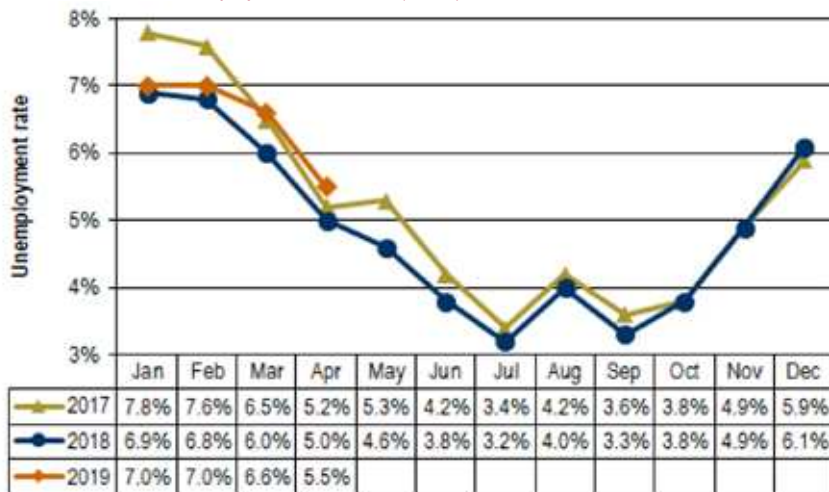
In 2007 Douglas County's agricultural industry accounted for 25.9 percent of total covered employment. In 2017 agricultural employment accounted for 25.6 percent of total covered employment countywide.

Hence, the agricultural share of employment slipped three-tenths of a percentage point (from 25.9 to 25.6 percent) in Douglas County during this ten-year period.

◆ Total covered wages rose from \$283.3 million (in 2007) to \$465.7 million (in 2017) a \$182.4 million and 64.4 percent upturn.

Unemployment rates, not seasonally adjusted Wenatchee MSA, January 2017 through April 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 five-tenths of a percentage point between the Aprils 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 April 2019, business and government organizations across Washington supplied 3,465,700 nonfarm jobs (not seasonally adjusted), compared to 3,382,600 jobs in April 2018, a 2.5 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 103 consecutive months (October 2010 through April 2019).

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

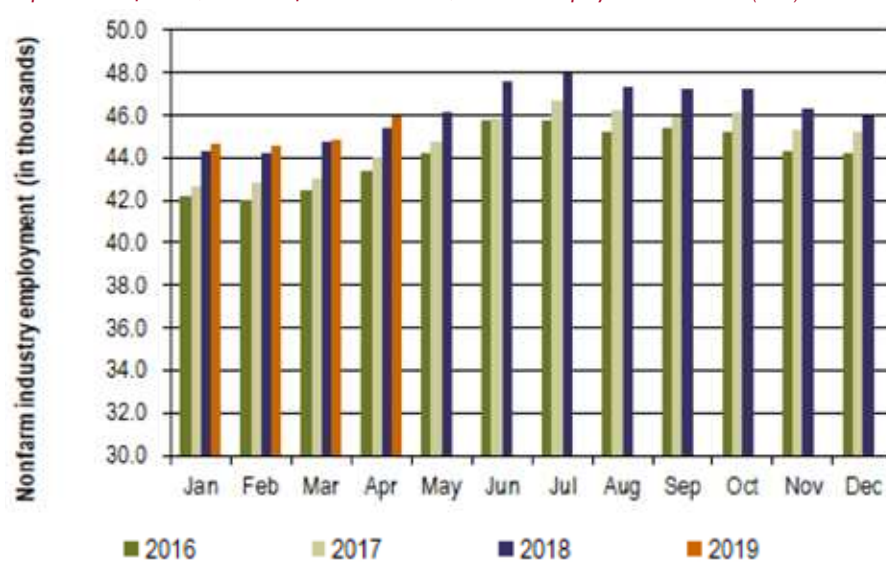
increase of 2.9 percent, more robust than Washington's 2.5-percent job growth rate during 2018. Total nonfarm employment in this two-

county MSA has increased or stabilized, year over year, in each of the past 84 months (May 2012 through April 2019). Between the Aprils of

2018 and 2019 the number of nonfarm jobs in the Wenatchee MSA (Chelan and Douglas counties) rose by 600, a 1.3 percent upturn.

Nonfarm industry employment Wenatchee MSA, January 2016 through April 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 1.3 percent between the Aprils 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 63 months (February 2014 through April 2019). In April 2019 Washington's CLF tallied 3,865,825 residents versus 3,759,638 in April 2018 equating to 106,187 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 22 months (July 2017 through April 2019). Between the Aprils of 2018 and 2019 the CLF increased 2.5 percent (meaning there were 1,573 more residents in the labor force in April 2019 than in April 2018). Although this labor force expansion pace was respectable, the number of unemployed increased at a more rapid 13.9 percent pace. Hence, the unemployment rate rose from 5.0 percent in April 2018 to 5.5 percent in April 2019.

Nonfarm industry employment

Between the Aprils of 2017 and 2018 total nonfarm employment in Chelan and Douglas counties (the

Wenatchee MSA) rose 1.3 percent, from 45,400 to 46,000 jobs. Washington's nonfarm market expanded by 2.5 percent during this time-frame. Highlights of year-over-year changes follow:

◆ In the mining, logging and construction category most jobs are in "construction." Year over year, employment in the Wenatchee MSA's construction industry stabilized or risen for 36 months (May 2016 through April 2019). However, there were 22.2 percent fewer home or condo sales (i.e., closed sales) Year-to-Date (YTD) in the first four months of 2019 versus January through April 2018 in the Wenatchee Market (i.e., in Wenatchee,

Malaga, East Wenatchee, Orondo and Rock Island, WA) according to the April 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 four months of 2019 was 252, a decline from the 297 closed sales from January through April 2018. Conversely, the number of active listings has risen, from 101 in April 2018 to 132 in April of this year (up 30.7 percent). The median sales price of homes/condos sold in the Wenatchee Market also rose, from \$313,750 from January through April 2018 to ➤



Donald W. Meseck, Regional Labor Economist
Employment Security Department

Yakima WorkSource, 1205 Ahtanum Ridge Drive, Union Gap, WA 98903
Phone: (509) 573-4564; E-mail: dmeseck@esd.wa.gov
Website: <https://esd.wa.gov/labormarketinfo>

Okanogan County Labor Area Summary - April 2019

Overview

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

and civilian labor force data. Analysis focuses on year-over-year (between April 2018 and April 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 Aprils of 2018 and 2019 the rate rose two-tenths of a point, from 4.3 percent to 4.5 percent.

Okanogan County's not seasonally adjusted unemployment rate decreased four-tenths of a percentage point between 2017 and 2018, from 6.8 to 6.4 percent.

This 6.4-percent reading in 2018 is the lowest average annual unemployment rate in Okanogan County since electronic records were implemented by the Employment Security Department agency in 1990.

However, the monthly unemployment rate has risen for two months. Between the Aprils of 2018 and 2019 the rate elevated from 6.8 to 7.8 percent



employment occurred in February 2019 and was caused by late-winter snowstorms which occurred during this timeframe.

◆ Okanogan County's manufacturing industry has posted year-over-year job losses for the past two months (March and April 2019). Estimates indicate that manufacturing tallied 260 jobs this April versus 280 in April 2018, a 20-job and 7.1 percent downturn. This recent downturn is concerning news for an industry which lost 90 jobs countywide in 2018 (down 23.1 percent) and 170 jobs in 2017 (down 30.4 percent). Okanogan County's manufacturing downturn began with the February 2017 layoffs of over 200 lumber and wood products manufacturing workers due to the closure of Omak Forest Products. Layoffs were completed on 15 February 2017 – a sad ending for Okanogan County's largest manufacturing firm. Conversely, statewide, manufacturing has been posting modest year-over-year employment increases for the past twelve consecutive months.

◆ State and local government education employment in Okanogan County has posted year-over-year increases for the past eight months (August 2018 through April 2019). This April, state and local government education employment provided 1,940 jobs across Okanogan County, a 7.2-percent and 130-job increase from the 1,810 jobs tallied in April 2018. This employment category averaged 40 new jobs in 2018, another 40 in 2017, 80 in 2016, and 150 in 2015; hence it has become one of the current major "growth industries" in the Okanogan County economy. Conversely, across Washington, state and local government education employment has contracted, year over year, for seven months (from September 2018 through April 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

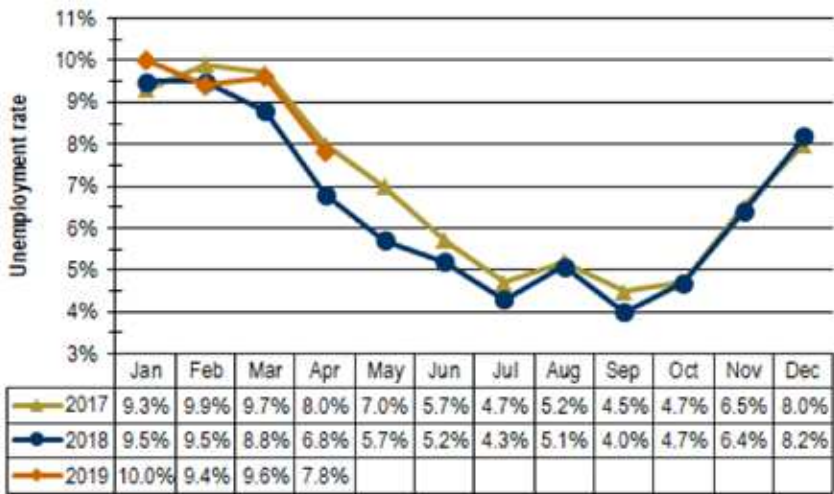
agricultural and nonagricultural employment and wages for firms, organizations and individuals whose employees are covered by the Washington State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends in major industries at the county level. In September 2018, preliminary annual average QCEW data for calendar year 2017 became available. An analysis of employment changes from 2007 through 2017 shows that in Okanogan County:

◆ Total covered employment rose from 17,427 in 2007 to 17,723 in 2017, a 296-job and 1.7 percent uptrend. The number of agricultural jobs (a subset of total covered employment) increased from 5,007 in 2007 to 5,346 in 2017, a 339-job and 6.8 percent uptrend. In 2007 Okanogan County's agricultural industry accounted for 28.7 percent of total covered employment. In 2017 agricultural employment accounted for 30.2 percent of total covered employment countywide. Hence, the share of agricultural employment rose 1.5 percentage points (from 28.7 to 30.2 percent) in Okanogan County during this ten-year period.

◆ Total covered wages rose from \$429.5 million (in 2007) to \$587.2 million (in 2017) a \$157.7 million and 36.7 percent uptrend. The agricultural payroll (a subset of total covered wages) advanced from \$78.3 million in 2007 to \$124.6 million in 2017, a \$46.3 million and 59.2 percent uptrend. In 2007 Okanogan County's agricultural industry accounted for 18.2 percent of total covered wages. In 2017 agricultural wages accounted for 21.2 percent of total covered payroll countywide. Hence, the share of agricultural wages rose 3.0 percentage points (from 18.2 to 21.2 percent) in Okanogan County during this ten-year period. One could generalize that, within this most recent ten-year timeframe, agriculture has become a larger player in Okanogan County in terms of the wages "pumped" into the County's economy.

Unemployment rates, not seasonally adjusted Okanogan County, January 2017 through April 2019

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



The Okanogan County unemployment rate increased one percentage point between the Aprils 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 April 2019, business and government organizations across Washington supplied 3,465,700 nonfarm jobs (not seasonally adjusted), compared to 3,382,600 jobs in April 2018, a 2.5 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 103 consecutive months (October 2010 through April 2019).

Okanogan County's nonfarm labor market averaged 12,780 jobs in 2018, a marginal average annual

increase of 0.6 percent and a net gain of 80 jobs from the 12,700 job average in 2017.

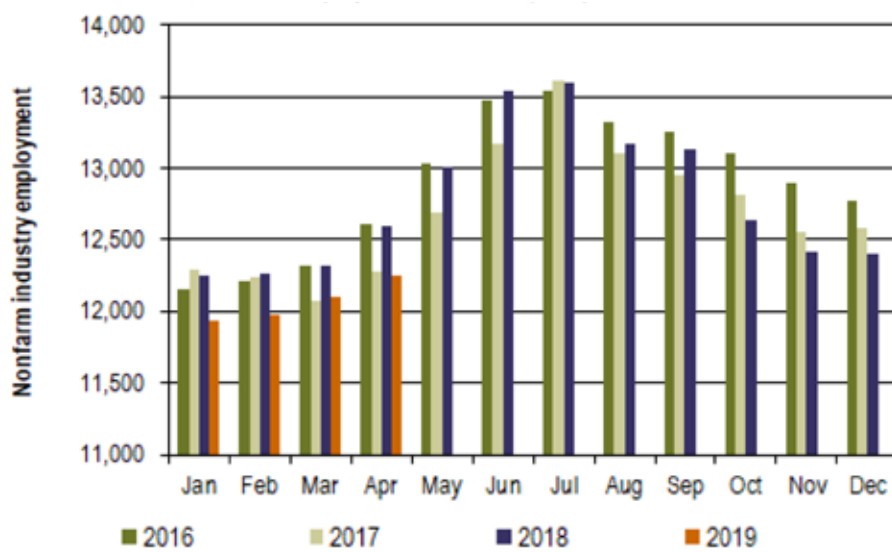
More recently, between

the Aprils of 2018 and 2019, estimates indicate that the local labor market lost 350 jobs, a 2.8-percent downturn,

as employment countywide retrenched from 12,600 to 12,250 – certainly not a good economic trend.

Nonfarm industry employment Okanogan County, January 2016 through April 2019

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



The Okanogan County nonfarm market tallied 12,250 jobs in April 2019, a 2.8-percent decrease since April 2018.

Employment and unemployment

Estimates indicate that Washington's Civilian Labor Force (CLF) grew by 74,195 residents (a 2.0 percent uptrend) from 2017 to 2018. The state's labor force has expanded, year over year, for the past 63 months (February 2014 through April 2019). In April 2019 Washington's CLF tallied 3,865,825 residents versus 3,759,638 in April 2018 equating to 106,187 more Washingtonians in the CLF (up 2.8 percent).

Okanogan County's CLF contracted by 0.4 percent during 2018. Recent monthly changes in the

labor force have been rather discouraging as well. Specifically, year over year, the Okanogan County CLF has contracted for the past two months (March and April 2019).

Between the Aprils of 2018 and 2019 the labor force shrank by 0.9 percent, slipping from 19,834 residents to 19,651 (meaning that there were 183 fewer residents in the labor force). Simultaneously, the number of unemployed escalated by 13.8 percent, rising from 1,352 in April 2018 to 1,538 this April (meaning that 186 more residents were out of work). The result: Okanogan County's unemployment rate rose one full

percentage point, from 6.8 to 7.8 percent between the Aprils of 2018 and 2019.

Nonfarm industry employment

Preliminary estimates indicate that Okanogan County's nonfarm employers netted 350 fewer jobs in April 2019 than in April 2018, a 2.8 percent downturn. Washington state's nonfarm economy expanded at a 2.5 percent clip during this period. Following is a summary of current over-the-year changes in Okanogan County, by major industry:

◆ IMining, logging, and construction (where most jobs are in construction) in

Okanogan County provided 580 jobs in April 2019 versus 600 in April 2018, a 20-job and 3.3-percent decrease. Year over year, Okanogan County's construction industry employment has stagnated or contracted for 34 months (July 2016 through April 2019). Last year, construction did not fare well either in Okanogan County. This industry provided 640 jobs in 2018 versus 680 jobs in 2017, a 5.9-percent downturn. Across Washington, construction has added workers year over year in 85 of the past 86 months (since March 2012). The sole over-the-year statewide dip in construction em- ➤➤



Donald W. Meseck, Regional Labor Economist
Employment Security Department

Yakima WorkSource, 1205 Ahtanum Ridge Drive, Union Gap, WA 98903
Phone: (509) 573-4564; E-mail: dmeseck@esd.wa.gov
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Pybus July Events

Tuesdays: "From Scratch at Pybus" 4:30 - 6 p.m.
Wednesdays: Mid-week, Farmers Market 11 a.m.-3 p.m.
Thursdays: Dance Enthusiasts: 7 p.m.
Fridays: Live Music 7 - 9 p.m.
Saturdays: Farmers Market 8 a.m. - 1 p.m.

July 4

- Cashmere Valley Bank, " Breakfast for Heroes, 7 a.m.
- 9th annual River Run, 8 a.m.

July 10

- NCRL Puppet Show, 2 p.m.

July 11

- Knights of Veritas & Medieval Teachings, 6:30 p.m.

July 22

- Travelling actress " Michele LaRue" Performs one-person Comedy Play, 6:30 p.m.

July 25

- The Burke Museum: "Dig In", 6:30 p.m.

July 26

- National Geographic " adventurer of the year, Jennifer Pharr Davis, 7 p.m.

July 29

- The Traveling Lantern presents "My Mother the Astronaut", 6:30 p.m.

July 31

- Harry Potter Birthday Party, 3 p.m.

For more activities go to
PybusPublicMarket.org

Washington Beer

Economic Impacts in Washington State
March 2019

cai community attributes inc.

Executive Summary

Washington beer production has surged in recent years, growing from just 283,400 barrels in 2005 to 582,400 in 2017. Washington is home to the largest single source of hop production in the world, with 75% of all U.S. hop production. Beer production volumes declined slightly from a recent peak of 632,300 in 2016, due

to corporate acquisition of Washington beer and production relocation out of state, but growth in new craft brewers demonstrates industry strength and consumer demand.

Washington's craft beer industry reflects both national trends and the state's own qualities. Craft brewing has been on the rise across the U.S. In 2017, while overall beer sales by volume de-

clined 1.2%, to 196 million barrels (BBLs), sales of craft beer continued to grow at 5.0%, reaching 12.7% of the total U.S. beer market (24 million barrels or 48 million kegs). Craft breweries contribute meaningfully to other parts of the economy through supply chain purchases and worker income.

According to the Brewers Association, in 2017 the craft brewing industry nationwide

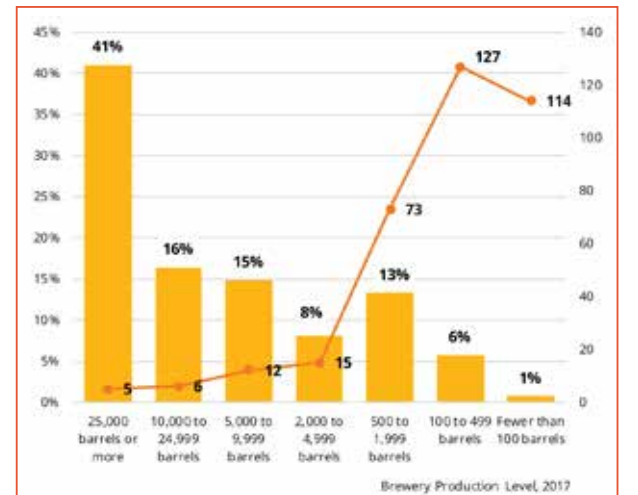
contributed \$76.2 billion to the U.S. economy and supported more than 500,000 jobs.

Beginning in the 1980s with Redhook and Pyramid, Washington has long been a hub for high quality craft beer. This study provides an in-depth review and analysis of the beer industry in Washington, including growth trends, distribution and sales channels, economic contributions, and outlook and challenges.

Breweries, Production, and Industry Segmentation

In the autumn of 2018, Washington had 391 licensed active brewing operations. Between 2005 and 2017 (last full year of data), overall volume of net production (gross production adjusted to exclude inventory losses) increased at an annual rate of 7% per year.

Excluding Redhook, which relocated its production to Oregon, production



increased 16% per year.

Production amounts per brewery can help segment the industry. The majority of breweries are small, with two thirds of licensed active operations producing fewer than 500 barrels (or 1,000 kegs) in 2017.

Slightly more than half of all net production came from the eight largest breweries in the state; more than a third of net production was by the four largest breweries in 2017 (Elysian, Georgetown, Fremont, and Mac & Jack's). Statewide, 30 (11%) breweries produced at least 2,000 barrels in 2017. Roughly one fifth produced between 500 and 2,000 barrels; more than one third between 100 and 500 barrels, and nearly one third pro-

duced fewer than 100 barrels.

Craft beer production has accelerated in recent years, including amongst established breweries. In 2007, of the 38 breweries (excluding Redhook) that produced at least 500 barrels of beer in Washington, slightly more than one third showed positive growth during the next ten years in production.

By comparison, of the 56 breweries (excluding Redhook) that reported at least 500 barrels of net production in 2012, nearly half (26) showed production growth by 2017. Of these, 16 breweries grew by more than 10% a year during this time, including Iron Horse Brewery, whose annual growth averaged more than 60%.

Inputs

- Equipment & Services
- Ingredients: 75% of all hops harvested in the U.S.
- Real Estate & Industrial Space
- Labor: Brewmaster, Brewer, Servers & Managers, Sales & Administration

Production

582K Total Barrels

- Barrels
- Bottles
- Cases

Distribution

Primary Mode of Sale	Relative Sales Volume
In-House Tap Rooms	20% Barrels Sold (Via In-House Tap Rooms and Brew Pubs*)
Brew Pubs	
External Channels	80% Barrels Sold (Via Distributors and Direct Sales to Bars & Restaurants*)
Distributors	
Direct Sales to Bars & Restaurants	

Markets

- Neighborhood Breweries, Local, Regional and Statewide Sales
- 98% By Volume
- Out-of-State Sales: Less than 2% By Volume