



A male bluebird stands at the entrance to its nest as a female, perches on top and gazes down. They were photographically captured near Union Valley Road in Chelan county, about 2,500 feet of elevation above Lake Chelan.



Patrick Bodell, owner/manager of Wild Birds Unlimited.

This business is literally for the birds

Story and photos Gary Bégin

June in North Central Washington is the perfect time to go birding, but first, you'll want to visit your local "bird whisperer" and he means business - in a flighty sort of way.

The Wild Birds Unlimited Nature Shop franchise territory for Douglas and Chelan counties belongs to Patrick Bodell, a mild mannered man devoted

to educating his clients - and passersby - about our winged friends.

Fifty-year-old Bodell, originally from Michigan, wants everyone to know he is the man to see when it comes to advice about attracting wild birds to their own backyards.

"I was looking for an interesting retail business to get involved with and I discovered this franchise opportunity while reading

Entrepreneur Magazine," he said. It is Bodell's third retail ownership/management experience.

Just one step into the store and one realizes the atmosphere is not like any other run-of-the-mill small or big box store with the chaos and crowding we've come to expect.

"At the very least it is a happy place," Bodell said. "People come in here stressed-out," according to Bodell, but then a miraculous

change in their demeanor takes place - peace and tranquility ends up winning the day, at least for a little while before returning to the hustle and bustle of the workaday world.

"Education and advice is free, but the key is patience," Bodell states about attracting various species to your backyard.

The shop is indeed peaceful, but unexpectedly filled with

avian knowledge. He even has a literal live "feed" television of a bird feeder from Ithaca, New York showing the antics of squirrels and wild birds as they forage for in-house and take-out grub.

The TV setup is operated by Cornell University's Lab of Ornithology and can be spellbinding for those of us who

SEE BIRD BUSINESS, PAGE 4

Washington Apple Industry Welcomes Removal of Tariffs

Washington Apple Commission news release

Last month, the U.S., Canada and Mexico reached an agreement resulting in the removal of steel and aluminum tariffs by the U.S. administration and removal of retaliatory tariffs on imported U.S. goods.

The elimination of the 20% duty on apples shipped to Mexico is welcome news to the Washington apple industry. Washington accounts for 90-95% of all U.S. apple exports and Mexico is Washington's #1 export market with 13 million boxes shipped to Mexico annually.

Washington is entering the last few months of the export season but demand for Washington apples in Mexico is strong year-round. Duty free access will have a positive impact on shipments and benefit apple growers.

"It has been a season of challenges with the industry facing a 20% duty into Mexico, a 50% duty into China and ongoing threats of India

SEE WASHINGTON APPLE INDUSTRY, PAGE 10



2019 Seattle Wine Awards lauds Chelan's Tsillan Cellars

CHELAN - Tsillan Cellars owner, Dr. Bob Jankelson, describes great wine as a gift of geography, soil and sun playing a symphony in the vineyard.

With 15 years of experience managing Tsillan Cellars' award-winning estate vineyards Bal Flores combined with veteran winemaker Ray Sandidge to bring unprecedented honors to the Chelan Valley on the 10th anniversary of being recognized as an American Viticulture Area (AVA).

Working with Tsillan Cellars



estate grown fruit, Sandidge produced nine Double Gold Medals, four Gold Medals and three silver medals for Tsillan

Cellars in the 2019 Seattle Wine Awards. Double Gold is awarded only when all five judges deem that wine worthy of a Gold medal.

In addition, Tsillan Cellars 2009 Estate Bellissima Rosa, 2009 Estate Reserve Syrah and 2009 Estate Sinistra were awarded Diamond of the Decade Award as outstanding ten year old wines from the 2009 vintage.

This is a testament not only to the world class quality of Lake Chelan grapes but to the classic

SEE SEATTLE WINE AWARDS, PAGE 2



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\$2

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NEWSSTAND LOCATIONS

Wenatchee

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

East Wenatchee

Safeway, 510 Grant Road

Cashmere

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

Leavenworth

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

Chelan

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

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THE BOTTOM LINE

The truth about industry and America

What's good for business is exactly what's good for America and Americans.

I paraphrased some old historical guy. You can Google it if it interests you.

I said historical because that same man today might have been characterized by the left as hysterical instead.

Even back then socialism was rearing its ugly head. The captains of industry like Morgan, Ford, Rockefeller, DuPont, Westinghouse, et al, were "take no prisoners" kind of men.

They beat back a direct political and sometimes violent onslaught of extreme lefties - communists, socialists, progressives and the like.

Today, just as 60-100+ years ago, the captains of industry, as well as every small business owner, must take a stand against this corrupt version of our capitalist, Judeo-Christian democracy such as Bernie Sanders and others of his ilk want to impose.

It scares me just to think about what hell on earth the bureaucracy would create for the business of America, thus destroying the very fabric of all America. Landowners of every stripe, especially homeowners, would suffer enormous special district tax levies.

Small companies will be tortured by having to pay an overly high minimum wage as well as benefits and then pass along the expense of higher sales taxes too.

Ask yourselves dear readers, how many "deaths by a 1,000 cuts" can our business community endure?

There is no such thing in the past or currently, as a country more generous than America. No better economy and no larger and more prosperous middle class for a country its size, yet there are those among us that still think business people are somehow inherently bad.

The Boston Tea Party was all about business, taxes, political representation and the average bloke on the street. "Old Timey" America included doctors, public and private schools and both kinds music on the radio - Country and Western, Most



Gary Bégin
Managing Editor

likely it also included service, fraternal, religious and non-governmental organizations such as: Moose, Elk, Masons, American Legion, Red Cross, Eagles, Boy and Girl Scouts, Rotary, Little League, Chamber of Commerce, food bank, senior center, Kiwanis, Habitat For Humanity, Goodwill, ASPCA, FFA and 4-H to name some of the most enduring and prevalent of that genre. All of this history is 100% appropriate to discuss in today's political scene where violence, threats, shout-downs and urban-minority pandering by extremists on the left occurs daily.

"The Left" has no shame because they think it is always all right to do anything at anytime in anyplace and yet they deny those rights to conservative Americans, they who started this country on its path to world dominating economic success more than 100 years ago.

Those aforementioned organizations were the salt of the earth back then and they still are.

We don't need total government support (and thus control) from cradle to grave. I am not being partisan here, just American.

It doesn't matter if you are Republican or Democrat as long as you realize what is in front of your face - an attempt by the extreme left to force a sea change upon the greatest country that ever existed.

That sea change is coming to a small town near you... and one day will be knocking on and knocking down, your door, that is if you don't vote against a constant stream of special district tax levies, income taxes and gruesome retail sales taxes that will eventually destroy the entrepreneurial spirit that has

made this country great.

Kudos to the voting citizens of the Lake Chelan School District for rejecting an attempt at spending \$7 million dollars on artificial turf for the high school football field as part of a massive budget increase paid for by - what else - a levy on homeowners.

Every community needs to be that strong and "just say no" to damaging levies being launched at our financial freedoms by overzealous, over-reaching bureaucrats from every branch of government.

A famous and well-read book states: The debtor is beholden to the lender as a slave is to the master.

Once again it all starts with government interference and micro-managing in the form of grants, taxes and unnecessary laws and regulations.

Once a group accepts that handout, that most assuredly addicting free money, just realize this - freedom isn't free and neither is money.

Independent Americans fight for their freedoms every day, while those who get a free ride tire the horse until it is not even fit for the glue factory.

CONTINUED FROM PAGE 1

2019 Seattle Wine Awards lauds Chelan's Tsillan Cellars



SUBMITTED PHOTO

Medals awarded to Tsillan Cellars decorate a variety of wines

ability of the wines to age well.

Tsillan Cellars was an early pioneer of Lake Chelan viticulture. It is the largest and most awarded estate winery in the Lake Chelan AVA, having been awarded several hundred Gold and Double Gold medals in regional, national and international wine competitions.

Tsillan Cellars received

recent recognition by Wine Press Northwest Magazine as the eighth most awarded Washington winery in the "Best of the Best" Platinum Wine Competition the past ten years.

With more than 950 wineries in Washington State it is obvious that Tsillan Cellars and Lake Chelan grape growing can compete with the very best in the Northwest.





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Rep. Newhouse speaks in front of the Capitol Building in Washington, D.C.

News from Newhouse

This past Sunday night, the Washington state legislature passed a budget that included \$750,000 of state taxpayer money to study the breaching of the Lower Snake River dams.

These federal dams are essential to our way of life in Central and Eastern Washington, and spending almost one million dollars from the state to study the breaching of the federal dams is a waste of taxpayer dollars.

In December, Rep. McMorris Rodgers and I issued a statement when Governor Inslee proposed spending the money of hard-working Washingtonians on a duplicative task force to study a federal power system, and I stand by that statement. I will do everything in my power to save our dams and all the benefits they provide our region and our state.

This week, Congress voted on H.R. 9, a misguided bill that would require President Trump to develop a plan for

U.S. participation in the Paris Climate Agreement to lower U.S. carbon emissions.

The United States is already leading the world in reducing carbon emissions, and we should continue to encourage innovation and collaboration through a free-market approach not through bureaucratic, top-down mandates like the Paris Climate Agreement.

I offered two amendments to H.R. 9 that would highlight the clean, renewable benefits of hydropower and the clean, emission-free benefits of nuclear power that we enjoy in Central Washington.

I am disappointed that the Democrat majority refused to allow my amendments to come to the floor for consideration.

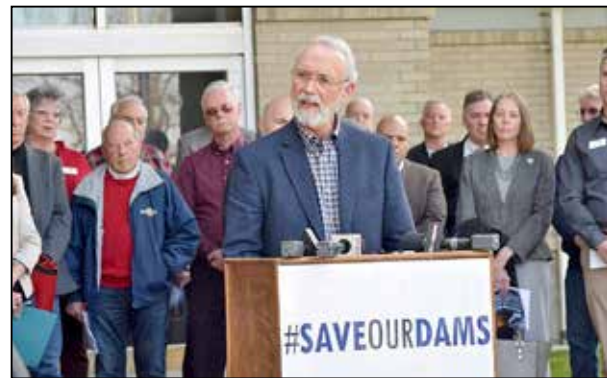
This proves to me that this legislation is not based on science but is purely based on politics.

As a farmer, I absolutely believe we must respect our environment and ensure clean air and water for

the world. However, when other countries, like China and India, are not held accountable for their carbon emissions, no progress is made.

We cannot ignore the successful steps the U.S. is taking to reduce our carbon footprint, like the successful use of hydro- and nuclear power.

I am proud to represent the flourishing, high-quality wine region of Central Washington, and I am honored to join my friend and colleague Rep. Mike



SUBMITTED PHOTO

Rep. Newhouse is fighting to keep the dams on the Columbia and other rivers.

Thompson (D-CA) to serve as the first co-chair of the Congressional Wine Caucus from Washington State. The Wine Caucus is a bipartisan, bicameral group of 117 Members of Congress that

work to educate and advance the priorities of the wine industry across the country.

In Washington, there are nearly 1,000 wineries and over 350 wine grape growers. With 14 unique AVAs across the state, Washington's wine industry continues to grow and produce wines that are enjoyed all over the world.

I look forward to working with Rep. Thompson to ensure that our nation's wine industry from wine grape growers to winemakers and sellers continues to thrive.

In Central Washington, I have seen first-hand how Latino and Hispanic cultures are deeply integrated into

our communities.

America is truly the world's melting pot, and the Latinos I have grown up with are proof positive that the American dream is open to anyone, regardless of country of origin.

I joined my colleagues on both sides of the aisle to introduce a bill that would establish and support the National Smithsonian of the American Latino in Washington, D.C.

This museum will – finally – highlight and celebrate Latino contributions to our nation's life, art, and culture for all future generations to come and showcase a more complete American history.

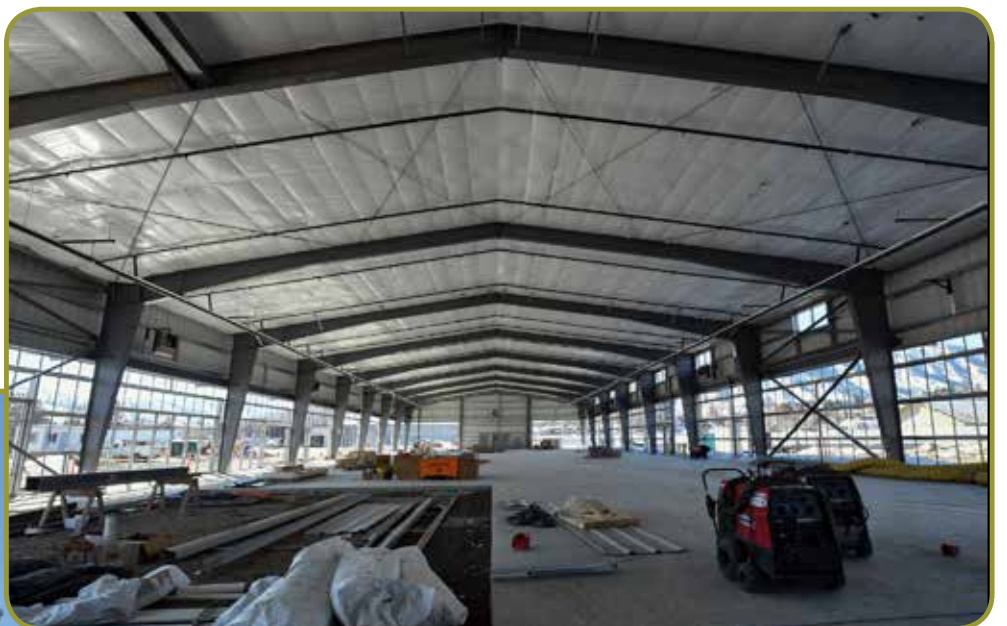
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CONTINUED FROM PAGE 1

This business is literally for the birds

love to watch wild birds and other critters go about their daily routine.

Bodell is an avid supporter of the local Audubon Society chapter and is also a dedicated bird watcher (birder) who loves to traipse about the woods and meadows in search of same.

He uses high powered binoculars to capture mental memories of a huge variety of bird species all over the valleys, mountains and meadows of Douglas and Chelan counties.

The franchise fee for Bodell was under \$30,000, but can easily cost between \$150,000 to \$400,000 for the complete package to actually open a store, pay the lease, buy the starting stock and attending the required Wild Birds Unlimited University in Indianapolis, Indiana.

“The WBU folks don’t take just anybody that has the money. They screen potential franchisees to make sure there is a good fit to the company’s goals and mission policy,” said Bodell.

After he graduated the WBU school, he had to undergo a “shadowing” process with an active franchisee to watch and learn how the retail business is operated.

Currently, Bodell employs four workers besides himself. His best selling products are made in America bird feed, packaged exclusively for his franchise by a Puyallup firm.

“This feed doesn’t contain filler or shells like the feed sold by many other stores,” Bodell said. Another hot selling item is the quail block feeders because “everyone loves their quail.”

Another favorite of bird enthusiasts is a product called Bark Butter that can be spread onto the bark of trees to attract species that normally pick at bark looking for insects.

Regarding the expectations of the WBU organization, “you don’t have to be a bird expert at the start, but everyone in Wenatchee and beyond should know to come here for advice, education and the best products.”

Even if your goal is to repel squirrels, rats and other pests, the “bird whisperer” (Bodell) sells the products and has the ideas to do just that.

Besides attending the company university and learning from another franchisee, Bodell also took Susan Ballinger’s Birding Identification Skills course at Wenatchee Valley College and attended a variety of bird walks run by the NCW Audubon Society chapter, “all extremely helpful,” he said.

He also has had excellent relations and collaborations with the Wenatchee River Institute and the Wenatchee Valley Museum and Cultural Center.

Bodell has had birder customers from Moses Lake, Colville and Granger visit his shop.

According to his three-year business plan, the store, opened in October of 2017, “is on track and on

schedule to be viable.”

Every visitor to the store receives a free bag of goodies, which includes a package of bird feed, a beautiful poster of birds found in Washington, an all-seasons bird feeding hobby guide, information about joining a daily savings club as well as a newsletter put out by the North Central Washington Audubon Society.

Oxymoronically, many folks walk in to the Wild Birds shop “and ask where the birds are,” said the amused Bodell. Of course he doesn’t sell caged pet birds, but he does sell feed, bird houses and bird books, etc.

The store is located at 212 Fifth Street, Suite 10 in Wenatchee and is open 10 a.m. - 6 p.m. M - F, closing at 5 p.m. on Saturday and open 11 a.m. - 4 p.m. Sundays.

For more information call 509-888-0513 or visit wbu.com/wenatchee or email wbuwenatchee@gmail.com.

For more information about joining the NCW Audubon Society, email membership chairman Mark Oswood, moswood@nwi.net.

To inquire about field trips, contact Janet Bauer, jsrbauer@gmail.com. A field trip is scheduled for Leavenworth on June 8 and Twisp on June 15, both hosted by Mark Johnson of Leavenworth. He can be reached by calling 509-548-5766 or 253-297-0705. Reservations are limited.



Patrick Bodell, pictured here in front of his store, is the local expert on all things concerning wild birds and is happy to give advice to anyone who asks.



Wild Birds Unlimited Nature Shop features a huge variety of American made products.



The store is “eco-friendly.” These birdhouses are made from recycled plastic milk jugs.

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Goehner's Take

By Gary Bégin

DRYDEN – My first session representing you in the 12th Legislative District has been a rewarding and eye-opening experience. We were able to accomplish some important things, and passed strong, bipartisan capital and transportation budgets. However, there were many issues that continued to emphasize the philosophical differences between urban and rural Washington.

In my end of session review, I will touch on some of the bipartisan accomplishments, the operating and capital budgets, as well as my first bill being signed into law.

Operating budget and tax increases

This session will go down as one that was tough on the taxpayers, especially small businesses. In the final days of the session, and even the

last few hours, the Legislature passed new and increased taxes, including;

- a B&O tax surcharge on services that will impact 90,000 employers.
- a new, redesigned real estate excise tax (REET) that will affect housing supply.
- a B&O tax increase on large banks.
- ending sales tax exemption for Oregonians, affecting businesses on the Columbia River.
- A higher tax on oil that will increase the price of gas.

This tax list does not include Senate Bill 5313, which will allow school districts to increase levy limits.

While it will provide school districts with more local control and flexibility, it will increase property taxes.

There is concern it recreates the inequities that

led to the McCleary lawsuit and the state could be right back where it started, facing another lawsuit.

Tax increases were unnecessary. The state is receiving record levels of tax dollars, from you, the taxpayer.

The state's priority issues could have been funded within existing revenues.

The majority party used the tax revenue to increase spending by \$8,000,000,000 or 18 percent.

The state's operating budget grew from \$44 billion in the last biennium and now exceeds \$52.4 billion, approximately a 70 percent increase since 2013. That is not sustainable and leaves our state vulnerable for the next economic downturn.

Despite the large increase in spending, many of the state's obligations to local governments went unfunded such as indigent defense,



COURTESY HOUSE GOP

Governor Jay Inslee signs Rep. Goehner's House Bill 1634.

elections, public health and safety regulations.

12th District capital budget

An important aspect of the legislative session is advocating for local projects that will benefit our communities and region. As a county commissioner, I have

seen the need of local governments to rely on state funding for capital projects increase significantly.

This is due in part to the state's unfunded mandates, rules and regulations, and fewer funding options available.

With the state helping

create this problem, the capital budget is an important piece of legislation.

There are good, noteworthy projects the state needs to address, but the capital budget contains those bricks and mortar type projects.

SEE GOEHNER'S TAKE, PAGE 6



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CONTINUED FROM PAGE 5

Goehner's Take

ects for our K-12 schools, colleges, local governments and community projects where funding may be difficult to come by.

It also focuses on stewardship projects protecting our farmlands, waterways and environment. It's taxpayer dollars returning to district.

This year's capital budget passed with strong bipartisan support.

I advocated for three specific projects: the Twisp Civic Building and Emergency Operations Center, Substance Use Disorder Facility in Chelan County, and the New Path, Columbia Valley Community Health (CVCH) office renovations.

There were a number of other projects for the 12th District including monies for the:

- replacement of Wells Hall at Wenatchee Valley College;
- Coulee City Medical Clinic;
- Winthrop Library;
- Wenatchi Landing sewer extension;
- Manson School District's early learning facilities;
- Heritage Senior Housing project;
- Chumstick Creek removal of two fish barriers; and
- revitalization in historic downtown Chelan.

Bipartisan accomplishments

The 2019 session featured several important bipartisan successes passed into law.

One of the most noteworthy bills to pass for our region is one that will allow public utility districts (PUD's) to produce, sell and distribute hydrogen.

With the passage of the legislation Douglas County PUD will spend the next few years working on a hydrogen production pilot project.

This has the potential to be a key component in developing new clean energy sources.

It is exciting to see local utilities and the private sector capitalize on legislative incentives to expand alternative sources of energy

through creative development.

Other bipartisan successes this session include:

- requiring the Department of Natural Resources to prioritize forest health treatments to include long, narrow wildfire prevention corridors and share the information with firefighting personnel;
- expanding broadband to enable economic development, public safety and health;
- a December 2021 deadline set for the Washington State Patrol to eliminate the rape kit backlog;
- establishment of new rules regarding opioid prescribing and dispensing of opioid overdose reversal medication; and
- eliminating the statute of limitations for most sex crimes committed against minors, and extending the statute of limitations for most sex offenses.

Governor signs bill related to foreclosure proceedings

My first bill through the legislative process is House Bill 1634, which will officially make any property sold by a county treasurer in a tax lien foreclosure sale to be sold "as is." It provides protection for local government and full disclosure for potential buyers.

District office – stay in touch

There is much to consider in this interim period. The longest serving Speaker of the House, Frank Chopp, will be replaced and the new Speaker may have different priorities which will control the legislation we consider.

I hope you have found this end-of-session update informative.

While the legislative session is over, please remember I'm your state representative year-round.

I am available to answer your questions, listen to your ideas and help you navigate problems with state government.

Feel free to contact my district office to schedule a time to meet or speak to your group or organization.

My district office phone number is 509-664-1274.



Trek Bicycle buys Cycle Central

Greg and Carmen Frislie offer their thanks to the community as follows:

"With much anticipation, Carmen and I would like to officially announce to our Cycle Central supporters, friends and family that we will be selling Cycle Central to Trek Bicycle Corporation.

After a great deal of thought, prayer and consideration we have decided it is the best decision for our family. It was a very difficult decision but one we needed to make.

We can't thank you all enough for all of your generous support, care, concern and referrals.

We have genuinely loved being a part of your lives and will never regret moving to Wenatchee to serve this awesome

community.

Carmen will be working with me at Performance Footwear, on a limited basis, as we are enjoying the final years with our two boys at home and working on some of Carmen's health issues that need some attention.

This transition should be completed by month end and Trek Bicycle Corp will open with our awesome employees that are already in place at the shop.

Trek Bicycle will take what we have created here in Wenatchee and build on it, continuing to serve our community in even bigger and better ways, while sticking to the same core principles of treating people like family and delivering the customer service you have come to

know when you walk through the doors.

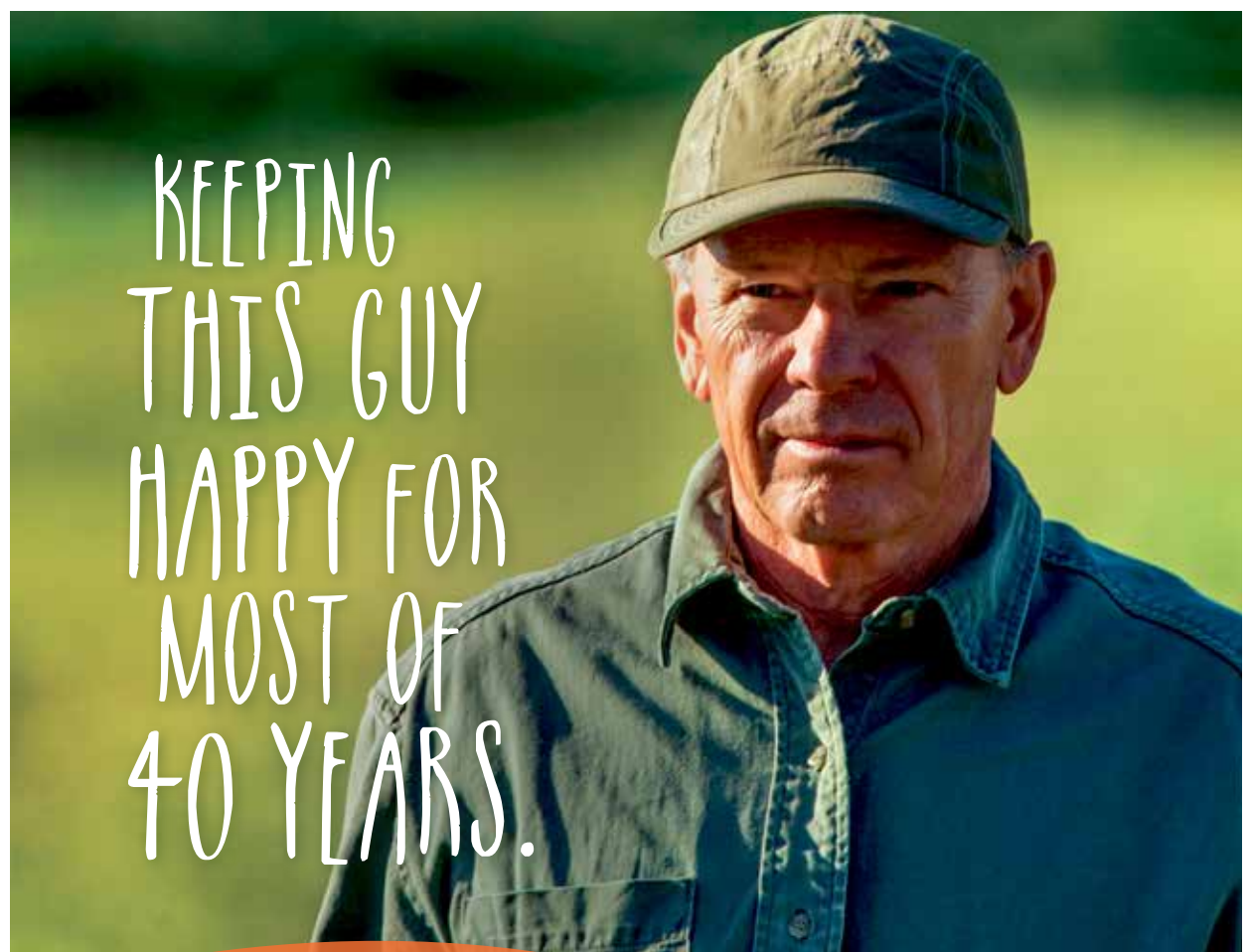
While there may be some changes, we hope you find them as exciting as we do and know we are leaving you in good hands.

There are not enough words to say how thankful we are for this awesome community and the support we have received from you!

Please never hesitate to stop into Performance Footwear to say hi, you are appreciated!

Sincerely,
Greg Frislie"

"It was a fair deal for both of us," said Frislie.



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Port Wins WPPA Creative Partnership Award

Media Release

On May 17th the Port of Chelan County was presented with the Washington Public Port Association's 2019 Creative Partnership Award for its role in the creation and evolution of the Pybus Public Market on the Wenatchee Waterfront.

Pictured below receiving the award is Port Executive Director Jim Kuntz, Commissioner Donn Etherington and Commission President JC Baldwin.

The success of the Pybus Public Market was possible due to multi-faceted partnerships with the City of Wenatchee, the federal gov-

ernment, State of Washington, private investors, and non-profits.

The Port of Chelan County purchased the 28,000 square-foot warehouse in 2010 to stimulate private investment on the Wenatchee waterfront, create a year-round public market, and provide a permanent home

for the seasonal Wenatchee Valley Farmers Market.

This vision captured the attention of the community.

This led to financial support from U.S. Senator Patty Murray's office, the City of Wenatchee, Local Revitalization Funding from the state, and a generous private donation.

This culminated with a \$5.75 million investment into reconstruction of the core and shell followed by many millions more invested by tenants locating in the Market.

The Market opened in May of 2013 with great success.

In early 2017, the Port sold the Market to the Pybus Charitable Foundation.

In 2018, the Port and the Charitable Foundation started another chapter with its Pybus Partnership.

The Port entered into

a five-year lease with the Foundation for the newly constructed second floor of the Pybus Annex in order to attract tech entrepreneurs to Chelan County and stimulate economic development.

The Port's Business Incubator currently has its first tenant in place: Subsplash, a Seattle-based software company.

Please contact Craig Larsen, Port of Chelan County Director of Business Development, at 509-663-5159 or craig@ccpd.com for additional information.



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VETERAN-OWNED & OPERATED BUSINESS



AMERICAN LEGION CELEBRATES 100 YEARS

End of World War One spawns oldest veterans service organization

The American Legion was chartered by Congress in 1919 as a patriotic veterans organization.

Focusing on service to veterans, servicemembers and communities, the Legion evolved from a group of war-weary veterans of World War I into one of the most influential nonprofit groups in the United States. Membership swiftly grew to over 1 million, and local posts sprang up across the country.

Today, membership stands at over 2 million in more than 13,000 posts worldwide.

The posts are organized into 55 departments: one each for the 50 states, along with the District of Columbia, Puerto Rico, France, Mexico and the Philippines.

Over the years, the Legion has influenced considerable social change in America, won thousands of benefits for veterans and produced many important programs for children and youth.

Following is a chronology of significant dates in Legion history:

1919

March 15-17 Members of the American Expeditionary Force convene in Paris for the first American Legion caucus.

May 8-10 St. Louis Caucus. "The American Legion" is adopted as the organization's official name. The Legion's draft preamble and constitution are approved.

June 9 The National Executive Committee adopts the Legion emblem.

Sept. 16 Congress charters The American Legion.

Nov. 10-12 First Legion convention convenes in Minneapolis. The Constitution and preamble are adopted. Delegates vote 361-323 to locate the Legion's national headquarters in Indianapolis, instead of Washington.

A resolution is passed in support of Boy Scouts of America. Today, the Legion is the chartering agency for more than 1,700 Scouting units made up of approxi-

mately 64,000 youths.

1920s

Aug. 9, 1921 The Legion's efforts result in the creation of the U.S. Veterans Bureau, forerunner of the Veterans Administration. Today, the Legion continues to lobby for adequate funding to cover medical, disability, education and other benefits for veterans.

June 15, 1923 The first "Flag Code" is drafted during a Legion conference in Washington. Congress adopts the code in 1942. Today, the Legion is at the forefront of efforts to pass a constitutional amendment to protect the U.S. flag from physical desecration.

July 17, 1925 The Legion creates the American Legion Baseball program. Today, more than 50 percent of Major League Baseball players are graduates of the program. About 82,000 youths play on Legion-sponsored teams each year.

1930s

September 1932 The Sons of The American Legion is officially recognized during the 1932 National Convention in Portland, Ore.

June 23, 1935 The first American Legion Boys State convenes in Springfield, Ill., to help youths gain an understanding of the structure and operation of the federal government.

June 1, 1938 The final round of the Legion's first annual National High School Oratorical Contest is conducted in Norman, Okla.

1940s

Sept. 19-21, 1942 Preamble to the Constitution of The American Legion is changed for the first and only time since it was written in 1919. The word "War" is changed to "Wars."

Dec. 15, 1943 Past National Commander Harry W. Colmery starts to write in longhand, on Mayflower Hotel stationery in Washington, the first draft of what will later become the "GI Bill of Rights" – considered the Legion's single greatest legislative achieve-

ment.

June 22, 1944 President Franklin D. Roosevelt signs into law the original GI Bill, or Servicemen's Readjustment Act, ushering in monumental changes in U.S. society.

Higher education becomes democratized after 8 million veterans go to school on the GI Bill, get better jobs, buy houses in the suburbs and raise families.

May 29, 1946 The Legion and the American Legion Auxiliary present a small, struggling organization called the American Heart Association with a \$50,000 grant. The grant inaugurates a nationwide program for the study, prevention and treatment of rheumatic heart disease.

1950s

May 4, 1950 The Legion votes to contribute funds to the field of mental health, thereby playing a key role in launching the National Association for Mental Health.

July 9, 1954 The American Legion Child Welfare Foundation is formed. Today, more than \$11 million has been awarded to youth organizations and projects designed to help America's children.

1960s

Sept. 1, 1966 The Legion voices great concern over the fate of prisoners of war in Vietnam.

Today, the Legion urges a full accounting of all POWs and troops missing in action; and has formed a special group from among the nation's major veterans organizations to continue pressing for further resolution of this issue.

Aug. 24, 1969 The Legion's National Executive Committee establishes the National Emergency Fund as a result of the effects of Hurricane Camille.

1970s

May 1, 1972 The Legion implements a Hal-loween safety program for children; it remains the only national program of its kind.

April 1, 1975 The Legion-sponsored Freedom Bell goes aboard the Freedom Train during its tour of the country in celebration of the U.S. Bicentennial. Six years later, the bell is dedicated at its permanent home in Columbus Plaza, opposite Union Station in Washington.

1980s

Aug. 26, 1982 The Legion presents a \$1 million check to the Vietnam Veterans Memorial Fund for construction of the Wall in Washington, becoming the largest single contributor to the project.

July 21, 1983 The Legion announces its sponsorship of an independent study on the effects of exposure to Agent Orange on Vietnam War veterans. Congress receives the results of the "American Legion-Columbia University Study of Vietnam-era Veterans" in 1989.

Jan. 1, 1989 The Veterans Administration is elevated to Cabinet-level status as the Department of Veterans Affairs (VA). The Legion fought hard for the change, arguing that veterans deserve representation at the highest levels of government.

Oct. 16, 1989 The long-standing objective of the Legion to improve adjudication procedures for veterans claims is achieved when the U.S. Court of Veterans Appeals becomes operational.

1990s

Aug. 2, 1990 The Legion files suit against the federal government for failure to conduct a Congress-mandated study about the effects of Agent Orange on veterans who served in Vietnam.

Oct. 11, 1990 The Legion creates the Family Support Network to assist families of servicemembers deployed for operations Desert Shield and Desert Storm in the Middle East. Through local posts, the network offers a wide range of assistance, including financial assistance, mowing lawns, baby-sitting



Veterans from the WW One era

I actually have 2 pictures of my mothers side of the family.

One of the pictures, the one with the soldier in uniform with the small boy was my Uncle Noble Tolerton. He served in France during WW1. He was a Sergeant in the 364th Inf. of the 91st Div.

The second picture was of my Grandfather C. E. Tolerton who was in the "Home Guard" in that same time frame. He never went overseas though.

I never knew much about either one as my grandfather died before I was born and my uncle died when I was still a young child.

Don Webb, Chelan



Grandpa Tolerton



VETERAN-OWNED & OPERATED BUSINESS

and more.

June 15, 1991 The Legion hosts its first Junior Shooting Sports National Air Rifle Championships at the Olympic Training Center in Colorado Springs, Colo. Today, more than 2,000 high school students a year enter the contest, which teaches gun safety and marksmanship.

Aug. 24, 1994 The Legion announces the creation of the Citizens Flag Alliance, a coalition of organizations and individual citizens united to work for a constitutional amendment to protect the U.S. flag from physical desecration. Since 1995, the amendment has passed in the House by a supermajority six times: in 1995, 1997, 1999, 2001, 2003 and 2005. In 2006, the amendment fell one vote short of passage in the Senate.

Sept. 24, 1994: The American Legion announces partnership with the Smithsonian Institute's Air and Space Museum to develop an exhibit for the bomber Enola Gay, which dropped an atomic bomb on Hiroshima, Japan. Previous museum plans had drawn intense criticism from veterans, scholars and the public.

Jan. 30, 1995 The American Legion announces acceptance of scaled-down exhibit "without political commentary" for the Enola Gay, ending the greatest controversy in the Smithsonian Institute's 149-year history.

Oct. 1, 1995 The Legion forms the Persian Gulf Task Force to enhance service for the newest generation of wartime veterans, thousands of whom suffer from illnesses linked to their service in the region.

Sept. 16, 1996 The Legion awards a \$20,000 college scholarship to each of the 10 inaugural Samsung American Legion high school scholars.

June 11, 1997 The National Emergency Fund surpasses the \$1 million mark in cash grants given to flood victims who belong to the Legion family. Most

grant recipients reside in the flood plains of Ohio, Kentucky, Indiana, Minnesota and North Dakota.

Sept. 3, 1997 The Legion presents its first National Law Enforcement Officer of the Year award at the 79th National Convention in Orlando, Fla.

2000s

March 29, 2000 Senate Joint Resolution 14, the constitutional amendment that would return the people's right to protect the U.S. flag from physical desecration, falls four votes short of the necessary 67 to override a presidential veto.

Sept. 5, 2000 The American Legion presents the first "Spirit of Service" Awards to active duty service members for their off-duty volunteer activities.

Aug. 28-30, 2001 The American Legion passes resolution to rekindle Blue Star Service Banner program.

Sept. 12, 2001 The American Legion reactivates the Family Support Network following terrorist attacks in New York City and Washington, D.C.

Oct. 10-11, 2001 The American Legion creates the American Legacy Scholarship Fund for children of military members killed on active duty on or after Sept. 11, 2001.

Sept. 11, 2002 The American Legion takes lead in conducting "A Day To Remember" events to mark the anniversary of the terrorist attacks on the nation.

November 2002 The Legion launches the national "I Am Not A Number" campaign to identify and document the delays veterans face in obtaining medical care from VA.

Oct. 17, 2003 American Legion efforts on Capitol Hill break the deadlock on the Disabled Veterans Tax when Congress creates a 10-year phase-in for service-connected disabled retirees to receive military retired pay and VA disability compensation without sub-

traction from either. Legion efforts also result in passage of the Military Family Tax Relief Act.

Sept. 3, 2004 American Legion lobbying leads to more progress in elimination of the Disabled Veterans Tax with passage of PL 108-375 that eliminates the 10-year phase-in for 100 percent service-connected retirees, allowing them to immediately begin receiving both retired pay and VA disability payments.

Sept 19, 2004 The American Legion launches a national program, the Blue Star Salute, where posts across the country hold public events to recognize troops, their families and local businesses on Armed Forces Day.

May 7, 2005 The American Legion lobbied successfully to remove from VA funding legislation administration-proposed increases in VA prescription co-payments and institution of user fee for Priority Group 8 veterans using VA health facilities. Efforts focus on legislation to provide mandatory, vice discretionary, funding of VA health care.

August 2005 Delegates at the 87th National Convention in Honolulu unanimously voice their support for the global war on terrorism with Resolution 169.

Oct. 17-18, 2007 The American Legion National Executive Committee passes Resolution 35 and adopts The American Legion Riders as a national program of The American Legion. The first American Legion Riders chapter was established by American Legion Post 396 in Garden City, Mich., in 1993.

June 30, 2008 President George W. Bush signs into law the Post-9/11 Veterans Educational Assistance Act, a next-generation GI Bill strongly supported by the Legion. The bill renews the federal government's commitment to veterans by providing them with substantially better education benefits.

Oct. 22, 2009 President Obama signs the Veterans Health Care Budget Reform Act of 2009, guaranteeing "advance funding" for VA appropriations, a formula that The American Legion has strongly supported for many years. The new law sets funding for VA one year in advance.

2010s

• The entire Legion family bands together and wins \$250,000 for Operation Comfort Warriors (OCW) in PepsiCo's Refresh Everything Project, submitting the most votes in an online contest and beating out hundreds of other groups and charities to take first place in the contest's first month.

• Continuing a long-standing tradition of advocating for timely and adequate medical care for veterans, the Legion forms a PTS-TBI Ad Hoc Committee to both examine current methods by VA and the Department of Defense of treating the two conditions, and investigate potential alternatives.

• The Legion officially begins a relationship with United Services Automobile Association (USAA), making the veteran-founded insurance company "The American Legion's preferred provider of financial services." The purchase of USAA products gains money for Legion

programs.

2011 Executive Committee authorized establishment of The American Legion Amateur Radio Club (TALARC) to promote emergency communications and disaster preparedness, engage youth in math and science and facilitate public communications with our nation's federally licensed amateur radio operators who are veterans.

• The American Legion Baseball World Series is held for the first time in the tournament's new permanent home, Shelby, N.C. Prior to this, the tournament had rotated to different cities. Total paid attendance at the Shelby contests soars to an all-time high of 86,000 total.

2012 VA guarantees its 20 millionth home loan. 1936-1937 National Commander Harry Colmery and 1943-1944 National Commander Warren Atherton escorted the original GI Bill of Rights through Congress in 1944, arguing passionately for veterans educational benefits, government-assured health care and what they called "readjustment allowances."

2013 National Commander James E. Koutz announced that the American Legion family raised more than \$1.1 million for Operation Comfort War-

riors during the 2012-2013 fundraising year. It easily surpassed his original goal of \$500,000.

2014 In the midst of a VA waiting-list scandal that reached up to the deaths of veterans waiting for care, The American Legion calls for the resignations of several top officials, including VA Secretary Eric Shinseki. The scandal would ultimately engulf multiple facilities and offices; the Legion kept the issue in front of the public and Congress via articles and testimony.

• National Commander Michael D. Helm announces that Legion Family members and friends donated more than \$4 million (his goal) to Legion charities and programs during his year in office.

2016 July - The Legacy Scholarship is expanded to children of post-9/11 veterans who have a combined VA disability rating of 50 percent or greater.

2017 Created to hold VA employees more accountable, the Department of Veterans Affairs Accountability and Whistleblower Protection Act of 2017 is passed by Congress in concert with

• The Legion assists in the creation and eventual passage of the Veterans Appeals Improvement and

VETERAN BUSINESS OWNERS

Could your Veteran Owned Business be Eligible for FREE Government Surplus Equipment? Check out this article in MilitaryTimes RebootCamp and find out! rebootcamp.militarytimes.com/news/entrepreneurship/2019/02/01/this-new-law-gives-vet-small-business-owners-surplus-federal-equipment-for-free/

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B&O or PUT Tax Credits for hiring

Unemployed Veterans – New under Employer Incentive Programs!

5 WAYS

(NAPSI) – **It's a tragedy:** Every day, 22 U.S. veterans take their own lives – a needless loss of 8,000 service members a year.

The Problem

Returning veterans may experience divorce, joblessness, homelessness and hopelessness.

The often-devastating effects of mild to moderate traumatic brain injury (mTBI) and post-traumatic stress (PTS), plus the loss of their military community support, can cause a downward spiral.

Symptoms of mTBI include headaches and problems with balance, sleep, vision and memory. Emotional signs include depression and anxiety. But today's treatment approaches and therapeutic technologies offer hope for veterans feeling overwhelming physical and emotional pain from these invisible wounds of war.

What You Can Do

1. Be observant about behavior changes. For many veterans, the physical symptoms of mTBI are not obvious. Be on the lookout for loss of interest in meaningful activities, personality changes, social isolation and substance abuse.

2. Reach out and spend time together. Let a veteran know he or she is not alone. Meet for coffee or go for a walk. Listen and encourage them to seek help.

3. Tell veterans and their families about helpful programs. Encourage caregivers, spouses and friends to seek help on behalf of a veteran.

TO HELP PREVENT VETERAN SUICIDE

One outstanding option that's transformed the lives of more than 550 veterans and their families is the SHARE Military Initiative at Shepherd Center in Atlanta, Ga. This innovative program provides up to 12 weeks of intensive rehabilitation, at no cost to the veteran, to treat mild to moderate brain injury and psychological concerns of those who served in the U.S. military since September 11, 2001. Treatment plans are personalized to each veteran's needs. The program is open to all post-9/11 veterans, including those with other than honorable discharges.

Because of intensive and comprehensive therapy, rehabilitation and life coaching, SHARE has become a model for centers nationwide. Experts in working with veterans provide medical consultation, physical therapy, occupational therapy, speech and cognitive therapy, recreation therapy, case management, neuropsychology, chaplaincy and counseling.

4. Volunteer or donate to organizations battling the epidemic of veteran suicide.
5. Support fundraisers and events, such as the Shepherd's Men Run. Annually, a team of committed volunteers runs seven days of half marathons in multiple states wearing 22-pound flak jackets – to increase awareness of treatment options and suicide prevention for veterans. Shepherd's Men have raised millions for this heartfelt mission.

Learn More

Veterans and those who want to help can call 404-603-4314 or visit shepherd.org/share and shepherdsmen.com.



Cashmere's Crunch Pak now marketing fresh pears

CASHMERE — Crunch Pak, the sliced apples specialist, is extending its expertise in the value-added space to a new to the world item – fresh sliced, peeled and diced pears.

The value-added pears, available in 7-ounce and 32-ounce packages for foodservice customers initially, are made from Anjou and Bartlett varieties.

The company will introduce the fresh cut pears at United Fresh in booth 6040.

Slicing pears was an original goal of Crunch Pak when the company started in 2000, but the technology



didn't exist to get the consistency consumers wanted so the company kept working to make sure it got it right, said Tony Freytag, executive vice president and co-founder.

"We made a commitment to develop value-added pears many years ago to our growers and customers," Freytag said. "Our location, relative to where the majority of the country's pears are grown, makes us literally neighbors with orchardists and their crops.



The countless hours of research and development that was put into the project and the overall commitment of the company to creating this proprietary technology is to be heralded."

United Fresh announced Crunch Pak's value-added pears are a finalist for the United Fresh Produce Association's 2019 Innovation Awards in the best fruit category.

For more information visit crunchpak.com.



CHELAN COUNTY

'Diamonds Are Forever' – hopefully for joint power agreement

Chelan PUD news release

Chelan County PUD commissioners today approved three agreements with Stemilt Growers to accommodate power needs for the Diamond Foundry, a gemstone manufacturer setting up new operations.

Stemilt is leasing space to the Diamond Foundry in the Hawley Street area of Wenatchee.

Under one agreement, a new substation will be constructed to provide up to 19 megawatts of power to the Diamond Foundry by a target date of March 2020.

Stemilt has proposed that it build the substation – with design and engineering review by the PUD – in order to power the new manufacturer. Current substation capacity would not meet the increased energy demand.

Two other agreements set up leases to allow for the substation construction.

The PUD will lease land to Stemilt on Hawley Street where the substation will be sited, and Stemilt will lease land to the PUD on Miller Street for storage of utility materials and equipment.

Chad Rissman, PUD Di-

rector of Asset Management, briefed commissioners on the extensive coordination needed with Stemilt to meet an expedited substation construction timeline.

While typically 18 months is required to energize a new substation once transformers are ordered, this project is slated for completion in less than a year.

PUD staff stressed the value of the public-private partnership that will create economic development benefits for Chelan County.

The new Diamond Foundry will create between 35-50 jobs in Wenatchee, with the intent to hire local talent.

In addition to the three agreements, PUD commissioners reviewed a large-load power contract with the Diamond Foundry.

This contract is set for consideration and poten-



tial board approval on June 3. The pricing is based on the high-density load rate adopted in 2017.

In other business, commissioners:

- Reviewed first quarter energy resources, including information about the new, five-year Microsoft energy contract and contracts for energy from Rocky Reach and Rock Island hydropower projects through 2024.

In addition, staff noted that PUD energy efficiency programs have started the year strong.

- Heard a presentation on a proposed land exchange with the City of Entiat, adjacent to the city's riverfront park, for constructing a storage shed to house park equipment.

- Heard a presentation about fire mitigation strategies the utility is using to minimize fire risks throughout its service territory

- Received an update on the PUD's strategic planning process. A draft plan is expected in late summer.

Upcoming events:

- June 3 – Commission meeting, 10 a.m.

- June 13 – PUD Night at the Apple Sox

CONTINUED FROM PAGE 9

American Legion celebrates 100 years

Modernization Act, which modernizes the current appeals process at the Department of Veterans Affairs, forcing VA to render a decision on a veterans claim within one year.

- The American Legion, in concert with others, creates, advocates for and passes the Harry W. Colmery Veterans Education Assistance Act of 2017.

- Denise H. Rohan of Wisconsin is elected national commander, the first woman to hold the role in the Legion's history.



The American Legion, a non-profit organization is headquartered in Indianapolis, Indiana. It is made up of state, U.S. territory, and overseas departments, and these are in turn made up of local posts. The legislative body of The American Legion is a na-

tional convention, held annually.

Thanks to Wikipedia

National Commander: Brett P. Reistad (VA); Since August 30, 2018

Founded at: Paris, France
Customer service: 1 (800) 433-3318

National Executive Committee: 61 voting members: 6 national officers; 55 committeemen

Headquarters: Indianapolis, IN
Founded: March 15, 1919, Paris, France

Founders: Theodore Roosevelt Jr., Robert Bacon, Dwight F. Davis, A. Piatt Andrew, John F. O'Ryan, Henry D. Lindsley



To understand how to honor the flag

U.S.C 8, per the Government Publishing Office.

- The flag should never be displayed with the union down, except as a signal of dire distress in instances of extreme danger to life or property.

- The flag should never touch anything beneath it, such as the ground, the floor, water or merchandise.

- The flag should never be carried flat or horizontally, but always aloft and free.

- The flag should never be used as wearing apparel, bedding or drapery.

- The flag should never be fastened, displayed, used or stored in such a manner as to permit it to be easily torn, soiled or damaged in any way.

- The flag should never be used as a covering for a ceiling.

- The flag should never have placed upon it, nor on any part of it, nor attached to it any mark, insignia, word, figure, design, picture or any drawing of any nature.

- The flag should never be used as a receptacle for receiving, holding, carrying or delivering anything.

- The flag should never be used for advertising purposes in any manner whatsoever. It should not be embroidered on such articles as cushions or handkerchiefs and the like.

- No part of the flag should ever be used as a costume or athletic uniform.

However, a patch may be affixed to the uniform of military personnel, firemen, policemen and members of patriotic organizations.

- The flag, when it is in such condition that it is no longer a fitting emblem for display, should be destroyed in a dignified way, preferably by burning.

The Flag Code was adopted to protect our nation's symbol of freedom and

accomplishment of those who have served. If you are unfamiliar with the rules of the banner, it's possible to be unintentionally disrespectful.

"The flag of the United States be 13 alternate stripes red and white, that the Union be 13 stars, white in a blue field, representing a new Constellation." This resolution by John Adams was adopted by the Continental Congress on June 14, 1777, placing our nation's banner in the spotlight as a respected symbol. As new states gained independence and entered the United States, the number of stars and stripes increased. However, in 1818, Congress enacted a law to restore the original 13 stripes and only include additional stars to symbolize incoming states. A century after enacting the Flag Resolution, the first Flag Day was observed on June 14, 1877. While Woodrow Wilson proclaimed a day of recognition for the banner in 1916, it wasn't until 1949 when regulators officially designated June 14 as Flag Day, a national day of observance. Do you know how you are going to celebrate this year? Consider sharing the occasion with your peers and loved ones.

IN THE COMMUNITY

June 14 is a day to celebrate the historic symbolism of our nation's banner.

You can do your part by donating your time or resources to benefit the occasion. Reach out to local leaders to inquire about volunteering to help raise flags throughout your community. Many businesses and public parks in your area may need help acquiring and displaying the banner. You also can offer to donate flags to ensure there are enough throughout the area. Consider hosting a community event inviting peers and neighbors to celebrate the day. Make it an event where others reflect on what the flag means to them and praise the active or retired.

CONTINUED FROM PAGE 1

Washington Apple Industry Welcomes Removal of Tariffs

implementing a 25% duty. The opportunity to wrap up the season with one of the major markets returning to free trade is encouraging for the upcoming season," says spokeswoman Toni Lynn Adams.

Shipments to foreign markets have been reduced compared to previous years, partly due to smaller crop volume and partly due to barriers to trade. Exports to Mexico are down 29.3%

season to date compared to the 2017-18 season and exports have decreased by 32.7% overall.

The retaliatory tariffs were implemented in June of last year in response to the U.S. administration enacting a tariff on imports of steel and aluminum.

The agreement also includes a provision stating any possible retaliation regarding steel and aluminum in the future will be limited to those products only,

providing some protection for apple suppliers from further escalation of the issue.

Washington exports one-third of its fresh apple crop to over 60 markets worldwide.

The Washington Apple Commission is a promotional organization dedicated to serving the Washington apple industry by increasing consumer demand through innovative marketing and promotions in international markets.

For more information on the Washington Apple Commission, visit bestapples.com.



MEMBER MESSENGER

"Driven to Promote and Protect Small Business"

JUNE 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!

- CliftonLarsonAllen – 16 years
- Costco Wholesale #112 – 11 years
- Delthor Construction & Development – 5 years
- Gold Construction, Inc. – 22 years
- Icicle Broadcasting, Inc. – 7 years
- Jeffers, Danielson, Sonn & Aylward, P.S. – 13 years
- Jerry's Custom Homes, LLC – 4 years
- Lensen Homes – 16 years
- Okanogan County Energy, Inc. – 15 years
- Olson's Construction, Inc. – 14 years
- Rains Contracting, Inc. – 12 years
- Sangster Motors, Inc. – 22 years
- SMART Association – 2 years
- Tumwater Drilling & Pump, Inc. – 19 years
- Turner Restoration, LLC – 5 years
- Village Life – 15 years
- Western Ranch Buildings LLC – 22 years
- Wok About Grill – 12 years
- Work-Force Solutions, Inc. – 2 years

- Abarca's Window & Gutter Cleaning – 1 year
- Alpha Media Wenatchee – 12 years
- Arseneault Automation, LLC – 5 years
- Builders FirstSource – 21 years
- Cascade Autocenter – 16 years
- Chelan Cedar Homes – 7 years
- Chuck Strawn Landscape Design – 10 years



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

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BNCW Welcomes Lee Pfluger as our new Chief Executive Officer!

Building North Central Washington is pleased to welcome **Lee Pfluger** as the organization's new Chief Executive Officer. Lee most recently served on BNCW's Board of Directors as the Immediate Past Chairman and has owned and operated Pfluger Craft, LLC (previously Highmark Trim & Finish) for many years. Pfluger Craft, LLC was a valued BNCW member for over 10 years.

Effective May 1, Lee replaced Marc Straub who was elected as a Douglas County Commissioner last November. Marc had served as CEO for nearly 17 years and will be missed by our Association.

BNCW is thrilled to have Lee step into this position. He will bring a fresh perspective and approach on local relationship development and has a passion for government affairs.

If you have time, stop by and welcome Lee!



Lee Pfluger

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!

- Perfection Garage Doors & Service LLC
Doug Bruggman
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- Pandora Painting & Remodeling
Lisa Simmons
509-885-5035
- Blake's Garage Door LLC
Blake Harris
509-670-8882



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"

JUNE 2019 ASSOCIATION NEWSLETTER

PAGE 2

BNCW's:

*FROM
A DIFFERENT
PERSPECTIVE*

**A Rising tide
lifts all ships**

"From 2009 through mid-2012, weekly earnings for those with less than a high school diploma declined. From then through late-2017, their wages improved and grew at the same rate as the wages of all others. Since late-2017, their wages have been growing faster than all others. Maybe it's because since 2009 the labor force has grown by 13 million, but the number with no college has declined by 4.4 million."

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



Searching for culinary experts!

Do you fancy the finest in culinary arts? We are searching for some of the valley's finest culinary experts to be featured in this year's BNCW Chefs on Tour event!

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

This will be the 7th Annual Chefs on Tour in which we will be featuring up to 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 this year will be held on 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 that will sample it for themselves! We will only be accepting the first six chefs that apply!

So don't delay – If you would like to have your hat thrown in for an

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

opportunity to be selected, all you need to do is give Sarah Daggett a call at Building North Central Washington for more details at 509-293-5840.

Nothing But
networking
.....Grow Your Business Face-to-Face

JOIN US!!
Wednesday: June 26th
5:00 - 7:00 p.m.

Your Host for the Evening:

Edward Jones

Featuring:



INVESTMENTS

Geoff Gatewood
Financial Advisor

*Join us for an evening of Networking,
Amazing Food & Fun!*

Don't Miss Out! FUN Door Prizes and this event is FREE!

1737 N. Wenatchee Ave, Ste D Wenatchee

BNCW membership BENEFITS

As a benefit of BNCW membership your business has access to effective, targeted advertising!

Opportunities include:

- BNCW Membership Directory
- Home Tour Magazine
- Home Show Guide
- Member Messenger
- Event Sponsorships
- BNCW Classifieds





MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

JUNE 2019 ASSOCIATION NEWSLETTER

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On Thursday, May 16th, not even a heavy dose of rain could stop over 80 people from showing up to the co-hosted BNCW Nothing But Networking Event held at One-Way Construction NW and A-1 Asbestos!

the yard, everyone gathered to enjoy some great food and beverages while they were entertained with a TON of incredible give-aways!

We had so many door prizes to give out that evening – it almost seemed as if everyone walked away

with something!

Networking events are an excellent opportunity to meet and greet with fellow like-minded business owners and help to grow your business contacts!

While events like these are primarily meant for members of BNCW, they are also the perfect way for prospective members to come out and see what we are all about and get an idea of how much fun we can have as a group!

We also make sure everyone has a nametag on, making your connections with others that much easier! So if you haven't had a chance to attend a Nothing But Networking

event yet... for whatever your reason may be... you should!

They are FUN, a great opportunity to meet new people and it is one of the ways you can help to make your BNCW membership work for you!

We promise you won't regret it! Just don't forget your business cards and come prepared to shake a few hands!

Many thanks to all of the staff at One-Way Construction NW and A-1 Asbestos for putting on such an amazing evening and also THANK YOU to everyone that came out in the rain and spent the time with us!

Next month's NBN will be held at Edward Jones – Geoff Gatewood's office on

Wednesday, June 26th from 5-7pm.

We hope to see you there!



Is your home ready for fire season?

As we move into fire season in North Central Washington it is a great time to evaluate the fire potential of your home and landscape, www.Firewise.org is a great place to start!

Throughout our involvement in Chelan County's Wildland Urban Interface Code discussions the importance of firewise landscaping was echoed by everyone involved.

Particularly the firefighters that have seen wildfires in our area, up close and personal. Defensible space around your home is a crucial factor in surviving a wildfire.

There are a few simple things everyone can do, starting with their home itself. Remove flammable items stored in carports or next to your home.

Remove any debris from roofs and gutters. Do not store firewood next to your home or under decks!

Firewise landscaping begins in the area immediately adjacent to your home.

Generally speaking avoid any vegetation other than ground covers and short fire-resistant plants within 5 feet of your home. www.CascadiaCD.org offers a



great guide for choosing firewise plants for different locations around your home.

In the areas from 5 feet to 30 feet from your home Deciduous

trees need to be pruned up 6-10 feet above the ground and trees or clumps of trees should be a minimum of 18 feet from top to top.

Avoid Coniferous trees and shrubs in this area, particularly any kind of Arborvitae or Juniper.

Moving 30-100 feet from your home trees and clumps of trees

can get closer together but 12 foot spacing should be maintained near 30 feet and can get as close as 6 foot spacing at 100 feet away from buildings.

Again it is important to keep trees pruned 6-10 feet above the ground. This is by no means a conclusive list but a starting point.

In North Central Washington there are a number of terrific resources available to anyone interested in assessing or improving the vulnerability of their property, including: Cascadia Conservation District, South Douglas Conservation District, Foster Creek Conservation District, WSU Extension, or the Master Gardeners.

As well you can call or stop by our office at 2201 N. Wenatchee Ave. (509) 293-5840 for a referral or to pick up Firewise USA brochures!

Over the coming weeks and months BNCW will be engaging in an education effort to promote common sense steps that property owners, local governments and other organizations can take to make all our communities safer from wildfires.

FALL PROTECTION

Historically, falls are the leading cause of fatalities in construction, accounting for about one-third of all fatalities in the industry.

For example, the Bureau of Labor Statistics reported that there were 713 fatal falls to a

lower level in 2017, out of 887 total fall related fatalities.

This week there is an emphasis on fall protection nationally.

Many companies held special fall protection safety meetings, and trainings on jobsites.

To keep that focus at the front of our minds let's review information regarding fall protection in Washington State.

Incidents involving falls are generally complex events, frequently involving a variety of factors. Consequently, the standards for fall protection deals with both the human and equipment-related

issues in protecting workers from fall hazards.

When do I need fall protection?

In Washington State, generally, fall protection is required at 4 feet in construction.

There are exceptions to the 4-foot fall protection rule, but it depends on the task that you are performing and what your fall

height exposure is.

0 feet – regardless of height if exposed to an impalement hazard or dangerous equipment

4 feet – on all walking work surfaces

10 feet – non-walking working surfaces or roofing work on low pitches (task) or leading-edge

SEE PAGE 14



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

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2019 legislative wrap-up:

Who was in charge, what passed, and what didn't

By PAUL GUPPY
Washington Policy Center

Key Findings

Lawmakers increased spending by \$8 billion, to \$52.4 billion, an increase of over 17%, the largest single-budget spending increase in 25 years.

Due to the good economy, officials expected enough revenue to fund state programs. Even so, they added some \$2.5 billion in permanent new taxes.

Lawmakers added another \$4.4 billion to schools, bringing the education spending to \$27.2 billion. Public schools now get about \$16,000 per student, more than most private schools receive.

Lawmakers broke a 2017 promise not to raise local education taxes, so local levies across the state will likely increase next year.

Lawmakers also imposed a statewide ban to block charter school families from sharing in local education funding.

In major victories for the public interest, lawmakers defeated a proposed capital gains income tax and a costly carbon tax on daily energy use.

Lawmakers also defeated a measure to ban private health insurance and place all residents into a mandatory government health program.

Introduction

The Washington State Legislature convened on January 14th and ended its 2019 session at 11:59 p.m. on Sunday, April 28th, just in time to meet its scheduled closing for the planned 105-day session. In doing so, lawmakers avoided the embarrassment of the 2017 session, when the normal 105-day session lasted 192 days, and almost led to a shut-down of state government.

Majority control in Olympia

As a result of the 2018 election, Democrats gained a clear majority in both houses of the Legislature. Democrats hold a majority in the Senate of 27 to 22, and a majority in the House of 57 to 41. In addition, under Governor Jay Inslee, Democrats currently hold the Washington governorship, as they have for 34 years, the longest of any state.

Washington is one of 14 trifecta states for Democrats, holding both houses of the Legislature and the governor's office. Nationally, Republicans hold 22 trifecta states, and 14 states have divided government. A more in depth analysis is available at www.WashingtonPolicy.org



In response to the new tax increases passed by legislature this session, a citizen's initiative, I-1648 has been filed with the Secretary of State's office to repeal the new taxes and place sunset clauses on all new taxes. Signatures are being gathered statewide. Petitions are available at BNCW.

Continued from page 13

work (advancing of decking) – requires a fall protection work plan – must be on the project site.

What is fall protection?

Fall protection is fall restraint and/or fall arrest.

What is fall restraint?

Fall restraint prevents exposure to a fall.

Examples:

Guardrails, hole covers, warning lines or personal fall restraint systems.

Each fall restraint system must be installed correctly and evaluated by a competent person.

Fall restraint is the most effective system to use but may not always be applicable in each case.

Therefore, the second type of fall protection is fall arrest.

What is fall arrest?

Fall arrest is different from fall restraint. Fall arrest will keep you from hitting a lower surface when working from height i.e., if you were to fall and the only thing between you and ground below is gravity, then, fall

arrest must be used to keep you from hitting the surface below.

Your fall arrest system could include an anchorage, a full body harness with either a fall protection shock lanyard or a shock absorbing retractable device.

So, if I need fall protection, how do I determine what type of fall protection will I use?

1. You must evaluate the task you will be performing and what safety protection is needed and required.

2. If I use either Fall Arrest or Fall Restraint, what would provide the best protection?

What other requirements must I consider?

3. You must follow your company's policies and requirements.



4. A competent person must be used to determine what anchor points will be used for personal fall arrest/restraint.

5. A fall protection plan must be filled out and at the jobsite if your fall exposures exceeds 10 feet.

6. Workers must be trained by a competent person in the installation, use and dismantling of fall protection systems.

7. Install your fall protection systems as required by the manufacturer.

If you are unsure of what type of fall protection you should use, talk to your supervisor, foremen and/or safety professional. Never guess!!

Look out for yourself, co-worker and others. If it looks wrong, it probably is.

It is never wrong to ask a question such as “Is this safe?” or “What is our fall protection plan?”

No one should ever fall from elevation, there are very good systems available to keep you safe and from hitting the surface below.

Let's be safe out there!!

From Approach Management Services

BNCW EVENTS

BNCW's June Board of Directors Meeting

■ June 20, 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 June CPR & First Aid Training

■ June 11, 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.

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TOWN TOYOTA CENTER

Town Toyota Center hires Vader

The Town Toyota Center had a banner year with many new sponsors, a Rink naming partner, a new tenant, and sold out all available VIP seating and suite areas.

The activity of the Town Toyota Center contributes to over 8 million dollars in economic impact and reaches over 400,000 guests annually in North Central Washington.

The arena was pleased to open a sales and marketing executive



Dreu Vader

position last December and hired Dreu Vader.

Dreu Vader graduated from Central Washington University (CWU) in June 2018 with a Bachelor's degree in Business Marketing and a minor in Communications.

Prior to CWU, Vader attended Whatcom Community College where he was the Captain of Whatcom Community College Basketball Team and received Academic Athlete of the Year award.

Vader's work experience in retail and service made him the ideal candidate for the sales and marketing position over 50 other applicants.

Recently, he joined the Confluence Rotary club and is an active member of the YMCA. His wife, Maria is a teacher in the Quincy School District.

Vader will assist in coordinating in-house events, sponsorship sales, group sales, and premium ticket sales.

The Town Toyota Center is thrilled to have him on their full-time management team.



NCESD adds to team



Dylan Kling

North Central Educational Service District (NCESD) has announced the addition of Dylan Kling as a Student Assistance Professional serving the Quincy School District.

Kling is a Quincy High School graduate and earned a Bachelor's degree from Eastern Washington University. Previously, Kling served as a Gear Up Site Director in the Quincy School District. He was also president of local youth coalition Quincy Partnership for Youth.



Children's Home Society of Washington names Dave Newell as new president and CEO

SEATTLE – Children's Home Society of Washington (CHSW) announced today that its board of directors has appointed Dave Newell as the organization's new president and chief executive officer (CEO), effective June 10.

As a leader in child welfare and human services, Newell brings over 20 years of experience in social services in both direct service and leadership roles.

"As is the legacy of CHSW, we will continue to partner with families and implement ways to connect them to services and community resources that truly make a difference," Newell said. "CHSW has had extraordinary leadership for the past 35 years under Sharon Osborne and I'm looking forward to getting to know the staff at CHSW and the families we support."

"As I step down as president and CEO, I know CHSW's future is in the best hands possible," said Sharon Osborne, who has been serving as president/CEO since 1989. "Dave is an innovative problem-solver and strategist who will continue to advance CHSW's efforts

to transform the field of child and family services and improve the lives of those we serve."

"CHSW has a history in providing innovative programs and services that help give families better futures," Newell said. "I'm honored to continue this legacy of prevention, transformation, and giving a voice to all families."

"We are honored to have Dave implement CHSW's vision for the future as the next president/CEO," Andy MacDonald, CHSW board chair said. "The organization will benefit from Dave's leadership experience and extensive knowledge of direct service and systems that impact Washington state's children and families."

Prior to his new role at CHSW, Dave served as CEO of PromiseShip since 2010. The well-being of families and increasing public awareness about supporting the community is at the heart of PromiseShip's organizational goals. During his time as CEO, he was part of the 2013-14 Annie E. Casey Foundation Children and Family Fellowship program that supports community leaders who are working toward system reforms that help children and families.

In addition to his time at PromiseShip, Dave worked with EMQ Families First (2006-2010) in Sacramento, Calif., and executive director at Denali Family Services (1999-

2006) in Anchorage. Dave held leadership roles at various organizations, serving in a volunteer capacity on boards across the country, including Alaska Behavioral Health Association, Family Focused Treatment Association and Voice for Adoption. In 2012 and 2014, Dave was appointed by Nebraska Gov. Dave Heineman to serve on the Nebraska Children's Commission (NCC). In 2016, Gov. Pete Ricketts reappointed Dave to the NCC, and in July 2017, Dave was elected as its chair.

He also has received honors for his outstanding work throughout the years. In 2013, the Omaha Metropolitan Child Advocacy Coalition recognized Dave for outstanding contributions to the community on behalf of children, youth and families.

Dave is a member of the Nebraska Children's Commission, National Association of Social Workers and Academy of Certified Social Workers. He is also a licensed social worker in Nebraska.

Dave received his certificate of Nonprofit Management and Master in Social Work from the University of Alaska, Anchorage, and his Bachelor of Science in education from Southern Illinois University at Edwardsville. He has 26 years of experience as a therapeutic foster, adoptive and birth parent.

Dave and his wife, Theresa, look forward to building their life in Seattle and supporting their community.



Dave Newell

About Children's Home Society of Washington

Founded in 1896, Children's Home Society of Washington is the oldest and largest statewide nonprofit children's organization – serving nearly 30,000 children and their families. Its mission is to develop healthy children, create strong families, build engaged communities, and speak and advocate for children.



North Meridian Title & Escrow adds to staff

North Meridian Title & Escrow welcomes back intern from last summer, Mackenzie Forney as a permanent full-time employee in our Title Department.

We also are excited to announce the addition of two more new employees

in our Wenatchee Branch: Sarah Waterhouse at our Front Desk and Cathryn Key to our Escrow Processing Team.

Madison Miller has moved over to our Processing Team as well. Congratulations to these ladies!



Cathryn Key



Mackenzie Forney



Madison Miller



Sarah Waterhouse

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Wenatchee Area Real Estate SNAPSHOT

March 2019

Provided by Pacific Appraisal Associates

Residential Real Estate Market

Total Sales
70 ▼ **-16%**
 from Mar. 2018
 83

Sold Last 90 days: **180**

Closed Sales Year-to-Date
 YTD: **2018** **2019**
 ▼ **205** **180**
 -12%



Median Sales Price
\$336,500 ▲ **7%**
 YTD from 2018 YTD
 \$315,000

Last 90 days: **\$336,500**

Average Sales Price
 YTD: **2018** **2019**
 ▲ **\$350,565** **\$350,989**
 0%

Avg DOM **102**

Pendings **116**

New Listings **94**

2018 YTD 2019 YTD Change
 266 227 -15%



Building Permits - YTD

	2018	2019
Single Family	51	55
Plex Units	6	6
Apartments (units)	144	0

Average SP to LP Ratio
 (Sold Price to Original Listing Price)

97% **96%**

YTD Average 6 Month Average

YTD: **2018** **2019**
98% **97%**

Active Listings
91

▼ **-18%** From Mar. 2019

▼ **-6%** From Mar. 2018

Mar	2018	2019
	97	91

Price Range (thousands)	0-150	151-200	201-250	251-300	301-350	351-400	401-450	451-500	501-550	551-600	601-650	651-700	701+	All Ranges
Number of Active Listings & Pendings	3	5	10	29	30	37	14	24	7	13	5	9	21	207
Average Number Sold per Month	1.8	3.2	8.8	14.5	14.2	10.7	5.2	4.3	4.7	1.8	0.7	0.3	1.7	71.8
Indicated Mos. Present Supply	1.6	1.6	1.1	2.0	2.1	3.5	2.7	5.5	1.5	7.1	7.5	27.0	12.6	2.9

1st quarter sales are down 16% over the same timeframe of 2018. Currently the median sales price is \$336,500, which is up 7% from the same period last year.

Active listings are down 6% from 2018.

Rental housing vacancy rate is similar to last year. Currently Multi-family units are at a 2% vacancy rate.

	2018	2019	Change
Condo	5%	6%	20%
Single Family Homes	1%	2%	100%
Multi-Family	2%	2%	0%
Plex	1%	2%	100%
Overall	2%	2%	0%

Residential Market: Single Family Homes and Condos

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

Pacific Appraisal Associates

135 S. Worthen St., Suite 100
 Wenatchee, WA 98801

City of Wenatchee New Business Licenses

April 2019

Cascade Motorsports LLC	David Gilliver
120 S Worthen St	Auto Sales
Wenatchee WA 98801	
509-664-3200	
C & C Communications LLC	Larry Culp
1304 N Miller St. Ste E.	Cellular phone sales
Wenatchee, WA 98801	
509-663-3000	
Encompass Wealth Management LLC	Michelle Jones
1301 Walla Walla Ave, Ste B	Financial Advisor
Wenatchee WA 98801	
509-888-9499	
Growing With Love Child Care	Gloria Sosa
Wenatchee WA 98801	Child Care
509-423-9671	
Lauren Williamson	Lauren Williamson
314 S Mission St	Hair Salon
Wenatchee WA 98801	
509-860-5534	
M & EM Investments LLC	Michael Carr
Wenatchee WA 98801	Real Estate buy & sell
360-220-8510	
National Metering & Technical Services LLC	Diana Hamilton
437 E. Penny Rd	Electrical metering services
Wenatchee, WA 98801	
509-670-1590	
Nails by Cat	Cathlene Risen
600 N Mission St	Cosmetologist
Wenatchee WA 98801	
509-433-1124	
T's Bees	Tina McKenna
Wenatchee WA 98801	Bath & Body Products
509-885-6293	
Stellar Painting	Cori Miller
Wenatchee WA 98801	Interior/exterior painting
509-433-8984	
Dream Catchers Landscaping LLC	Alisa Suarez
Wenatchee WA 98801	Landscaping/Irrigation
509-630-5734	
Feathered Salon	Alyssa Gilfeath
23 S Wenatchee Ave Ste 102	Hair Salon
Wenatchee WA 98801	
360-770-3790	
Hope Services PLLC	Billie Jo Ellis
247 N Chelan Ave	Massage & Reflexology
Wenatchee WA 98801	
509-679-0308	
Haag Trucking LLC	Bradley Haag
Wenatchee WA 98801	Hauling of empty fruit bins
509-885-0412	
Dialed in Auto Detailing	Andy Vejar
Wenatchee WA 98801	Mobile Auto Detailing
509-668-1148	

IRS Small Business Links for success

<https://content.govdelivery.com/accounts/USIRS/bulletins/242ad7a?reqfrom=share>

Small Business and Self-Employed One-Stop Resource irs.gov/businesses/small-businesses-self-employed

Small Business Forms & Instructions irs.gov/businesses/small-businesses-self-employed/small-business-forms-and-publications

Small Business Events irs.gov/businesses/small-businesses-self-employed/small-business-tax-workshops-and-webinars

Small Business Webinars irs.gov/businesses/small-businesses-self-employed/webinars-for-small-businesses

e-File for Businesses and

Self-Employed irs.gov/businesses/small-businesses-self-employed/e-file-form-940-941-or-944-for-small-businesses

Businesses with Employees irs.gov/businesses/small-businesses-self-employed/businesses-with-employees

Small Business Products irs.gov/businesses/small-businesses-self-employed/small-business-products-online-ordering

Self-Employed Individuals irs.gov/businesses/small-businesses-self-employed/self-employed-individuals-tax-center

S Corporations irs.gov/businesses/small-businesses-self-employed/s-corporations

IRS.gov irs.gov

<https://www.irs.gov/forms-instructions>

Filing Your Taxes [<https://www.irs.gov/filing>]

Make a Payment [<https://www.irs.gov/payments>]

Taxpayer Advocate Service [<https://www.irs.gov/taxpayer-advocate>]

Retirement Plans irs.gov/retirement-plans/plan-sponsor/types-of-retirement-plans

Tax Information for Charities irs.gov/charities-non-profits

Other Non-Profits irs.gov/charities-non-profits

State Links irs.gov/businesses/small-businesses-self-employed/state-links-1

SSA/IRS Reporter irs.gov/businesses/small-businesses-self-employed/ssa-irs-reporter

employed/ssa-irs-reporter

IRS Social Media irs.gov/newsroom/irs-new-media-1

Know how to report cash payments

Business owners often receive cash payments for goods or services. If, in a 12-month period, you receive more than \$10,000 in cash from one buyer as a result of a transaction in your trade or business, you must report it to the IRS and the Financial Crimes Enforcement Network (FinCEN). You report it on Form 8300, Report of Cash Payments Over \$10,000 Received in a Trade or Business.

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TOP PROPERTIES – April 2019

Buyer	Seller	Sales Price	Address	City	Acreage	Sq Footage	Year Built	Bed-rooms	Bath-rooms	Pool	Fire-place
JLW LLC	LEAVENWORTH LODGING OPERATIONS LLC	\$3,500,000	500 ALPINE	PL LEAVENWORTH	1.6400	16544	1995			N	N
LEE REVOCABLE TRT	FISCHER LAVON	\$1,250,000	10190 SUNCREST	DR LEAVENWORTH	2.5400	3295	2010	3	2.5	N	Y
TAYLORS LAND COMPANY LLC	PETERS BEVERLY A	\$1,150,000	59 COBALT	LN MANSON	0.7100	1398	1956	1	1	N	Y
SCHNEIDER TYLER E & SHELLEY L	BARNHILL CLIFFORD C JR & DAWN G	\$1,050,000	17065 RIVER	RD PLAIN	2.1300	8641	2003	7	7.5	N	Y
TARLETON EARL R & ANN M	TARLETON EARL R & ANN M	\$970,000	1655 HAWKS MEADOW	RD CHELAN	20.3300	3254	2015	4	3	Y	Y
EPC HOLDINGS 947 LLC	LANGENHOUGH MICHAEL A	\$950,000	12590 MAPLE	ST LEAVENWORTH	1.1700	2596	2002	4	4	N	Y
DEDO DANIEL W & JONI E	DEDO DANIEL	\$900,000	225 ORCHARD VIEW	DR CHELAN	5.0200	2995	2006	2	1.5	Y	N
DOYLE SCOTT A & SUSAN M	OLIVER CHARLES B & ELISA	\$895,000	16648 S LAKESHORE	RD CHELAN	0.5000	1148	2014	2	2.5	N	Y
ALATHEIA RIDING CENTER	SCHAUER SHILOH	\$850,000	LOWER MONITOR	RD WENATCHEE	11.8300	0	0			N	N
WARD SHELLY ETAL	NICHOLS ANNA	\$850,000	553 SUMMIT	BLVD MANSON	9.9800	1424	1972	2	1.5	N	Y
GOODELL DOUGLAS & CYNTHIA	SCHARPS LAWRENCE H JR & NEOMAH TRUSTEES	\$720,000	525 N WENATCHEE	AVE WENATCHEE	0.6600	6048	1973			N	N
ROBYN SKAAR 401K PLAN & TRT	JOHNSON JAY A ETAL	\$695,000	11968 S LAKESHORE	RD CHELAN	0.1800	1176	1965	1	1	N	Y
GREWAL PROPERTIES LLC	WALLIS FAMILY TRUST	\$685,000	1216 COMMERCIAL	ST LEAVENWORTH	0.1600	3960	2003			N	N
FRANKLIN ADAM & ALISA	ROBERTSON RODERICK S	\$680,000	5357 MAJESKA	LN CASHMERE	1.2400	2414	2000	3	4	N	Y
SKALISKY KYLE T ETAL	PETTIT TERI & KYLE	\$675,000	409 W ROLLING HILLS	LN WENATCHEE	0.9000	2998	2018	4	3	N	N
FEUCHT BRIAN D & KATIE N	KEMP TODD W & CHERYL A	\$665,000	6725 FOREST RIDGE	DR WENATCHEE	0.7900	2656	2004	3	3.5	N	N
GIANNANDREA MATTHEW & STEPHANIE	PETERSON MARK T	\$624,900	1227 1ST	ST WENATCHEE	0.3200	3474	1979	4	4	N	Y
GUNN CODY & AMBER	STUMP J CASEY & KELLY C POPE	\$620,000	2520 GOLF COURSE	RD MALAGA	0.4600	3466	2009	4	4	N	Y
ANDERSON WILLIAM & TARA	STROUD STEVENSON G	\$584,000	1112 COMMERCIAL	ST LEAVENWORTH	0.1600	1986	1907	5	5	N	N
ROSSI MELISSA S	BITTERMAN STARR ETAL	\$562,500	8654 LARSON	RD PESHASTIN	9.1500	0	0			N	N
ENGLAND MICAH S SR & LISA M	MC MULLEN ORCHARD PROPERTIES LLC	\$550,000	349 SHERRON	LN WENATCHEE	1.4000	3162	1998	6	2	N	Y
CADD JOSHUA N & MELISSA C	C & C INVESTMENT PROPERTIES LLC	\$535,000	1915 WESTHAVEN	WENATCHEE	0.2900	3509	2018	4	4.5	N	Y
ROSSI MELISSA S	BITTERMAN STARR ETAL	\$527,500	8652 LARSON	RD PESHASTIN	9.6000	1620	1918	3	1	N	N
PETERS BEVERLY A	D & T CAMPBELL INVESTMENTS LLC	\$475,000	110 MANZANITA	DR MANSON	0.2400	0	0			N	N
BARBOSA NORMAN M & MARY HR	STIMMEL LEAH & TAYLOR	\$472,000	2267 PINE TREE	RD LAKE WENATCHEE	0.4600	1230	2003	3	3	N	Y
DOOLITTLE STEPHEN & DANIELLE	DOOLITTLE GENE E	\$470,000	218 RIVERSIDE	DR CASHMERE	0.1400	2288	1992	4	2.5	N	N
DEMORY ROBERT M & BETTINA W	JOYA BETHANY & RUDY	\$470,000	6026 SUNSET	HWY CASHMERE	0.3600	1944	2014	3	2	N	Y
SHIH CHERYL S & CHOE WON J	TUCKER VON M & LORA J	\$470,000	1402 KIRBY	LN WENATCHEE	0.1900	2020	2012	4	2	N	Y
ROBERTSON RODERICK S & REBECCA L	SOLTWISCH KORY & AMYLEE	\$470,000	98 SOUTHRIDGE	CT WENATCHEE	5.2300	2357	2009	4	2.5	N	N
DOOLITTLE STEPHEN & DANIELLE	DOOLITTLE GENE E	\$470,000	216 RIVERSIDE	DR CASHMERE	0.1400	936	1920	2	1	N	N
SANDERS MARLA ETAL	CRAMER KENNETH L & BEVERLY A	\$468,000	2111 SAGE GROUSE	RD WENATCHEE	0.2100	2156	2011	3	2	N	Y
SMITH STUART ETAL	BECKER JAMES E & ALISA C	\$452,000	3096 TAMARACK	PL WENATCHEE	0.4800	1436	2007	3	2.5	N	Y
NEWMAN KURT L & CINDY J	STONE BRAD J	\$447,000	1117 APPLELAND	DR WENATCHEE	0.5100	1632	1962	5	3	N	Y
SATHER FAMILY LLC	SEDANO BENITO & MARIA	\$440,000	IVAN MORSE	RD MANSON	33.2000	0	0			N	N
WILSON JAMES D & STEPHANIE A	SIEGEL BRYCE & SHIRLEY	\$435,000	3711 STAYMAN FLATS	RD CHELAN	1.0400	0	0			N	N
MARKHAM HARLAND S & DEBORAH M	MENDOZA JUAN E JR & SUSAN	\$430,000	52 MIKE KEYS	RD MANSON	1.7400	1717	1980	5	2.75	N	Y
NCW LEGACY LLC	ROBERTS CONSTRUCTION LLC	\$429,900	RIVER WALK	DR WENATCHEE	0.3300	0	0			N	N
ROUNDS JEFFREY B	ROBERTS CONSTRUCTION LLC	\$429,900	448 RIVER WALK	DR WENATCHEE	0.0000	2311	2018	3	2	N	Y
STRUTZEL MICHAEL J	CUNNINGHAM CARL W	\$425,000	3420 FAIRVIEW CANYON	RD MONITOR	8.3500	2004	1916	2	1	N	N
WESTMAN KURT & CATHY	LONG MARY M & DAN S FORBES	\$420,000	20701 CLUB HOUSE	DR LAKE WENATCHEE	0.0000	1550	0			N	N
VRANIZAN MARSHALL FAMILY LEGACY TRT	JBA DEVELOPMENTCORP	\$420,000	ROCKY POINT	LN MANSON	4.7900	0	0			N	N
FREDERICK KENNETH M & BOBBE M	ANDERSON RICHARD A JR & AMY C	\$420,000	411 N WILSON	ST CHELAN	0.1900	1971	2014	3	2	N	N
HAUGE CHRISTOPHER	APPEL DANIEL J & JENNIFER K	\$415,600	931 BRYAN	ST WENATCHEE	0.2100	1504	1949	4	3	N	Y
STUFFLEBEAM SHAWN A & CARLY N	HUDDLE HEIDI	\$410,000	210 WETHERALD	ST WENATCHEE	0.2700	1301	1957	3	2.25	Y	Y
EDGERTON ROBERT M & GERMAIN E	DAWLEY JOSHUA A & ASHLEY R	\$405,000	110 CREEKSIDE	PL CASHMERE	0.2100	1796	1992	3	3	N	Y
BOWERS DON W & SHARON L	KING SUSAN	\$400,000	1918 CASTLEROCK	AVE WENATCHEE	0.2300	2195	2013			N	N
NICHOLS ANNA	CAMPBELLS DEVELOPMENT LLC	\$389,950	1804 MULBERRY	LN WENATCHEE	0.1200	0	0			N	N
GREGORY JONATHAN B & NICOLE D	CADD JOSHUA N & MELISSA C	\$388,000	2124 W HONEYSETT	RD WENATCHEE	0.1600	1565	2005	4	3	N	N
SHARP RAYMOND & WENDY	LUCAS RANDY G & DEBRA J	\$385,000	241 CHATHAM HILL	RD WENATCHEE	0.6800	2146	1940	3	2	N	Y
WARE ROSEMARY	GRADEN BENJAMIN W & SUZANNE M	\$380,000	1711 BRANDI	TER WENATCHEE	0.1900	1996	2003	3	2.5	N	Y
CARDOSO DE OLIVEIRA ANTONIO C	MICHAEL JOE WILSON & CASSANDRA LEE WILSON REV LIVING TRUST	\$377,400	1905 LEAVENWORTH	PL WENATCHEE	0.1700	1920	1995	3	2.5	N	Y
OPEL CAROLL L	SKAAR MICHAEL	\$375,000	2020 WESTHAVEN	WENATCHEE	0.1700	1663	2018	3	2	N	N
LANGAN JOHN J & CATHERINE	FLETCHER DAVID W & SARAH N	\$369,000	1500 ERIN	PL WENATCHEE	0.2500	1900	1984	3	2.5	N	Y
JONES DONALD L & JUANITA B	C & C INVESTMENT PROPERTIES LLC	\$369,000	2008 WESTHAVEN	WENATCHEE	0.1600	0	0			N	N
LAMERS EVERETT J & ALYSSA F	WILSON MELODY L & TRAVIS K	\$365,000	701 KRIEWALD	CT WENATCHEE	0.1800	2360	1992	3	2.5	N	Y
LOPEZ JUAN & MARIA LOURDES LEON H/W	BEEMAN JOHN A & LOIS M	\$354,500	1925 PENSIONE	PL WENATCHEE	0.1900	1285	1996	4	3	N	N
HUNT NATHAN C & SONJA	MC ANDIE KAY	\$350,000	15215 CEDAR BRAE	RD LAKE WENATCHEE	1.9300	1050	1967	1	1	N	Y
HAYENGA GREGORY & MARILYN	HAYENGA GARY A ETAL	\$350,000	1217 W WOODIN	AVE CHELAN	0.9100	7945	1969			N	N

Cashmere Area and Leavenworth Area Real Estate SNAPSHOT

1st Quarter 2019
Provided by Pacific Appraisal Associates

Residential Real Estate Market

CASHMERE MARKET

	1st Quarter 2018	1st Quarter 2019	Percentage Change	YTD 2018	YTD 2019	Percentage Change
Closed Sales	7	8	14%	7	8	14%
Median Sales Price	\$270,000	\$345,000	28%	\$270,000	\$345,000	28%
Average Sales Price	\$374,057	\$363,250	-3%	\$374,057	\$363,250	-3%
Number Listed	4	17	325%	4	17	325%
Average Days on Market	104	96	-8%			

Cashmere Market - Single Family Homes / Condominiums													
Price Range (thousands)	\$0-150	\$151-200	\$201-250	\$251-300	\$301-350	\$351-400	\$401-450	\$451-500	\$501-550	\$551-600	\$601-650	\$651-700	\$701+
Number sold this quarter	0	1	1	3	0	0	2	0	0	0	0	1	0

Pendings (current) 7
Active Listings (current) 17
Cashmere Market Area: Cashmere, Dryden, Monitor

LEAVENWORTH MARKET

	1st Quarter 2018	1st Quarter 2019	Percentage Change	YTD 2018	YTD 2019	Percentage Change
Closed Sales	25	30	20%	25	30	20%
Median Sales Price	\$441,000	\$373,298	-15%	\$441,000	\$373,298	-15%
Average Sales Price	\$481,296	\$430,903	-10%	\$481,296	\$430,903	-10%
Number Listed	34	42	24%	34	42	24%
Average Days on Market	134	85	-37%			

Leavenworth Market - Single Family Homes / Condominiums													
Price Range (thousands)	\$0-150	\$151-200	\$201-250	\$251-300	\$301-350	\$351-400	\$401-450	\$451-500	\$501-550	\$551-600	\$601-650	\$651-700	\$701+
Number sold this quarter	0	0	0	5	7	7	2	1	3	1	1	0	6

Pendings (current) 26
Active Listings (current) 56
Leavenworth Market Area: Leavenworth and Peshastin

Residential Market: Single Family Homes and Condos

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

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

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



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\$1.8M+ in scholarships will go to 83 NCW STEM students

NCW STEM Network news release

More than \$1.8 million in scholarship dollars were awarded to 83 students in the North Central Washington region to pursue STEM and health care degrees in Washington state through the Washington State Opportunity Scholarship (WSOS).

WSOS prepares Washington students for Washington jobs by reducing barriers for low- and middle-income students to pursue high-demand science, technology engineering, math (STEM) or health care degrees at eligible Washington state colleges and universities.

Each student will receive up to \$22,500 in scholarship dollars, as well as mentorship and professional development to support the launch of their career in Washington state.

The 2019 Opportunity Scholars are the eighth group of students to be awarded this competitive scholarship.

This cohort of 1,850 students hail from every legislative district and county in Washington state.

Over 65% are first generation college students, 53% are female and 68% are students of color.

Selecting scholars whose intended majors align with projected job openings is one way in which WSOS maximizes the state investment in education by responding strategically to workforce needs.

The highest number of scholarships were awarded to students intending to study engi-



neering (29%), biology & biomedical sciences (21%), computer science (19%) and nursing (15%).

\$1,867,500 is being awarded to students in North Central Washington.

The number of students awarded for each district is listed next to that district:

- Brewster - 1;
- Bridgeport - 3;
- Cascade - 4;
- Cashmere - 9;
- Chelan - 1;
- Eastmont - 5;
- Ephrata - 2;
- Grand Coulee Dam - 4;
- Liberty Bell - 1;
- Manson - 6;
- Moses Lake - 9;
- Okanogan - 1;
- Omak - 5;
- Pateros - 1;
- Quincy - 6 and
- Wenatchee - 17.

While the demand for talent in these fields remains high, so does the need for financial aid, as low and middle income stu-

dents continue to face overwhelming tuition and living costs.

Since 2016, the Apple STEM Network has partnered with WSOS to promote the program and increase the number local applicants.

The Apple STEM Network championed a workshop for school counselors in collaboration with the North Central Education Service District to increase awareness and enthusiasm for this opportunity.

The Apple STEM Network Directors also visited local high school scholarship events, providing information and materials on the opportunity directly to students and their families.

"Get ready for some incredibly talented students in North Central Washington. This year's WSOS scholars are coming from districts throughout the region and majoring in fields from agriculture or healthcare to computer science. Once again, a greater number of scholarships are being awarded to our region, and we really have to recognize the efforts of the school counselors, teachers, staff and community partners who championed the scholarship outreach this past winter" said Dr. Sue Kane, Co-Director for the Apple STEM Network.

"It's truly exciting to see the collective impact that is possible when we come together for the betterment of students!"

About the Apple STEM Network



Through shared vision and enthusiasm, the Apple STEM Network will clear a pathway and secure resources for students to build STEM fluency, thereby opening the door to new opportunities and careers and stimulating the economic development of North Central Washington.

About the Washington State Opportunity Scholarship



WSOS prepares Washington students for Washington jobs through a first-of-its-kind public-private partnership, made possible through companies like Microsoft, Boeing and a dollar-for-dollar match by the state of Washington. This innovative public-private partnership is changing the cycle of intergenerational poverty and closing the achievement gap for Washington's students. The average family income of the 2019 Scholars was just under \$41,000 at the time of application; the average annual salary of our graduates in the workforce is more than \$62,000.



Fund the IRS, make rich people pay their taxes

You pay your taxes. Why shouldn't the rich?

We all know that wealthy individuals and corporations are able to save vast amounts of money by abusing loopholes in our tax code, but the truth is that some of them use the worst tax evasion tactic of them all – lying to the IRS.



GUEST OPINION
Morris Pearl

Because federal lawmakers have systematically cut funding for IRS enforcement, wealthy corporations and individuals are now able to simply cheat on their taxes with almost no chance of getting caught. A dire shortage of tax investigators

means that each year fewer than 5% of households making over a million dollars are audited by the federal government.

This is a huge problem. A small number of rich people are essentially stealing over \$400 billion in tax revenue each year because Congress refuses to give the IRS the tools it needs to find that money. That's nearly 20 percent of all federal tax receipts. Although few of us have a real soft spot in our hearts for the agency that makes us pay our taxes, the IRS is an incredibly important part of the federal government, and weakening it does all of us a disservice.

There's no way an understaffed agency can compete with the armies of accountants and tax lawyers fielded each year by wealthy individuals and corporations. All they can do is pursue the simplest, most clear-cut cases, which in many instances means a disproportionate focus on poor and middle-class Americans. It is much easier to match up someone's wages to their W2 than it is for the IRS to verify that businesspeople are properly reporting and calculating their taxable income.

In recent years the IRS has particularly targeted taxpayers who make use of the Earned Income Tax Credit, which is only available to low-income households. It is absurd that poor Americans are being targeted for audits when billionaires are getting away with much worse. A serious re-alignment of agency priorities is clearly necessary, but that's not going to be possible without giving the IRS the resources necessary to really go after the top-level tax cheats.

Our government's inability to catch tax evaders has been a problem for decades, but it's only getting worse. Due to budget cuts, in the last seven years the IRS has lost 38 percent of its examination personnel and 42 percent of its revenue officers. The agency currently has as many enforcement officers as it did in the 1950s, when the economy was one-seventh the size it is now. That's simply not enough.

We need to increase funding for the IRS so that they can hold tax cheats accountable. This is one of the few issues that Democrats and Republicans can agree on – our typically dysfunctional Congress should put its differences aside to fix this glaring problem.

Increasing the tax enforcement budget is a fiscal no-brainer. Even the most adamantly anti-government-spending conservative should be able to see the mountains of data that show spending more money on tax enforcement more than pays for itself.

If nothing else, all revenue and inequality issues aside, this is a matter of fairness. The vast majority of Americans pay their taxes in full and on time. Why should the wealthy, who have a much greater ability to pay (and who I believe aren't taxed enough in the first place), be allowed to get away without paying their fair share?

Morris Pearl is a former managing director at BlackRock, Inc. and Chair of the Patriotic Millionaires, a coalition of high-net worth Americans concerned about the destabilizing concentration of wealth and power in the U.S.



About the Patriotic Millionaires
Proud "traitors to their class," members of the Patriotic Millionaires are high-net worth Americans, business leaders, and investors who are united in their concern about the destabilizing concentration of wealth and power in America. The mission of The Patriotic Millionaires organization is to build a more stable, prosperous, and inclusive nation by promoting public policies based on the "first principles" of equal political representation, a guaranteed living wage for all working citizens, and a fair tax system. You can find out more at patrioticmillionaires.org/about/

Consider product or service changes before implementing

History is full of examples of business disasters because companies simply did not seek input from the market place before making changes to their product or the development of a new product. As a result, costs to shareholders here huge. Some of these disasters caused companies to fail all together.



BETTER BUSINESS
David S. Murray

In the early 1900's, a company named Mitchell Motor Cars produced an automobile that was very popular, of high quality, and priced to fit the average buyer's income of the day. By

1919 they were selling about 10,000 vehicles annually and with excellent margins. A volume that would be considered a success, for that time period. In 1920, however, they decided to change the body design.

The new look included a sloped front radiator and a V shaped two piece windshield. The buying public did not appreciate the new design and sales fell to just over 2000 units. By 1923 sales totaled just 100 vehicles. And, by 1924 the company was sold for pennies on the dollar.

Staying with the automotive theme, Ford Motor Company, in 1957, introduced the Edsel as an upscale model to their vehicle offering. It lasted only 3 years and cost the company, and thus its shareholders, 350 million dollars or in today's dollars, 2.9 billion dollars. In 1957 the market place was seeking a more affordable, economical vehicle rather than a more expensive one.

In today's world, most car manufacturers produce one off concept vehicles and display them at car shows and focus groups to ensure the vehicle meets with approval from the buying public. Then, they use feedback to various departments to make appropriate changes.

Other large businesses with product failures include Sony with Betamax, Coke with New Coke, Pepsi with Pepsi A.M., Coors with Rocky Mountain Spring Water, Barnes and Noble with the Nook, and HP with the Touch Pad tablet. The list goes on.

There are a number of reasons new products fail to capture the public interest. The list is varied and can be complex but let's address a few.

- No niche market for the product.
- Pricing was too high.
- Competitor had a like product that was superior.

- Misleading market studies or none conducted.
- Oversold the public on the features and benefits.
- Product introduced in an already saturated market of like item.
- No focus group assembled during product development.
- Poor quality and short supply.
- Product was chasing the competition. No reason to switch.
- Not what the public wanted.
- Poor quality
- Failed to identify the target customer.
- Solving a non-existent problem

If your company wants to introduce a new item into your offering, weather manufactured by you or someone else, consider each of the above items. Most importantly among them, in my opinion, is the market research. Through focus groups, you gain knowing of the full offering and pricing of what is currently on the market.

If your sales force is worth their salt, market shifts and the public's demands should be foremost in their reporting. They should be providing you with first hand insight as to what product(s) are required.

Whatever the new product or improved product shall be, it must be innovated, what the market is asking for, of high quality, and is priced correctly. You can't achieve success without these four basis items.

Henry Ford once stated: "Failure is simply the opportunity to begin again, this time more intelligently". Henry Ford passed away in 1947 missing the failure of the Edsel model. I would add to Mr. Ford's quote, to avoid failure, do intelligent market studies prior to adding or changing your product or service.

And a final quote from Rodger Penske, Chairman of the Penske Corporation: "You must exceed expectations to succeed". Mr. Penske successes took research and planning and the results are well documented.

Dave Murray is a retired CEO, COO and VP of Sales and Marketing now living in Wenatchee. He is associated with several organizations along with a private consulting firm. He may be reached at tmtmd4@aol.com. His views and opinion expressed or implied should be reviewed by a recognized professional prior to any implementation. This article is not intended as a substitute for professional business advice.



MARKET REPORTS

Market reports courtesy of Northwest Farm Credit Services

Washington Apples to stay profitable

Drivers for the Northwest apple industry include a lighter 2018-19 crop, improved season-to-date fruit pricing and tariff concerns.

■ The 2018-19 Washington state fresh crop is smaller than recent crops, but improving packouts have increased crop size estimates to 118.7 million boxes.

■ Although prices for most varieties recovered from early season softness as the 2017-18 crop and low quality fruit cleared the market, upward price movement is tempered.

■ Retaliatory tariffs will be a significant factor in the 2019-20 crop that is expected to be large.

Northwest FCS' 12-month profitability outlook expects thin profits. A lighter current crop and improving quality has allowed prices to increase and growers will see modest returns for the remaining 2018-19 crop.

However, the 2019-20 crop is expected to be large. With the current trade disputes, a large crop will be difficult to sell and prices will likely adjust, compressing margins.

2018-19 Crop

On March 1, the Washington State Tree Fruit Association (WSTFA) estimated the 2018-19 fresh crop at 118.7 million boxes, 11 percent smaller than last year. Although the March 1 crop size is 9 percent below the August estimate of 131 million boxes, it is up 1.9 million boxes compared to the Oct. 1 estimate due to better than anticipated packouts.

At harvest, Gala production was projected to surpass Red Delicious for the first time.

However, the latest storage report shows Red Delicious

and Gala production nearly tied.

Early 2018-19 crop movement was slowed by 2017-18 crop overlap and some quality issues in certain varieties weighed on early season prices. By the end of 2018, the 2017-18 crop cleared the market and movement improved.

As of March 10, 51.9 percent of this season's crop shipped, in line with last season's pace.

Apple exports are down 29.3 percent from season to date due to the smaller crop size and tariff pressure.

For most varieties, year-to-date pricing is higher. However, 2018-19 pricing is more subdued than hoped due to carryover of the prior crop and tariff pressure. A smaller Washington crop, better quality and favorable fruit size help support higher prices. The March 1 storage report shows fresh Washington state inventory on hand at 60.6 million boxes, about 9 million boxes fewer than a year ago. Additionally, national fresh inventory is 91.8 million boxes, down 11.2 percent from last year.

Labor Rates and Availability

The USDA proposed Washington's and Oregon's 2019 H-2A wages of \$15.03 per hour, a 6.5 percent increase over 2018. The 2019 H-2A wage will be 25 percent greater than the 2019 Washington state minimum wage of \$12 per hour and 33 percent greater than Oregon's minimum wage, which goes up to \$11.25 in July. Washington's and Oregon's H-2A hourly wages are the highest in the nation.

Washington state's Senate Ways and Means Committee recently endorsed additional

fees for Washington farmers using H-2A workers.

The bill, if passed, would authorize the Employment Security Department to begin collecting fees within two years. Fees can be up to \$75 per H-2A worker and an application fee of up to \$500. The increasing cost of labor is a significant challenge for growers.

Labor supply was adequate in 2018 due to the smaller crop and increased H-2A labor. The U.S. Department of Labor predicts Washington farmers will hire 30,000 H-2A workers in 2019, an increase of almost 6,000 workers year over year. While the use of the H-2A program is necessary to ensure labor supply, users incur substantial costs in transportation, housing and wages.

Producers must continue to seek and implement labor saving technologies to remain competitive.

Winter Weather

The Pacific Northwest enjoyed a mild winter until early February. The region experienced cold temperatures followed by blizzard conditions the weekend of Feb. 8. The month was 15 to 20 degrees cooler than average and the cold weather persisted into early March. It's not anticipated that the cool temperatures damaged orchards as temperatures remained above zero and the trees were cold hardy. It is too early to tell how the cold and lingering winter conditions will impact the 2019 crop.

The Bureau of Reclamation released its "March Total Water Supply Forecast" for the Yakima Basin on March 7. The report indicates that snowpack is 80 to 90 percent of normal as of March 1. The

report predicts an adequate water supply for senior water right holders. However, the Bureau of Reclamation estimates that junior water right holders will receive 90 percent of their allocated rights.

Despite a slight water shortage in the Yakima Basin, mountain snowfall and timing of snowmelt are key factors that will affect overall 2019-20 crop water supply.

Exports and Tariffs

Although tariffs are affecting exports, the small crop is dampening the negative effects. The domestic market typically consumes 90 million boxes. For this season's crop, that leaves less than 30 million boxes for export. While tariff-free markets would be more favorable, marketers aren't having too much difficulty moving 30 million boxes to export. However, a large 2019-20 crop is anticipated. The Northwest has the capacity to grow close to 170 million boxes considering planted acres.

Although unlikely, it shows that a significant increase in supply is possible. A large crop would give marketers over twice the amount of fruit to move to export markets. If a large crop occurs and trade disputes aren't resolved, the apple market will be oversupplied.

Additional Information

Northwest FCS Business Management Center northwestfcs.com/Resources/Industry-Insights
U.S. Apple Association usapple.org
USDA Agricultural Marketing Service ams.usda.gov
Washington State Tree Fruit Association wstfa.org

Pear Market

Drivers for the pear industry include high production and good fruit quality but poor market conditions.

• At 19.1 million 44-pound boxes, the 2018-19 crop returned to historical averages after three years of reduced tonnage.

• Fruit quality is better than in previous years and packouts are strong.

• Market demand is not in line with the larger supply, causing pricing compression.

Northwest FCS' 12-month profitability outlook expects growers to break even. Though tonnage is strong and fruit quality is great, prices are held down by large supplies and lackluster demand. Over the last several years, production costs have risen but prices have not, squeezing growers' margins.

Crop Update

At 19.1 million boxes, the 2018-19 fresh pear crop is the largest since 2014. According to the Fresh Pear Committee crop reports, crop shrinkage is low at 5.4 percent since the Dec. 15, 2018, report reflecting this season's good quality. Good fruit size and minimal internal defects are resulting in packouts of over 20 boxes per bin, where typical packouts are 15 to 17 boxes per bin.

Shipments

The 2018-19 crop is the slowest-moving crop in the last 10 years. Despite picking up speed throughout February, only 71.9 percent of the total crop was shipped through early March compared to the five-year average of 76 percent. Lower pear consumption has slowed shipments for the last three years. This crop is moving even more slowly due to its larger crop size.

SEE PEAR MARKET, PAGE 21

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United States Bankruptcy Court Eastern District of Washington

Report Period: 04 / 26 / 2019 – 05 / 24 / 2019

Case No./Title	Judgment Description	Judgment Date
10-06930-FLK13 Jesus O. SANTOYO and Silvia R. SANTOYO	Avoid Lien Document: 69	5/21/2019
12-05310-FPC7 Harry Albert Green and Jann Hildebrand Green	Avoid Lien Document: 57 - 61	5/15/2019
15-02557-FLK13 Israel James Padilla	Avoid Lien Document: 82	5/15/2019
18-00037-FPC11 Flora E. Weimerskirch	Allowing Sale Free and Clear of Liens Document: 246	5/8/2019
18-01857-FPC11 Edward A. Dawson and Marcia A. Meade	Allowing Sale Free and Clear of Liens Document: 224	5/17/2019
19-01159-FLK12 Stephen A. Crabb and Maria T. Crabb	Allowing Sale Free and Clear of Liens Document: 21	5/22/2019

Market reports courtesy of Northwest Farm Credit Services

MARKET REPORTS

Cherry Market

Drivers for the cherry industry include weather volatility and tariff uncertainty.

- Weather patterns may create harvest overlap between the Northwest and California crops, pressuring early season pricing.

- Tariffs had a significant impact on last season's crop and delayed trade negotiations may keep tariffs in place for the 2019 crop.

Northwest FCS' 12-month profitability outlook predicts slightly profitable to break-even margins for Northwest growers.

Profitability depends on harvest timing; cherries shipped early or late in the season will experience lower supplies and higher prices.

The midseason supply glut is expected to remain an issue this year.

Therefore, margins on midseason cherries will be compressed to very little or no return.

Weather Outlook

Some extreme February temperatures in the Yakima Valley caused negligible damage to dormant trees. It was the fifth-coldest winter on record in Washington.

Cooler late-winter conditions mean an early North-

west harvest is unlikely.

It was the fifth-wettest winter on record for California and the eighth coldest.

Frost damage in California has many growers concerned over the 2019-20 crop.

April and May weather forecasts show a continued cold bias in California.

California's crop is typically harvested in late April to early May, but it will likely be delayed this year.

For Washington and Oregon, April and May weather forecasts are showing above average temperatures, which could lead to average harvest timing.

A delayed California harvest and normal Pacific Northwest harvest could lead to overlapping supplies.

During average growing conditions on the West Coast, California's cherry crop is harvested and sold prior to the Northwest cherry harvest.

Any overlap in volumes between the two markets creates an oversupply, driving down pricing for early season Northwest cherries.

12-Month Profitability Outlook

Trade and Exports The

U.S. exports 19 percent of its cherry crop, and China is a major importer. Trade disputes with China plagued the 2018 cherry market.

Prior to recent tariffs, cherries were charged a 10 percent import duty and a 13 percent value added tax for a total of 23 percent Chinese market entry fee.

Beginning in April 2018, trade disputes broke out over steel and aluminum dumping as well as intellectual property rights.

In response to the U.S. steel and aluminum tariffs, China targeted cherries with a 15 percent retaliatory tariff.

In July, China imposed another 25 percent tariff in response to intellectual property disputes.

Total tariffs of 50 percent, coupled with the original value added tax, created a total entrance fee of 63 percent.

Chinese importers were required to deposit \$8.90 per kilogram on all imported cherries to the Chinese government.

The trade dispute significantly slowed movement. China imported only 1.7 million boxes in 2018 compared to 3.2 million boxes in 2017.

The Northwest Cherry

Growers organization estimates the cherry industry lost \$106 million in 2018.

The USDA authorized payments to several farmers, including cherry growers, affected by the retaliatory tariffs.

Many cherry growers have received two payments of eight cents per pound each for losses on their 2018 crop.

The Trump Administration promised tariff increases on \$200 billion of Chinese goods if an agreement was not reached by March 1.

However, in December the U.S. delayed these additional tariffs due to favorable communication with China.

A new agreement that would lower tariffs on U.S.-made goods, including agricultural products, chemicals and cars, in exchange for sanctions relief is expected at a summit between the two countries in late March or early April.

At this point, with details of the agreement and timing still unknown, the cherry industry could face a full season with tariffs in 2019.

Exports to China are further challenged by increased players in the market. Argentina and Australia sent their first export

loads this season.

Organics While growing organic cherries remains challenging due to several factors – primarily the lack of organic fungicide – consumer demand drove 2018 organic production to record levels. Volumes

reached nearly 750,000 boxes, growing 26 percent from last year, and made up 3 percent of the total shipped Northwest crop. Organic growth is expected to increase year over year as transition ground comes into production.

CONTINUED FROM PAGE 20

Fruit Pricing

Marketing desks have lowered prices in response to large supplies and slow movement. Prices are down significantly compared to last year and have reached a three-year low for all varieties. Typically, prices strengthen through the season as inventories decline. Because inventories have not declined as usual, pricing has remained stagnant or depressed.

12-Month Profitability Outlook

Bosc sizing isn't ideal, as reflected by more significant and consistent price declines.

Bartletts and Anjous also saw year-over-year price compression but have held relatively well since December.

Washington State Tree Fruit Association reports large (90 and larger) and small (120 and smaller) fruit are capturing the best pricing. Fruit in these size ranges are \$5-10 higher per box than other sizes on average.

Growers with strong quality and good-size fruit who also kept costs low might see slight returns. However, growers affected by quality issues, size challenges or increased costs will be lucky to cover expenses.

Outlook

Even in a year with great yields and quality, very few growers will see favorable profits.

Without a change in consumer demand, returns on pears will remain low. The industry, facing increasing costs associated with labor and disease control, must find a way to grow consumer interest and that might have to be through new products or varieties.

Five Tips For Financial Stability In Retirement Years

(NAPS) – Most people have a vision of their golden years that includes a comfortable retirement in which they can spend their time doing the things they enjoy. That dream doesn't require a substantial amount of wealth, but it is a lot more attainable if you have some financial stability.

Unfortunately, just 17 percent of older Americans are "financially healthy" and four in five low- and moderate-income Americans over the age of 50 are struggling with at least some aspect of their financial lives, according to a 2019 study funded by AARP Foundation.

Here are five tips for increasing financial stability during your retirement years:

1. Stay out of debt. Debt can be destabilizing because it robs seniors of some of their free cash flow and reduces the amount of money they can spend each month. Credit card spending is especially dangerous for retirees, so consider a pay-as-you-go habit for new purchases.

2. Be a smart investor. Whether you have a small retirement savings or a large investment portfolio, a diversified low-cost investment strategy can deliver

additional income for spending and help you stay ahead of inflation. Choose a mix of stocks, bonds and cash that helps you sleep soundly at night, according to The Vanguard Group.

3. Consider downsizing. Many retirees are hesitant to move out of the home where they raised their children, which is understandable for both emotional and practical reasons. But it might improve your financial stability to sell your current home and buy a less expensive one for retirement, pocketing the difference and investing it wisely.

4. Delay Social Security. For retirees who have not yet signed up to collect their Social Security benefits, it may be advisable to delay that start date as long as possible. This may sound counterintuitive if you are searching for financial stability, but research has found that most seniors will benefit from the higher payouts they will receive by deferring to age 70, if possible.

5. Increase cash flow. One way to raise the amount of cash available for funding your retirement is to work part-time, an option that is more available to seniors than ever before. Another possibility is to unlock cash

tied up in assets that you might not even realize can be sold. For example, a life insurance policy is considered your personal property and – as such – you have the right to sell that policy anytime you like. When a consumer sells a policy in a "life settlement" transaction, the policy owner gets a cash payment and the purchaser of the policy assumes all future premium payments, then receives the death benefit when the original policyholder passes away. Candidates for life settlements are typically aged 70 years or older, with a life insurance policy that has a death benefit of at least \$100,000.

A comfortable retirement is possible without an enormous nest egg, but it is very difficult without at least some degree of financial stability. By staying out of debt, practicing smart personal finance and maximizing cash flow, the vision you had of your golden years could be within reach.

To learn more about how to generate cash from a life settlement, visit www.LISA.org or call the LISA office at (202) 580-6188.

A few simple steps can help you have more of the green stuff in your golden years.

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Wenatchee MSA (Chelan and Douglas Counties) Labor Area Summary - March 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 March 2018 and March 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 Marches of 2018 and 2019 the rate rose four-tenths of a point, from 4.8 to 5.2 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 in the past four months (December 2018 through March 2019).

The rate rose six-tenths point between the Marches of 2018 and 2019, from 6.0 to 6.6 percent, respectively.

Specifically, the number of single family homes or condominiums sold in the Wenatchee Market during first three months of 2019 was 180, a decline from the 205 closed sales from January through March 2018. The number of active listings also slipped, from 266 YTD in March 2018 to 227 between January and March of this year (down 14.7 percent). Conversely, the median sales price of homes/condos sold in the Wenatchee Market rose, from \$315,000 from January through March 2018 to \$336,500 during the first three months of 2019, a 6.8 percent upturn. With the exception of a weather-related downturn in February 2019, Washington's construction industry expanded year over year in 84 of the 85 months from March 2012 through March 2019.

◆ Preliminary estimates indicate that, 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 11.3 percent from March 2018 (6,200 jobs) to March 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 18 months (October 2017 through March 2019). It is likely that at a portion of this recent leisure and hospitality employment upturn was due to the large, late-winter snowfall and increased winter recreational activities (such as skiing and snowboarding) in the Wenatchee MSA. Statewide, the number of jobs in this industry has been expanding, year over year, for 102 consecutive months (October 2010 through March 2019).

◆ Local government organizations tallied 7,400 jobs across Chelan and Douglas counties in March 2018 versus 7,200 in March 2019, a 2.7 percent downturn. Preliminary estimates indicate that, year over year, local government employment has declined in each of the past six months (October 2018 through March 2019). This is somewhat of a surprise. Local government across the two-county Wenatchee MSA was a growth industry from 2014 through 2018, averaging 100 to 200 new jobs annually during this five-year (inclusive) period. Statewide, local government employment has expanded for 68 consecutive months (August 2013 through March 2019).

A "rule-of-thumb" is that local government "educational services" accounts

for approximately one-half of all local government jobs in Washington and it is this "educational services" category which slipped by 300 jobs statewide between the Marches of 2018 and 2019 (down 0.2 percent). It is possible that the downturn during the past six months in local government employment across the Wenatchee MSA is in this "educational services" category.

Agricultural employment

The Bureau of Labor Statistics' Quarterly Census of Employment and Wage (QCEW) program, conducted by the Washington State Employment Security Department provides agricultural and nonagricultural employment and wages for firms, organizations and individuals whose employees are covered by the Washington State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends at the county level. In September 2018, revised annual average QCEW data for calendar year 2017 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

Unemployment rates, not seasonally adjusted Wenatchee MSA, January 2017 through March 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 six-tenths of a percentage point between the Marches of 2018 and 2019.

Total nonfarm employment

Preliminary estimates indicate that between 2017 and 2018, Washington's labor market provided 84,900 new nonfarm jobs, an annual average increase of 2.6 percent. In March 2019, business and government organizations across Washington supplied 3,446,500 nonfarm jobs (not seasonally adjusted), compared to 3,364,900 jobs in March 2018, a 2.4 percent year over year employment increase. The state's economy has posted year over year nonfarm employment increases for the past 102 consecutive months (October 2010 through March 2019).

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

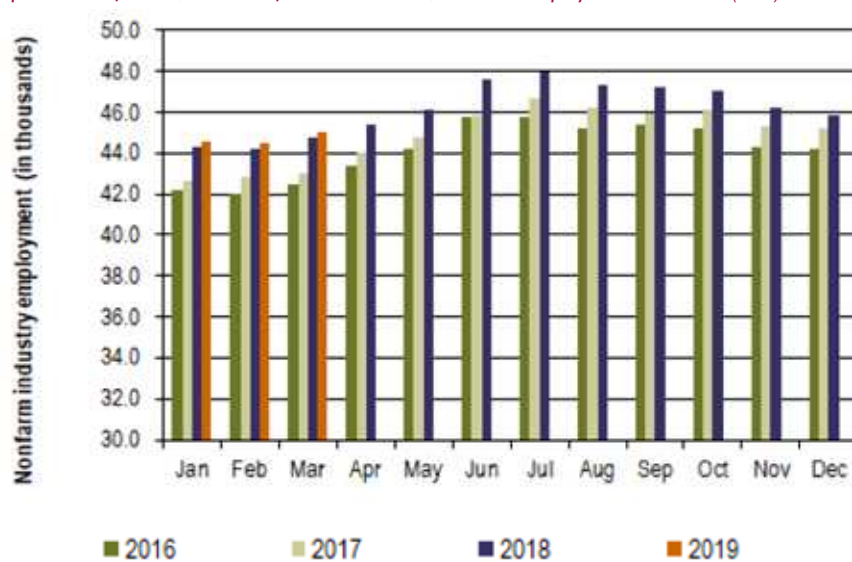
2.9 percent, more robust than Washington's 2.6-percent job growth rate during 2018. Total nonfarm employment in this two-county MSA has

increased or stabilized, year over year, in each of the past 83 months (May 2012 through March 2019). Between the Marches of 2018 and 2019 the

number of nonfarm jobs in the Wenatchee MSA (Chelan and Douglas counties) rose by 200, a marginal 0.4 percent upturn.

Nonfarm industry employment Wenatchee MSA, January 2016 through March 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 0.4 percent between the Marches 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 62 months (February 2014 through March 2019). In March 2019 Washington's CLF tallied 3,893,261 residents versus 3,770,820 in March 2018 equating to 122,441 more Washingtonians in the CLF (up 3.2 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 21 months (July 2018 through March 2019). Between the Marches of 2018 and 2019 the CLF increased 2.5 percent (meaning there were 1,605 more residents in the labor force in March 2019 than in March 2018), as shown in Figure 3. Although this labor force expansion pace was respectable, the number of unemployed increased at a more rapid 11.9 percent pace. Hence, the unemployment rate rose from 6.0 percent in March 2018 to 6.6 percent in March 2019. Although

6.6 percent is a relatively low unemployment rate for the month of March in the Wenatchee MSA, this over-the-year rise in the rate bears watching.

Nonfarm industry employment

Between the Marches of 2017 and 2018 total nonfarm employment in Chelan and Douglas counties (the Wenatchee MSA) rose 0.4 percent, from 44,800 to 45,000 jobs. Washington's nonfarm market expanded by 2.4 percent during this timeframe. Highlights of year-over-year changes follow:

◆ In the mining, logging and construction category

(see Figure 3) most jobs are in "construction." Year over year, employment in the Wenatchee MSA's construction industry stabilized or risen for 35 months (May 2016 through March 2019). However, there were 12.2 percent fewer home or condo sales (i.e., closed sales) Year-to-Date (YTD) in the first three months of 2019 versus January through March 2018 in the Wenatchee Market (i.e., in Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island, WA) according to the March 2019 Real Estate Snapshot newsletter published by Pacific Appraisal Associ-



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Backup withholding rate 24%, bonuses 22%

Employees urged to do a Paycheck Checkup

IRS news release

WASHINGTON – The Internal Revenue Service today reminded small businesses that recent tax reform legislation lowered the backup withholding tax rate to 24 percent and the withholding rate that usually applies to bonuses and other supplemental wages to 22 percent. The agency also urged employers to encourage their employees to check their withholding using the IRS Withholding Calculator.

This year, National Small Business Week is May 5-11. For more than 50 years, the week has recognized the important contributions of America's entrepreneurs and small business owners.

Backup withholding

Under a key change made by the Tax Cuts and Jobs Act (TCJA) enacted in December 2017, the backup withholding tax rate dropped from 28 percent to 24 percent, effective Jan. 1, 2018. Backup withholding applies in various situations, including when a taxpayer fails to supply their correct taxpayer identification number (TIN) to a payer. Usually, a TIN is a Social Security number (SSN), but in some instances, it can be an employer identification number (EIN), individual taxpayer identification number (ITIN) or adoption taxpayer identification number (ATIN). Backup withholding also applies, following notification by the IRS, where a taxpayer under-reported interest or dividend income on their federal income tax return.

Publication 1281, Backup Withholding for Missing and Incorrect Name/TINS, now available on IRS.gov, has information designed to help any payer required to impose backup withholding on their payees. Among other things, the publication features answers to 34

frequently asked questions.

When backup withholding applies, payers must backup withhold tax from payments not otherwise subject to withholding. This includes most payments reported on Form 1099, such as interest, dividends, payments to independent contractors and payment card and third-party network transactions.

Payees may be subject to backup withholding if they:

- ✓ Fail to give a TIN,
- ✓ Give an incorrect TIN,
- ✓ Supply a TIN in an improper manner,
- ✓ Under-report interest or dividends on their income tax return, or
- ✓ Fail to certify that they're not subject to backup withholding for under-reporting of interest and dividends.

To stop backup withholding, the payee must correct any issues that caused it. They may need to give the correct TIN to the payer, resolve the under-reported income and pay the amount owed, or file a missing return. The Backup Withholding page, Publication 505, Tax Withholding and Estimated Tax, and Publication 1335, Backup Withholding Questions and Answers, have more information.

Payers report any backup withholding on Form 945, Annual Return of Withheld Federal Income Tax. The 2019 form is due Jan. 31, 2020. For more information about depositing backup withholding taxes, see Publication 15, Employer's Tax Guide. Payers also show any backup withholding on information returns, such as Forms 1099, that they furnish to their payees and file with the IRS.

Bonuses and other supplemental wages

TCJA also lowered the tax withholding rates that normally apply to bonuses, back wages, payments for

accumulated leave and other supplemental wages. In most cases, the new rate is 22 percent, effective Jan. 1, 2018. For payments exceeding \$1 million, the rate is 37 percent. See Publication 15 for details.

Paycheck Checkup

Small businesses can help their employees by encouraging them to do a Paycheck Checkup. In addition, any business owner, such as a corporate officer, who receives wages from their business should also consider checking their withholding. The same goes for anyone who has a sideline business but continues to receive wages from another employer.

Though a good idea any year, checking withholding is especially important this year given the number of changes brought about by the TCJA.

The easiest way to do a Paycheck Checkup is to use the Withholding Calculator on IRS.gov. Then, based on its recommendations, fill out and submit a new Form W-4. In many instances, this means claiming fewer withholding allowances or having an extra flat-dollar amount withheld from an employee's pay. Taxpayers who itemized in the past who now choose to take advantage of the increased standard deduction, as well as two-wage-earner households, employees with non-wage sources of income and those with complex tax situations, are at most risk of having too little tax withheld from their pay. Boosting tax withholding as early as possible in 2019 is the best way to head off another tax-time surprise next year. Anyone who had an important life change, such as getting married, getting divorced, buying a home or having a baby should also consider a Paycheck Checkup.

➤ 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.



MARKET REPORTS

Market reports courtesy of Northwest Farm Credit Services

Wine/Vineyard Market

Drivers for the wine/vineyard industry include decreasing wine consumption, changing consumer preferences and increased labor costs.

■ Although the value of U.S. wine sales grew 3 percent in 2018, volume growth was closer to 1 percent.

■ Younger consumers want healthy lifestyles, good experiences and social responsibility.

■ Increased labor costs, especially for H-2A program workers, challenge growers.

Northwest FCS' 12-month outlook indicates Northwest wineries will be profitable due to stable sales and continued premiumization. However, headwinds facing the industry include increased inventories, declining consumption and changing consumer demands.

Vineyards will be pressured in a high-supply environment.

Wine Consumption

Total wine consumption has flattened since 2013. Ten years ago, consumption growth was around 5 percent; over the last few years consumption growth has fallen to between 1 and 2 percent. A recent survey reported 50 percent of drinkers are planning to reduce alcohol consumption, and most cited wanting to live a healthy lifestyle as the reason.

Although consumers aspire to drink less, most want to replace quantity with quality.

Slowing consumption and several years of high yields are resulting in increasing inventories. The bulk wine market is showing the slowest growth since 2010.

Emerging Trends

Millennials want convenience and experience and to stand behind a cause. Canned wine sales grew an impressive 70 percent in 2018.

Due to its convenience, canned wine is likely here to stay. Sustainable practices along the entire supply chain and stewardship entice millennials more than organic products.

Certified B Corporations, which meet the highest standards of social and environmental 12-Month Profitability Outlook responsibility and accountability, are a growing trend.

There is strong competition in alcohol sales including explosive growth in spiked sparkling beverages. Several large beverage companies are expanding their non-alcoholic products attempting to tap into consumers' desires to cut back alcohol consumption. Plus, new product offerings, such as CBD water, are constantly hitting the market.

Tasting Rooms

Wine sales at tasting rooms remain strong. In 2016, 59 percent of sales were in tasting rooms; that grew to 62 percent in 2017.

However, the number of monthly visitors dropped in 2018 in many areas. Oregon and Washington are the exception, seeing the same number of visitors or more. Tasting room openings accelerated while winery openings slowed over the last 10 years, which explains part of the decreased visitation per winery.

Many drinking establishments have embraced the younger generation's desire for an experience, including bars with ax throwing, table tennis tournaments and more. As the older generation transitions out of wine drinking, the traditional tasting room experience will also need to change.

Wine Sales

Wine sales are increasing due to value of wine sales despite reduced consumption. Wines \$20 per bottle and below account for 51.1 percent of the U.S. market by value and is growing. Bottles \$11 to \$19.99 generated the most volume growth, around 8 percent, followed closely by wines between \$20 and \$25 at 6.4 percent. Oregon pinot noir is gaining market share in these segments.

Sales of cheaper wines, at less

than \$8 per bottle, were flat or decreasing in value and volume.

Oregon, Texas and Washington led 2018 sales growth. In October, Oregon's value and volume grew 13.7 percent and 14 percent year over year respectively. In the same period, Washington's value and volume grew 2.9 percent and 3 percent respectively.

Direct-to-consumer (DtC) sales are critically important to smaller wineries facing strict competition from big wineries and consolidated distributors. In October 2018, Washington and Oregon reported year-over-year DtC growth of 26 percent and 31 percent, respectively.

In January, total DtC sales were flat compared to January 2018. This is the first time the segment didn't experience double-digit growth in several years. However, annualized total DtC sales growth remains in double-digit territory at 11 percent.

Labor

The USDA proposed Washington's and Oregon's 2019 H-2A program wages of \$15.03 per hour, a 6.5 percent increase over 2018. The 2019 H-2A wage will be 25 percent greater than the 2019 Washington state minimum wage of \$12 per hour and 33 percent greater than Oregon's minimum wage, which rises to \$11.25 in July.

Washington's and Oregon's H-2A hourly minimum wages are the highest in the nation.

Washington state's Senate Ways and Means Committee recently endorsed additional fees for Washington farmers using H-2A workers.

The bill, if passed, would authorize the Employment Security Department to begin collecting fees within two years. Fees can be up to \$75 per H-2A worker with an application fee of up to \$500. The increasing cost of labor is a significant challenge for growers and will continue to move producers toward mechanization.

Featured Member:

Matt Bruggman

PHONE: 509.663.3602

FAX: 509.663.6752

plumbperfect98@gmail.com



"It's Not Done Right, Until It's Done Perfect"

Honesty, Integrity & Loyalty

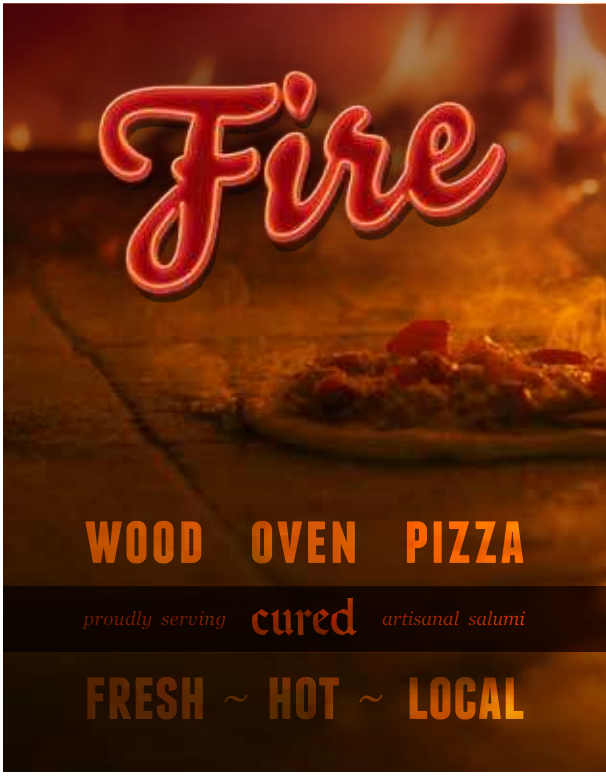
WENATCHEE VALLEY FRIDAY

Tammy McCants Martin Morris Agency Inc. 509-663-1331	Annette Sanders House Cleaning* Meal Preparation 509-679-9347	Les Lomedico Central Washington Heating and Air 509-663-3557
Don Hester NCW Home Inspections, LLC 509-670-9572	Verl Sutton Clean Connection 509-663-9562	David Kaylor Harvest Valley Pest Control 509-797-0090
Dr. Jacob Kragt Abundant Life Chiropractic 509-888-5260	Cindy Smith Laura Mounter Real Estate 509-664-6278	Scott Sanders First Choice Floor Coverings 509-663-6200
Joel Frank Equilus Financial Group 509-665-8349	Matt Bruggman Plumb Perfect 509-663-3602	Grant Loranger Grant's Home Repair 509-264-9598
		Kevin Key K & R Quality Roofing 509-393-1437 Plug into the power of a business networking membership! Current seat valued at 32k per year! Call 509-860-7438.



Need to advertise your business on this special Pybus Market Page?
Call your advertising executive for more details.

Carol - 548-5286
Lindsay - 860-7301
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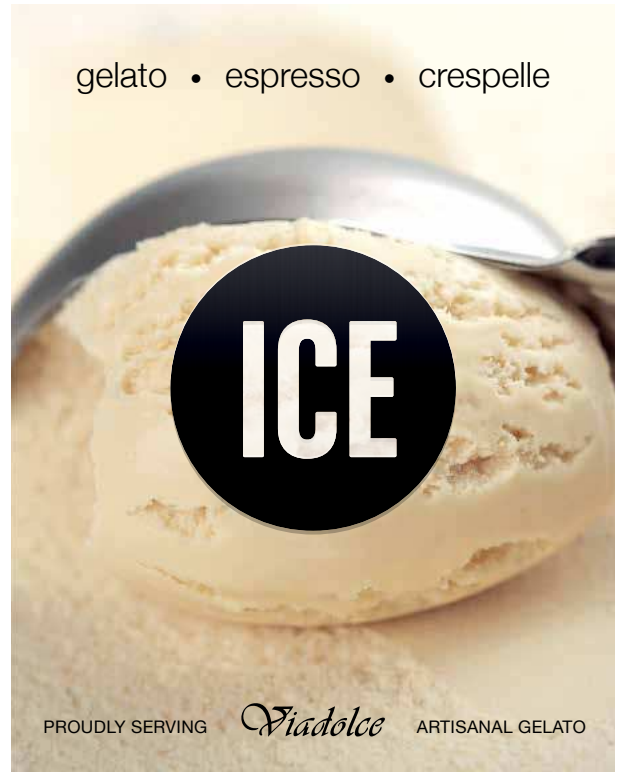
Fire

WOOD OVEN PIZZA

proudly serving cured artisanal salumi

FRESH ~ HOT ~ LOCAL

gelato • espresso • crespelle



ICE

PROUDLY SERVING *Viadolce* ARTISANAL GELATO



Full Bloom

FLOWERS AND PLANTS

7 North Worthen,
Pybus Market

509-667-ROSE (7673)
fullbloom@charter.net
www.wenatcheefloral.com

Pybus June Events

Tuesdays: "From Scratch at Pybus" 4:30 - 6 p.m.
Thursdays: Dance Enthusiasts: 7 p.m.
Fridays: Live Music 7-9 p.m.
Saturdays: Farmers Market 8 a.m. - 1 p.m.
Wednesdays: Mid week, starting June 19:
Farmers Market 11 a.m. -3 p.m.

June 8
• 7th Annual Soul 2 Soul run/walk, 8 a.m.

June 20
• Solstice Run- 6 p.m.

June 22
• Foster Care Fair, Noon- 3 p.m.

June 24
• Book-It Theatre Presents The Odyssey 2-3 p.m.

June 25
• Red Cross Blood Drive, 10 a.m.- 3 p.m.

June 27
• Columbia River Flute Choir Perform 6-7 p.m.

June 28
• Trivia Night with Wenatchee Valley Library, 7-9:30 p.m.

For more activities go to
PybusPublicMarket.org



PHOTOS BY GARY BÉGIN/WBJ

A variety of vendors selling fruits, vegetables and miscellaneous are on hand every weekend at Pybus Farmers Market.

Pybus Farmers Market

We take great pride in the fact that all of our vendors grow and make the products they sell.

Whether you are looking for fresh ingredients, a grab-and-go meal, or a gift for someone special – we've got you covered.

Open Saturdays - 8 a.m. - 1 p.m. and Thursdays 3 - 7 p.m.

Our mission is to support local farmers and small businesses by creating a fun, vibrant, community-minded marketplace.

Contact us at 509-663-8712
info@wenatcheefarmersmarket.com

