



Shopko closing in May

Story and photos by Gary Bégin

Wenatchee and the area economy are about to take a major hit as Shopko will close in May.

What is known in some circles as small town America's version of Walmart, ShopKo, is closing its doors in Wenatchee forever after providing bargain deals, a pharmacy and even an vision center for more than a decade.

Local pharmacy competitor Walgreens is already soliciting

Shopko prescription drug customers.

A vision center manager said it would continue to operate, but at another location, since it was merely leasing space from Shopko and not actually past of the company itself.

Some retail experts say Amazon is to blame.

Shopko is a chain of retail stores based in Ashwaubenton, Wisconsin. Shopko was founded in 1962 by James Ruben, and its first store opened in Green Bay.

SEE SHOPKO, PAGE 5



"Freelance fiddler" Eliann Conway of East Wenatchee ominously plays a fiddle in front of the soon to be defunct Shopko 1340 N. Wenatchee Ave. The sign in late February says it all.



The Town Hall panel was comprised of, from left: Schrier staffer and Congressional federal agency case worker Tyler Mackay; Clark Hansen, Bread For the World religious based charity; Connie Spitz, Northwest Harvest (food bank advocates); Wenatchee Mayor Frank Kuntz; 8th District Congresswoman Dr. Kim Schrier; Chelan County Commissioner Bob Bugert; Trini Mayo and Kurt Pearson of the USDA

Schrier holds first 'Town Hall' in Wenatchee, establishes Congressional office for NCW

Story and photos by Gary Bégin, NCW Media

WENATCHEE – A town hall meeting was held by newly elected 8th Congressional District Democrat Dr. Kim Schrier as Wenatchee Mayor Frank Kuntz emceed and hosted the event in the packed city hall council chambers meeting room Saturday, Feb., 23.

Kuntz announced a new Congressional office has been established within the Wenatchee City Hall offices on the third floor of the old Federal Building, now partially owned and operated by the city of Wenatchee and LocalTel.

Schrier, speaking to a highly partisan audience urged to attend by "Indivisible Wenatchee" Facebook group, ironically spoke about the need for bipartisan legislation to deal with healthcare and immigration issues, including the H2A guest worker program used by many NCW orchardists.

She also said she has joined a group called the "New Dems" which is comprised of the 101 newly elected Democrats to the U.S. House of Representatives who were swept into office by the so-called "Blue Wave" of the 2018 election.

Schrier, a pediatrician, promised to work towards "affordable options that every family could afford" in regards to healthcare. She said health related debt was the "number one cause of bankruptcy" in America.

Schrier emphatically said she

fires.

Schrier said she purposely lobbied to be placed on the Agricultural Committee so she could address issues such as "thinning forests" and "fresh food programs."

Schrier also said she will be advocating for increased funding of solar, wind and battery energy programs.

Schrier said she will be back in Washington, D.C. by Tuesday, Feb., 26 to vote against President Trump's "National Emergency" executive order regarding building a wall on the Southern Border with Mexico. Kuntz announced to the audience that he was impressed by the turnout and wished he could get such a crowd for city council meetings, but more importantly, a new Congressional office has been established.

It is on the third floor of the old Federal Building, now partially owned and operated by the city of Wenatchee and LocalTel.

Kuntz said he felt relations between the city and Congresswoman Schrier were so important that he decided to create an office for her district case worker Tyler

SEE SCHRIER PAGE 5



Congresswoman Kim Schrier

does not support "open borders," but stated she supports a "good guest worker program."

Schrier spoke about the need to have a long term plan to keep Social Security "solvent" and added that the long-standing program was "not a bonus," but something "we pay into."

Many on the panel and in the audience were advocates of feeding the poor and mitigating forest



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NEWSSTAND LOCATIONS

Wenatchee

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

East Wenatchee

Fred Meyer, 11 Grant Road
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

Douglas County economic issues for 2019

I have two economic issues to bring up as we start 2019. Item one speaks to the need for respect of the Douglas County taxpayers and voters from the Douglas County Commissioners.

Item two is the need for respect from our own federal government for the Douglas County population as a whole.

1) Investing in Douglas County from the inside

Can two of the three Douglas County commissioners invest in the county they represent? Can they place a piece of their companies in Douglas County to help employ the folks who employ them?

Can they learn to give back to the tax base and the obvious trickle down effect of their entrepreneurial endeavors?

The answer is yes, yes and yes.

As of this writing, Commissioner Kyle Steinberg owns and operates an auto body repair shop in Wenatchee (Chelan County) and in the Tri-Cities area.

Commissioner Dan Sutton owns and operates a restaurant in Wenatchee (Chelan County).



Gary Bégin
Managing Editor

Commissioner Sutton should establish a restaurant, sorely needed, in Waterville &/or Mansfield or Rock Island or even Fancher Heights.

Commissioner Steinberg knows auto body repair shops can be placed nearly anywhere with a large population like East Wenatchee because us dumb humans are always smashing cars.

For decades East Wenatchee and Douglas County were always considered subservient and sub-

standard to Wenatchee and Chelan County.

Please help change that unwarranted negativity.

How about it boys? Can the Douglas County folks that elected you get some economic love?

The next election cycle is just around the bend, so govern yourselves accordingly.

2) Investing in Douglas County Part Two:

As one of our Business Journal readers states in his "Open Letter to Congresswoman Kim Schrier" regarding a new Post Office in East Wenatchee... well, who can't see the need for same?

I think the writer is hinting at what may well become the cause celebre for the people of East Wenatchee and immediate surroundings.

The well-off folks in Fancher Heights ought to join their poorer brethren in East Wenatchee proper and get on board with this idea of forcing the United States Postal Service to establish an East Wenatchee branch.

Douglas County Commis-

sioners must stop accepting what has been a grave injustice on their own constituency for decades and take action to petition the Federal Government, Congresswoman Kim Schrier and Congressman Dan Newhouse, State Representatives Michael Steele and Keith Goehner, State Senator Brad Hawkins and East Wenatchee Mayor Steve Lacy.

Take the issue to Governor Jay Inslee. He loves whales and salmon, maybe he can throw some love on actual human beings?

Take the issue to the two women liberal Democrat U.S. Senators Maria Cantwell and Patty Murray and make them focus on helping the rural small towns like East Wenatchee instead of just beating on Donald Trump.

The small and apparently forgotten city of East Wenatchee is the gateway to thousands of farmers and ranchers in the surrounding areas that are also forced to cross the mighty Columbia just to send a package.

Someone please take action and stop accepting the second class status the USPS has bestowed on 15,000+ Washingtonians merely because it was politically expedient at one time to shrink vital services to the poor and aged who cannot defend themselves.

That fake mandate included removing vital services to rural folks who have little political power when compared to big cities.

East Wenatchee is also home to thousands of young and middle-aged citizens

full of vibrant thoughts and actions.

New companies are sprouting here as part of the American dream.

East Wenatchee has the only major airport, the only large bowling alley in the area and the only shopping mall, yet we lack a post office.

We have the Olive Garden and Victoria's Secret and a beautiful city hall, but no Post Office.

Small town America means a local Postmaster behold to local citizens.

How about it Schrier and Newhouse? Can you get something done while you're collecting your paychecks?

Enough with the photo ops media is constantly bombarded with from your PR staff.

King County (Schrier) and Yakima (Newhouse) are power bases for these Congressional politicians, but if they both want to get re-elected with rural votes, they need to do something worth bragging about and give us back a Post Office.

By the way, it matters not the exact districts these politicians represent, but the team effort they should bring with their entreaty to the Federal government regarding this vital issue.

Who among us speaks truth to power? I fear too few exist. A happier life is had for the "go along to get along" crowd, but evil wrongs must be brought into the light.

I look forward to the ribbon cutting, but after this column, I probably won't be invited. C'est la vie mi amigos, c'est la vie.



Rep. Michael Steele



Rep. Keith Goehner



Sen. Brad Hawkins



Congresswoman Kim Schrier



Congressman Dan Newhouse



Letters to the Editor

Reader agrees with anti-tax and spend column

Dear Editor,
Just wanted to say thanks for your article... I totally agree with you! Just helped my daughter and son-in-law move to a smarter state politically... Wyoming!!! I went to high school with Inslee, and way too many of my Seattle classmates follow his crazy thinking. 46 years living in Wenatchee and I hate to see the state go so blue. Praying for our nation and president.

Karen Weaver, Wenatchee

Financial columnist enjoyed recent 'Bottom Line'

Great article. Somehow we need to get the younger folks to understand there is only so many folks that can get in the boat, and if to many it sinks... Great stuff Gary.

Dave Murray

Open letter to Congresswoman Kim Schrier demands new East Wenatchee post office

Dear Kim,

I live in a trailer park in East Wenatchee and many of us are too old to drive across the river to the Wenatchee Post Office. Years ago the USPS moved the Post Office from the old Federal Building in Wenatchee put the public-retail section on Maple Street in Wenatchee. The internal sorting operations were moved to the Ohme Gardens area, again, in Wenatchee.

Thus East Wenatchee never got its original pre-Fed. Building Post Office back. At the time we were told it was because we were within 5 miles of the Wenatchee Post Office and the USPS was trying to consolidate post offices.

This is crazy! East Wenatchee and surrounding area in the MSA (Metropolitan

Statistical Area) has a population of about 15,000 people.

Meanwhile, little towns like Rock Island, Cashmere, Leavenworth and Lake Chelan all have post offices and their populations are far lower.

We need relief from this problem. Retirees and many others without cars cannot get to the post office easily, especially in the winter. We cannot walk across the Columbia River, although there is a pedestrian bridge, it is not practical for senior citizens, the disabled or folks trying to mail packages or for those who live too far from the pedestrian bridge.

Even if they could walk across it, the Maple Street branch is still a couple miles further away through the busy streets of Wenatchee.

Please help us. Do I need to hold a petition drive? Or should I be going to East Wenatchee City Hall and asking Mayor Steve Lacy to advocate for us?

Unfortunately, former Republican Congressman David Reichert and the East Wenatchee city apparatus at that time allowed this to happen perhaps because of the anti-government Republican position that continues to this day and their perceived lack of power to stop or change what was seen as inevitable action by the USPS.

Why is the government forcing many of us to go to United Parcel Service or Federal Express and pay more just to handle day-to-day postal functions? Is it because

SEE OPEN LETTER, PAGE 4

Lakeside Surf in Chelan to open world's largest stationary wave

Submitted by Robert Bordner, Slidewaters Waterpark

CHELAN – Joining the world-wide manufactured wave craze, Slidewaters Waterpark will open the world's largest and the first deep water stationary wave in the United States.

The 52 1/2 foot wide Citywave© can produce waves as high as 6 feet and can be surfed with standard ocean boards and fins.

Slated to open to the public summer of 2019, Lakeside Surf is a stand-alone surf park that will operate both independently and in connection to the existing waterpark.

“From a operations stand point, we wanted to add the surf wave so that we could utilize it with Slidewaters but also way beyond Slidewaters’ operating hours and season,” minority owner Robert Bordner said.

“Lakeside Surf will be able to operate before and after Slidewaters opens each day as well as earlier and later in the year. We envision being able to host surfers 9-months out of the year.”

Lakeside Surf’s extended operational season will give owners and cousins Burke and Robert Bordner the opportunity to impact the surf community with more open surf sessions, lessons, training sessions and competitions.

They are also designing the surf wave and overall 2-acre expansion



PHOTO COURTESY OF SLIDEWATERS WATERPARK

Slidewaters, LLC will own and operate CityWave, USA; the first deep-water stationary wave in the U.S. Pictured above is a stationary wave created by Citywave© of Munich, Germany.

project to accommodate private parties, concerts, and tournaments.

The multiple phase surf facility project has plans for sand volleyball, pickleball courts, a 2400 square foot wooden pier, private cabanas, two-story full bar, pizzeria, surf shop, and an auxiliary sports court.

“We wanted to add an attraction that engaged our guests in a

new and challenging way,” principal owner and developer Burke Bordner said.

“The surf wave will challenge surfers of all levels to get better. We are excited for the opportunities this amazing technology is going to create. We see potential to host world-class surfers, tournaments, Olympic training sessions as well as introduce North Central Washington to surfing!”

Created, designed and patented by Citywave© of Munich, Germany, this 16-meter wide, deep-water stationary wave is their first project in North America and will be known as CityWave, USA around the world.

Modeled after river surfing, the 3-5 feet of water depth and the strong water pressure and power of the wave create a surfing experience that enables uninhibited

riding. Citywave© has received rave reviews from beginners to world-class surfers and offers a fully controllable and adjustable wave to create the best experience possible for everyone.

A great compliment to the Bordners’ business mission, Citywave© offers more than just surfing as the flexibility of this wave allows for body surfing, boogie boarding, stand up paddle boarding, and river kayaking.

Lakeside Surf and Slidewaters Waterpark are located in North Central Washington on Lake Chelan.

Slidewaters Waterpark has been a staple of the Chelan Valley since 1983 and the Bordners have owned and operated it since 2008.

The park offers over 14 water attractions, concessions, retail and a competition sand volleyball court and this expansion plan will add more of each of those amenities.

More information about Lakeside Surf or Slidewaters please contact Robert Bordner at 425-830-8002 or robert@slidewaters.com

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WENATCHEE BUSINESS JOURNAL

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CONFLUENCE TECHNOLOGY CENTER


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The newest KaVe house in Chelan

By Diana Piñon

CHELAN – The wait is over, KaVe Roaster and Bakery officially opened to the public in January after a year and a half of preparations.

KaVe brings a different coffee experience to the valley with their coffee boutique by incorporating the family's Hungarian background into their pastries and drinks.

Eva Anderson and Mick Anderson inherited the property from Eva's mother after she passed away. After brainstorming with their son Dominic DePhillips on what to do with such land, they came to conclusion of turning the place into a coffee shop.

In the early 80's Eva's mom purchased the property and "every family member had lived here for few years as we started filtering our way to Chelan," said Eva.

As a way to preserve the house, the family just went ahead and remodeled it, modernizing the space.

Six years ago, Mick and Dominic started roasting coffee beans in the backyard's barbecue grill.

However, things got more serious about three years ago when they were able to get their commercial roaster.

"My dad was really getting into it and he liked the artisanal side and was really getting into the craft," said Dominic.

He describes the roasting process to be very detailed. Due to this Mick has been working hard to fine tune all



Photo by KaVe Roaster & Bakery

Dominic DePhillips roasting coffee beans five years ago in the BBQ grill.

roasting notes. According to Dominic, coffee has as many flavors as wine does, if not actually more.

Hungarian pastries are featured in KaVe's menu, which are made from starch and with organic ingredients by Eva. The scone recipe is one of kind and so far they are selling very well, going through four dozen each day.

Dominic is in charge of the coffee drinks. He perfects the espresso machine to get the ideal coffee shot. KaVe also curates top ingredients to go with their coffee creations. Chai, Italian sodas and kid friendly options are also available.

Eva states, that some of the people who have stopped by KaVe have compared their coffee to others from Seattle. Some are even more impressed and have fallen in love with the fresh baked goods.

Winterfest celebrations allowed Eva, Mick and Dominic get a preview of what is coming for them during the summer months in town. It also gave them a chance to interact with community members and receive their feedback.

New items in the menu will arrive in the summer time, plus an outdoor sitting area will be available for everyone to sit and relax. "We are also looking at hours going into the evening," stated Eva.

For the family, "it is very important that the community feels really welcomed and for them to have a great experience."

Stop by KaVe and enjoy their pastries with one of the many drinks they have to offer at 806 W. Manson Highway in Chelan. Follow them on Instagram under *kaveroaster* and on Facebook *Kave Roaster & Bakery*.

State Ag Committee hears testimony for SB 5873



PHOTOS COURTESY OF THE WASHINGTON STATE SENATE REPUBLICAN CAUCUS

Chelan-Douglas Land Trust Executive Director Curt Soper (left) testifies in favor of Senate Bill 5873 during the bill's public hearing in the Senate Agriculture, Water, Natural Resources and Parks Committee Feb. 19.



Research ecologist Dr. Paul Hessburg (center) testifies in favor of Senate Bill 5873 during the bill's public hearing in the Senate Agriculture, Water, Natural Resources and Parks Committee Feb. 19.

CONTINUED FROM PAGE 2

Open letter to Congresswoman Kim Schrier

of the GOP wish to privatize essential government services?

As a former Postal worker, I must tell everyone the breaking news – a birthday card to grandma in Alaska would cost \$10 via a privatized service – 20-times more expensive than the .50-cent stamp now required by the Postal Service.

Back to the issue at hand: Uncaring or under-educated people will just tell seniors to use their computers and send emails instead of letters and cards, but many older Americans don't have a computer or are simply not computer savvy.

I speak for only for myself

and a few neighbors, but I must also mention the economically disadvantaged among the East Wenatchee citizenry. Because they are poor, they are ignored. Many must carpool or take busses or simply stay in East Wenatchee.

Is that the way you want to start your first term as a Democrat Congresswoman Schrier? Ignore the aged and needy at your own risk. Help us or forget about re-election.

Please show the voters of the "other Wenatchee" that you care about rural Washington and small towns like us.

Ellis Robinson, 89-years-old East Wenatchee (Luckily I still drive)



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CONTINUED FROM PAGE 1

Schrier holds first 'Town Hall' in Wenatchee, establishes Congressional office for NCW

Mackay. Mackay used to work for retired Republican Congressman Dave Reichert and said he will be performing the same functions with Schrier.

Mackay's main duties therefore, will be speaking to Federal agencies on behalf of constituents on the east side of Schrier's district. Those agencies include the Social Security Administration, oddly enough, its Wenatchee office is literally headquartered across the Second Floor hallway from the city council chambers.

He will also be the official Schrier liaison for Veterans Affairs and the U.S. Forest Service and any other Federal agencies where a need exists for intervention or better communication.

Panel members included newly elected Chelan County Commissioner Bob Bugert said he was "happy to hear she (Schrier) is on the Agricultural Committee" because "83% of Chelan County" is controlled by the United States Forest Service.

Bugert said the USFS is a "major player" in Chelan County regarding such

diverse issues as wildfires, irrigation water, grizzly and therefore not subjected to county land taxes. The



Congresswoman Kim Schrier

bears and the all-important PILT program.

PILT is an acronym for Payment in Lieu of Taxes – a federal program that reimburses counties throughout America for property owned by the federal government

PILT program forms the backbone of many rural counties in the country and helps them build infrastructure and other needful projects.

Kuntz spoke briefly about Wenatchee not being on an

interstate like other Eastern Washington cities and how important it is to get federal funding to finish the Apple Capital Loop road construction project.

He said he worked hard to get this done with Schrier's predecessor Dave Reichert and would continue his efforts.

Schrier spoke on other topics including:

- Her staff would be looking into the re-establishment of a post office in East Wenatchee as suggested by an East Wenatchee resident.

- She believes in a "path to citizenship" for the 11 million undocumented aliens currently in the country, but also a stronger guest worker program.

- Schrier is for Planned Parenthood and wants "politicians to keep out of the exam room." She stated birth control reduces the amount of unwanted pregnancies and therefore abortions.

- She is against building a wall on the Mexican border.

- She did not want to pull out of the Paris Climate accord and now calls for "American ingenuity" to

reduce greenhouse gases by heavily investing in battery technology/energy storage, wind and solar power.

- The increasing federal deficit must be addressed by utilizing "political will" on both sides of the aisle to make needed spending cuts, but also to spend less.

- Wants a tri-lateral summit between Mexico, Canada and the U.S. to discuss mutual issues such as trade, immigration and environmental issues.

- Said veterans should not have to wait 30 days for service, but two days.

- Wants a new tax plan for America, stating "trickle-down never trickles down to working families."

"Wants path to citizenship for 11 million aliens already here."

Schrier concluded her first NCW Town Hall by saying she wished more Congressional districts were "purple" like this one, meaning a blend of conservative (red) and liberal (blue) voters.

She said the mix of constituents would spur more bipartisan support across many issues.

CONTINUED FROM PAGE 1

Shopko closing in May

From 1991 to 2005, the company was publicly held, with stock traded on the New York Stock Exchange under the symbol SKO.

Headquarters: Ashwaubenon, WI

Customer service: 1 (800) 869-5819

Number of locations: 363 (2019)

CEO: Peter McMahon (Nov 25, 2013-)

Revenue: 3.3 billion USD (2018)

Parent organization: Specialty Retail Shops Holding Corp.

A rumor has also been floating around Wenatchee that Sav-Mart, a Wenatchee retailer for over 100 years, was also closing in May, but company spokesmen deny such ideas are true.



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CHELAN COUNTY

Chelan PUD solicits public comment on combined service center

Chelan PUD news release

After more than three years of study, Chelan County PUD commissioners Tuesday said now is the time to hear from the community about the proposal to combine customer and utility operations at a new Service Center in north Wenatchee's Olds Station area. (At 01:05 on the meeting audio recording.)

Open houses in Cashmere, Chelan, Entiat, Leavenworth and Wenatchee are set to start March 18 (see schedule below).

Board members invited customers and community members to attend and give feedback on the preferred option.

People who comment at the open house meetings, online or at PUD offices can enter a drawing for an iPad. See details and background at chelanpud.org/ServiceCenter.

In addition to seeing concept drawings for the first time, (attached) commissioners reviewed refreshed analysis of the dollars and cents behind the proposal.

Dan Frazier, Shared Services director, said updated analysis confirms that a combined Service Center is the long-term least-cost option, offering the best customer service and safest working conditions.

"Our evaluation continues to show that a combined service center offers the best value for the most people over the longest time," Frazier said.

Specifically:

- Least cost over the life of the facilities

- Highest employee productivity
- Best customer service, closest to the center of our customer-owners
- Improved safety as current facilities are challenged to meet modern standards

The utility's business case also identifies the significant cost of staying at existing facilities that need major refurbishment, Frazier said.

The estimated net cost of consolidating at one location is \$124 million over the 50-year study period. All other options cost more.

Commissioners have \$50 million already set aside from previous years when actual positive financial results exceeded budget expectations.

A new, combined center does cost more in the short-term, but provides longer-lasting value – just like investing in the PUD's hydro units, he said.

"Our analysis of cost-effectiveness was tested under various scenarios and consolidated facilities consistently came out the best choice for our customer-owners," Frazier said.

PUD staff also is working with the City of Wenatchee and Port of Chelan County to study potential future uses of the PUD's property at Fifth Street and Wenatchee Avenue.

Each entity has committed up to \$75,000 for redevelopment planning focused on creating viable options for future use of the property.

Key stakeholders from downtown Wenatchee as well as the entire commu-

nity are encouraged to get involved.

"Watching this presentation, I realize that no matter how we look at this, the direction we're going makes the most fiscal sense," said Commissioner Steve McKenna. (01:20)

Frazier said he'll be back on April 1 to discuss the results of customer outreach and seek further direction from commissioners.

In other business, commissioners:

♦ Heard the good news that PUD finances ended last year with a positive bottom line that was \$32.5 million more than budget.

PUD debt came down another \$24 million and results met all financial targets. Achieving a debt ratio below 35 percent – came a year early.

Other factors for the good results were reduced spending on major projects and revenues better than budget, reported Craig Kunz, strategic financial planning manager.

The positive bottom line of \$105.3 million was the best year ever for the PUD. (01:42)

♦ Listened to the results of a Public Generating Pool study on forecasted impacts of various carbon-reduction efforts on Northwest grid reliability. (00:20)

♦ Set a special meeting to attend a board workshop at 9 a.m. on April 11 at Confluence Technology Center, 285 Technology Way, Wenatchee. (02:25) Service Center open houses, 4-6 p.m.:

♦ March 18 – Wenatchee Valley Museum and Cultural Center, 127 S. >>>



>>> Mission, Wenatchee

♦ March 19 – Cashmere Riverside Center, 201 Riverside Drive

♦ March 20 – Chelan County Fire 3 station, Leavenworth, 228 Chumstick Hwy

♦ March 21 – Lake Chelan Chamber of Commerce, Chelan, 216 E. Woodin Ave

♦ March 25 – Entiat Fire Hall, 2200 Entiat Way

Upcoming events:

♦ March 4 – Commission meeting, 10 a.m., boardroom

♦ March 8-10 – KPQ Home and Garden Show, Town Toyota Center

♦ March 18 – Commission meeting, 10 a.m. boardroom

♦ March 29 – Northwest Mariachi Festival, Town Toyota Center

The next regular PUD commission meeting is at

10 a.m. on Monday, March 4, in the boardroom at 327 N. Wenatchee Ave.

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

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Thieves stealing from Veterans

Thieves are stealing Government benefits paid to hundreds of retirees, veterans and even those on disability.

Thus far, over \$500,000 has already been stolen from veterans alone.

It appears as though thieves are siphoning Department of Veteran Affairs (VA) and Social Security benefits from veterans.

According to an investigation conducted by U.S. Senator Elizabeth Warren (D) Massachusetts, at least 480 similar fraud cases involving the company Direct Express were reported in

2018.

The Direct Express payment program, administered by Comerica Bank provides electronic payments to over 4.5 million Americans with no bank accounts and who collect social security, disability and veteran benefits.

States where the thieves are operating the most include: California, Texas, Washington, Florida, Georgia, Alabama, Illinois, Massachusetts, and Idaho.

Bottom line, security lapses inside the Direct Express program leave millions of taxpayer dollars

vulnerable, and veterans at risk of theft.

The Direct Express website provides customers with suggestions for protecting their accounts.

Still Comerica blames the fraud on outside hacks.

The Office of Inspector General for the Treasury confirmed it is conducting an audit and investigation into the Direct Express Program.

The government is also soliciting new bids to possibly hire a new contractor in 2020 to take over and administer federal VA and social security benefits.

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Photos from the Forgotten Heroes Interment Ceremony in Medical Lake Forefront Suicide Prevention Education Day, Feb 11

CWU Receives YesVets recognition!

Training available for Suicide Intervention Skills Veterans nonprofit given 120 acres in Rochester for education, business incubator

Check out the WDVA Calendar and Facebook Events Page for Upcoming Events

(If you have regular events to post, ask us about becoming a WDVA Calendar Contributor!)

Women Veterans Conference & Luncheon Hosted by VetConnect, Feb 8

Inland Northwest Hiring Heroes Hiring Event, Feb 21

Washington State Patriotic Day, Feb 23

Veterans Peer Corps Peer Mentor Training, March 8

Upcoming training events at the Veterans Training Support Center Alliance Northwest coming March 7, 2019 to Puyallup!

Alliance Northwest is the largest business-to-government conference in the Pacific Northwest. This event features a 100+ booth tradeshow, keynote speakers, high quality workshops and matchmaking session with government agencies and prime contractors. More information at: <https://www.alliancencentral.com/>

Register now for Alliance Northwest 2019 Click here

Price: \$115 per attendee; price at the door increases to \$135 *A 5%

News from WDVA

City of Puyallup Admission tax is added to the price at checkout.

Veteran Owned Businesses use discount code VETBOSS for 50% off registration.

Are you eligible for Free or Reduced Rate Licenses or Passes?

Find out here! <http://www.dva.wa.gov/program/free-or-reduced-rate-passes>

Update on 2019 Legislative Session

There are many bills being considered by the WA State Legislature that will impact our military, veterans and their families. The first bill cut-off days are approaching (Feb 22 policy committee, Mar 1 fiscal committee) and if bills are not passed from committee or their house of origin, they will be removed from this list.

If you'd like to receive weekly emails with information on veteran-related legislation, you can sign up at: <https://orange.hosting.lsoft.com/list/subscribe.html?lui=ov8ia944&mContainer=236&mOwner=G1d1e1h&mListId=HL%23628>

And visit the WDVA Legislative Updates website for more information: <http://www.dva.wa.gov/about-wdva/legislative-updates>

Veteran Business Owners

Get the recognition you deserve by becoming a Washington State Certified Veteran Owned Business!

There are several WA State Certifications for businesses, learn more about them and how they can help your business!

Are you hiring? Let YesVets and WorkSource connect you with Veterans looking for work!

Work Opportunity Tax Credit

B&O or PUT Tax Credits for hiring Unemployed Veterans? New under Employer Incentive Programs!

Paid Family and Medical Leave: go to www.paidleave.wa.gov for more information.

wa.gov for more information.

Veterans Transitional Housing Program

The program is located in both Port Orchard and Orting and assists veterans in need of stable housing, vocational rehabilitation, and increased income potential. Veterans are surrounded with supportive staff and wrap-around services designed to lead to their successful completion of the program and return to community living. Find out more at: <http://www.dva.wa.gov/veteran-homes/veterans-transitional-housing-program>

We Want to Hear from You!

WDVA invites YOU to take a Customer Satisfaction Survey! We'd like to know what you think of the service we provided you, and also hear what else we could do in the future. Please click on this link and tell us what you think!

<https://www.surveymonkey.com/r/WDVACustomer2019>

WDVA is Hiring! See the latest Open WDVA Positions here

Follow us on the WDVA LinkedIn page at:

<https://www.linkedin.com/company/washington-state-department-of-veterans-affairs-recruiting/>

Check out the list of Upcoming Job Fairs


Don't Miss Out on Veteran/Military Events Taking Place across the State!

Subscribe to our Facebook Events Tab and never miss out on an event.

Click [HERE](#) and then click on the "Subscribe" button located on the top right side of the events menu bar.


Don't have Facebook... No Problem! Join our Listserv and/or visit our WDVA Website Calendar.

Find Out What Else is In the News on the WDVA Web Site.

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State Monthly Employment Report

Payroll hiring continues into the holidays; 'Underemployed' rate lowest in a decade



Employment Security Department news release

OLYMPIA – Washington's economy added 5,100 jobs in November and the state's seasonally adjusted monthly unemployment rate for November was 4.3 percent, according to the Employment Security Department.

The November unemployment rate was unchanged from the revised October 2018 unemployment rate of 4.3 percent.

The November figures are preliminary and are subject to revisions.

"The pace of hiring softened some in November, but the overall job situation remains relatively strong" said Paul Turek, economist for the department.

"The availability of jobs is high and hiring plans remain in place."

The Employment Security Department released the preliminary job estimates from the federal Bureau of Labor Statistics as part of its Monthly Employment Report. The department also announced that October's previously reported unemployment rate of 4.3 was confirmed.

However, October's preliminary estimated gain of 12,400 jobs was revised downward to 7,700 jobs.

The national unemployment rate remained constant at 3.7 percent in November.

In November 2017, the national unemployment rate was 4.1 percent.

Employment Security paid unemployment insurance benefits to 52,644 people in November.

State's labor force grows again

The state's labor force in November was 3,795,800 – an increase of 14,300 people from the previous month.

In the Seattle/Bellevue/Everett region, the labor force increased by 4,400 over the same period.

From November 2017 through November 2018, the state's labor force grew by 39,600 and the Seattle/Bellevue/Everett region increased by 25,500.

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

Six industry sectors expanded, six sectors contracted and one was unchanged

Private sector employment increased by 6,400 while the public sector decreased by 1,300 jobs in

November.

This month's report shows the greatest private job growth occurred in manufacturing up 2,900 jobs, transportation, warehousing & utilities up 2,200 jobs, leisure and hospitality up 1,600 jobs, education & health services up 1,200 jobs and professional and business services up 1,000 jobs. Other services also increased by 400 jobs.

Wholesale trade was the only industry sector that was unchanged.

The industry sector's that lost the most jobs were retail trade down 1,200 jobs and construction down 1,100 jobs.

Financial activities lost 400 jobs while mining and logging and information both lost 100 jobs.

Year-over-year growth in payroll employment

Washington added an estimated 103,500 new jobs from November 2017 through November 2018, not seasonally adjusted.

The private sector grew by 3.8 percent, up an estimated 104,400 jobs, while public sector employment decreased by 0.2 percent with a net loss of 900 jobs.

From November 2017 through

November 2018, eleven of the thirteen industries added jobs, government lost jobs while mining and logging was unchanged.

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

- Professional and business services with 16,800 new jobs;
- Education and health services with 15,000 new jobs and
- Construction with 12,500 new jobs

Labor market information

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

WorkSource

Employment Security is a partner in the statewide WorkSource system, which offers a variety of employment and training services for job seekers, including free help with resumes, interviewing and skills training.

WorkSource also helps employers advertise jobs, convene hiring events and connect with subsidized employee training.

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

Note: The Bureau of Labor Statistics recently updated its "alternative measures of labor underutilization," or U-6 rate, for states to include the third quarter of 2018.

The U-6 rate considers not only the unemployed population in the official U-3 unemployment rate, but also "the underemployed and those not looking but wanting a job."

The U-6 rate for Washington through the third quarter 2018 was 8.4 percent compared to the national rate of 7.8 percent.

Washington's U-6 rate is the lowest it has been since 2007.

Success is not the key to happiness. Happiness is the key to success. If you love what you are doing, you will be successful.
— Albert Schweitzer

'Newbies' and 'movies' in Wenatchee area business landscape include:



1. Chief Fitness provides exercise, martial arts gym at 120 South Columbia St.
2. Kelley Imaging has taken over the former "Hippie" store at 226 Methow St.
3. Orange House should be serving treats by spring.
4. AT&T should be opening at 309 Valley Mall Parkway by sometime in March.



PHOTOS BY GARY BÉGIN/WBJ

Olympia Business bills

Listed below are a selection of bills in Olympia that might impact the North Central Washington business community:

Clarifying the contracting procedures for cities – House Bill 1174

Substitute offered in the House on February 6, 2019

Allows a second-class city to award a bid to a bidder that was within 5 percent of the lowest bid and the bidder meets other requirements related to successfully delivering a similar project to the city within the past five years.

Concerning the ability of business and nonprofit entities to obtain a marijuana license – House Bill 1236

Referred to the House Appropriations Committee on February 21, 2019.

Reforming the compliance and enforcement provisions for marijuana licensees – House Bill 1237

Substitute offered in the House on February 21, 2019

Modifies how the Washington State Liquor and Cannabis Board (LCB) may enforce laws and rules against regulated marijuana businesses, and how these businesses may comply with laws and rules.

Creating a small business bill of rights – House Bill 2093

Referred to the House State Government & Tribal Relations Committee on February 19, 2019.

Establishing the sustainable farms and fields grant program – House Bill 2095

Referred to the House Rural Development, Agriculture & Natural Resources Committee on February 19, 2019.



Washington State Capitol – Olympia, WA

Concerning a community aviation revitalization loan program – Senate Bill 5011

Substitute offered in the Senate on February 18, 2019

Creates a Community Aviation Revitalization Board (Board) to provide loans to certain airports available for public use to support general aviation activities.

Allowing certain beer and wine license holders to sell small amounts of spirits – Senate Bill 5682

Substitute offered in the Senate on

February 18, 2019

Authorizes the Liquor and Cannabis Board to waive the grocery store size requirement for certain license holders who lack a spirits retail license.

Concerning livestock inspection – Senate Bill 5956

Referred to the Senate Labor & Commerce Committee on February 19, 2019.

Concerning public works contracts and interlocal agreements by second-class cities and towns – Senate Bill 5958

Referred to the Senate Local Government Committee on February 19, 2019.

Revising livestock identification law – Senate Bill 5959

Referred to the Senate Ways & Means Committee on February 19, 2019.

Improving the equity and sustainability of Washington's tax structure – Senate Bill 5961

Referred to the Senate Ways & Means Committee on February 19, 2019.

Concerning the presumption of occupational disease for purposes of workers' compensation by adding medical conditions. – House Bill 1913

Referred to the House Labor & Workplace Standards Committee on February 6, 2019.

Addressing the regressive nature of the Washington state housing market – House Bill 1921

Referred to the House Finance Committee on February 6, 2019. View House Bill 1921

Concerning reasonable accommodation for the expression of breast milk in the workplace – House Bill 1930

Referred to the House Labor & Workplace Standards Committee on February 6, 2019.

Concerning workplace violence in health care settings – House Bill 1931

Referred to the House Labor & Workplace Standards Committee on February 6, 2019.

Concerning vapor products – House Bill 1932

Referred to the House Commerce & Gaming Committee on February 6, 2019.

Creating a local infrastructure investment program to support the development of affordable housing, workforce housing, and revitalization efforts – House Bill 1938

Referred to the House Housing, Community Development & Veterans Committee on February 6, 2019.

Conducting a comprehensive review of the impact of catastrophic wildfires on communities as a means of improving government responses for the future – House Bill 1941

Referred to the House Rural Development, Agriculture & Natural Resources Committee on February 6, 2019.

Concerning vehicle combinations that may be operated on public highways – Senate Bill 5830

Referred to the Senate Transportation Committee on February 6, 2019.

Concerning an employer's payment of indebtedness – Senate Bill 5831

Referred to the Senate Labor & Commerce Committee on February 6, 2019.

Concerning the confidentiality of industrial insurance claim records – Senate Bill 5844

Referred to the Senate Labor & Commerce Committee on February 6, 2019.

Facilitating transportation projects of statewide significance – Senate Bill 5847

Referred to the Senate Transportation Committee on February 6, 2019

Concerning the presumption of occupational disease for purposes of workers' compensation by adding medical conditions. – Senate Bill 5849

Referred to the Senate Labor & Commerce Committee on February 6, 2019

Supporting Washington's clean energy economy and transitioning to a clean, affordable, and reliable energy future – House Bill 1211

Substitute offered in the House on February 21, 2019

Requires all electric utilities to eliminate coal-fired resources from their allocation of electricity by December 31, 2025. Requires that all retail sales of electricity to Washington customers be greenhouse-gas neutral by January 1, 2030. Requires that nonemitting and renewable resources supply 100 percent of all retail sales of electricity to Washington customers by January 1, 2045.

Concerning the ability of business and nonprofit entities to obtain a marijuana license – House Bill 1236

Referred to the House Appropriations Committee on February 21, 2019

Reforming the compliance and enforcement provisions for marijuana licensees – House Bill 1237

Substitute offered in the House on February 21, 2019

Modifies how the Washington State Liquor and Cannabis Board (LCB) may enforce laws and rules against regulated marijuana businesses, and how these businesses may comply with laws and rules.

Creating the Washington rural development and opportunity zone act – House Bill 1324

Substitute offered in the House on February 21, 2019

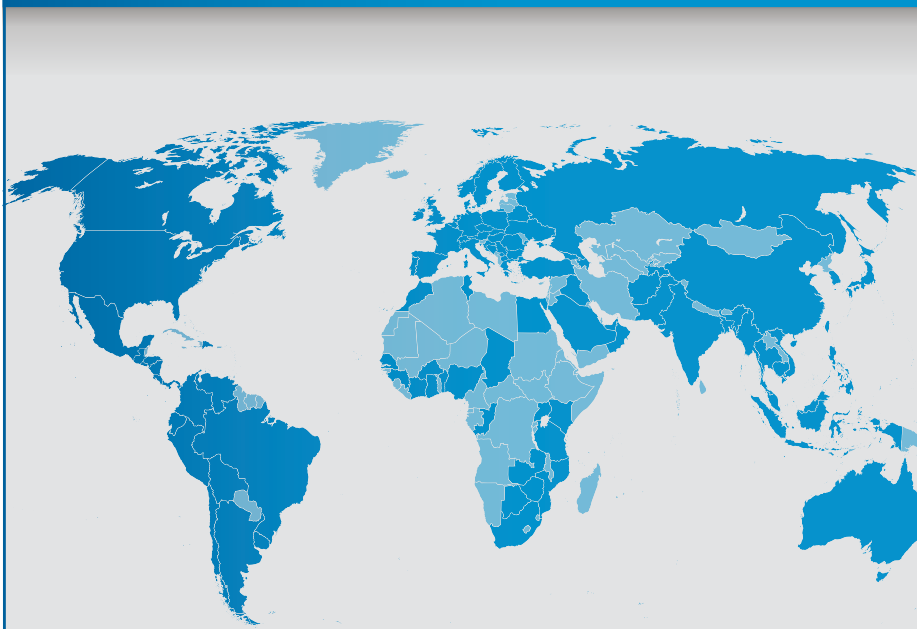
Creates a tax preference for taxpayers who make a capital contribution to a Rural Development and Opportunity Zone Fund. Extends a reduced business and occupation tax rate on certain timber-related activities.

Concerning employer and employee scheduling – House Bill 1491

Substitute offered in the House on February 21, 2019

Requires food service, hospitality, and retail establishments with more than 250 employees worldwide, but exempting employers in rural counties, to provide employees 14 days' notice of work schedules, compensate employees for schedule changes, grant employee requests for schedule changes under certain conditions, and meet other requirements

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What your job can do to your Heart

By Dr. Mehmet Oz, MD and Dr. Michael Roizen, MD

quarter of U.S. adults have prehypertension. If you're unable to tackle the problems with your manager, your HR department, or your colleagues, at least try these anger-management tools:

Do the opposite. Instead of swearing at someone who cuts you off, consider that there might be a reason – maybe he just got a call that his wife is in labor. Don't use that finger; empathize with the poor guy about the 24,619 diapers he is going to have to change.

Choose smart words. Steer clear of words like “never” or “always.” Statements like “This machine never works!” or “You're always forgetting things!” not only are inaccurate but also make you feel that your anger is justified because there's no way to solve the problem.

Get real with your expectations. Don't blame yourself for things that are out of your control, and don't blame your boss for things that are out of her control.

The funny thing about your heart not being in your job is that your job finds a way to affect your heart anyway. When researchers looked at men who felt unfairly treated at work, those who kept their feelings inside had more than twice the risk of a heart attack as those who coped in other ways. (Read up on some of the more unusual signs of a heart attack.)

We're not recommending that you yell at your boss or kick any dogs. Instead, find strategies that dissipate the anger. Don't wait. Anger and hostility can also cause high blood pressure and constrict your blood vessels, which can lead to problems, including impotence. (More than one-



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“Driven to Promote and Protect Small Business”

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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!

- NCW Media – 6 years
- Northwest Geodimensions – 21 years
- Numerica Credit Union – 15 years
- On Task Services LLC – 1 year
- Paramount Financial Advisors – 1 year
- Phenix Construction, Inc. – 17 years
- Rookard Custom Pools, LLC – 2 years
- Sew-Creative Sewing & Vacuum – 21 years
- Standard Pallet Co. – 5 years
- The Floorman – 4 years
- Washington Trust Bank – 21 years
- Wenatchee Sand & Gravel – 21 years
- Allemandi Construction, Inc. – 21 years
- Budget Blinds of NCW – 2 years

Getting Involved Pays Dividends!

One of the best ways to leverage your BNCW membership, while establishing new relationships with other Association member companies, is to get involved in one of the many committees, events and leadership opportunities that are available! In addition to being a fun way to help advance the mission of your Association, such opportunities have a way of leading to new relationships and new business opportunities, too!

Here are a few committee examples where we are seeking member involvement.

- 2019 BNCW Golf Tournament Planning Committee
- 2019 BNCW Home Tour & Remodeling Expo Planning Committee
- BNCW Membership Committee
- BNCW Communications Committee
- BNCW Government Affairs Committee
- BNCW Political Affairs Committee

For information on these and other opportunities to get involved, please contact the BNCW offices at (509) 293-5840.

"Our company joined BNCW for the opportunity to gain market exposure within our industry through specific advertisement. What I later discovered is the opportunity is far beyond that. By becoming involved in various activities such as Nothing but Networking, the Home Tour & Remodeling Expo and the annual Auction, we have deepened relationships we never had. I would recommend everyone not only advertise through BNCW, but more importantly, become involved to have some fun and strengthen your business relationships."

Proud member, Patrick Davidson with Caliber Home Loans

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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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!

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- **H2O Connections NW**
 Jason Williams
 509-885-6920



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!

Building! MEMBER MESSENGER

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

MARCH 2019 ASSOCIATION NEWSLETTER

PAGE 2



5th Annual BNCW Designer Face-Off Competition

Once again, we want to thank this year's two competing designers that participated in BNCW's 5th Annual BNCW Designer Face-Off Challenge.

Our 2019 competitors were returning 2018 champion – **Diana Hoyt, Deep Water Home** and challenger **Sarah Loveridge,**

Simple Nest by Sarah Joe.

Both designers did an absolutely amazing job in creating two very unique and appealing themed room displays at the BNCW Home Show.

Diana created a listening lounge inspired man-cave while Sarah designed a lovely

lady inspired she-shed.

As always, Home Show attendees were tasked with casting their vote for their favorite design.

When the Show closed on Sunday and the last ballot was counted, a new champion was crowned!

Congratulations to Sarah Loveridge for earning the title of 2019 BNCW Designer Face-Off Competition Champion!

For more information on both designers, please visit the BNCW website at www.BuildingNCW.org. Again, thank you to both Diana and Sarah!

BNCW's:

FROM A DIFFERENT PERSPECTIVE

Spenny Spices

The priciest spice in the world is saffron at \$5,000/lb. It takes 50,000 to 75,000 flowers to get one pound of saffron, with the best coming from Kashmir and Iran.

A distant second is vanilla, which primarily comes from Madagascar and costs \$600/lb.

It's so costly because the flowers must be hand-pollinated, and the fruit handpicked. Third is mahlab at \$68/lb, then long pepper at \$45/lb."

Elliot F. Eisenberg, Ph.D.
GraphsandLaughs LLC
elliott@graphsandlaughs.net
Cell: 202.306.2731,
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Building! MEMBER MESSENGER

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MARCH 2019 ASSOCIATION NEWSLETTER

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Thank You!!
 for another amazing BNCW and Complete Design Home Show!
 See You Again in 2020!

home SHOW 2019
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 TWIN TOYOTA CENTER

A Snowy 2019 BNCW Home Show!

A little snow – okay, a LOT of snow – didn't stop the 2019 BNCW Home Show from taking place at the Town Toyota Center this past February 8-10!

Over one-hundred vendors braved the snow, setting up their booths and spending three days showing off their goods and services

to a few thousand attendees! Over thirty of this year's vendors were brand new to the Show!

From the front Grand Entry Landscape display by Misty Meadows Landscape to the Design Face-Off Challenge on the North Concourse, the Town Toyota Center was a

packed house all weekend long! Vendors were wall-to-wall and each booth was on point with their displays!

Conversations turned into business and guests into customers.

While it's true there is nothing that can be done about the weather, we received overwhelming

feedback from our vendors that the serious consumers were there in spite of the weather!

They came to secure everything from a contractor to their home plans, lots and landscape. As an example, we had a vendor that received a call the Monday morning immediately

after the Show, asking to schedule a date for installing new windows.

Last year, it was 60 degrees throughout the Show weekend. This year, we had over a foot of fresh snow.

However, the one constant is that we have amazing vendors that show up

year-after-year to help the community with their home related needs!

Once again, we want to thank all of our wonderful volunteers who make the Annual BNCW Home Show possible – including our two planning committee co-chairs, *Tess Goulet* and *Jeff Story*.

Learn the L&I rules and get required written safety plans for:

- Accident Prevention
- Fall Protection
- Equipment Safety
- Heat Stress
- Proper Lifting
- Fire Extinguishers
- PPE
- Tools and Electrical
- GHS Compliant HAZCOM
- Respiratory Protection
- Excavation and Trenching

Get the L&I required plans, forms, and training resources needed for your company – all in one class!

LABOR AND INDUSTRIES SAFETY COMPLIANCE

LEARN THE BASICS OF L&I SAFETY COMPLIANCE AND ACCIDENT PREVENTION IN ONE DAY!

SPACE IS LIMITED...RESERVE TODAY!

Date: March 20, 2019
Location: Building North Central WA
Address: 2201 N. Wenatchee Ave. Wenatchee, WA 98801
Time: 9:00 am – 3:30 pm
Price: \$100 Members/\$150 Non-Members

Call BNCW at 509-293-5840 to register, or visit www.buildingncw.com to register online.

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

Class produced and taught by:
NICA

Monthly Safety Plan
 HAZARDOUS COMMUNICATION PROGRAM

This one class will save your company money and needless headaches!

CALLING ALL BUILDERS & REMODELERS!

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

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

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

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

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

This can save your homeowners thousands of dollars! Discounts are also available for spec homes, too. Yet another important intrinsic benefit to participat-

ing homeowners is the value that comes from being able to market their home in the future as a previous Tour home.

BNCW's Home Tour & Remodeling Expo attendees are more likely to be serious prospects, who are in the market to buy, build, or remodel. Again, this means that participation in this event provides industry professionals access to the perfect targeted audience. In turn, the three-day event provides consumers the unique opportunity to meet industry leaders, face-to-face, in an informal setting, while gaining access to invaluable information – all the while helping to establish relationships that other forms of marketing simply cannot match.

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

This year's Tour takes place September 13-15. Participation in the 2019 BNCW and Sangster Motors Home Tour & Remodeling Expo is limited.

So, if you're considering participation this year, we encourage you to act early! For more information about how you can be a part of this keystone event, please call the BNCW office at 509-293-5840 and speak with Lindsay Rey, Membership and Events Director!

Building! MEMBER MESSENGER

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

MARCH 2019 ASSOCIATION NEWSLETTER

PAGE 4

DID YOU KNOW?



Q: When do I need to register as a construction contractor?

A: You must be a registered contractor if you do any of the following types of work or if you offer or submit a bid to:

- ✓ construct, alter or repair
- ✓ add to or subtract from real property
- ✓ improve, move, wreck or demolish
- ✓ develop residential property for sale
- ✓ install cabinets, remove trees, or "flip" house

BNCW EVENTS

BNCW's March Board of Directors Meeting

■ March 21, 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 Wednesday of each month in the boardroom of the BNCW offices.

These meetings begin at 7:00am and are open to any BNCW member to attend. If you wish to contact any of the officers or directors, please visit the BNCW website for their contact information.

The New Silica Rule (and the old Asbestos one)

■ March 27, 2019 from 9:00am to 3:30pm
 Held at Washington Federal Bank (mtg. room),
 830 N. Wenatchee Avenue, Wenatchee
 \$100/person Member and \$150/person Non-Member
Call BNCW at (509) 293-5840 to Register!
Or visit www.buildingncw.org to register online.

Do you work with cement, bricks, stone, Hardiplank or similar materials? It's time to learn about Silica. Do you remodel homes built before 1980? Employee Asbestos Awareness training is an annual requirement. This one class will save your company needless fines!

Our instructor: NICA Training

Pre-registration Required. Seats are limited to 20 and fill-up quickly, so reserve your spots early!

Nothing But Networking
Grow Your Business Face-to-Face

JOIN US!!
Thursday: March 21st
5:30 - 7:30 p.m.

Your Host for the Evening:

marson AND marson LUMBER

A division of TAL Holdings LLC

Join us for an evening of Networking, Food & Fun at Marson and Marson's Leavenworth location!

Don't Miss Out! There will be fun Door Prizes and as always this event is FREE!

11724 Riverbend Drive, Leavenworth

Members and Guests Welcome!

Please RSVP by Tuesday, March 19th
 This assists our hosts in preparing for the event.

Call 293-5840 to RSVP or register online at www.BuildingNCW.org

We look forward to seeing you there!

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Ben Williams



Sandy Calicoat



Adam Rynd

Lake Chelan Chamber elects new officers

Submitted by Lake Chelan Chamber of Commerce

CHELAN – The Lake Chelan Chamber of Commerce elected three of its Board Members to serve as Board Officers. Board Officers are elected to serve a one-year term ending December 31, 2019.

The newly elected Chamber Board Officers will apply their experience and expertise to help guide the organization's Board of Directors.

The new Officers are:

President **Sandy Calicoat**, broker, Caliber Home Loans. Calicoat has served on the Board of Director for two years.

Sandy has been in the residential mortgage industry as a loan officer for over 20 years. Sandy and her husband have lived in the valley for the past 17 years. She is involved with many community activities and currently serves on the Board of Directors at Lake Chelan Rotary.

Sandy feels giving back to the community and helping the Chelan Valley businesses in whatever way the Lake Chelan Chamber can assist with or promote is very important.

Vice-president **Ben Williams**. Ben Williams is co-

owner and CFO of two wineries, two restaurants and a hard cider business in Lake Chelan. Prior to settling in the Chelan area, he was an Infantry Officer in the U.S. Army and later worked in Corporate Finance for Amazon.com inc.

Ben is a native of Spokane, and lives with his wife of 20 years, April Williams, and three teenage kids, Steven, Alexis and Benjy. He holds a Bachelor of Science in Mathematics from the United States Military Academy at West Point and a MBA from Duke University.

Ben has been on the Lake Chelan Chamber Board for five years and is in his second year as vice-president. He is a highly sought after Trivia Night teammate and if you challenge him to "name that tune", he will win.

Secretary/Treasurer **Adam Rynd**, owner, Coldwell Banker and Sage Vacation Rentals.

Adam grew up in the Seattle area, vacationed in Chelan as a child, and made Chelan his home in 2012. After graduating from the University of Washington, Adam began a career in the software industry. He now owns and manages several successful family businesses

in Central Washington with his wife Kelli, including Swim World, Sage Vacation Rentals, and Coldwell Banker Lake Chelan Properties, the premier real estate firm in Central Washington with offices in Chelan, Brewster, and Winthrop. Adam and Kelli are very active in the community as volunteers, philanthropists, and presenting sponsors of major events including Winterfest and Jazzfest.

Adam lives in Chelan and is actively involved on the boards of several business and community development organizations.

The three Board Officers are joined by six other Board Members. They are; Lester Cooper, Lake Chelan Rotary; Heather Neff, Nefarious Cellars; Pete Luchini, Manson Red Apple Market and Tamarack Tax & Consulting, LLC; Ryan Peterson, Apple Cup Café; Krysta Westmoreland, The Meat Shop and Jay With-erbee, KOZI Radio.

The Lake Chelan Chamber of Commerce's Board of Directors meets the second Thursday of the month at 5 p.m. at the Chamber office at 216 E. Woodin Avenue. Board meetings are open to all Chamber members in good standing.



PHOTO COURTESY OF MANSON SCHOOL DISTRICT

Two Manson School District elementary teachers, Cassandra Williams (middle) and Brandy Samson (right), have earned their National Board Certification for the 2018-19 school year in Early-Middle Childhood Literacy. They are pictured with Manson School Board member Wayne Machus.

Two Manson Elementary teachers earn National Board Certification

Submitted by Manson School District

MANSON – Manson School District is proud to announce that two elementary teachers, Cassandra Williams and Brandy Samson, have earned their National Board Certification for the 2018-19 school year in Early-Middle Childhood

Literacy.

Like board-certified doctors and accountants, teachers who achieve National Board Certification have met rigorous standards through intensive study, expert evaluation, self-assessment and peer review. Manson School District now has 11 nation-

ally board certified teachers with several more working towards completion.

Other National Board Certified teachers in are district are: Amy Anderson, Phil Fournier, Jay Fox, Anita Johanson, Steve Nygreen, Susan Sears, Katie Sperling, Heather Teague and Andrea Whitney.

Gamble Sands Golf Club appoints Robert Wells as food and beverage manager

BREWSTER – Gamble Sands Golf Club announced the appointment to of **Robert Wells** as food and beverage manager overseeing all aspects of the renowned club and resort's growing hospitality operation, including highly acclaimed Danny Boy Bar & Grill.

"We are thrilled to have someone with Rob's knowledge and expertise leading our food and beverage operation into the 2019 season and beyond," said Brady Hatfield, general manager of Gamble Sands Golf Club.

"His professionalism and experience in both hospitality and the beverage industry makes him the perfect candidate to elevate our food services across the entire resort."

Wells assumes his role at Gamble Sands after logging decades of experience in the hospitality industry.

Most recently, he worked in Seattle for Patron Spirits Company as a state manager, overseeing Washington, Oregon and Alaska (2014-2016).

Over a 10-year period (2003-2013), Wells moved up the corporate ladder at Bacardi, first as a market manager and field manager



Robert Wells

in Seattle and finally a regional manager based in Phoenix. Wells spent a spell in Kauai, Hawaii (2002-2003) as the general manager of Keoki Brewing, after bounding the Pacific from Seattle where he worked as the spirits representative for Alaska Distributors, 2001-2002.

Other stops in the Seattle included a stretch (1999 to 2000) as owner of Bartamaleo's Restaurant; he was the assistant general manager of FX McRory's Restaurant, 1999; he was the bar and

dining room manager of Benjamin's on Lake Union (1997-1999); and from 1992 to 1997, he was the general manager of Palmer's Bar & Grill.

"I'm very excited to join the golf industry at such a prestigious golf course," said Wells.

"I truly appreciate the opportunity to work alongside and learn from one of the most experienced and successful management teams as we elevate the F&B experience for our guests to compliment the golf experience."

From 1989 to 1992, Wells served the nation as an infantry soldier of the 82nd Airborne, based in Fort Bragg, North Carolina. Robert attended Washington State University en route to earning a degree in Criminology from Seattle University in 1994 and in addition, he received a degree in culinary arts from Seattle Central Community College in 1997.



State awards Douglas Sewer District for quality efforts

Douglas County Sewer District received an Outstanding Performance Award by the Washington State Dept of Ecology in recognition of exemplary effort and work in protecting and keeping Washington waters clean for the past 6 consecutive years.

KEEPING UP WITH
PEOPLE

New hires, promotions, special training, awards?
Share your company's news with other businesses
through the Wenatchee Business Journal

Peoples Bank

A higher level of service.

Peoples Bank news release

Peoples Bank is pleased to announce the promotion of **Celia Kuhl** to Real Estate Loan Center Manager at the Wenatchee Financial Center.

Celia has worked for Peoples Bank since 2008, holding such positions as Real Estate Loan Officer, Loan Processor and Senior Loan Underwriter.

She is an expert in all matters related to the underwriting portfolio, construction, conventional, FHA, VA and USDA loans.

“Celia is a tremendous brand ambassador both in her branch and through her active involvement in the community,” said Jo Dallas, Senior Vice President, Residential Production Manager at Peoples Bank.

“With her extensive real estate background and dedication to the Bank she has set herself up for much success and has graciously accepted the challenge of this opportunity. We congratulate her on this promotion.”

Born in Chelan and raised in Waterville, Celia values Peoples Bank’s care and consideration for its employees and customers.

“As a family-owned bank, Peoples Bank shares the same core values of honesty, integrity and respect that I embrace in my personal life,” said Celia. “I



Celia Kuhl

am proud to represent Peoples Bank in the community and have the opportunity to demonstrate these values in my interactions with customers and colleagues.”

Celia holds a Bachelor of Science degree from Central Washington University with a minor in business administration.

She holds prestigious certifications as a Direct Endorsement Underwriter with HUD/FHA and as a Veteran Affairs Staff Appraisal Reviewer with the Department of Veteran Affairs, which is the highest degree of underwriting for any underwriter.

She is also a member of the National Association of Professional Mortgage Women and has served on the North Central Washington Hispanic Chamber of Commerce as a board member and as the Scholarship Committee Chair. She enjoys doing community outreach and networking with various local organizations to create opportunities for low to moderate income community members and families.

About Peoples Bank

Peoples Bank is a locally owned and operated, independent full-service community bank with \$1.7 billion in assets.



PHOTO COURTESY OF MANSON SCHOOL DISTRICT

The Manson High School Vex Robotics Team is comprised of Titus Petersen, Jose Vazquez, Jonathan Sarmiento, Cole Cochran, Zoe Thomas, Cara Hutton, (not pictured) Rowan Evig, Connor and Grant Torgesen.

Manson Robotics Team places 2nd at league competition

Submitted by
Manson School District

MANSON – The Manson High School Vex Robotics Team attended the CWU League #3 Vex Robotics Tournament at Seattle Preparatory School on Jan. 26-27, 2019. The students earned second place out of 16 teams at the competition.

The team also earned the Programming Skills Champion Award for their robot’s autonomous software program.

The Educator Award was awarded to their coach, Susan Sears. The team is comprised of Titus Petersen, Jose Vazquez, Jonathan Sarmiento, Cole Cochran, Zoe Thomas, Cara Hutton, (not pictured) Rowan Evig, Connor and Grant Torgesen.



Seattle FBI wants business community help on fraud scheme

The FBI is trying to identify businesses that may be victims of an alleged nationwide insurance and pension plan fraud scheme by American Labor Alliance.

We appreciate any coverage you can provide on the details in the attached press release, also available on fbi.gov.

If any viewers/readers believe they or their

business may have been a victim, we encourage them to call 1-800-CALL-FBI or send an email to WCVictims@fbi.gov.

Additional information can be found here: fbi.gov/alainsurance.

FBI field offices nationwide are promoting this campaign. Thanks for your support of our fellow West Coast office’s investigative efforts.



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City of Wenatchee New Business Licenses January 2019

Peter Faulkner Masonry Inc. East Wenatchee, WA 98802 509-668-0701	Pete Faulkner Masonry Contractor
Kilgore Architectural Products, Inc. Spokane, WA 99214 509-893-0750	Michael R Kilgore Wholesaler of Architectural Building Materials
Grindline Skateparks Inc. Seattle, WA 98106 206-932-6414	Dave Palmer Design/Construction of Stateparks
Edwins Construction Wenatchee, WA 98801 509-415-9704	Carlos Sanchez Framing Houses
Al's Glass Service Inc. Moses Lake, WA 98837 509-765-5995	Justin Vanerstron Glass Company
Apple Valley Pumping Inc. East Wenatchee, WA 98802 509-884-7960	Greg Howland Portable Toilets, Septic Pumping etc.
Akasha 25 N Wenatchee Ave #104 Wenatchee, WA 98801 907-978-3533	Rebecca Kline Hairstyling/Cosmetology
Pacific Northern Environmental Longview, WA 98632 360-423-2245	Todd Partridge Construction
A.S.A.P. Cleaning Wenatchee, WA 98801 509-664-7027	Janene Russell Cleaning
Sage Hill Garage Door Ephrata, WA 98823 509-797-1407	Micheal Miller Garage Door Installation/Repair
Criterion Supply Inc. DBA Interior Logic Group Property Services Kent, WA 98032 503-305-2529	Cathrine Brock Flooring Sales/Install
Continental Door Spokane Valley, WA 99216 509-921-2066	Norm Morse Door Repairs/Install
ARC Architects, INC Seattle, WA 98104 206-322-3322	Jeffery Wandasiewicz Architectural Services
Sunpoint Construction Services Moses Lake, WA 98837 509-750-1563	Brian Owens Install Wire Shelving
Subsplash Inc. 3 N Worthen St Suite 201 Wenatchee, WA 98801 206-965-8090	Tim Turner Software/Website
Evergreen Clean Wenatchee, WA 98801 509-387-9923	Edgar Arroyo Window Cleaning
Cascadia Senior Living, LLC 817 Red Apple Rd Wenatchee, WA 98801 509-426-2756	Doug Ellison Assisted Living/Memory Care Facility
BTR Construction, LLC Wenatchee, WA 98801 509-669-8061	Brian Rodeback Remodel & Construction
BFG Wenatchee PropCo IV, LLC 817 Red Apple Rd Wenatchee, WA 98801 407-644-6444	BFG Cascadia Holding Assisted Living Facility
Zane Combs 208 Mission Street Wenatchee, WA 98801 509-670-6352	Zane Combs Hairdresser

REAL ESTATE

TOP PROPERTIES – January 2019

Buyer	Seller	Sales Price	Address	City	Acreeage	Sq Footage	Year Built	Bed-rooms	Bath-rooms	Pool	Fire-place
CEDARWOOD WENATCHEE 120 LLC	CEDARWOOD VENTURES LLC	\$16,250,000	1400 CENTRAL AVE	WENATCHEE	5.5800	67932	1988			N	N
SCHENDEL MICHAEL & ROAH	ROSIE'S VINYARD LLC	\$860,000	103 AMERICAN WAY LN	MANSON	0.9900	3986	2007	1	1	N	N
SUTHERLAND CINDY R & JOEL W	SUTHERLAND GEORGE S TRUST	\$850,000	200 BOYD LOOP RD	CHELAN	11.4800	2823	1992	2	2.5	Y	Y
JUHLE FAMILY TRUST	LOWNEY KATHERINE A	\$821,000	8260 MOUNTAIN HOME RD	LEAVENWORTH	13.2400	2071	1990	4	3	N	Y
SINGH SANTOKH & KAUR BALJINDER	SOLOP JOSEPH J & LAURA L	\$803,000	10605 TITUS RD	LEAVENWORTH	1.4100	2972	2007	3	3	N	N
BANGHART DORETTE & COLIN D	SCAMAHORN JOHN H & ROBIN SHREWSBURY-WATERS TIC	\$710,000	75 LOOKOUT RIDGE LN	MANSON	6.0600	2757	2005	3	2.5	N	Y
WHITE GREGORY L & CHERYL G	NEEL D MARK	\$575,000	METHOW ST	WENATCHEE	3.5400	0	0			N	N
MELTON TAYLOR H & KARA G	SPRINGWATER HOMES LLC	\$548,000	3525 DIANNA WAY	WENATCHEE	0.3300	1452	2018	3	3	N	Y
MANGABAT DESIRAE & FRANCIS	WEBB JOSEPH & AMY	\$542,900	3911 SCHOOL ST	WENATCHEE	3.4600	1519	1945	4	2.75	N	N
HARRISON KAREN M	TAX DEFERRED EXCHANGE SERVICES INC	\$533,527	13257 CHUMSTICK HWY	LEAVENWORTH	1.3400	1600	1991	3	1.5	N	Y
LAGADINOS JENNIFER M	MELTON TAYLOR H & KARA G	\$519,900	413 LAURIE DR	WENATCHEE	0.2900	2176	2013	3	2.5	N	N
FALKOWSKI ROBERT J & JACKIE D	WHALEN DONNA L	\$515,000	5618 MOUNTAIN LANE RD	PESHASTIN	10.5700	1534	1994	3	2	N	Y
KRAMER BRIAN & GILDA	SWART CALEB G & JOANNA L ETAL	\$515,000	2252 RIFFLE DR	LAKE WENATCHEE	0.5000	1400	2008	3	2	N	Y
DIEKEMA DOUGLAS S & SUSAN M	TEMPLETON MURIEL H	\$510,000	17566 N SHORE DR	LAKE WENATCHEE	0.2500	1364	1996	4	2	N	N
DUEMAN RICHARD R JR & AMY D	MARCHMONTE NANNETTE	\$499,900	275 LILLY LN	WENATCHEE	0.3000	2300	2010		3	N	N
MC HENRY MICHAEL C & LAURA J	MC KENNEY ADAM M	\$485,000	421 PRICE AVE	LEAVENWORTH	0.2700	2299	1910	4	1.5	N	Y
BURT CANDICE	VANDERBRUGGEN MAX TRUST	\$429,000	427 BIRCH ST	LEAVENWORTH	0.1600	2296	1991	3	2.25	N	N
SKAAR JUSTIN & MEGAN	D & T CAMPBELL INVESTMENTS LLC	\$429,000	36 MANZANITA DR	MANSON	0.2300	2056	2018	4	2	N	N
SHELBY JEFFREY & HEATHER	PHILIPS STEVE	\$425,000	60 SUMMERSET PL	MANSON	0.2700	2679	1997	4	2	N	N
PACE MANOR INVESTMENTS LLC	DRONEN PROPERTIES LLC	\$425,000	PIONEER AVE	CASHMERE	2.8900	0	0			N	N
HILBERG BENJAMIN T	ECHO LODGE LLC	\$421,000	790 UPPER TRAILS RD	CHELAN	20.0800	2768	1995	3	3	Y	Y
SISON AUBRE R & CUMMINGS KENNETH R	CARD BILLY & DENEAN	\$420,000	2200 NUMBER 2 CANYON RD	WENATCHEE	0.6500	3114	1979	4	2	N	Y
GARCIA TEDDY & ELVIS	NAISMITH CHARLES	\$410,000	24 S MILLER ST	WENATCHEE	0.2100	1745	1929	2	2.5	N	Y
WOLF JEFFREY & MICHELLE	YOUNG JUNE	\$385,000	1405 1ST ST	WENATCHEE	0.2500	2008	1959	3	1.75	N	Y
BAKER JOLENE K & CHRISTIAN G	DENNY TRUST JOHN B	\$385,000	825 GOLF COURSE DR	CHELAN	0.4400	1714	1970	3	3	N	Y
HOYT DIANA L & CROWELL ALBERTA M	SMITH JARED & TEAH	\$380,000	1902 HIDEAWAY PL	WENATCHEE	0.2000	1752	1995			N	Y
SCHOENECKER JAMES W & CYNTHIA M	EASTERN WA CONSTRUCTION INC	\$373,000	315 VILLAGE DR	MANSON	0.0900	0	0			N	N
DEMOSS ANDREW & CHARISSA	CARLSON LINDA A	\$369,000	110 BIRCH ST	LEAVENWORTH	0.2000	1380	1968	3	2	N	Y
FOLEY WAYNE E & ANN E	BRUNO DREW L	\$369,000	18050 W DARDANELLS RD	LAKE WENATCHEE	5.0000	1408	1966	3	1.5	N	Y
HAGER SCOTT W	C & C INVESTMENT PROPERTIES LLC	\$367,000	2012 WESTHAVEN	WENATCHEE	0.1600	0	0			N	N
STAUFFER RANDY W & HEIDI A	ALLEN GARRY M	\$350,000	16845 SECOND CREEK FS 7801	RD LEAVENWORTH	23.6400	1521	1963	2	1.75	N	Y

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MORTGAGE EXPERT

Mission Ridge: 7 day weekly schedule for 2019/20 season

Mission Ridge news release

For the first time in almost 20 years Mission Ridge Ski & Board Resort is returning to a 7 day-a-week operating schedule for the 2019-2020 winter season.

“We are very excited to be offering additional opportunities for guests to come up and enjoy the mountain,” said Mission Ridge Marketing Director Tony Hickok.

“We really see this as a tremendous benefit to local skiers and riders in the Wenatchee Valley who have work schedules with mid-week days off and those with flexible work schedules. I also think we can expect to see an uptick of people calling in sick with the “powder flu” next season,” Hickok joked.

Mission Ridge plans to be open daily from roughly mid-December to the end of February with a varying schedule early season and in March/April.

Mission Ridge Ski & Board Resort also

announced the starting date of their 2019-2020 season pass sale last week.

Season Passes for next season will go on sale Thursday, March 7th at 6am online at missionridge.com and at the Season Pass office on the mountain.

With the move to 7 day-a-week operations new Mid-Week Passes will also be available for the first time starting March 7th.

Mid-Week Passes allow access to ski and ride Monday through Friday during the season as well as late-season weekends. Some blackout dates will apply.

ABOUT MISSION RIDGE

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



Lands package, Yakima Basin Integrated Plan Bill



Edited Schrier news release

WASHINGTON – The so-called Land package has a permanent authorization of Land and Water Conservation Fund, protects 304,079 acres of federal land in the Okanogan-Wenatchee National Forest from mineral development for 20 years, establishes a research and development program for drones to monitor wildfires,

and encourages NASA to develop a way to predict where wildfires will happen next.

Congresswoman Kim Schrier, M.D. (WA-08) voted in support of the Public Lands package.

The Natural Resources Management Act contains over 100 bills including Rep. Schrier’s bipartisan bill with Rep. Dan Newhouse moving the Yakima Basin

Integrated Plan forward.

The package passed the House after a 92-8 vote in the Senate and will now be sent to the President’s desk.

“This package as a whole is a huge win for protecting the natural resources and beautiful lands this country has to offer,” said Rep. Schrier.



New alliance showcases Wenatchee accounting firm

HSA news release

Homchick, Smith & Associates, PLLC at 700-A N. Mission St. in Wenatchee, has taken the next step in its local, regional and national service commitment.

Homchick, Smith & Associates (HSA) has accepted invitation to become the regional member of RSM US Alliance, a premier affiliation of independent accounting and consulting firms in the United States.

This Alliance includes over 75 members in more than 38 states, the Cayman Islands and Puerto Rico.

This exclusive membership with RSM US Alliance enhances Homchick, Smith & Associates’ local and global knowledge, by bringing more resources to client situations, solutions and goals.

John Simmons, certified public accountant at HSA, added, “Homchick has a reputation of putting clients first and, as a member of RSM US Alliance, we now have access to a full range of additional national and international resources.”

The new relationship showcases how the 85 year old, independently-owned accounting firm is keeping ahead of the curve in its ability to serve clients nationally, regionally and locally.

It is the next enhancement for Homchick, Smith & Associates, as they con-

tinue to be at the forefront in providing accounting knowledge, education and expertise to clients and the broader community. “We’re extremely pleased with this affiliation.” Simmons added.

“Not only is it a natural fit with our client-first commitment, it emphasizes our approach to effectively address the rapidly-changing regulatory environment that individuals, business-

es, and industries face.”

This affiliation is another part of Homchick, Smith & Associates’ ongoing commitment to those seeking high-caliber accounting services, and better positions HSA as a leader in effectively driving client solutions.

Contact us for more information, or visit Homchick.com/Legacy to learn more about HSA’s longevity, and reputation for delivering client-first services.

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Where's the inflation? March 2019



If there was ever a perfect time for out-of-control inflation, it would be now. After the financial crisis, we saw massive government bailouts, sweeping economic stimulus programs and historically low interest rates.



MARKET UPDATE
Brad Blackburn

More recently, we've had an enormous tax cut and a very low unemployment rate.

These are all things that economists say lead to high inflation – and yet our inflation rate has barely budged.

The lack of inflation has been somewhat puzzling to the financial world.

Some economists argue that inflation is actually much higher than it seems, but we are simply measuring it wrong.

Others argue that it's just a matter of time until the expected inflation shows up.

However, the most compelling argument is that we are living through a time where technology and globalization have changed the old rules of inflation.

Between the adoption of new technologies and access to an inexpensive global workforce, businesses can consistently find ways to cut their costs.

If one business boldly tries to raise its prices, many competitors are ready and willing to undercut them.

It's hard to get inflation when businesses can't raise prices.

For the most part, low inflation is a good thing because it will allow the Fed to keep

interest rates low. However, inflation isn't all bad.

A little bit of inflation gives businesses the flexibility to raise prices, which helps them grow.

Inflation also encourages people to spend their money, because when there's inflation, a dollar gets a little less valuable every day.

In addition, inflation makes debt more manageable, because that debt will be paid back with less valuable money.

The financial world has been calling this a "Goldilocks" economy, which means we have found the perfect sweet spot: Our economy is strong enough to keep growing, but not so strong as to create high inflation.

That's a nice place to be. However, our lack of inflation could cause problems in the future.

What happens when all of our current inflationary pressures go away? The next 10 years aren't likely to bring many more massive bailouts, Fed programs, or tax cuts.

Does that mean we might start to see deflation? In many ways, deflation is a scarier scenario than inflation because it's a much more difficult problem to fight. But that's a problem for the future.

For now, our low level of inflation is undoubtedly a positive factor for the stock market. Hopefully, it will continue.

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

One team member you should not be without

Why should a business owner or manager have an assistant?

Whatever the title might be, secretary, an executive assistant, personal assistant, an assistant manager or even a VP, an assistant can be the most valuable member of your management team.



BETTER BUSINESS
David S. Murray

For most of my career I had the pleasure of having such a person. Her title was executive assistant.

For the purpose of this article her name will be Terry.

When Terry first interviewed for the job, she was newly married and looking for a position where she could apply her administration abilities.

Over the next 20 years, her skills became an invaluable part of our management team.

She mastered every task handed to her, including correcting my spelling and errors in grammar, handling customer issues, making travel arrangements, and maintaining the correct pricing of our products. She made me look good.

And, she did this while having a family, raising two girls and living with the disabling effects of migraine.

Talk about giving 110 percent... that can't even describe the effort she put forth every day.

So, why should you consider hiring a person like Terry? First and foremost having such a person enables you to hand off some of your duties in order to free up time.

As an owner/manager time is your enemy. An enemy that can steal your management focus.

By hiring the right person to share some of your responsibilities, you will find more time to concentrate on the future of the business.

In my case, the time gained was utilized to stay closer to the customer base, study the financial numbers, develop and roll out new products, implement new structural procedures, and build professional

relationships with all employees... This is only a small list of what Terry afforded me the time to accomplish.

What skills should you look for in an assistant? The ones I found most helpful are:

■ **TECHNOLOGY SKILLS.**

Knowledge to navigate the majority of business software programs.

■ **COMMUNICATION SKILLS.**

Excellent written and verbal communication skills.

■ **ORGANIZATIONAL ABILITY.**

Ability to manage timetables, correspondence, and confidential documents.

■ **AN EYE FOR DETAIL.**

Able to improve office correspondence, emails, and internal memos.

■ **TIME MANAGEMENT.**

Skills in time management to achieve outstanding productivity.

■ **INTERPERSONAL SKILLS.**

Strong interpersonal skills interacting with customers, vendors, and fellow staff members.

■ **RESEARCH SKILLS.**

Research any given product or service and prepare a report.

■ **ADMINISTRATION SKILLS.**

Ability to perform all administration functions.

■ **PERSONAL CHARACTERISTICS.**

This might be the most important item in your search for an assistant.

They include, accuracy, a good listener, can follow directions, able to work independently, can be assertive when needed, is analytical, is considered a problem solver, and most important is dependable.

When you find a person with all nine of these qualities, you will have a winning assistant. A management team member that is equally as important as any other member.

On occasion, this same person can become so proficient he or she has the ability to step into your shoes one day. Keep that in mind as you develop your exit plan.

SEE **BETTER BUSINESS**, PAGE 20

Self-employed and independent contractors beware!

If you are an independent contractor or a sole proprietor in Washington state, your livelihood is under attack!

Six weeks into the legislative session and a number of proposals before the Legislature have threatened the freedom, flexibility and livelihood of being an independent contractor or being self-employed.



GUEST OPINION
Rep. Keith Goehner

It started this session with Senate Bill 5326. You would think Olympia was having a bad hair day as more than 1,000 hairdressers and stylists came to testify against the bill.

It received media attention across the state as those in the hairdressing and stylist industry made their presence known on the Capital Campus as they packed the public hearing.

With all the backlash and negative media attention, it did not take long for Sen. Karen Keiser, the sponsor of Senate Bill 5326, to declare the bill dead.

Unfortunately, her bill was just the start. House Bill 1515 and its companion Senate Bill 5513 are also harmful to our self-employed individuals and independent contractors.

The bills hide under the guise of its title "concerning the employer-employee relationship." Sounds harmless enough, but the intent of the bills is to get individuals to be employees working for an employer so they can pay into government programs such as unemployment insurance and workers compensation, all so the state can collect more business taxes.

House Republicans are working on a different approach – helping employers by creating a small business bill of rights.

Possibly the most alarming part of the legislation being pushed by the majority



party, is the number of people it affects. It is much more than hairdressers and stylists.

Builders and contractors, massage therapists, pet care services, physical therapists, rideshare drivers, hospitality

workers, realtors, retail, nursery and landscape workers, the technology industry and truck drivers are all negatively impacted.

We have seen a strong presence and

SEE **GUEST OPINION**, PAGE 20

CONTINUED FROM PAGE 19 - GUEST OPINION

Self-employed and independent contractors beware!

energy in Olympia from those who are opposed to these bad policy bills. However, the business community, and those of us who support our sole proprietors, must not let our guard down until the session is over.

We must stand strong against proposed legislation that erodes our freedoms, especially when it is affecting jobs, livelihoods, and communities.

Many of our sole proprietors and independent contractors want or need the freedom and flexibility of being self-employed to fit into their family life schedule while still maximizing their income.

Some call it the American Dream – the freedom and opportunity for prosperity and success as they see it.

That is not how the sponsors or supporters of these bills see it.

They believe they are protecting these small business people from themselves.

However, these folks do not need protection. Government needs to stay out of the way.

While I cannot predict what will happen the last nine weeks of session, I do know I will be working to protect the freedom and independence our sole proprietors rely on to make a living and do what is best for their families.

Rep. Keith Goehner, R-Dryden represents the 12th Legislative District and is serving his first term. He serves on the House State Government and Tribal Relations, Local Government and Transportation committees.



GWATA announces March event schedule for tech, business communities

GWATA is hosting four events in March for the community to engage, learn and connect.

March events include GWATA's monthly networking event TECH TALK & HAPPY HOUR on March 7, a TECH TOUR at GTC Technical Support on March 13, an ENTREPRENEURIAL PANEL on March 19, and a FUNDAMENTALS OF ANGEL INVESTING WORKSHOP on March 25.

More information and registration for all events are available at gwata.org.

About GWATA

Since 1999, GWATA (the Greater Wenatchee Area Technology Alliance) has served as the region's tech alliance, championing growth and development in North Central Washington. As a 501(c)3, GWATA's mission is to bring people and technology resources together while supporting entrepreneurs, STEM education, and technology. For more information visit gwata.org

CONTINUED FROM PAGE 19 - BETTER BUSINESS

One team member you should not be without

Michael Hyatt states, "An executive assistant is an extension of the executive he or she works for. A good executive assistant is like an air-traffic controller for your life".

I would add to Mr. Hyatt's statement, without an assistant you can't grow the business.

If you find you don't have the time to devote to planning for the growth and management of your business, then I would suggest you find a Terry that will help achieve that goal.

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 tmt4@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.



United States Bankruptcy Court Eastern District of Washington

Report Period: January - February 2019

Case No./Title	Judgment Description	Judgment Date
16-03048-FPC7 Bob Wayne Branscum and Phyllis Jean Branscum	Allowing Sale Free and Clear of Liens Document: 272	2/5/2019
16-03437-FPC11 Mark Kevin Hanna and Jennifer McWilliams-Hanna	Allowing Sale Free and Clear of Liens Document: 684	1/28/2019
17-02440-FLK11 47 Hops LLC	Allowing Sale Free and Clear of Liens Document: 805	2/19/2019
18-00544-FLK7 Dorothy C Sytsma	Allowing Sale Free and Clear of Liens Document: 60	1/31/2019
18-01164-FPC13 Miles Anthony Souders	Avoid Lien Document: 59	1/31/2019
18-01665-FPC13 Lance Erin Huff	Avoid Lien Document: 69	1/29/2019
18-03094-FPC7 Diane Elizabeth Bell	Avoid Lien Document: 23	2/11/2019
18-03236-FPC7 Mary Kaye Davis	Avoid Lien	2/13/2019

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Wenatchee Valley Museum & Cultural Center promotes 'MakerSpace'



WVM&CC news release

Looking to support a community where we can learn and grow together? Where people can come together to share ideas, inspire others, create?

The museum's beloved MakerSpace is a collaborative space that allows kids and adults a place to explore, create and invent.

Our MakerSpace hosts kids classes, camps, clubs for robotics, LEGO make-and-takes, and tinker engineering.

We also host adults for

soldering, hydroponics, circuitry, and more.

We're looking to expand our programs by offering kids, adults, and entrepreneurs access to a variety of maker equipment.

Your in-kind donation of fully functioning tools will give others the opportunity to learn and create.

Our Wish List includes: 1 Drill, 1 Drill Press, 3 Wrench Sets, 1 Dremel, 1 Shop Vac., 1 Plotter, 1 Impact Driver, 1 Welder, 1 Lathe, 1 Belt Sander, 4 Calipers.

Your in-kind or monetary donation to our MakerSpace helps create a space for making, sharing, giving, learning, playing, participating, and tinkering.

If you have spare tools or are looking to support our projects please contact us at info@wvmcc.org or call (509) 888-6240.

SCORE has provided: a "virtual" office where you can meet with clients on "GoToMeeting" in Central Washington and participate in National and Regional webinars.

J Michael Walker the owner of the Wenatchee Workspace

all other photos: Scenes from the MakerSpace show lovely accommodations available for your entrepreneurial skills to flower.



WENATCHEE BUSINESS JOURNAL

CALL GARY FOR NEW BUSINESS LEADS 509-571-5302

Grant County Labor Area Summary – December 2018

Overview

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

labor force data. Analysis focuses on year-over-year (between December 2017 and December 2018) 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 three tenths of a point

between 2017 and 2018, from 4.8 percent to 4.5 percent. Between the Decembers of 2017 and 2018 the rate dropped two-tenths point, from 4.9 to 4.7 percent.

In Grant County, preliminary CLF data show that the average annual unemployment rate stabilized in 2017 and 2018 at 6.3 percent. These 6.3-percent readings are the lowest average annual unemployment rates in Grant County since electronic records were implemented by our agency in 1990 – encouraging news for the local economy.

The not seasonally adjusted December 2018 local unemployment rate (8.5 percent) was four-tenths of a percentage point above the 8.1-percent reading for December 2017.

350, bringing the total close to 120 people.” Statewide, durable goods manufacturing employment has been growing for six months (July through December 2018).

Information and financial activities employment in Grant County has been rising for the past 15 months (October 2017 through December 2018).

Between the Decembers of 2017 and 2018 this industry added 220 jobs, a strong 19.8 percent employment upturn. Statewide, information and financial services has been growing for 95 months (from February 2011 through December 2018).

Year over year, employment in Grant County's professional and business services industry has been rising for the past twelve months (January through December 2018).

This employment category consists of a diverse set of niche industries, ranging from computer systems design and accounting/tax preparation services to landscaping and janitorial services, legal services and temporary employment services. Within professional and business services, temporary employment services is likely accounting for much of this employment upturn – an encouraging economic indicator.

This industry provided 570 more jobs countywide in December 2018 than in December 2017, rising from 1,680 to 2,250 and accounting for over half (54.8 percent) of all jobs added to the Grant County nonfarm labor market during this timeframe.

Statewide, professional and business services employment has been growing for 104 months (from May 2010 through December 2018).

Agricultural employment/production

The Bureau of Labor Statistics' Quarterly Census of Employment and Wage (QCEW) program, conducted by the Washington State Employment Security Department provides agricultural and nonagricultural employment and wages for firms, organizations and individuals whose employees

are covered by the Washington State Employment Security Act. Frequently termed “covered” or “QCEW” data, this information provides a reliable data set for comparing employment and wage trends in major industries at the county level.

In September 2018 revised annual average QCEW data for calendar year 2017 became available.

An analysis of employment changes from 2007 through 2017 shows that in Grant County:

Total covered employment rose from 35,010 in 2007 to 39,221 in 2017, a 4,211-job and 12.0 percent upturn.

The number of agricultural jobs (a subset of total covered employment) increased from 8,362 in 2007 to 10,240 in 2017, an 1,878-job and 22.5 percent uptrend. In 2007 Grant County's agricultural industry accounted for 23.9 percent of total covered employment. In 2017 agricultural employment accounted for 26.1 percent of total covered employment countywide.

The share of agricultural employment (versus total covered employment) rose 2.2 percentage points (from 23.9 to 26.1 percent) in Grant County during this ten-year period.

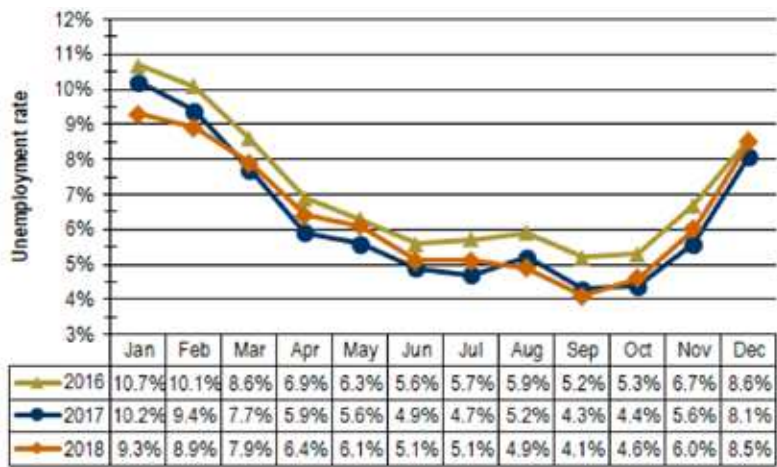
Total covered wages rose from \$1.037 billion (in 2007) to \$1.572 billion (in 2017) a \$535 million and 51.5 percent upturn.

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

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

Unemployment rates, not seasonally adjusted Grant County, January 2016 through December 2018

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



The Grant County unemployment rate increased four-tenths of a percentage point between the Decembers of 2017 and 2018.

Total nonfarm employment

Preliminary estimates indicate that between 2017 and 2018, Washington's labor market provided 93,400 new nonfarm jobs, an annual average increase of 2.8 percent. In December 2018, businesses and government organizations across Washington supplied 3,465,200 nonfarm jobs (not seasonally adjusted), compared to 3,363,300 jobs in December 2017, a 3.0 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 99 consecutive months (October 2010 through December 2018).

Preliminary estimates show that between 2017 and 2018 Grant County's economy

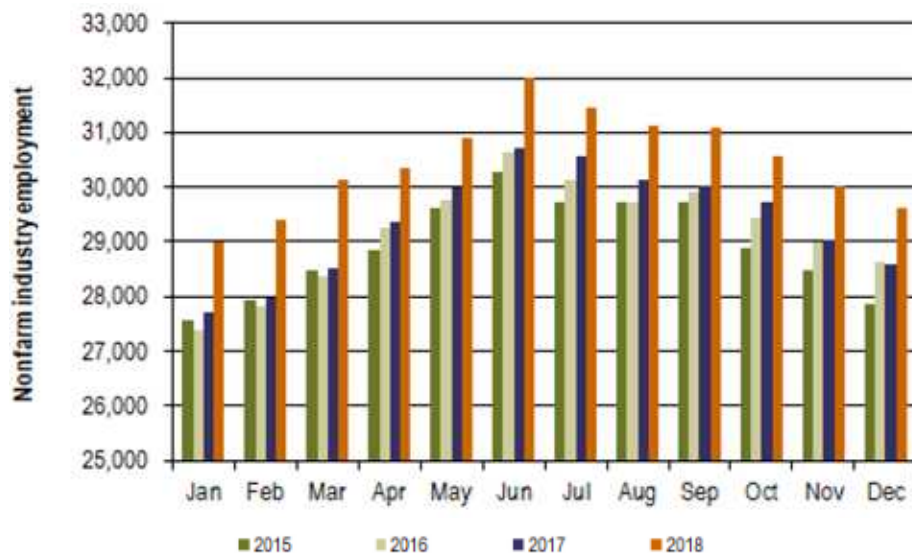
provided 1,100 new nonfarm jobs, an average annual increase of 3.8 percent, more robust than the 2.8 percent statewide growth rate.

Between the Decembers of 2017 and 2018 local nonfarm employment rose by 3.6 percent (from 28,600 jobs to 29,640 jobs), a 1,040-job upturn.

Year over year, total nonfarm employment in Grant County has been rising now for the past twelve months (January through December 2018).

Nonfarm industry employment Grant County, January 2015 through December 2018

Source: Employment Security Department/Labor Market and Economic Analysis (LMEA)



Nonfarm employers in Grant County provided 29,640 nonfarm jobs in December 2018, a 3.6 percent upturn since December 2017.

Employment and unemployment

Estimates indicate that Washington's Civilian Labor Force (CLF) grew by 57,044 residents (a 1.5 percent upturn) from 2017 to 2018. The state's labor force has expanded, year over year, for the past 59 months (February 2014 through December 2018).

In December 2018 Washington's CLF tallied 3,836,549 residents versus 3,748,141 in December 2017 equating to 88,408 more Washingtonians in the CLF (up 2.4 percent).

Grant County's CLF expanded by 363 residents (a 0.8 percent increase) from 2017 to 2018.

Between the Decembers of 2017 and 2018 the local labor force grew by 586 residents, a 1.4 percent upturn.

Less encouraging is the fact that the number of unemployed increased at a 5.3-percent pace with 186 more Grant County residents out of work in December 2018 than in December 2017.

Hence, the December 2018 unemployment rate of 8.5 percent was a four-tenths point upturn from the 8.1 percent reading in December 2017.

Nonfarm industry employment

Estimates indicate that Grant County's nonfarm employers provided 1,040 more jobs in December

2018 than in December 2017, a 3.6-percent upturn, while Washington's nonfarm market grew at a 3.0 percent pace during this period.

The following paragraphs highlight changes in three local industries between the Decembers of 2017 and 2018:

Employment in Grant County's durable goods manufacturing industry has posted year-over-year losses for twelve months (January through December 2018).

Between the Decembers of 2017 and 2018 durable goods manufacturers netted 190 fewer jobs, a 9.5-percent downturn, as

employment fell from 1,990 to 1,800.

Events influencing this contraction were layoffs at Takata's Randolph Road manufacturing plant in Moses Lake.

According to the 4 May 2018 edition of the Columbia Basin Herald: "The WorkSource Rapid Response team is hosting an event today to help an estimated 60 employees laid off this week at the Takata Moses Lake at its Randolph Road plant.

The recent layoffs come on the heels of a previous round of layoffs in January, where 60-65 employees at the plant which employees an estimated



Donald W. Meseck, Regional Labor Economist
Employment Security Department

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How did my state lawmakers vote in Olympia?

House Bill 1074, Increasing the minimum legal age of sale of tobacco and vapor products. Passed the House on February 20, 2019 by a vote of 66-30, two members excused.

This bill provides that a person who sells cigars, cigarettes, cigarette paper, tobacco, or vapor products to a person under the age of 21 would be guilty of a gross misdemeanor. In testimony during public hearings, supporters of the bill said that raising the legal age to 21 is the single most important policy to impact the health of youth. Opponents said this bill will be ineffective because of the many unregulated tribal stores and military bases in Washington. All the bill would do is push tobacco and vaping sales to the black market,

and convenience stores would suffer due to lost sales, they said. The bill was referred to the Senate Ways and Means Committee for further consideration.

12 Rep. Keith Goehner (Dryden)	(R)	Y
12 Rep. Mike Steele (Chelan)	(R)	Y

SOURCE: *WashingtonVotes.org* is a project of the Washington Policy Center. Please visit *WashingtonVotes.org* and check out our new Olympia news service, *Washingtonvotes.org News*, which is featured on the home page. We're also on Facebook and Twitter, at *washingtonvotes.org*.

Y = Yes, N = No, E = Excused, X = Not Voting



Quincy joins Washington's business licensing service

OLYMPIA – The Department of Revenue announces the city of Quincy as its newest business licensing service (BLS) partner.

The Grant County city that hosts the world's largest data center is now networked to the state's combined licensing service.

Quincy joins Columbia Basin neighbors East Wenatchee, Ephrata and Ellensburg as a BLS partner.

Moses Lake, Othello, Wenatchee, and other regional cities will join later this year. The service allows local businesses to apply for hundreds of required state and local registrations in a one-stop-shop.

BLS is one of the few systems nationwide allowing businesses to register with state agencies and cities in a single transaction. Find out more at <http://bls.dor.wa.gov/>.

The Department of

Revenue is Washington state's primary tax agency, nationally recognized for innovation and quality customer service.

Revenue administers nearly 60 categories of taxes that help fund education, social services, health care, corrections, public safety, natural resource conservation, and other important services Washington residents count on.



Business economists raise flags about coming recession in next two years

In the next two years should temper state budget expectations.

A new survey from the National Association of Business Economists finds most expecting a recession before the end of 2021, with nearly half seeing it coming in 2020.

"Three-fourths of the NABE Policy Survey panelists expect an economic recession by the end of 2021," said NABE President Kevin Swift, CBE, chief economist at the American Chemistry Council.

"While only 10% of panelists expect a recession in 2019, 42% say a recession will happen in 2020, and 25% expect one in 2021.

The survey results confirm a pattern. Last week, we wrote that CEOs, CFOs and investors were all sounding recession alarms. For example,

Nearly half (48.6 percent) of U.S. CFOs believe that the U.S. will be in recession by the end of 2019, and 82 percent believe that a recession will have begun by the end of 2020.

The Wall Street Journal reports on a drop in business investment.

A widely-watched measure of how much businesses are investing fell for the fourth time in five months at the end of 2018, signaling firms are feeling less confident in light of domestic and global

economic uncertainty.

Last week's newsletter reported state revenue collections continued to outperform the November forecast.

The March 20 forecast will provide more information. Without predicting the prediction, we will nonetheless notice the accumulation of cautionary economic signals.

With state spending up 44 percent since 2008, lawmakers may want to emphasize sustainability this year.

And, we add, sustainable budget policy would avoid tax and regulatory actions that would jeopardize economic growth here.

New contractors Chelan-Douglas January 2019

Name	Address	City
BLAKE'S GARAGE DOOR LLC	715 NELSON AVE	WENATCHEE
BOOM INDUSTRIES	308 BIRCH ST	LEAVENWORTH
CENTRAL AIR SOLUTIONS LLC	206 N EMERSON AVE	WENATCHEE
DC EXCAVATION	PO BOX 2255	WENATCHEE
DMH HANDYMAN SERVICES	405 CEDAR ST	LEAVENWORTH
GOODFELLOW NORTHWEST A JV	PO BOX 568	WENATCHEE
GORILLA PLBG & GENERAL CONTRNG	PO BOX 2821	WENATCHEE
IMPERIAL CONSTRUCTION LLC	1447 N WENATCHEE AVE	WENATCHEE
LYONS CONST & ROOFING LLC	336 N JUNE ST	EAST WENATCHEE
MARTIN FLOORING & MORE LLC	PO BOX 1003	WENATCHEE
OMAR CONSTRUCTION	1235 LEANNE PL	WENATCHEE
PANDORA PAINTING & REMODEL	PO BOX 5284	WENATCHEE
QUALITY CONCRETE COATINGS LLC	630 VALLEY MALL PKWY #625	EAST WENATCHEE
RIGHT WAY DRYWALL & CONST LLC	630 VALLEY MALL PKWY #416	EAST WENATCHEE
ROOTSTONE CREATIVE LLC	401 SKI HILL DR	LEAVENWORTH
SOTO'S CONSTRUCTION LLC	530 CRAWFORD ST #5	WENATCHEE
STEVE'S PEST CONTROL	12670 ICICLE PLACE	LEAVENWORTH
THOMPSON CONST & EXVTN LLC	PO BOX 2025	WENATCHEE
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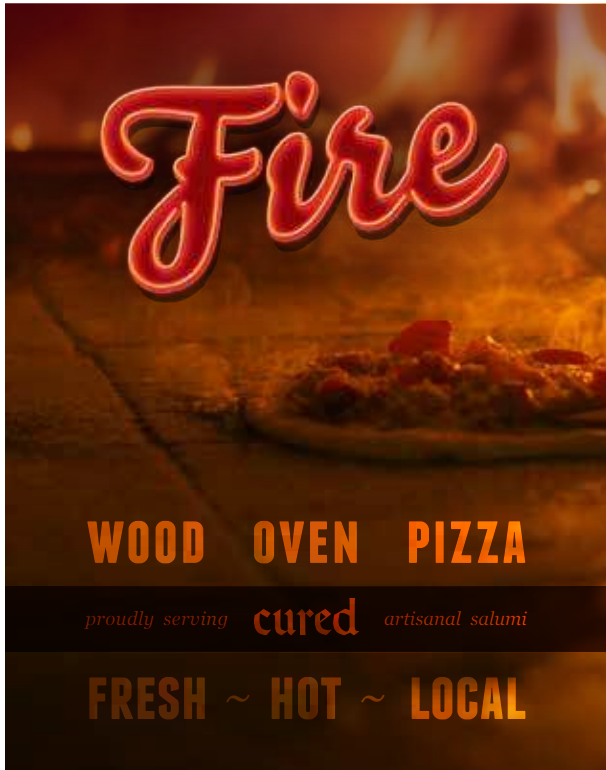
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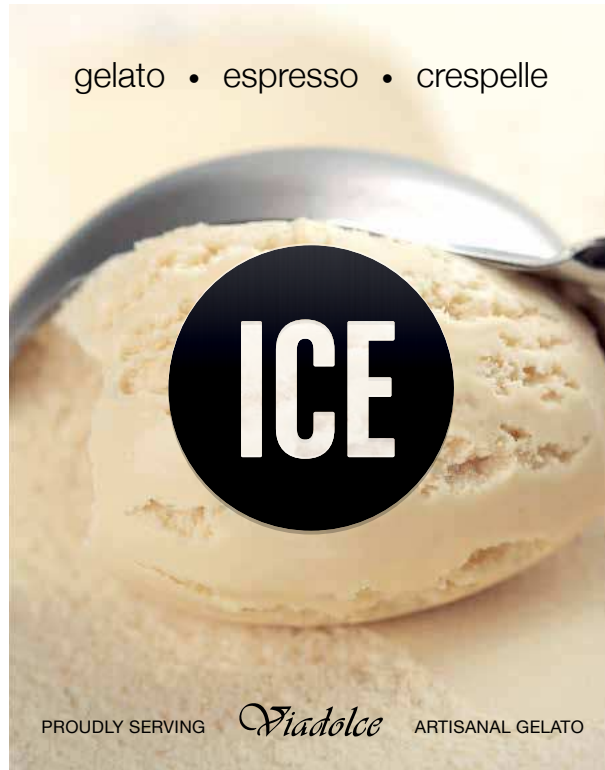
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Pybus March Events

Indoor playground: 9 a.m. - noon daily
Cancelled for March 14.

Tuesdays, Pybus University at 7 p.m.
Thursdays, Dance Enthusiasts at 7 p.m.
Friday Night Music at 6-8 p.m.
March 9,10

- Foothills Middle School PTSA Book Sale, all day.

March 14

- Apple Blossom Art Print Reception, 6-7:30 p.m.

March 16

- Health and Wellness Fair, 9 a.m.-12

March 17

- St. Patricks' Day Parade Awards Ceremony, 6:15 p.m.

March 19

- American Red Cross Blood Drive, 1-5:30 p.m.

March 21

- Chelan/Douglas County Job & Resource Fair, 10 a.m.-1p.m.

March 23

- Community Foundation, Non-profit Day.

**For more activities go to
PybusPublicMarket.org**



GARY BÉGIN/WBJ

NCW Gala variety invites Mexicans to bite down

The Washington Apple Commission is kicking off an energetic new marketing campaign in the select region of Monterrey, Mexico. The "It's So You" campaign is targeted at increasing visibility of the Gala variety from Washington among Monterrey consumers.

The bright colors and engaging messaging are a part of the Washington Apple Commission's Gala education and awareness campaign in the region. The creative and high-spirited energy of the marketing materials will help educate consumers about Gala as a bi-colored apple that Washington excels at producing.

"It's new, it's fresh and we are excited to see consumers connect with the messaging," says Toni Lynn Adams, Communications Outreach Coordinator, Washington Apple Commission.

The campaign will run from February-March 2019. Digital advertisements, social media and in-store POS materials will draw the attention of consumers to the apple variety and establish Washington as the premium choice for Galas.

"There is excellent potential in Monterrey. In this specific region it is perceived as an unripe or not fully colored red apple. Our objective is to educate consumers about the diverse coloration of the variety, it's juicy, sweet taste and motivate them to try this variety," says Rebecca Lyons, International Marketing Director, Washington Apple Commission.

The yellow blue, pink and purple color palette, imaginative font and interactive graphics combine to create a bold strategy that will provide Washington Galas a cheeky appeal to stand out from the competition.

It is the mission of the Washington Apple Commission to serve 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 our website bestapples.com.

To contact Toni Lynn Adams, please email at tonilynn.adams@waapple.org

Washington Apples receive \$8.4 million in Trade Mitigation Funds

WENATCHEE, – The Washington Apple Commission will be receiving \$8,457,600 through the USDA Agricultural Trade Promotion (ATP) Program funding.

The ATP program, funded at \$200 million, will develop and grow export markets to mitigate adverse effects of trade conflicts with foreign countries.

"We appreciate the USDA's support of the apple industry and their understanding of the challenges we are facing due to retaliatory tariffs in our export markets.

This funding will be key to building markets and reducing the impact on Washington apple producers," says, Washington Apple Commission President Todd Fryhover.

"We are thankful for the work and diligence from the USDA Foreign Agriculture Service in assessing and determining funding."

The ATP funds allocated by the USDA Foreign Agricultural Service to various agriculture commodity groups will be used to increase promotional efforts and alleviate the impact of additional costs and challenges in export markets during trade disruptions.

Washington state exports one-



third of its fresh apple crop and 90% of U.S. apple exports originate from Washington.

40% of the state's apple exports are shipped to Mexico and China, where they face retaliatory tariffs of 20% and 40% respectively. India is another top market that is currently threatening a 25% tariff on U.S. apples.

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 our website www.bestapples.com. To contact Toni Lynn Adams, please email at tonilynn.adams@waapple.org



GARY BÉGIN/WBJ

Brett Henkle, left and Chris Rasmussen Henkle Rasmussen LLP

Henkle Rasmussen LLP take over decades-old CPA firm from Mel Henkle

Brett Henkle and Chris Rasmussen of Henkle Rasmussen LLP acquired the accounting practice of Mel Henkle, CPA effective January 1. Mel Henkle CPA has been in business for over 30 years in East Wenatchee.

Both Henkle and Rasmussen have 10 years of public account-

ing experience in North Central Washington. The firm specializes in tax and accounting services.

Henkle Rasmussen, LLP will continue to operate from the current location at 304 Grant Road, Suite 6 in East Wenatchee.

Call 509-884-0260 for more information.



Wells House Women's History Tea Luncheon

Hosted by Wenatchee Business & Professional Women

On March 20

From Noon to 1 p.m.

For \$10 Cash or Check at door

Join the Wenatchee Business & Professional Women for its Annual Women's History Month tea and luncheon

Space is limited – reserve by March 13

RSVP Debbie Feist at jdfeast@charter.net

Where: **Wells House**

Text/Call 509-860-0659

