



Ladies of Futbol

## Kickin' with Passion

PHOTO BY FAITH TRAVIS

The players in black are Alliance Academy players: Riley Fischer, Emily Eckert, Faith Travis, Sofia Garcia, Kaitlyn Bonner, Nakia Richards, Lily De Imus, Kiarra Scheib, Jasmine Abouammo, Daisy Mora. In white are First Team (Semi pro team) starters: Carrissa Miller, Tanya Ocampo, Alley Radar, Bethany Wagner, Brenna Whitney, Kayla Dosh, Kendall Kemp, Shyanne Chang, Kate Springer, Itzel Castro, Trisha Priest, Ashley Turner, Katie Michkiosky and Marykate Henning. Other players on both the First Team and Academy team not shown.

### By Gary Bégin

It is a game played by 250 million athletes in more than 200 countries, making it the world's most popular sport.

Since 2016, the Wenatchee area women of soccer have thrilled Apple Bowl fans as only top shelf sports can. The word is spreading throughout the Valley that these ladies can not only kick, but make spectacular saves, accurate passes and run like deer while doing it.

We're talkin' about the NCW Alliance

Football Club. NCW Media was fortunate enough to reach club president Cindy Abouammo during the off season and ask her some questions about what it is like running a sports team in the Wenatchee Valley.

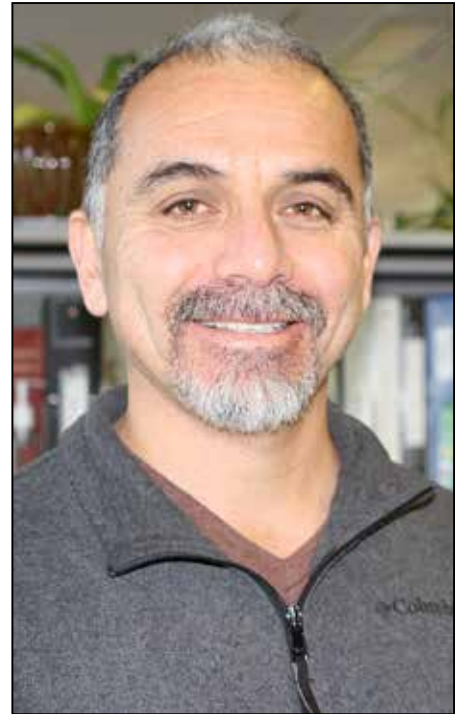
Founded in 2016, the team stemmed from a group of soccer aficionados loving the game of soccer who also had a desire to "bring a higher level of play here to the Valley," according to Abouammo.

Where does she find her players? "Our

first team players are elite high school players, current and former college players and former pro adults who maintain amateur status, she said.

What does the "front office" at a women's soccer club look like?

"Our administrative team consists of Javier Reyna - General Manager, Ed Navarro - Assistant Manager and (Cindy's husband) Adnan Abouammo - Marketing Director. Our on field team consists of Luke Astell - Fitness Coach, Al Rodriguez



GARY BÉGIN/WBJ

NCW Alliance Head Coach Al Rodriguez says "There's more to coaching soccer than soccer. I enjoy watching players mature into adults and learning to grow as individuals. Mentoring young athletes and seeing them advance their soccer careers and lives gives me great satisfaction." Rodriguez has been coaching soccer at different age and skill levels for much of his adult life.

- Head Coach and Emily Radar - Assistant Coach."

The NCW Alliance FC plays in the Northwest Premier league (NWPL), an elite, adult, amateur women's soccer league. The league features clubs from Washington State. Our closest competition being in Yakima and our furthest in Vancouver, Washington," she said.

The team is connected with FIFA, U.S. Soccer and the United States Soccer

SEE **WOMEN SOCCER**, PAGE 10



COURTESY OF NUMERICA CREDIT UNION

Artist's rendition of the new Numerica Credit Union Wenatchee branch and the lobby.

## Numerica to make a statement on 'the Avenue'

### By Gary Bégin

The new Numerica branch in Wenatchee to replace the current building is going to be built at 812 N. Wenatchee Ave., on a former parking lot used by Wenatchee Valley Medical Center.

The groundbreaking was November 30, 2018. It's expected completion is December, 2019.

The architect is Bernardo-Wills Architects PC (Spokane) and the contractor is Leone & Keeble, also of Spokane.

According to Numerica Communications Director Kelli Hawkins, the spacious and airy glass-emphasized structure has a purpose, besides its artistic statement on the Avenue, aka Wenatchee Avenue.

"The concept is more neighborhood coffee shop and less banking. The colors, use of light and glass, and open floor plan are designed to make the branch comfortable, efficient, and

SEE **NUMERICA'S NEW BRANCH** PAGE 4



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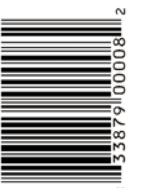
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**\$2**

**WENATCHEE  
BUSINESS  
JOURNAL**

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© 2018 NCW Media Inc.

The **Wenatchee Business Journal** is published on the first Monday of each month. Subscriptions are \$24 for 1 year or \$35 for 2 years in Chelan and Douglas counties; \$28 for 1 year outside Chelan/Douglas or \$48 for 1 year out of state.

**Circulation:** For circulation information or to sign up for a subscription, call 509-293-6780

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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.

The **Wenatchee Business Journal** is published monthly for \$24 per year by NCW Media Inc., 201 Cottage Ave., Suite 4, Cashmere, WA 98815. Bulk Postage paid at Wenatchee, WA 98801



# Keith Goehner comments on his win, future in legislature

By Gary Bégin

The final result was impressive: Chelan County Commissioner Keith Goehner (R) defeated independent Ann Diamond by more than 13 percentage points, or more than 6,000 votes out of nearly 50,000 cast on November 6, for the seat vacated by Cary Condotta for 12th State Representative.

"I'm grateful to the voters and look forward to representing the whole district, which is much larger geographically than just Chelan County," Goehner said.

He said it will be a "steep learning curve" but "looks forward to the challenge to learn as much as I can."

Before he takes his seat in Olympia he stated in an exclusive interview with NCW Media, parent company of the Cashmere Valley Record, Lake Chelan Mirror and Leavenworth Echo, that he still needs to make a few "minor changes" on the county level before he tackles "bigger issues" such as the recent carbon tax referendum defeated by the voters.

Goehner acknowledges the carbon tax initiative is not going quietly into the night, stating the state "will still have to deal with it."

In a previous interview with this reporter, Goehner had this to say about a variety of issues after 16 years serving the county stating he has an advantage over many in the legislature because of his county commission experience, "There are not many in the legislature who have county experience and understand how their actions impact the functions of local government. Unfunded mandates are not supposed to exist, but each session brings more expectations of new services without funding to carry out the new laws," he said.

Goehner's vision extends to the future, "There are several areas that need to be focused on because of their long-term effects. Forest health issues are getting a lot of attention, but the work that needs to be done is slow in materializing. To avoid catastrophic fires like we have seen, we must be aggressive in reducing fuels and thinning trees for a healthier and more productive forest. Even though the Hirst issue was resolved, water availability will continue to be an issue of great concern for the 12th District. As we continue

to grow and attract new businesses, we must assure that water supply will be predictable. We need to continue to pursue storage as an option for water availability," he said.

Because agriculture and tourism are the main "industries" in the 12th District, Goehner said the key to helping them stay healthy, "is to not burden a business with taxes and regulations that impede its development and expansion. Agriculture has been and continues to be the cornerstone of the 12th District's economy so it is critical to ensure labor supply is sufficient to harvest crops in a timely manner. Recent decisions at the state level relating to agriculture have created more burdens and obligations for farmers. There is still great potential for expanding tourism, but the hospitality industry needs to be encouraged to plan for more housing opportunities for guests. We need to address traffic flow issues to accommodate the increase in tourism-related traffic."

Anyone living in Chelan County is aware of the housing shortage about which Goehner said, "Affordable housing continues to be a topic of concern, but the state continues to modify standards that add costs to the price of construction.



SUBMITTED PHOTO

Keith Goehner

...there should be allowances for greater utilization of the land. The 'one size fits all' of GMA (Growth Management Act) has proven that there are ways that we can accomplish the intent of the act while taking advantage of creative planning opportunities. I would support tax incentives and bonus densities, in certain situations, to encourage lower cost housing."

Regarding the marijuana industry, Goehner said, "The marijuana industry has created zoning which was not anticipated, but it has generated significant revenue for the state. Within the district, there has not been much revenue returned to cities and counties even though local jurisdictions are left to deal with the

negative impacts. As the commercial aspects of the industry evolve, I am hopeful that the conflicts we see today will be resolved."

Regarding the recent Hirst Decision amendment, Goehner, "The mitigation was helpful, but there will still be court challenges to determine who has senior rights and municipal supply."

Goehner feels he has allies in Olympia that will protect the 12th District family and rural way of life, stating, "There are numerous individuals who are our allies to protect rural lifestyles. ... it is always interesting to see how similar the 12th District is to other rural districts irrespective of the East-West divide. Rural areas share values and mindsets that the more urban districts have a

hard time relating to."

He also feels there should be a rapprochement with those on the other side of the aisle, "...I will make every effort to seek out those that I may initially disagree with. Respectful building of relationships and clear communication are critical to being effective. Olympia has become increasingly polarized and on key issues, resolution must have meaningful dialogue. There will be times when there will be a need to agree to disagree, but it needs to be done in a manner that does not alienate the other person. I hope to develop relationships on both sides of the aisle," Goehner said.

He said last week, "I look forward to working with (the other 12th District Representative) Mike Steele," he said, "I think we should work well together."

His current county responsibilities include membership on the Washington Counties Risk Pool - Executive Committee; Skillsource; the Regional Water Resource Committee; the Upper Valley Parks Service Area; the NCW Realtors Governmental Affairs Committee; Rivercom; the Chelan County Fair Board; WSAC; the Wenatchee Watershed Planning; the Solid Waste Council; the Chelan County Disability Board; and the Health Board.

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Annual Percentage Yield is accurate as of 11/13/2018



A flag out front and new sign above the door completes a several-month evolution of Ed's Mudville Breakfast Bar & Grill from a former Mexican-Chinese restaurant to a breakfast, burger and steak joint.



Folks never lose their taste for a good hamburger.



PHOTOS BY MIKE MALTAIS/WBJ

Said and Ruth Velasco hold hats from Ed's Mudville Breakfast Bar & Grill in Brewster (red hat) and its namesake, Ed's Mudville Grill in Clayton, CA (green hat).

# There is joy in 'Ed's Mudville'

By Mike Maltais

BREWSTER – A new yellow sign recently installed above the entry of the former Ixtapa and El Parasio restaurants at 500 W. Main downtown completes the evolution of the former Mexican-Chinese eatery into its new role as a breakfast, burger, and steak place.

Owners Said and Ruth Velasco are busy these days as Ruth serves as hostess/cashier and Said mans the grill. Both graduated Brewster High School and married in 2011. Said and his mother, Judith Quevedo, also

own the Second-Hand Store in the former Lindsey's Drive-Inn building and Velasco operates a vehicle detail shop behind the premises during the warm months.

Velasco recently assumed ownership of Ixtapa from his two partners, one the cook and the other the owner of the former El Parasio.

Exposure to and experience with a variety of menus from his years working for Seattle-area restaurants gave Velasco a clear idea of what kind of fare he wanted to offer in his new eatery. How the new

place came by its current name is another story.

Brewster businessman and land speed racing Hall of Fame inductee Ed Tradeup was an early and frequent supporter of Velasco's American menu selection, but he had his own ideas about a name that would be more representative of the cuisine.

Tradeup's son-in-law is the manager of Ed's Mudville Grill in Clayton, California, so Tradeup suggested that name for the new venture. Velasco added a couple of additional words, and Ed's

Mudville Breakfast Bar & Grill was born.

Velasco's first brush with the restaurant business was in 2001 when his family opened Los Cantaritos in Pateros. A year later Velasco's father sold to an Omak buyer and Velasco headed to Seattle to broaden his restaurant experience and develop his own menu and management style. During his years on the west side, he worked for Elliott Bay Brewing at its Lake City location and Patty's Eggnest in Lynnwood among others.

Ed's Mudville is open

six days a week, Tuesday through Sunday during the winter hours run from 9 a.m. until 8 or 9 p.m. depending on the day. The dining patrons have been steady, the service good, and the reviews glowing from those who have

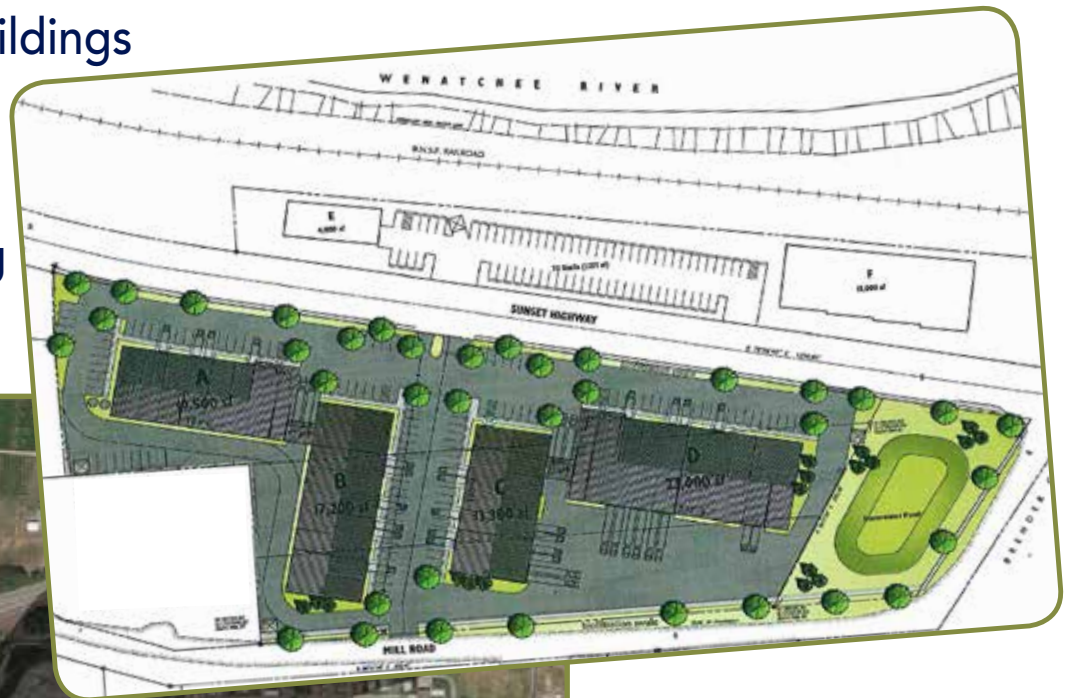
commented on the Facebook site. One comment among many sums up the general attitude of early visitors:

"Big portions, great menu, friendly, fast service, and very clean! Welcome to Brewster!," one diner wrote.

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# 2018 Stanley Lifetime Achievement Award Winners Announced

## Numerica PAC press release

The Numerica Performing Arts Center proudly announces the 2018 Stanley Lifetime Achievement Award winners: SUZANNE CARR as the recipient in the professional division and CYNTHIA BROWN as the recipient in the volunteer division.

Carr was recognized at the Numerica Festival of Trees' Friday production of Holiday Spice at the Numerica PAC on November 16 at 7:00pm.

Brown was recognized at the Saturday production of Holiday Spice at the Numerica PAC on November 17 at 1:00pm. Holiday Spice is sponsored by Richard and Connie Hoffman.

The Stanley Lifetime Achievement Awards were designed in 2002 to honor the life-long arts and culture commitment of Mr. Bob Stanley.

The winners were publicly recognized during the two performances of Holiday Spice with a Haglund's Trophies custom plaque and medallion.

### Suzanne Carr – Professional Division

Suzanne Carr brought a passion for music and specifically the flute to the Wenatchee Valley. Over the years that she has lived here, she has continued to encourage, especially adult flutists, with opportunities for life-long learning. Her current private adult flute students continue to be encouraged by her teaching and to show such an enthusiasm for continued growth. Her adult flute choir, The Columbia River Community Flute Choir, welcomes all adult flutists to continue their



COURTESY PHOTO

Suzanne Carr

experience as flute players.

In addition to her work with beginning band students in Leavenworth, Cashmere and Wenatchee, as well as an International School in what is now Myanmar, she has willingly participated in the Valley's arts community as a performer, conductor, and teacher. The Wenatchee Valley Symphony Orchestra, the Columbia River Music Conservatory, Music Theatre of Wenatchee, Musikkapelle Leavenworth and Wenatchee Valley College have all benefited from her enthusiasm and willingness to bring music to everyone.

### Cynthia Brown – Volunteer Division

Cynthia Brown has produced, directed and performed in theater, musical theater,



COURTESY PHOTO

Cynthia Brown

and improvisational comedy since 1991, working with Mission Creek Players, Music Theatre of Wenatchee, Apple City Improv, Donegan/Fox Productions, Leavenworth Summer Theater, Amberleaf Players and other. She was part of the Original Lip Sync Committee that raised thousands for local Charities during the 80's and 90's. She has been part of the production team behind Community Halloween Haunted House events since 2002. She has been the Drama Club Advisor, director and producer for Eastmont High School since 2012. Her husband Milo builds beautiful theatrical sets, and her daughter Althea is an artist who creates gorgeous promotional materials for all her productions. She has

four beautiful and talented grandchildren. Former Stanley Lifetime Achievement Award Winners

A Stanley Lifetime Achievement Award Winner is someone who has left a profoundly positive and lasting impression on the arts in Central Washington.

### PROFESSIONAL DIVISION

Leslie McEwen (2017), Scott Bailey (2016), Terry Valdez (2015), Dan Jackson (2014), Keith Sexson (2013), Tamera Lopushinsky (2012), Glenn Kelley (2011), Jan Cook Mack (2010), John and Susan Wagner (2009), Harriett Bullitt (2008), Beth Jensen (2007), Sherry Krebs (2006), Pam Cole (2005), Richard Lapo (2004), Edward Sands (2003)

### VOLUNTEER DIVISION

Gina Jans (2017), Ron Lodge (2016), Adele Wolford (2015), Marilyn Everhart (2014), Sue Lawson (2013), Rudi Pauly (2012), Terry Johnson (2011), Sherry Schreck (2010), Paul Atwood (2009), Harriett Bullitt (2008), Glenn Isaacson (2007), Arlene Jones (2006), Jane Hensel (2005), Gary Montague (2004), Wilfred and Kathy Woods (2003), Joan Shelton Mason & Ruth Allan (2002)

Holiday Spice information and tickets at wenatcheefestivaloftrees.org, 509-663-ARTS, or Numerica PAC Box Office at the Stanley Civic Center, 123 N Wenatchee Avenue. The media sponsors for this event are NCW Media, Wenatchee Business Journal, and Sunny FM.

The Numerica Performing Arts Center at the Stanley Civic Center is a non-profit organization and naming partner with the Numerica Credit Union.

## CONTINUED FROM PAGE 1

### Numerica to make a statement on 'the Avenue'

welcoming.

"Members can come in, have a free cup of coffee and snack and read the news on an iPad at the tech bar. They can engage in mobile or online banking and/or meet with staff to address their financial needs. And though the lobby is open, we have private office space (hoteling areas), that provide for private interactions so that members' financial data is not compromised while meeting with Numerica staff," she said.

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

- Built in transparency by creating teller windows and offices that break down barriers and enable the sharing of information between our team and our members

- Tech bar includes iPads for easy online access and charging station
- Kid friendly game station
- Energy Efficiencies**
  - HVAC system
  - Highly efficient glazing (windows)
  - Light control system
- Technology**
  - iPads to access online banking and mobile applications
  - Full-service ATMs embody our commitment to providing an easy and convenient 24-hour banking experience.

"The new branch also provides room for our fast-growing home loan and business services teams, allowing them to better serve our members. Included in the design is a training room, making it

more convenient for our Wenatchee area staff to learn and grow," Hawkins concluded.

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

The parking lot will provide 63 parking stalls. Full-Service ATMs – 2 drive ups, 1 walk up.

This is the second Numerica branch in the Wenatchee Valley and will be replacing the current Wenatchee branch on Emerson Ave.

The full-service ATM on Emerson Ave. will remain available for member convenience. Another branch is on Grant Road in East Wenatchee.

Hours will be Mon. – Thurs., 9 a.m. - 5 p.m.; Fri., 9 a.m. - 6 p.m. and 9 a.m. - 1 p.m. on Saturday.



## Chelan PUD approves new rates for cryptocurrency

WENATCHEE – Chelan PUD commissioners Monday approved a new rate for cryptocurrency, blockchain and similar operations effective April 1, 2019.

The District will accept new cryptocurrency service applications on that date.

"We've taken the time needed for a careful look at the risks and costs involved, considered public comments gathered at a dozen meetings and arrived at a solution we believe protects existing PUD customers-owners and maintains opportunities for this emerging industry,"

said General Manager Steve Wright.

The new rate, plus fees and charges, strives to have operators carry the cost and risks – operational and financial – of providing them power, said Lindsey Mohns, Customer Utilities business adviser.

The rate will allow the District to serve cryptocurrency operations while protecting other customers from the uncertainty and volatility of the cryptocurrency industry, Mohns said.

Rates for neighborhood-based operations, if capacity is available, will start at

about 9 cents a kilowatt hour (kWh) and increase to 10.5 cents/kWh in April 2020. Operations in commercial and industrial areas with available capacity will pay a little more than 6 cents a kWh.

Average 2017 commercial power rates by state range from over 7 cents/kWh to nearly 27 cents/kWh, according to the federal Energy Information Administration.

Commissioners said the new rate helps manage risk and protects the interest of all customer-owners.

"I am not without

SEE CRYPTOCURRENCY, PAGE 18

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## THE SIGNATURE PROJECT

by Patrick Dunning

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[ JAN 16 at 6:30PM ]

# AgForestry Leadership Program Welcomes Class 41

We are pleased to announce the selection of Leadership Class 41 for the AgForestry Leadership Program. AgForestry is a leadership development program for emerging leaders in agriculture, forestry & natural resources.

Over 18 months, class members will attend 11 educational seminars throughout Washington State on topics pertinent to leadership in natural resources, a 1-week seminar in Washington DC and 2-weeks in a selected foreign country.

AgForestry cultivates the next generation of leaders to be a voice for natural resources. Class members are selected through a highly competitive application and interview process.

The program helps participants develop the skills needed to positively impact and enrich lives and communities in Washington State and throughout the world with leading edge solutions for challenges faced by agriculture, forestry and natural resources.

Each leadership class has a diverse representation of commodity sectors, natural resource industries and related services.

Strong leadership is necessary now more than ever with evolving technology, challenges in the global economy, and regulatory changes in government. Few things touch our lives more in Washington State than our agriculture, forestry and natural resource industries.

They provide successful livelihoods, quality of life for millions and collectively make the largest economic impact in the state.

The program is valued more than \$26,000 per participant, with over \$20,000 funded by Giving Partners of the Foundation. Of every dollar contributed, 90+ cents goes directly to Program Services.

The Washington Agriculture and Forestry Education Foundation is primarily supported by private donors and is guided by its mission to cultivate leaders in agriculture, forestry and natural resources who communicate, cultivate, inspire and serve.

For additional information, please contact the Washington Agriculture and Forestry Leadership Program at 8817 E. Mission, Suite 201, Spokane, WA 99212, phone (509) 926-9113 or email [leaders@agforestry.org](mailto:leaders@agforestry.org).



The "Class 41" members are listed below:

Name	Title	Employer
Justin Becker	AVP - Branch Manager	Northwest Farm Credit Services
Ben Cochrane	Dryland Wheat Farmer	Cochrane Sons Farms
Caitlyn Evans	Attorney	Jeffers, Danielson, Sonn & Aylward
Glynis Gordon	State Lands Forester	Washington Department of Natural Resources
Daniel Gore	Continuous Improvement Specialist	Ste. Michelle Wine Estates
Craig Gyselink	Environmental Assistant Manager	Quincy-Columbia Basin Irrigation District
Ashley Hatfield	Director of Strategy & Analytics, AgServices	Lamb Weston
Joshua Heinicke	Production	Columbia Fruit Packers
Margaret Homerding	Shellfish Program Manager	Nisqually Indian Tribe
Kai Itameri	General Manager	Garrison Creek Cellars
Kaerlek Janislampi	Rights of Way Specialist	Washington Department of Natural Resources
Jenny Knoth	Director of Environmental Affairs	Green Crow
Justin Lanman	Director of Clam and Oyster Farming	Taylor Shellfish
Kelly Lawrence	District Ranger	USDA Forest Service
Brock Leonard	Agronomist	Sunheaven Farms LL
Heidi Morris	Account Manager	Agrofresh
Courtney Naumann	Environmental Planner	Anchor QEA
Wes Tracy	Forester III	Weyerhaeuser Company
Hailey Wertenberger	Sales Associate	Sage Fruit Company
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CHELAN COUNTY

## Trump signs law benefitting Chelan PUD's Rock Island Dam

### Chelan County PUD news release

Hydropower projects just got a boost from Congress with the passage of S. 3021, the America's Water Infrastructure Act of 2018.

The bill, signed into law last month by President Trump, includes an important provision that will spur investments in existing hydropower dams.

Chelan County PUD has been seeking the legislative change for five years as it prepares to relicense the Rock Island Dam.

Hydropower faces new opportunities and challenges

as demands on the electric system change, Chelan PUD General Manager Steve Wright stated.

Congress has recognized that it is good public policy to encourage hydropower licensees to make new investments during the existing hydro license term, rather than waiting for relicensing. This provides value to Chelan PUD utility customers by protecting our long-term investment in Rock Island.

It also allows us to discuss other actions we can take, in advance of relicensing, with stakeholders that are willing

to make early commitments, he added.

The bill directs the Federal Energy Regulatory Commission (FERC) to weigh early investments at hydropower projects when deciding the length of the next federal operating license. Under the Federal Power Act, license terms are between 30 – 50 years.

In 2017, FERC issued a policy stating that most new licenses will be for 40 years – with the potential to earn a 50-year license under certain conditions. However, there was still uncertainty around the types of investments that



GARY BÉGIN/WBJ

Rock Island Dam

might count.

The new law ensures that... redevelopment, new construction, new capacity, efficiency, modernization, rehabilitation or replacement of major equipment, safety improvements, or environmental, recreation, or other protection, mitigation, or enhancement measures... can help earn a longer license term. The provision was part of a larger bill that passed

the House by voice vote and the Senate by a recorded vote of 99-1.

The hydropower section received active, bipartisan support under the guidance of Washington legislators Senator Maria Cantwell (D-WA) and Representative Cathy McMorris Rodgers (R-WA). These lawmakers, who serve on the energy committees in the Senate and House, have worked on

the – early action – concept in various forms over the past several years in an increasingly pro-hydro Congress.

“Senator Cantwell and Representative McMorris Rodgers are leading the nation on hydropower issues that make a real difference here at home. We would like to sincerely thank them both for championing this issue,” said Wright.

## Commissioner Garry Arseneault to lead Chelan PUD board in 2019

### Board members wrap up year with officer elections & review of major hydro project

WENATCHEE – Commissioner Garry Arseneault will lead Chelan County PUD's Board of Commissioners as president for 2019. Arseneault, from Wenatchee, is now commission vice president. A retired financial professional, he has served on the PUD board since 2015. He represents customer-owners in District 1 including part of Wenatchee and west and south to the county line. (at 00:15 on the board meeting audio recording)

“It's an honor to serve, and I look forward to being responsive to our customer-owners, my fellow commissioners and PUD staff,” Arseneault said, following the meeting. “It will be a busy year with much important work ahead of us.”

Commissioner Steve McKenna, now board secretary, will serve as vice president next year. McKenna, a retired educator, lives in Leavenworth. He joined the PUD board in 2017 for a four-year, at-large term.

Commissioner Ann Congdon, Manson, will be secretary in 2019. Congdon, an educator and community volunteer, has served on the PUD commission since 2005.

They will take the new offices at the Jan. 7 commission meeting.

Board members thanked out-going President Dennis Bolz for his, “extreme effort, doggedness and determination,” in leading the commission this year.

In other business, commissioners:

• Thanked Auditor Stacey Jagla for the

good news that Chelan PUD received a clean accountability audit from the state. There were no verbal or written recommendations for any change in procedure, Jagla said. She added that

people helped the project team solve unforeseen issues and overcome challenges, Tidd said. The results are that repairs on the remaining units are estimated to take 14 months and C8 is expected

and Wildlife manager, said a crew doing field work in the area reported the condition that needs a closer look. Contractors will drill core samples next week to help determine what repairs are

needed over the winter before high spring flows and adult salmon and steelhead start moving up the Wenatchee River.

• Learned that protection of customer information

remains strong. Erik Wahlquist, general counsel, said there were no “red flag” incidents and no fraudulent payments for the year. Even stronger protection

See Chelan PUD Comm., PAGE 10



Chelan PUD Commissioner Garry Arseneault

the lead auditor said, “This was the cleanest audit he'd ever been on in his tenure.” (01:18)

• Heard the positive report that repairs are complete on one of four large units at Rocky Reach Dam. “This is a major milestone and accomplishment,” said Kirk Hudson, Generation and Transmission managing director. Lessons learned will speed long-term repairs of the same design flaw on the other three, said Scott Tidd, project manager. The discovery of a crack in a “servo rod” of one of the large units in 2013 launched the project. Long-term repairs on C8, now back in service, started in June 2015. Many

to run reliably for its 30-year design life. (00:20)

• Thanked Rich Colson, materials specialist, for taking personal ownership to strengthen the PUD's clean-up response when storms or other events damage distribution transformers and oil spills. Commissioners noted Colson's “ability to see a need, grab onto the issue, pursue solutions that enhance the work of others and make the District more responsive.” (00:10)

• Heard that work to determine the extent of erosion at the base of the fish ladder in Tumwater Canyon will close public access to the overlook starting Dec. 26. Alene Underwood, Fish



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Legislators have been preparing for several months to return to the Capitol in January for the 2019 legislative session. As part of that preparation, I invited some of my colleagues to our area to learn directly from local officials about issues important to North Central Washington. I was proud to help host recent visits and discussions with senators on energy and transportation issues. While I had hoped certain colleagues and staff would be willing to visit our area, I was pleasantly surprised with how both

opportunities came together. What I wasn't surprised about was how well our local officials did at articulating the issues important to us and describing the uniqueness of our needs. *Senate Energy, Environment and Technology Committee Meeting - October 29*

Members and staff from the Senate Energy, Environment and Technology Committee gathered together with nearly 40 statewide stakeholders to discuss a variety of energy issues important to our area. I'm proud to serve on this



SUBMITTED PHOTOS

Senator Reuven Carlyle, Chair of the Senate's Energy, Environment and Technology Committee, and I discuss energy issues with Chelan County PUD General Manager Steve Wright during our Rocky Reach Dam tour.

committee and am thankful that Chair Reuven Carlyle and Vice Chair Guy Palumbo both attended, along with longtime public power advocate Sen. Tim Sheldon and senior committee and caucus staff.

Special thanks go to our local PUD general managers Steve Wright of Chelan PUD, Gary Ivory of Douglas PUD, and Steve Taylor of Okanogan PUD, who helped provide local insight on energy and broadband issues. Following the extensive discussions in the morning, my fellow senators and staff colleagues toured Rocky Reach Dam, where we learned about hydro efficiency and experienced the insides of one of the world's best hydropower projects. After the hydro tour, our group visited Link Transit to learn about its all-electric bus fleet – the state's largest – powered by our renewable hydropower.

*Senate Transportation Committee Chair's Visit and Tour – November 7 and 8*

My colleague Steve

Hobbs, chair of the Senate Transportation Committee, visited the North Central Washington region over two days in early November to learn more about our regional transportation needs. Among his many stops included a discussion with staff at the regional Department of Transportation office, a Chelan-Douglas Transportation Council meeting, and a tour of local transportation priorities.

The tour included Representative Mike Steele, Representative-elect Keith Goehner, Wenatchee Mayor Frank Kuntz, Chelan County Port Commissioner JC Baldwin, Regional DOT Administrator Dave Bierschbach, Transportation Council Executive Director Jeff Wilkens, Link Transit General Manager Richard DeRock, and other local officials and staff.

We discussed the proposed \$25 million McKittrick Street Railroad Underpass, \$21 million Wenatchi Landing Interchange, \$4 million South Wenatchee Apple Capital Loop Trail Connection Bridge, and Wenatchee's \$113 million Confluence Parkway Project, along with a presentation about Link's electric bus fleet.

I could not have been



Local officials discuss the proposed \$113 million Confluence Parkway Project with Senate Transportation Committee Chair Steve Hobbs. Pictured from left to right: Jeff Wilkens of the Chelan-Douglas Transportation Council along with City of Wenatchee's Steve King and Wenatchee Mayor Frank Kuntz.

more proud of how well our ambassadors did in working together to develop the tour, detail our local transportation priorities, and put our best effort forward describing our needs to the Transportation Committee chair and committee staff.

Regardless of what legislation advances in the upcoming session, good things come from all of us

working together to build relationships and advocate for our region.

*Editor's Note: Sen. Hawkins is releasing weekly informative statements which the WBJ has condensed here for the sake of space and clarity. We will continue to bring readers updates from Sen. Hawkins each month until the session ends in April.*



Special thanks to Chelan PUD for providing our tour at Rocky Reach Dam. Pictured from left to right: PUD Commissioner Dennis Bolz, General Manager Steve Wright, Senator Guy Palumbo, myself, Senator Reuven Carlyle, and Senator Tim Sheldon.

# Wenatchee's 'Sarge's' demoted to rubble, Chelan County Fire District 1 takes command

By Gary Bégin

Sarge's Smokehouse BBQ/Prospector Pies has been a local eatery for many years, but alas, Sarge's, at 731 N. Wenatchee Ave. has been demoted and reduced to rubble.

Now that the dust has cleared, plans are under way to build a new chapter in the history of the Chelan Fire Department.

Site preparation work for the new headquarters of Chelan County Fire District 1 currently located at 206 East St. in Sunnyslope are underway.

The current administrative building on Easy Street near Olds Station on the north side of town, will be turned back over to the city of Wenatchee once the new building is fully operational sometime in 2019.

The fire district has been leasing the building from the city for many years.



## Future Fire District 1 Administration and Station 10



WEST ELEVATION - "A"



SOUTH ELEVATION - "A"



EAST ELEVATION - "A"

Artists renditions of the new building.



# WEDDINGS

## North Central

### Trends in Wedding Rings

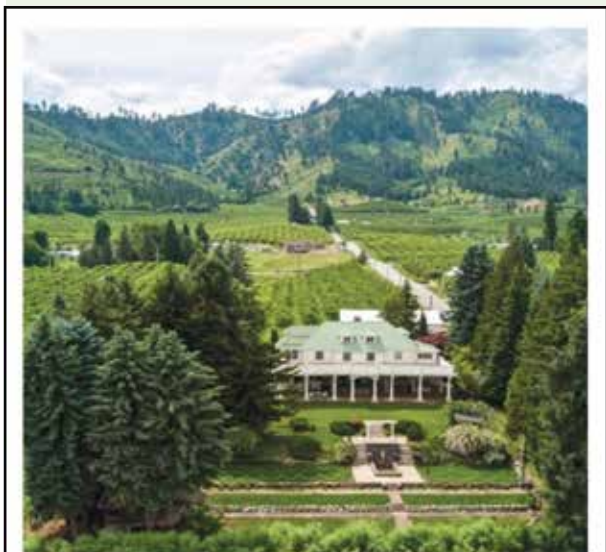
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#### Twice as Nice, Bands and Stones

If one giant diamond is good, two must be better. For the chickest of rocks, put two stones on one single band. Or, keep the single stone and choose a ring with a double band, lined in diamonds or not, your choice.

#### Gem Dandy

More couples are ditching the traditional diamond for colored gemstones like sapphires, rubies and emeralds. Making the switch may get you a bigger stone for your money and speak to a bride that makes her own lane.

#### Put A Halo On It

Halo effect rings have smaller diamonds ringing the center stone, often making it look larger than it is. Work with your jeweler to find the perfect diamond to accent this unique setting.

#### Pure Pear

This year's hottest diamond shape is the pear. A pear diamond, the Gemological Institute of America says, consists of the head (the bottom), the shoulder (where it starts to move toward the point), the belly (the middle), the wing (as the diamond tapers) and the point. GIA says the perfect pear has gently rounded shoulders and wings. Wings should form attractive arches so that the stone doesn't look too narrow or too short.

This year's engagement rings go way beyond the classic sparkler. Here are a few of the top engagement ring trends from the folks at InStyle.



© ADOBE STOCK

## Hiring a Photographer

For as much planning as goes into them, your actual wedding day will probably pass in a blur. So it's important to choose the right photographer to preserve memories for you to look back on. Keep reading for tips on choosing just the right photographer to preserve your special day.

#### Do

Ask for a portfolio. A photographer's portfolio showcases their best work. Ask to see a complete wedding set to get a better idea of how the photographer operates. Look for uniform quality in the shots and see that the photographer's style matches your own.

Come armed with questions. Typical questions should include if the photographer shoots digitally or with film, if they charge extra for travel or parking, and if



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there will be a written agreement for your events. Hint: There should be.

Scour that quote. Be on the lookout for extras that you don't need, like extra prints or a CD copy of your album. Don't be afraid to ask to sub those items out for things you would like, such as a parents album or personalized thank-you cards.

#### Don't

Take the cheap route. A professional wedding

photographer costs just one little wedding full of flashes won't hurt the priceless artifacts behind your church's altar, but think of a whole season's worth of flashes, several times every Saturday. Prioritize product. Pay for the photographer, not the goods, says the International Society of Professional Wedding Photographers. Who cares if you have giant canvas prints of your big day if you can't stand to look at them?

Overlook venue rules. It may sound silly to you, but venues usually have those rules for a very good reason. Sure,



# Washington Style WEDDINGS

## Maximize your Flower Budget

Next to your dress, flowers are perhaps the most visible part of your wedding. According to Brides magazine, you should be budgeting around \$3,000 for your big day's blossoms. For that kind of money, you need to be careful who (and what) you pick. Here are some tips saving some green on your wedding flowers.

### Think Seasonal

Ask your florist to work with seasonal foliage to not only give your wedding a sense of time and place but also to save on your budget. If you just have to have that special, costly flower, go for it, but ask the florist to keep it minimal and mix in other, less expensive blossoms.

### Pump Up the Volume

Go for flowers with large, showy blooms instead of lots of smaller stems. Florists may also opt to mix in structural pieces like branches to make arrangements look fuller. Give the florist their head, but also reiterate that you're on a budget.

### Go Big, But Just Once

If your heart says flowers everywhere on every surface but your wallet says bud vase, see if your florist can make one big show-stopping arrangement and deploy it effectively. Place this bad boy in one key area and opt for smaller, less-expensive arrangements elsewhere.

### Reuse

Have the florist recycle ceremony flowers at the reception. And, when possible, use the venue's own natural beauty to accentuate the blooms.



© ADOBE STOCK

Use lighting or other decor to add some umph to what you can afford, and guests won't notice what's not there.

### Get Creative

Instead of giant floral centerpieces on tables, mix in smaller arrangements with things like personal keepsakes, pictures, candles or other items for a cozy, intimate feel. Consider using plants, too, instead of cut flowers for a savings.

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## Catering on a Budget

The source of many a bridal headache, catering and menus may make up a huge chunk of your wedding budget. Ask these questions to pull off a stunning smorgasboard while staying within your budget.

### Are you licensed?

This means your caterer hasn't run afoul of your state's department of health (not today, ptomaine) and also carries insurance. If the caterer is also providing bar service, make sure they've provided for your state and venue's rules about alcohol.

### Do you have references?

Talk to at least two references, preferably those that have had a similar style wedding or a similar number of guests. Ask particularly what it's like to work with the caterer and what their personality is like.

### What kinds of cuisine do you specialize in?

It should go without saying, but don't hire someone who is known for their traditional American fare to lay out a sushi spread. If you've

always dreamed of having a certain cuisine at your wedding, go for a caterer that specializes in that.

### Is the meal full service?

This means the caterer will attend to table settings, drinks and cleanup. If it's not, be prepared to hire more staff and arrange for these things on your own.

### Is there an additional fee for special requests?

Someone there is going to be gluten-free or vegan or require other special meals. Ask the caterer if they can do that and, if so, if there's an extra charge. Make sure to leave room in your budget.

### Can I see serveware, table settings, linens, salt and pepper shakers, etc.?

If your caterer offers these services, make sure to lay eyes on them before the big day. That way you can be sure the plates and tongs are up to your standards. If the caterer doesn't bring these things, you'll need to know so you can leave room in the budget for rental, either from your venue or a separate company.

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CONTINUED FROM PAGE 1

## Kickin' with Passion

Association through affiliation with the Washington State Adult Soccer Association.

Average road trips cost varies depending on where the team is headed. "I would say on average around \$400 to \$500 per trip," she said.

Alliance players travel in personal vehicles to home games, but Abouammo said, "We would love to purchase our own bus in the future, but for the time being we rent a van to transport the team to away games."

Average attendance in 2018 was 300 people per game. Children 12 and under get in free with adult tickets at \$10 each. Abouammo said, "We were excited to see our attendance grow in 2018."

Like millions of devoted soccer athletes worldwide, there is often little or no pay for players to pursue their passion.

Recognized by devotees on every continent and country whether rich

or poor, soccer requires nothing but a ball and not even that if creative youngsters want to kick a can or rock or bag of dried peas.

Abouammo said, "Our First Team (semi-pro team) players pay is their uniform kit, but they purchase their own "player card."

The season runs from April through July. For the Academy team, there is a set fee of \$500 for registration per year per player and a monthly training fee. Academy Director is Mike Osborn.

"Our Academy team participates in college showcase tournaments and each tournament has a fee that varies depending on that particular tournament. The Academy program runs all year long, with both indoor and outdoor training and games.

Players on the Academy team that show strong development may have the

opportunity to play in some of the semi-pro team games at no cost. The Academy team serves as a reserve team for the semi-pro club.

The Apple Bowl cost is \$75



PHOTO BY FAITH TRAVIS

NCW Alliance FC management team: From left to right, Adnan Abouammo - Marketing Director; Ed Navarro - Assistant Manager; Javier Reyna - General Manager and Cindy Abouammo - President.

## May a 1,000 rewards be upon you

By Gary Bégin

No matter where you live in the Cashmere, Leavenworth or the greater Wenatchee area, there's a way to make some serious "bank" by simply being observant.

That's how Sherry Gustin, owner/operator of Ameriprise Financial in Wenatchee, received \$1,000 in finder's fees from Ward Goodell of Niche Construction & Consulting and his wife CleAnn of Made In The Shade Investments.

Gustin gave them a lead which led to the purchase of two properties, a triplex and a duplex.

The couple buy, refurbish and sell or rent distressed homes. They each award a \$500 finder's fee if they close on a property.

Ward closed in November and CleAnn in October so Gustin received \$1,000 at the Wenatchee Network Group (WNG) meeting of November 28 at the Eagles Club on Wenatchee Avenue. All three companies belong to the WNG, which meets every Wednesday at noon.

"Sherry deserves every penny. She's earned it and we keep our promises," said the Goodells.

A couple of years ago the Goodells explained to the WNG that they were actively seeking homes that looked like they needed TLC.

If they actually closed on the property they would pay



GARY BÉGIN/WBJ

Sherry Gustin, seated, owner/operator of Ameriprise Financial in Wenatchee, was the recipient of two \$500 finder's fees from, standing left, Ward Goodell of Niche Construction & Consulting and his wife CleAnn of Made In The Shade Investments.

a \$500 finder's fee. Gustin gave them the chance to make good on that offer by providing them with the lead.

The \$1,000 windfall was a complete surprise to Gustin who was visibly moved when she received the money.

To add to the drama, first CleAnn rose from her seat and made the announcement about her closing and walked over to Gustin and handed her \$500 in five, crisp \$100 bills.

After the din died down from the applause, Ward rose to his feet and made a

similar announcement. He too walked over from his seat to where Gustin was sitting and also handed her five crisp \$100 bills.

The Goodells said that "without being members of the Wenatchee Network Group, we never would have found those properties because they weren't listed with any agent. It was just word of mouth."

Gustin, who just happens to be the elected Secretary of the WNG, said, "This proves again that networking really works."

The Goodells are always in the hunt for properties

per hour to rent. So far the club has attracted some top flight sponsors and program supporters including the Weinstein Beverage Company, Seal Plumbing, Cashmere Valley Bank, Cosinas Carpet Cleaning, Town Toyota, Agent 509, Icicle Brewing Company and Dawson-Moser Insurance.

"We feel we are a

community program and are extremely thankful to our fans, players and partners," Abouammo said.

"We are thankful to have a good working relationship with the local youth clubs, the high schools and Wenatchee Valley College. We wouldn't be where we are today without the support of our community. It

is truly a joint effort to create something successful!," she concluded.

For sponsorship opportunities for your business, ranging from \$500 - \$5,000, contact Adnan Abouammo, 509-670-2546 or via email:

AdnanAlliance@gmail.com.

For general club information go to NCWAlliance.com.

CONTINUED FROM PAGE 6

## Commissioner Garry Arseneault

for customers from identity theft are coming next year with installation of the new customer information system, he said. (00:17)

• Approved moving ahead with rehabbing a fifth unit in Rock Island Powerhouse 1 under the contract for units B5-10. Contractors expect to return B-7 to service in July. B5 is likely the next unit to be rehabbed. (01:27)

The next regular PUD

commission meeting is at 10 a.m. on Monday, Jan. 7, 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](http://www.chelanpud.org). Find us at [Facebook.com/ChelanPUD](https://www.facebook.com/ChelanPUD) and follow us on Twitter @ChelanPUD.

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# MEMBER MESSENGER

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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!*

- Cordell, Neher & Company, PLLC – 2 years
- Custom Construction & Cabinetry by Shane Covey, LLC – 5 years
- Dick's Heating & A/C of Wenatchee – 21 years
- First Choice Collision Center, Inc. – 15 years
- H.D. Fowler – 12 years
- Harper Homes, LLC – 1 year
- LocalTel Communications – 13 years
- Lopez Design, LLC – 10 years
- Miniblinds & More – 21 years
- Mitchell, Reed & Schmitt Insurance – 21 years
- Moonlight Tile & Stone – 12 years
- NCW Association of Realtors – 21 years
- Sav-Mart – 15 years
- Sligar Excavation – 5 years
- Smith Excavation – 13 years
- The Floor Factory, Inc. – 12 years
- The Good Life – 11 years
- Torrence Engineering, LLC – 12 years
- Town Ford Lincoln – 11 years
- Valley Tractor & Rentals – 15 years
- Wenatchee Valley Glass, LLC – 5 years
- Active Employment Solutions – 8 years
- Artisan Flooring, LLC – 13 years
- Below the Surface Cleaning – 3 years
- BOA Construction Co. – 21 years
- Cascade Tub Repair, LLC – 21 years
- Century 21 Exclusively – 19 years

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## Amy Gustin installed as 2019 BNCW Chairman



At last month's Annual BNCW Christmas Party and Auction, **Amy Gustin** – The ADG Media Group, LLC – was installed as BNCW's 2019 Chairman. Amy has been a long-time member of the Association, served on many

committees, as well as served on the Board of Directors for a number of years. Amy is passionate about BNCW's mission and the work the organization does for our members, the local building industry and for small business in general.



Amy has established a few important objectives that she wants to implement during her leadership year and is eager to get work!

*Congratulations, Amy and we're all eager to help you carry the water!*

## 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](http://www.BuildingNCW.org) and click on the membership directory tab. Thank you!

- Micah's Custom Works  
Micah England  
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- Edward Jones  
Geoff Gatewood  
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- Augustedge Real Estate  
Tricia McCullough  
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- Loveridge Homes LLC  
DJ Loveridge  
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For more information about becoming a BNCW member, please contact Membership Development Specialist Sarah Daggett at (509) 293-5840. We look forward to sharing with you the benefits of membership!



# MEMBER MESSENGER

**“Driven to Promote and Protect Small Business”**

JANUARY 2019 ASSOCIATION NEWSLETTER

PAGE 2

## BNCW's:

### FROM A DIFFERENT PERSPECTIVE

#### Seeming Slowdown

**“O**il prices aren't spiking (which caused the 1973 and 1979 recessions), neither are interest rates (1981 and 1983 recessions). Better yet, banks aren't failing, nor is consumer confidence tanking (collectively helping cause the 1990 recession), nor are equity prices and corporate investment collapsing (2000 recession), and there's no mortgage-lending scandal (2008). But exports are weakening, corporate debt has ballooned, and China is decelerating. A slowdown, guaranteed, but no imminent recession.”

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

## A Message From Our Chairman

For the last year it has been my privilege to serve as Chairman of BNCW's Board of Directors. I'd like to thank the BNCW staff and, especially, the Board of Directors for their help and support over the last year. We are incredibly fortunate to have the staff and leadership that we do at BNCW! If it weren't for the dedicated volunteers that make up our leadership, and fill out our committees, and the amazingly passionate and dedicated staff that make it all happen, there would be no BNCW, there would be no Home Show, no Home Tour, no Golf Tournament, no Newsletters, no classes, no advocacy, no voice for our members.

2018, in and of itself, was not a year of big changes for BNCW. However, the decisions and actions that we undertook in 2018 will mean big changes in 2019! As most of you probably know by now, our CEO, Marc Straub, was overwhelmingly elected to the Douglas County Board of Commissioners. Marc will make an outstanding Commissioner for the citizens of Douglas County! Congratulations my friend!

Fortunately for BNCW, Marc will remain on staff on a part-time basis. Unfortunately, his role will be significantly reduced. Marc will continue to oversee staff, manage the budget and assist in planning and execution of events. However, in order to avoid any (appearance of) conflict of interest, Marc will be stepping away from any role in government affairs or advocacy on behalf of the Association.

As always, Kim will still be the first point of contact for members with any questions or concerns. Sarah Daggett – in addition to assisting Lindsay Rey with our events and membership – will be assisting Dan Beardslee and our Government Affairs committee in

keeping our local government agencies accountable, while advocating on behalf of our members, too.

For the last few years, our Government Affairs committee has relied on Dan and Marc to carry much of our water, and they have done a more than admirable job! But, it is time that we as members step back up to the plate and, once again, take an active role in monitoring our local jurisdictions, while advocating for our fellow members.

In the next couple of months, I will be contacting... or, hounding, some of you to join me in revamping our Government Affairs committee! Anyone interested, please feel free to contact me personally, or talk with Kim or Sarah about joining the cause. We don't bite... members anyway!

Amy Gustin will be bringing her outstanding leadership skills to the BNCW Chairmanship for 2019! Amy has been extensively involved with our Home Show and Home Tour for many years. Additionally, Amy has been vital in helping the organization with advertising and branding, as well as being “the voice of BNCW” on many of our radio spots! It will be a challenging year, but BNCW is in good hands!

As has become customary these last few months, I humbly ask for your prayers for my dear friend and colleague Dustin Christensen, and his family, as he continues his recovery. Thank you to everyone who has given their time and resources these last few months to help!

It has been my pleasure and honor to serve this last year... Happy New Year!

God Bless,  
**Lee Pfluger**  
Pfluger Craft, LLC  
2018 BNCW Chairman

## Campbell and Tangeman join BNCW's Board of Directors

In December, BNCW members elected two fellow members to serve on the Association's governing board. We're proud to welcome **Craig Campbell** – Exterior Solutions – and **Allen Tangeman** – First Choice Collision Center, Inc. – to BNCW's leadership team. Both Craig and Allen have been active, involved members year-after-year and will no doubt prove to be valuable assets to BNCW's Board over the next four years. Welcome Craig and Allen and thank you for your service to BNCW and our member companies!



Craig Campbell



Allen Tangeman

## Just A Few Member Benefits To Make Your Life Easier...

#### Need a Meeting Room?

As a valued BNCW member company, you're welcome to utilize the BNCW conference room if you require a place to meet with clients or prospective clients, or simply need access to a meeting room.

The room will seat up to 16 people comfortably. Please contact Kim Fenner at (509) 293-5840 to make the necessary arrangements.

**In a Hurry? Need Copies Made or a Document**

#### Notarized?

No problem! As a valued BNCW member company, we've got you covered! We offer our members .05 B/W copies and .20 full-color copies.

Simply give us a call or stop by and we'll take care of you! We also offer our members complimentary notary public services for those instances where you're in a hurry!

**As an Employer, do You Have All the Required**

## BNCW's 16<sup>th</sup> Annual Home Show Kicks Off to the Public on February 8 – 10!

For consumers, this is the perfect opportunity to experience a big open house with industry professionals!

The BNCW Home Show brings together scores and scores of industry professionals for three days, providing both the public and the professionals with a unique opportunity to interact face-to-face all under one roof!

One-on-one time opportunities like this can prove to be invaluable when searching for the right contractor, service or product provider.

The Show makes it possible for attendees to visit and interact with so many professionals in one day that the odds of finding the perfect contractor or tradesperson are pretty good!

Just about every single aspect of home buying, building, or remodeling is personal. You need to feel comfortable with those that will be in your home, working in your personal space.

When it comes to building a new home, it isn't just about finding the right builder; you also need to find the right tradesmen, materials, lenders and so on. What more efficient way to do all of

this in short order than by attending the 2019 BNCW Home Show?!

If you aren't quite ready to pull the trigger on buying, building or remodeling, the BNCW Home Show is still your opportunity to see what's new, what's trending and what you might want to incorporate into your project when the time is right!

No matter what your needs are, the BNCW Home Show has something for everyone! Kids will enjoy the ever-popular Lowe's Kids Zone, including jumping fun with Trinity Inflatables and building with Lowe's professionals, and so much more! And, if you've been entertaining the idea of being a vendor in this year's show, there's still opportunity to make that happen. Call Lindsay or Sarah at (509) 293-5840 and learn more!

**Mark your calendars for North Central Washington's premier Home Show, February 8<sup>th</sup>, 9<sup>th</sup> and 10<sup>th</sup> and plan to visit the 2019 BNCW Home Show at the Town Toyota Center!**

Check out [www.BuildingNCW.org](http://www.BuildingNCW.org) for more updated information!

# Building! MEMBER MESSENGER

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

JANUARY 2019 ASSOCIATION NEWSLETTER

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➤ **State and Federal Forms Posted?** Don't worry. We've got you covered! As a valued BNCW member company, you have access to these and other resources at your fingertips. We're here to make you life just a little easier!

## BNCW's 2019 Leadership at a Glance

### Meet the Board of Directors:

It's important to us that our valued member companies know who comprises Building North Central Washington's Board of Directors – the leadership team charged with the responsibility of advancing our Association's mission, as well as helping to ensure that your membership investment is protected. Each one of these individuals is always available to speak to our members. You will find their contact information noted on BNCW's website at [www.BuildingNCW.org](http://www.BuildingNCW.org) or in the 2019 BNCW Membership Directory.

We're very proud to introduce BNCW's officers for 2019! These member leaders serve on BNCW's executive committee and the organization's Board of Directors, working closely with their fellow directors and the CEO in guiding the Association forward to serve our valued member companies and advancing its mission, objectives and goals

- for the year. They are:
- ♦ **Chairman of the Board:** **Amy Gustin**, The ADG Media Group
  - ♦ **First Vice Chairman:** **Greg White**, G.L. White Construction, Inc.
  - ♦ **Second Vice Chairman:** **Jeff Story**, Story Construction, LLC
  - ♦ **Treasurer:** **Ed Gardner**, E.D.Y. Construction Corp.
  - ♦ **Secretary:** **Jake Holt**, Central Washington Concrete
  - ♦ **Immediate Past Chairman:** **Lee Pfluger**, Pfluger Craft, LLC
- Joining the officers on the Board of Directors will be the following *BNCW* directors:

- ♦ **Dan Beardslee**, Dan Beardslee Consulting
  - ♦ **John "Jack" Corning**, The John's Real Estate Corp.
  - ♦ **Shane Covey**, Custom Construction & Cabinetry by Shane Covey, LLC
  - ♦ **Tina Hofstetter**, H & H Construction NW, LLC
  - ♦ **Robert Guerin**, Wenatchee Valley Glass
  - ♦ **Ryan Kelso**, Complete Design, Inc.
  - ♦ **Steve Sadler**, Sadler Construction, Inc.
  - ♦ **Allen Tangeman**, First Choice Collision Center, Inc.
  - ♦ **Craig Campbell**, Exterior Solutions
- BNCW's Board of Directors meets the third Wednesday of each month.

Meetings begin at 7:00am and BNCW members are always welcome to attend!

For more information, please do not hesitate to contact Marc Straub at (509) 293-5840.

We look forward to serving our valued members in 2019!

### REMEMBER...

Just another reminder that on January 1, 2019, the following changes took place:

- Washington's minimum wage increased from \$11.50 per hour to \$12.00 per hour; and,
- Washington's Paid Family and Medical Leave program went into effect. Employers must begin withholding .4% of gross wages from employee paychecks as the employee's portion of the benefit premium.

*Thank You!*



## Membership Benefits

Member Referral Program – Helping to Increase Your Business!

- ✓ **Industry Advocacy/Representation** – Leveraging Your Voice on Issues that Impact Your Livelihood!
- ✓ **Health Insurance Plans** – Matching Your Needs with the Most Competitive Rates Available!
- ✓ **Workers' Comp Retro Program** – Get Some of Your Hard-Earned Dollars Back for Being Safety Conscious!
- ✓ **Networking Opportunities** – Enjoyable Member Events and Activities!
- ✓ **Access to Discounted Marketing, Advertising & Promotional Opportunities** – More Bang for Your Buck!
- ✓ **Complimentary Custom APP (L & I Required Safety Plan)** – Avoid Expensive Fines & Penalties!
- ✓ **Access to Members-Only Discounts** – Save Money on Purchases You're Already Making!
  - Office Supplies
  - Wireless Service
  - Maintenance & Repairs

- Travel
- Fleet Management and More!
- ✓ **Member to Member Discounts** – Take Advantage of Exclusive Discounts Offered by Fellow Members!
- ✓ **Member Discounts on Ed Classes** – Save Money on Required Classes Like CPR/First Aid and Others!
- ✓ **Various Directory Listings (online/print)** – Your Company Listing Included in all Print & Online Listings!
- ✓ **Access to Initial Legal Consultation** – All Members Gain Access to Initial Complimentary Legal Service!
- ✓ **Marketing Design Assistance** – We Can Help with Your Minor Marketing Design Needs!
- ✓ **Complimentary Notary Public Service** – In a Hurry and Need Documents Notarized... Let Us Help!
- ✓ **Member Discounted Printing/Copying (Color and B/W)** – Members Pay Only .20¢ Color; .05¢ B/W!
- ✓ **Complimentary Access to Required State and Federal forms** – Avoid Fines and Penalties!

- ✓ **Complimentary Access to Business Forms; Letters; Contracts** – Save Time and Money!
- ✓ **Complimentary Meeting Room Access (Wireless Wi-Fi; Phone; Copy Machine)** – Client Meetings!
- ✓ **Access to Building Permit Lists** – Let Us Do the Work for You!
- ✓ **Complimentary Subscription to Wenatchee Business Journal** – Stay Informed About Business in NCW!
- ✓ **Access to Community Relationship Building Opportunities** – Great Opportunities to Give Back!
- ✓ **Leadership Opportunities** – Great for Personal Development and Opportunity to Make a Difference!
- ✓ **Access to Key Industry Information** – Stay Informed of Important Changes in Industry and Business!
- ✓ **Affiliation with a Trusted Professional Trade Association** – Demonstrates You're an Industry Leader!
- ✓ **Lucrative Rewards for Member Recruitment** – Earn Cash for Introducing New Members to BNCW!

*Presented By:*

*From one Ugly Sweater to Another...*

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# MEMBER MESSENGER

*"Driven to Promote and Protect Small Business"*

JANUARY 2019 ASSOCIATION NEWSLETTER

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## Retiring BNCW Directors

As 2018 came to a close, so, too, did the leadership tenure of a couple of BNCW's directors. Individuals who commit to serving the organization as a member of the Association's Board of Directors make a significant commitment to serve, resulting in a lasting contribution to our organization's membership and mission, and for that, we are extremely grateful!

Throughout **Marcy Collins'** four-year term, she has brought an invaluable perspective to leadership discussions in the boardroom and she will be sorely missed.

**Ryan Kelso** began his board service in 2003



Ryan Kelso

and has since served in just about every capacity possible in our organization – including Chairman in 2013. Throughout his tenure, he has been highly involved in our government

affairs advocacy efforts and has proven to be an irreplaceable asset.

We are profoundly grateful to both Marcy and Ryan for their service and leadership – thank you!

## Schedule your 2019 NBN event now before they're snapped up!

BNCW's Nothing But Networking functions are a fantastic and effective way to showcase your business to fellow BNCW member companies, guests and others! Networking has become today's most essential way to make new contacts and relationships that help to grow your business!

As a host of a networking event, you have a unique opportunity to share who you are and

what you do – all in a fun, casual and engaging way! Don't have a retail or office location but would still like to showcase your company? No problem! We can help... just give us a call!

For more information about hosting one of the available NBN slots in 2019, please contact BNCW Membership and Events Director, Lindsay Rey, at 293-5840 or via email at [Lindsay@BuildingNCW.org](mailto:Lindsay@BuildingNCW.org).

## Many contractors are still risking substantial fines... Get certified!

Does your business involve the renovation, repair or painting of structures built before 1978?

If so, there are federal regulations in effect which may prevent you from performing your work.

Under the U.S. Environmental Protection Agency's Lead-Based Paint Renovation, Re-pair, and Painting (RRP) Program construction firms must apply for and receive EPA Certification to disturb paint as part of their work in pre-1978 homes, childcare facilities and schools.

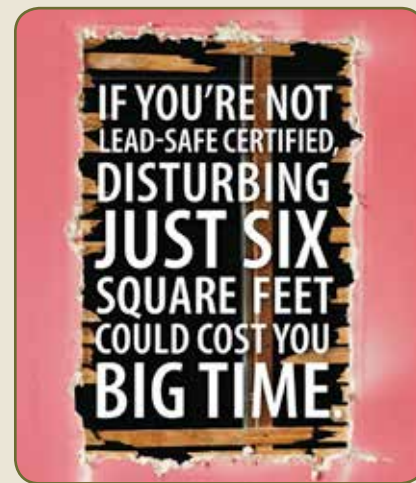
In addition, all of these jobs must be performed by an EPA Certified Renovator (individuals who have completed an EPA-accredited, full-day training course) working for an EPA Certified Firm and specific work practices must be implemented to prevent lead contamination.

Specifically, this training course is required for any contractor that is involved in any activity that will – or has the potential to – disturb six square feet of lead-based paint in a room, or 20 square feet on the exterior.

The rule does not apply to minor maintenance or repair activities; however, window replacement is not considered minor maintenance or repair under the federal regulations.

### Who Should Take This Class?

- Home Improvement/ Renovation Contractors
- Remodelers/Carpenters
- Painters
- Plumbers
- Electricians
- Maintenance Personnel



- Residential Property Managers/Owners
- Workers Removing or Modifying Painted Surfaces
- Anyone disturbing more than 6 sq. ft. (interior) & 20 sq. ft. (exterior) of lead-based paint.

**What:** EPA Certified Lead-Safety for Renovation, Repair & Painting Training  
\$235 Members  
\$285 Non-Members

**Instructor:** NICA Staff  
Class size is limited to 8 students.  
Pre-registration is required

**When:** February 21, 2019  
8:00am – 5:00pm w/Check-in at 7:45am

**Where:** BNCW Conference Room, 2201 N. Wenatchee Avenue

**How:** Register online at [www.BuildingNCW.org](http://www.BuildingNCW.org) or call the BNCW office at (509) 293-5840.

### BNCW EVENTS

#### BNCW's January Board of Directors Meeting

January 17, 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.

#### BNCW's January CPR & First Aid Training

February 12, 2019, from 4:00pm to 6:00pm  
Held at Building North Central Washington,  
2201 N. Wenatchee Avenue, Wenatchee

\$45/person, includes Continuing Ed credits and is good for new and recertification.

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

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

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

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

**You may also register online at [BuildingNCW.org](http://BuildingNCW.org).**

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## Chelan-Douglas Community Action Council announces new board

The Chelan-Douglas Community Action Council is pleased to announce five new members to the Board of Directors. The new members are: **Susan Adams**, is the Center Manager SkillSource; **Lauren Kendall**, a physician at Columbia Valley Community Health; and **Rosa Gonzalez**, a Data Collector for the University of Washington; **David Law**, attorney with Arneil Law Firm; and **Dan Sutton**, Douglas County Commissioner.

The Chelan-Douglas Community Action Council is also pleased to announce a new member to the Board of Directors. **Cassie Rios** of Washington Trust Bank joined the board in December.



**Rosa Gonzalez**



**David Law**



**Cassie Rios**

## Cordell, Neher & Company adds to team



**Diane Forhan**

Cordell, Neher & Company, PLLC has announced the addition of **Diane Forhan** as Client Accounting Services Manager.

Forhan brings 18 years of experience to the Firm.

In this role, Forhan manages and further develops the rapidly-growing Client Accounting Services Department. She also manages the internal accounting and budgeting processes.

In addition to her deep professional experience, Forhan holds a BS in Accounting and is a member of the Washington Society of CPAs.

"I'm delighted to become a staff member at CNC, with their reputation of top-notch client and community service. I'm also excited for this opportunity to further develop CNC's Client Accounting Services Department," she explained.

Cordell, Neher & Company, PLLC, is one of the largest Certified Public Accounting firms in North Central Washington with individual and business clients spanning the globe.

## SCJ honors local planner with Entrepreneurial Spirit Award

Out of eight offices and more than 100 employees, Wenatchee's **Charity Duffy** was honored by consulting firm SCJ Alliance with one of its highest honors, the Entrepreneurial Award.



**Charity Duffy**

A senior planner in SCJ's Wenatchee office, Charity assists with facilitating projects, planning, and obtaining grants for those within the greater Wenatchee Valley. She's also a board member for the Planning Association of Washington.

"Entrepreneurial spirit is a mindset," said Wenatchee Office Principal Dan Ireland. "It's an attitude and approach to thinking. It embraces critical questioning, innovation, service and continuous improvement – all qualities we see in Charity every day as she serves clients."

SCJ President and CEO Jean Carr added, "Charity embraces our core values of stewardship, freedom, compassion, trust, and integrity that guide SCJ's relationships – both with clients and colleagues. She is a tremendous example to others."

eliminating racism  
empowering women

ywca

North Central Washington

## YWCA NCW Hires New Staff in Response to Program Growth

YWCA NCW Recently hired **Alyssa Martinez-Garcia** as the organization's Deputy Director.

This is the first time in the organization's 61-year history that it has brought on a Deputy Director. Duties will include program development, supervisory duties, and acting in the absence of the Executive Director, Jenny Pratt.

Martinez-Garcia first joined YWCA NCW as the community relations manager in 2015, also has worked as a public relations consultant for the organization for over a year, and began her role in October 2018 as Deputy Director.

"I am absolutely honored to have the opportunity to serve those in our community who most need our support in this new capacity," said Martinez-Garcia. "It is a privilege to work for an organization that does so much to empower women and families in our region."

YWCA NCW has recently hired new staff for



**Kathy Blauman**

their housing and landlord liaison programs. **Dusti Mahoney** has been hired as the organization's Landlord Liaison and **Kathy Blauman** has been hired as housing specialist.

This is the first time the organization has had landlord liaison. Mahoney will be working with the City of Wenatchee to offer Rent Smart, a monthly workshop offered to local tenants in which they learn landlord-tenant law, how to be a good tenant, and rights as a renters.

Mahoney also will be working to create relationships and partnerships between local landlords and property management companies in an effort to secure master leases, in



**Dusti Mahoney**

which landlords would receive guaranteed rent and damage coverage in exchange for allowing YWCA to select and manage the individuals to be housed.

"This program provides both assurance and security to property managers, removing the worry and burden of tenant management, as well as provides case-management services and equal opportunity housing for clients who may have had minor housing or credit issues

YWCA NCW is on a mission to eliminate racism, empower women, stand up for social justice, help families, and strengthen our community. YWCA NCW is part of an international movement serving over 2 million in the United States and 25 million worldwide. For comprehensive information about this important work, go to: [www.ywcanw.org](http://www.ywcanw.org) and [www.ywca.org](http://www.ywca.org).

in the past but are otherwise ideal tenants," said Mahoney.

"It really is a win-win both for landlords and tenants, and can help relieve some of local housing crisis by housing individuals who otherwise may be turned away and end up on the street."

Blauman, the organization's newest Housing Specialist comes to the organization with a wealth of experience in homeless housing programs from Haven of Hope and a degree from Central Washington University.

Blauman joins YWCA's current housing specialist, Michelle Bolyard who began with the YWCA in March 2018 as a sales associate at the YWCA Thrift store, and was promoted to Housing Specialist in May 2018.

## YWCA NCW Executive Director Nominated to NAYE Board



**Jenny Pratt**

WENATCHEE – YWCA NCW Executive Director Jenny Pratt recently attended the National Association of YWCA Executive Directors (NAYE) conference and was nominated to the NAYE Board of Directors. NAYE is the professional organization

for YWCA Executive Directors and CEOs.

The purpose of NAYE is to provide a forum for discussion and exchange of information among YWCA Executives, to promote high standards of personal, professional, and organizational excellence, and to provide

leadership and to serve as a representative voice of YWCA Executives on matters of national concern.

The mission of the National Association of YWCA Executives is to build the strongest leaders in the non-profit sector.

"I am honored to have the opportunity to serve on the board of an organization so full of so many strong, and inspiring women," said Jenny Pratt.

"This organization provides opportunities to network with other CEO's and Executive Directors,

as well an environment of collaboration and growth so that YWCA's across the country and specifically here in Washington and in our region can build the strongest leaders in the non-profit industry, ultimately benefiting most those populations that we serve."

SCJ Alliance is a privately-held, multidisciplinary consulting firm specializing in civil engineering, transportation planning and design, landscape architecture, environmental and urban planning, and public outreach. Founded in 2006, the firm has been nationally-recognized multiple times for growth, award-winning projects, and as a great place to work.

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# Economic outlook good for Washington

\$50 billion in revenues is available for the 2019-2021 biennium, according to Opportunity Washington, signaling the continued strength of Washington's economy, one of the strongest state economies in the nation. Our state economy does not exist in a vacuum. It's tied to the global and national marketplace. So we care about the broader outlook, as it has strong implications for what we can expect here.

And the economic outlook is good. The National Association of Business Economists (NABE) Outlook Survey reports sunny expectations. So, too, does a recent survey of small business owners.

The NABE survey finds, NABE Outlook panelists continue to view the economy as having solid momentum entering 2019, but they foresee GDP growth cooling from 2.9% this year to 2.7% in 2019," said NABE President Kevin Swift, CBE, chief economist, American Chemistry Council.

"The panel expects the Federal Reserve to continue gradually tightening monetary policy, and anticipates a federal funds rate hike at the upcoming December FOMC meeting, followed by three rate increases in 2019."

Trade tensions remain the biggest downside threat cited by the panelists. While recent reports of a possible breakthrough in trade relations with China prompted some optimism, it's too early to know how close we are to a deal or what the terms of such an arrangement might be.

About that \$50 billion in anticipated revenue... Some state leaders say it won't be enough, as we anticipated last week. Joseph O'Sullivan reports in the Seattle Times that House Speaker Frank Chopp believes new taxes, including a capital gains tax, may be required.

[Chopp] said lawmakers must come up with new revenue to fund existing services and needed new programs in Washington's 2019-21 state operating budget.

New revenue could include a capital-gains tax, which House Democrats and Gov. Jay Inslee have

proposed in recent years.

Gov. Jay Inslee, the ST reports, is also expected to call for additional revenues in the budget he proposes later this month.

...state budget officials and the governor's office have said \$50 billion will not be enough to fund the natural growth of existing government programs, pay for needed improvements in the mental-health system, fund collective-bargaining agreements for state workers and make other necessary changes and additions.

Inslee spokeswoman Tara Lee wouldn't say whether the governor's budget plan

- scheduled for release in December - would include a capital-gains tax proposal.

But, "New revenue is going to be needed," she said.

Any discussion of new revenues will also likely prompt consideration of how current tax policy has contributed to Washington's impressive revenue growth since the end of the recession and how proposed changes will affect continued economic vitality.

And we can anticipate more talk about the distribution of the tax burden, which we also discussed recently.



COURTESY PHOTO

## Steve Babcock gets 25-year service award

Shown above, from left, are Commissioners Viebrock and Simpson, Steve Babcock, Commissioner Skagen overlooking the tailrace at Wells Dam. The Douglas County PUD awarded Project Electrical Foreman Steve Babcock with his 25-year service award. Commissioner Skagen thanked Steve on behalf of the citizens of Douglas County for his years of service. Steve thanked the Commission.

## City of Wenatchee New Business Licenses November 2018

Brandi R O'Shea 735 N Wenatchee Ave Wenatchee, WA 98801 (509) 663-4444	Brandi O'Shea Cosmetologist
Original Arts & Crafts By Iris Wenatchee, WA 98801 (509) 663-0472	Iris Bolstad Crafts
Rachael's Retreat Wenatchee, WA 98801 (509) 860-7751	Rachael Lundin AirBnB Style
R. W. French, LLC. Wenatchee, WA 98801 (509) 607-7774	Wade French General Contractor
Laura Anaya 10 S Columbia St #200 Wenatchee, WA 98801 509-387-9238	Laura Anaya Cosmetologist
Bull Boys Snow Removal LLC East Wenatchee, WA 98802 509-264-0854	Jeremy Bull Snow Plowing
Santos Aguilar Cashmere, WA 98815 509-669-8753	Santos Aguilar Landscaping
Puterbaugh General Construction Grandview, WA 98930 509-882-2419	Company Kyle Bunch General Contractor
Performance Abatement Services Inc. Lenexa, KS 66219 913-888-8600	William Massey Asbestos Abatement
Insignia Sign Inc. Renton, WA 98057 425-917-2109	Cindy Thomson Electrical Sign Company
Cache Valley Electric Company Logan, UT 84321 435-752-6405	James D Laub Electrical Contractor
Road Products Inc. Spokane Valley, WA 99206 509-922-7847	Denise Lawless Road Products
Patronus Systems Inc. Melbourne, FL 32935 321-794-3783	Mabel O'Quinn Private Security Guard
Clearview Plumbing Cashmere, WA 98815 206-909-0644	Ben Wintler Plumbing
A+ Wallcovering LLC Post Falls, ID 83854 509-999-9215	Steve Pierce Vinyl Wall Covering
Fostering Solutions 304 S Mission St Wenatchee, WA 98801 509-888-1980	Aaron Crockett Foster Care
JM Waterworks Cashmere, WA 98815 509-860-2553	Julia McWiggins Backflow Testing

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# REAL ESTATE

JANUARY 2019

WENATCHEE BUSINESS JOURNAL / NCWBUSINESS.COM

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## TOP PROPERTIES – November 2018

Buyer	Seller	Sale price	No.	Street	City	Acreage	Sq ft.	Year Built	Bedr	Bathr	Pool	Firepl
RADIFY LEAVENWORTH LLC	DEMAREST STEPHEN	\$4,000,000	321	9TH ST	LEAVENWORTH	0.6000	13522	1927			N	N
RUDOMETKIN FAMILY TRUST	VAN LITH COREY & JESSICA	\$1,670,000	1695	EASY ST	WENATCHEE	3.0100	4365	2016	4	4	N	N
CBWP LLC	L3 LAKE CHELAN PROPERTIES LLC	\$1,550,000	101	E WOODIN AVE	CHELAN	0.1800	3414	1998			N	N
WAPITI NORTH LLC	D & T CAMPBELL INVESTMENTS LLC	\$1,265,000	21	STARLIGHT AVE	WENATCHEE	0.3600	0	0			N	N
REINER DALE & KAREN ETAL	BINGHAM WARREN & AMANDA M	\$969,900	1995	LAKESHORE DR	MANSON	0.4200	2875	2003	2	1	Y	N
LAKE WENATCHEE VILLAGE LLC	FREE HAZEN L	\$855,000	21311	SR 207	LEAVENWORTH	21.8300	5360	2010			N	N
GEGUS MARY B & MICHAEL J	LALLY JOHN E & BARBARA A	\$800,000	228	CRYSTAL DR	CHELAN	0.4200	3361	2007	5	1	Y	Y
CVN LLC	SNOW CREEK WALL LLC	\$760,000	11680	EAGLE CREEK RD	LEAVENWORTH	1.2500	0	0			N	N
SATHER FAMILY LLC	HUBBARD JON C TRUSTEE	\$750,000		VALLEY ST	STEHEKIN	19.6600	0	0			N	N
OLLIS DAN & KRISTEN	RAYL JOANNE M	\$740,000	900	W PARKVIEW RD	CHELAN	0.4400	1788	2001	4	4	Y	N
BETTINGER KAYLIN & HAVEKOST TUCKER	MELTON KELLY J	\$725,000	7990	ICICLE RD	LEAVENWORTH	3.7600	1181	1978	2	1	N	Y
RUSSELL DANIEL D & CYNTHIA LYNN	SCHMITTEN RAYMOND C & PATRICIA	\$722,499		FAIRVIEW CANYON RD	MONITOR	44.5000	0	0			N	N
SWENSON JEFFREY & CAROLE ANN	BENNETT DAVID & DIANA TRUSTE	\$700,000	377	SR 150	CHELAN	0.7200	947	1970	2	2.25	N	N
STODDARD DWIGHT & LYNN	WARD SARA	\$675,000	15510	CEDAR BRAE RD	LEAVENWORTH	0.4600	1236	1954	2		N	Y
MOORE JOE A & DIANE L	TOTTEN DAVID W & TREVA A ETAL	\$665,000	290	JACKRABBIT LN	CHELAN	0.1100	1680	2013	3	3.5	N	Y
BURKE JOHN N & RACHEL L	BRAUER BENJAMIN J	\$655,000	15910	CEDAR BRAE RD	LEAVENWORTH	0.4800	1012	1982	2	1	N	Y
FISHBAUGHER ROBERT & KIM S	BENTLEY WILLIAM L & LORNA J	\$630,000	2980	MISSION RIDGE RD	WENATCHEE	2.6000	2482	1995	4	1	N	Y
SCHONNING STEVEN C	LUEBBER RENN C & DONNA N	\$599,000	3751	LUEBBER LN	MALAGA	8.9500	2026	1984		1	N	Y
LENIHAN TIMOTHY & CELESTE	WALKER CHRISTOPHER TRSTEE	\$596,550		SR 150	CHELAN	0.0000	1008	0			N	N
M S J ORCHARD LLC	LONGBOW RANCH LLC	\$595,000		RED APPLE RD	CASHMERE	22.8400	0	0			N	N
MADARIAGA RICHARD W & ELICIA R	NYGARD DARRELL W	\$590,000	3151	NUMBER 1 CANYON RD	WENATCHEE	3.1600	4696	1987	6	4	N	N
SACHS BURT & MELENDREZ GINA	CHRISTENSEN LOWELL J JR & PEGGY S	\$585,000	20945	LOWER CHIWAWA RIVER	LEAVENWORTH	2.0000	2100	2002	3	1.5	N	N
KESTI ALAN N & LINDA	GOODELL JAMES & RUTH	\$580,000	637	KINGS CT	WENATCHEE	0.3700	2684	1993	4	3.5	N	Y
MYRMOE JOSHUA & HEAGLEY DAWN	STREIB FEROL M	\$575,000	1525	SKYLINE DR	WENATCHEE	3.1300	3374	2003	3	3.5	N	N
SANCHEZ BENJAMIN & GUADALUPE	NEFF JOHN F	\$550,000	21250	US HWY 97A	CHELAN	22.0000	1978	1987	3	2	N	N
LAVELLE BRENTEN & ROBIN	PICKERING JUDITH	\$545,000	11195	WENDING LN	LEAVENWORTH	1.1500	1937	2006	3	2	N	Y
LITTLE JOSHUA & TSAO DIANE	FARRELL PATRICK J	\$540,000	700	LAKAYUSE RD	MANSON	10.1300	1819	2016	3	2	N	N
CASTLE MATTHEW & CYNTHIA	LEE JUANITA	\$540,000	4121	JAGLA RD	WENATCHEE	4.9700	2078	1990	2	2	N	Y
JONES MEGAN M	SPRINGWATER HOMES LLC	\$525,000	3521	DIANNA WAY	WENATCHEE	0.3100	1668	2018	3	3	N	Y
GOODMAN GERALD L & GEAN T	GOODMAN GERALD W & MARIA TERESA	\$510,000	520	BOHART RD	WENATCHEE	9.4900	1752	1945	2	1	N	Y
DONAGHY-AMES COLLEEN	ROBERTS CONSTRUCTION LLC	\$504,000	60	AVALON TER	WENATCHEE	0.5100	1918	2018	3	2	N	Y
NAON JEFF & LORI	JULIAN MARK A	\$490,000	190	DOS BROTHERS LN	LEAVENWORTH	1.5000	1473	2018	3	2	N	N
STEELE DANIEL K & KATHERINE M	WEYERHAEUSER COMPANY	\$480,000		CAMAS CREEK RD	PESHASTIN	326.0000	0	0			N	N
MCCAULEY LAWRENCE & ELIZABETH	RACE TONY L	\$480,000	322	W WOODIN AVE	CHELAN	0.0000	894	0			N	N
RODRIGUEZ JOHN D & CATHERINE C	COMBS MICHAEL J	\$465,000	221	WETHERALD ST	WENATCHEE	0.2300	1920	1930	2	1	N	N
BARKER MICHELLE B	PUGET SOUND QUALITY CONSTRUCTION INC	\$456,000	320	VILLAGE DR	MANSON	0.1100	1746	2018	3	2.5	N	N
GARRETT ROBERT G & DICKSIE-DAEL	FISCHER DOUGLAS W	\$455,000	1130	PITCHER CANYON RD	WENATCHEE	1.2300	1665	1992	3	2	N	N
SCHROEDER KATIE & THOMAS	SHORTER RYAN & ALEXANDRA OTTO( H/W)	\$449,000	1520	MILLERDALE AVE	WENATCHEE	0.2600	2854	1920	3	1	N	N
BEST JAMES S & KATHRYNE G	CUMMINGS ROBERT T	\$426,000	109	ELDORADO PL	CHELAN	0.2800	1971	1998	3	2	N	Y
PHILLIPS BRETT & TATIANNA ETAL	MACKAY JILL S & KEITH S	\$425,000	21623	CAMP 12 RD	LEAVENWORTH	0.2200	1632	2012			N	N
MAZUR GEORGE D	CHANDLER CHRISTOPHER E	\$415,000	1705	TOAIMNIC DR	WENATCHEE	0.1600	2033	2011	3	2.5	N	Y
MELTON KELLY & MARY	WYNN ROBERT L	\$410,000	6160	PIONEER DR	CASHMERE	0.7200	1728	2007	3	4	N	N
MCCOY SCOTT & FITZGERALD LORI	MUNZ SCOTT A & DONNA J SMITH-MUNZ	\$405,000	1022	CREST LOOP	ENTIAT	0.4800	1662	2014	3	2	N	N
MCGINNIS LANCE & ANGELA	GIBBS ASHLEY	\$400,000	1524	ELMWOOD ST	WENATCHEE	0.3000	2448	1986	3	2.5	N	Y
RIM LLC	JAMES RICHARD D TRUSTEE ETAL	\$399,936	9417	E LEAVENWORTH RD	LEAVENWORTH	0.5000	1512	1979	2	1.5	N	Y
HAHN MARCIA L	STROMME RONALD L & DALLAS D	\$399,000	1635	WASHINGTON ST	WENATCHEE	0.2000	1915	2003	3	2	N	N
KOKSTIS MARY & YOUNG WHITNEY	WILSON KIM A	\$384,950	70	OVERLAKE LN	MANSON	0.3200	984	1942	2	1	N	Y
CORNELL ROBERT & JANET TRUSTEES	FREESE NOREEN M	\$381,500	1563	ALPENSEE STRASSE	LEAVENWORTH	0.3200	1530	1979	2	2	N	N
SIMEK JAMES E & RHONDA L	EASTERN WA CONSTRUCTION INC	\$380,400	317	VILLAGE DR	MANSON	0.0900	0	0			N	N
MC MAHON PATRICK & JENNIFER	SULLIVAN WILLIAM M & KRIS K	\$370,000	715	WASHINGTON ST	WENATCHEE	0.1400	1341	1922	2	1	N	Y
FLOOD WILLIS P & MICHELE O	KRUSE DENNIS	\$369,000	12240	SKI VIEW LN	LEAVENWORTH	1.0000	0	0			N	N
WAGMAN LEWIS T & KELLY B	SALKOWSKI GERRY M TRUSTEE	\$365,000	9076	ICICLE RD	LEAVENWORTH	0.4100	0	0			N	N
BROOD WESLEY R & BETHANY A	MC GINNIS LANCE & ANGELA	\$363,000	1022	BERG AVE	WENATCHEE	0.3100	1536	1976	3	1.5	N	Y
INGRUM LEROY & SHARON	STANDERFORD DAVID A	\$359,000	8	HARRISON ST	WENATCHEE	0.1400	1584	1930	3	2	N	Y
CAREY GEOFF	REDICK CHAD M	\$354,000	2150	CITATION LOOP	WENATCHEE	0.2000	1387	2012			N	Y

# Wenatchee Area Real Estate SNAPSHOT

November 2018

Provided by Pacific Appraisal Associates

## Residential Real Estate Market

**Total Sales**  
**92** ▼ -9%  
from Nov. 2017  
101

**Sold Last 90 days:** 263

**Closed Sales Year-to-Date**  
YTD: 2017 2018  
▼ 974 962  
-1%

**Avg DOM** 94

**Pendings** 101

**New Listings** 56

2017 YTD	2018 YTD	Change
1173	1225	4%

**Active Listings**  
**183**

▼ -16% From Oct. 2018  
▲ 31% From Nov. 2017

Nov.	2017	2018
140	183	

**Sold Trend - Residential Single Family**

**Median Sales Price**  
**\$325,955** ▲ 12%  
YTD from 2017 YTD  
\$290,000

**Last 90 days:** \$326,000

**Average Sales Price**  
YTD: 2017 2018  
▲ \$317,820 \$357,442  
12%

**Building Permits - YTD**

	2017	2018
Single Family	232	243
Plex Units	10	12
Apartments (units)	28	220

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

**98%** YTD Average  
**98%** 6 Month Average

YTD:	2017	2018
98%	98%	98%

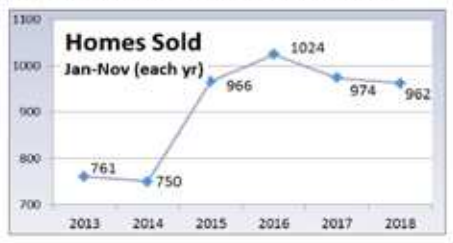
**Number of Actives & Pendings Per Price Range**

Price Range (thousands)	0-150	151-200	201-250	251-300	301-350	351-400	401-450	451-500	501-550	551-600	601-650	651-700	701+	All Ranges
Number of Active Listings & Pendings	8	4	23	47	42	57	17	27	18	16	5	6	14	284
Average Number Sold per Month	2.3	4.8	8.5	17.7	19.7	12.5	8.2	5.7	5.7	2.8	1.8	0.7	2.8	93.2
Indicated Mos. Present Supply	3.4	0.8	2.7	2.7	2.1	4.6	2.1	4.8	3.2	5.6	2.7	9.0	4.9	3.0

Through November 962 homes have been sold in the Wenatchee Market Area versus 974 last year, a reduction of 1%. Putting sales in perspective, the exhibit shows the YTD sales for the last 6 years.

Building permits, in all categories, are up over last year. The data below shows the permit count for apartments (# of units).

2013	2014	2015	2016	2017	2018
312	5	81	22	28	220



Residential Market: Single Family Homes and Condos

For past Snapshot Issues, visit us at [www.pacapp.com](http://www.pacapp.com)

**Pacific Appraisal ASSOCIATES**

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

Wenatchee Market: Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island

NOTE: This representation is based in whole or in part on data supplied by the North Central Washington Association of Realtors or its Multiple Listing Service. Neither the Association nor its MLS guarantees or are in any way responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the Market.

## \$22M Volkswagen settlement gets transit, school districts electric, 'green' school buses

OLYMPIA – Dozens of Washington school districts and public transit fleets will receive a total of \$22 million to buy electric or low-emission buses as part of the state's \$28.4 million settlement from the Volkswagen diesel emissions scandal.

The Washington Department of Ecology, which oversees the settlement funds, awarded \$9.4 million to purchase 19 electric transit buses in Lewis, Benton, Spokane, Clark, Pierce, Snohomish and King counties. Those grants follow on another \$12 million from the settlement Ecology gave to help 83 school districts across the state buy 336 low-emission school buses. Together, these grants will cut emissions of nitrogen oxides by 125 tons and reduce greenhouse gas emissions by nearly 2,900 tons.

"Putting cleaner buses on the road is an important mile marker in investing these funds," said Governor

Jay Inslee. "By helping local agencies buy zero-emission or low-emission buses, we're cleaning the air, protecting public health, and paving the way toward the future of transportation in our state."

Volkswagen funding provided about \$500,000 for each of the 19 transit buses – an amount intended to cover the difference between a standard diesel bus and a zero-emission electric bus – and \$35,000 each for the cleaner school buses – roughly covering the costs of the clean diesel technology or for upgrading to a clean propane engine.

"Our goal for the Volkswagen settlement is to jump-start clean transportation in our state," said Maia Bellon, Ecology's director. "We're excited to start putting this funding to work, and you can expect big things in the months ahead."

In 2019, Ecology will begin making awards from the state's \$112.7 million share of the federal Volkswagen

settlement. The federal settlement funds will help to expand electric vehicle charging stations and buy zero-emission vehicles for public fleets, including additional electric transit and school buses, and invest in electrifying Washington's ferry system.

The remaining funds from the state settlement will be used to help state agencies buy more electric vehicles and support buying cleaner diesel trucks at Washington's public ports. The Washington Legislature directed how the state settlement should be awarded, and Ecology worked with a steering committee, the Legislature and the public to develop a plan prioritizing projects from the federal settlement.

Both the state and federal settlements stem from the discovery that the automaker Volkswagen illegally installed software on its diesel cars that activated emission controls only when it detected the

emissions were being tested. In ordinary driving, the software allowed the engines to emit as much as 40 times the legal limit for nitrogen oxides, violating the state and federal Clean Air Acts and threatening public health.

**"**I never did anything worth doing by accident, nor did any of my inventions come indirectly through accident, except the phonograph. No, when I have fully decided that a result is worth getting, I go about it, and make trial after trial, until it comes.  
**"**

– Thomas Edison

CONTINUED FROM PAGE 4

## Chelan PUD approves new rates for cryptocurrency

sympathy for changes in technology," said Commissioner Randy Smith. "I keep coming back to what's in the best interest of the most people for the longest period of time."

"It's important to point out that what we're really doing is being respectful of all," said Commissioner Garry Arsenault.

"I'm looking for balance and to embrace the potential of this technology ... but, we have to do it in a way that protects what we have."

Commissioners lifted the moratorium in two steps. Evaluation of applications received before the March 19 moratorium will resume over the next several months.

The PUD will accept new applications starting April 1, 2019, when the new rate is effective.

PUD staff will send existing applicants a letter this month asking them to confirm their information and desire to proceed. New upfront capital charges will apply to all new cryptocurrency load.

Existing cryptocurrency operations will be billed under Schedule 35 until the new rate, Schedule 36, is effective April 1.

In other business, commissioners:

- Declared the PUD's Confluence Technology Center condominium units LL1 and 201 surplus to District needs and approved the multi-agreement Horan Property purchase. Included are the purchase by the PUD of 19 acres of Port-owned land, the sale

of the CTC units to the Port and leaseback of the units to the PUD, several purchase options to provide flexibility for future decision-making and related agreements.

The package preserves important Olds Station-area options for commissions as they considers a move of PUD operations that would provide long-term cost savings and improve service for customer-owners.

- Reviewed plans for connecting with customers, employees and the community on the next round of strategic planning as well as the message for initiating the process from General Manager Steve Wright (00:03). Justin Erickson, District Services managing director, outlined the steps, starting immediately, to draft the plan, gather comment and seek agreement on it by summer 2019.
- Approved the 2019 budget. The spending plan includes a projected positive bottom line of \$77 million, up from this year's budget of \$72 million.

Planned are total expenditures of \$400 million, including net debt reduction of \$38.5 million, and major investments of about \$150 million at the dams and in other key assets. Electric rates will stay the same for the seventh year in a row.

- Directed staff to issue a request for proposals to supply advanced electric meters and services. Options for how to implement an "opt-out" program will be provided to the board in 2019. (01:10)



## APPLESOX UNVEIL 20<sup>TH</sup> SEASON LOGO

The Wenatchee AppleSox unveiled a new logo to mark their 20<sup>th</sup> season at a sponsor appreciation event at Highlander Golf Course in East Wenatchee last month. "Next summer will be a fantastic season in Wenatchee yet again," team owner Jose Oglesby said.

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## This is why good news didn't help the stock market

A little more than a month ago, the two biggest worries for the stock market were the trade war with China, and rapidly rising interest rates. Both of those fears have faded significantly, and yet stocks continue to struggle. What's it going to take to please the stock market, and why hasn't it reacted better to those two pieces of good news?



**MARKET UPDATE**  
Brad Blackburn

On the trade war front, tempers have cooled. We are officially negotiating again with China, and our threatened 25% tariffs on nearly every Chinese import have been postponed for at least 90 days. It was telling that our mini-agreement with China came nearly a month before the new tariffs were set to begin. In a typical negotiation, a deadline is valuable leverage. But, in this case, we didn't get anywhere near the deadline. That is solid evidence that neither side has much fight left in them.

We've already seen recent negotiations bear fruit. China recently lowered their tariffs on American made cars and committed to buying our soybeans again. Although we're only back to where we were earlier this year, both sides are posturing down, and progress is being made. This looks like the beginning of the end of the trade war. However, that doesn't mean we'll have a final resolution anytime soon - so the uncertainty for the global economy will continue. Perhaps that's why the stock market hasn't celebrated yet.

There was also good news from the Fed. Although the Fed raised interest rates in December, Chairman Powell said that rates were "just below neutral." That is code for "if we raise rates much more, it might tank the economy." The Fed also lowered its forecasted number of rate increases in 2019 from three down to two. Those developments may not sound like much, but they show that the Fed is slowing down on raising rates and is open to slowing further. That takes a big worry away for the stock market.

So why isn't the stock market celebrating? The answer is that the Fed is in a no-win situation. If they continue to raise rates, it will hurt the economy. If they don't, it's a vote of "no confidence" to an already slowing economy. After all, interest rates are still very low historically. If we can't handle these low rates, perhaps the economy isn't so strong after all.

At this point, it's hard to see what could move the stock market upward in any significant way. However, it's also hard to imagine stocks falling much more than they already have - especially given our still solid economy. The coming months will bring us some important answers: Will the trade war be put to bed? Will the Fed continue to back down? Will the economy stay strong enough to support stock prices? I can't wait to find out.

*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.*



Joel Frank

## FRANK TALK

### Do you know about good debt?

Is all debt bad? Not necessarily. Strategic spending can often work out well in the long run, even if this means temporarily racking up loan balances. However, it's important to plan carefully to make sure you're making wise choices. Here's what to keep in mind as you consider different forms of debt.

#### Good Debt

What's a potentially healthy way to borrow? If you can secure a relatively low interest rate and put the money toward something that's likely to boost your income later, this action could be considered an investment. Just remember, as promising as some endeavors may seem, they aren't guaranteed to put you ahead in the future - especially if the financed amount is significant.

*Examples:* Home mortgages, student loans and small business loans are typically viewed as good debt.

#### Bad Debt

The worst kind of debt is high-interest and consumption-based. When you're borrowing money to buy things that will

quickly lose value and your lender imposes a steep interest rate, you could end up paying more for something than it's worth.

*Examples:* Using your credit card to buy clothes or electronics or taking out a high-interest loan to finance a new luxury vehicle would be ways to accrue harmful debt.

#### How to Know the Difference

If you're not sure whether you have good or bad debt on your hands, ask yourself a few questions. Are the items or activities you're financing helping you work toward security and independence, or is your debt acting as an obstacle by pushing these goals even further out of reach?

Money can act as a tool to help you build your best life, but it should be used carefully. As you make your spending decisions, be sure to consistently keep your long-term goals in mind.

Have questions? Reach out today.

*Joel Frank is the principal advisor at Equilus Group, Inc., and can be reached at: jfrank@equilusfinancial.com, or 509-665-8349. Equilus is located at 5 South Wenatchee Ave., Ste 210.*



## Politics and your business

The effects of expressing your company's political position may generate unintended consequences on your business. If you're an owner or manager of a business you should consider being non-partisan when it comes to local, state or national political events.



**BETTER BUSINESS**  
David S. Murray

Why? You want your company to be proceeded as representing all the populist in your market not just those that side with your personal political views.

All your efforts to position your company in a given market place can be wiped out, or reduced, by the company's public expressed political view. It could affect not only your customer base but might also offend some

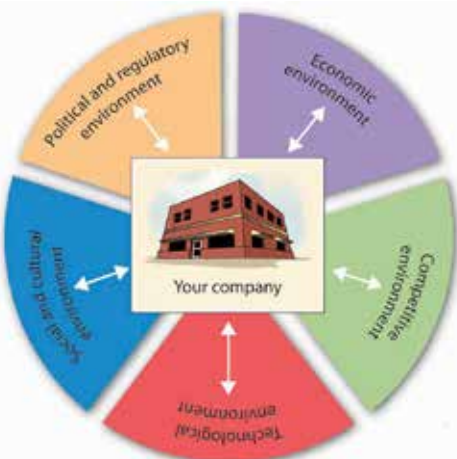
of your employees and shareholders. These groups will be a challenge to win back as loyal followers.

Recent examples by national company's taking a political posture are many. Take Delta Airlines reversal of their long standing discount to National Rifle Association members on the price of tickets. This, as a direct response of a school shooting in Florida. The unintended

consequences of their action was Georgia state government eliminating Deltas fuel tax exemption.

A very expensive decision by Delta that will affect their bottom line and possible shareholders dividends. Nike is another company that took a political position and launched an ad campaign featuring a controversial National Football League player.

The long term ramifications of Nike's move are still to be measured. The list goes on with the likes of Dicks Sporting Goods, Starbucks, Kellogg, Macy's, Wayfair, Stein



Mart, and Red Hen Restaurants, who have all announced their political position or the products they will and will not sell.

In today's climate where the population is almost split down the middle between those on the left or the right, it's simple good business to be political neutral.

Why would any company make the decision of risking losing customers or clients defies rational thinking? Business presents enough risks without added more.

From a marketing stand point, taking a political position might mean you will be insulting half of your customer's personal values. And if you think they will align with your position, you are sadly mistaken.

They normally don't get mad, they get even and stop supporting your product or service. It's about profits over politics.

You're in business to make a fair profit not be a political advocate.

Owners, managers and employees all have a right to express their political bias, but they should not be connected in anyway with the company. Find a different stage to crusade your personal views so you avoid putting the company at risk.

Social issues falls into the same category as politics, in my opinion. As with politics, social issues, in all there forms, should remain neutral from a business stand point. That said, companies like Amazon and Chic-Fil-A have both taken positions on social issues and yet they both are experiencing growth.

The question one needs to ask, could that growth be more then what they are

observing? No way we can measure or answer that question. So it goes back to the question, why take the risk of offending any portion of your current customer base or future customers.

When one takes both politics and social issue together, they form part of our nation's fiber. And that's one of our greatest assets.

Some say we are divided more than ever. Granted, there would seem to be less middle ground and that I believe is in part due to the number of companies, and so called celebrities, believing they have a duty to announce a position. That in its self is adding to the divide in our country.

I leave you with a quote from Henry Ford that I feel fits the subject at hand. He stated; "Coming together is a beginning. Keeping together is progress. Working together is success." Companies need to focus on their business, their customers and their employees, and less on making public their biases. That would be a "beginning" which leads to "progress" which results in "success".

*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 tmtdm4@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.*



PHOTO: SECRETARY OF STATE'S OFFICE

2017 NASS Medallion Winners.

## Secretary Wyman salutes Cordell, Neher & Company

By Gary Bégin

At a special late 2018 ceremony, Secretary of State Kim Wyman awarded the National Association of Secretaries of State (NASS) Medallion to Cordell, Neher & Company of Wenatchee for outstanding work to improve lives in Washington communities. The ceremony took place in Wyman's Office in Olympia.

"I'm proud to recognize large and small companies for their outstanding efforts to make Washington communities better places to live, work, and thrive," Secretary Wyman said.

"These special organizations really went above and beyond to help society, and are greatly deserving of our Corporations for Communities honors."

Locally, Managing Director Kris Loomis of Cordell, Neher & Company, who attended the ceremony, said, "We place a strong emphasis on community service and believe that it's important to give back to the communities that support our work and our clients. This value is so strongly held by our entire team that we select one regional non-profit organization to support through volunteer efforts each year. Our entire team participates, and in the past we've supported the work of these organizations through activities such as stripping and staining picnic tables, clearing wood, hauling bark, and staining the lodge at the Scout-A-Vista camp; cutting new trail, clearing brush, and smoothing mountain bike trails at Squilchuck

State Park; serving meals at Lighthouse Ministries; splitting wood at the YMCA camp and various other important efforts," Loomis said.

"We are proud to have done this for over 20 years, and it is both fun and rewarding for our team. We're pleased to have the ability to positively impact organizations that serve such important purposes in our region."

Cordell, Neher & Company of Wenatchee, is a 36-employee business which since 1988 has covered paid volunteer time for staff at local nonprofits, including more than 1,000 hours in the last year, and provides financial and in-kind accounting support for numerous charitable campaigns.



## Washington Wine Foundation offers \$5k to learn wine-craft

WWF news release

Bill Powers had an insatiable desire to find new practices to grow better winegrapes.

To honor the late owner of Badger Mountain Winery, family and associates created the Bill Powers Sabbatical Fund to give professional employees of the Washington wine industry the opportunity to

travel to a wine-producing region of the world and explore winegrape growing or winemaking practices that furthers their career and benefits the industry.

The Powers Sabbatical will award up to \$5,000 to an individual each year.

Recipients must be working in the Washington state grape or wine industry and have at least five years

of experience in viticulture or enology.

Applications are due Tuesday, April 30, 2019.

The Washington Wine Industry Foundation manages the fund as well as other scholarships and grants, while developing resources in support of a mission of crafting sustainable solutions to our industry's challenges by



## AWB statement on Inslee's 2019-21 state budget

AWB news release

OLYMPIA – The Association of Washington Business, Washington's oldest and largest business association representing small, medium and large employers, issued the following statement Thursday from President Kris Johnson regarding Gov. Jay Inslee's proposed 2019-21 state budget:

"Washington's tax revenues have grown substantially since the end of the recession, going from \$31.3 billion in 2011-13 to more than \$50 billion today. That's an incredible growth spurt, and yet we heard today from the governor that it's not enough. He's proposing \$3.7 billion in new and additional taxes, bringing the two-year state budget to \$54.4 billion.

"We're concerned that raising \$3.7 billion in new and additional taxes, on top of the growth that's already occurring, risks derailing Washington's strong economy. Our focus should be on maintaining Washington's robust economy, expanding it into the rural parts of the state that have been left out, creating opportunity for all Washingtonians, and making smart choices that prepare us for the next inevitable downturn, not looking for new ways to tax employers that are helping to fuel our growth.

"Washington employers understand the pressures on the state budget and the competing demands for funding for areas including education, mental health and transportation. We appreciate the governor's

highlighting of issues such as broadband internet access and affordable housing, but we're concerned about the unintended consequences these major tax increases could bring about for Washington's employers and families.

• **Capital gains tax:**

The governor's proposed 9 percent capital gains tax proposal is the largest of eight such proposals we've seen since 2013. If adopted, it would not only remove one of Washington's competitive advantages as a state without a capital gains tax, but it would give Washington the fourth-highest capital gains tax in the country. No other state taxes capital gains separately from individual income. Like the previous proposals, it purports to target only the wealthy, yet it would hit hard-working small-business owners when they go to sell their business. For many small-business owners, the equity built in their business over decades of work represents their retirement plan. We also know from experience in other states that it's a volatile source of revenue that can't be relied on during downturns.

• **Dams:** Helping the endangered southern resident orca population recover is priority, but any talk of removing dams on the Snake River should be a concern.

The Columbia-Snake River System is a source of clean, renewable hydropower and one of the key competitive advantages for our region. Removing dams on the Snake River

would have only a marginal impact on the salmon available to orcas, but it would take away a reliable source of clean energy, put more trucks on the highways, and threaten Washington's economy, particularly east of the Cascades. In addition, the federal government is currently working with the state on an environmental impact statement, making the governor's proposal to spend \$750,000 on another evaluation unnecessary.

• **B&O tax:**

The governor's proposal to raise the B&O tax on service businesses by 67 percent is significantly larger than previous proposals from House lawmakers and it would hurt employers throughout the state.

It would hit rural areas especially hard as service industries are often among the few bright spots in a small town's economy.

"In addition to proposing \$3.7 billion in new taxes, the governor's budget would reduce the amount of state reserves from \$3 billion to \$2.8 billion, leaving the state less prepared for a slowdown in the economy. This is the time to build reserves, not draw them down.

"We understand the governor's budget proposal is a starting point and that other ideas will emerge during the legislative session that begins next month. We look forward to working with the governor and lawmakers to find ways to meet the needs of the state while continuing to grow the economy and create jobs and opportunity in every corner of Washington."

### About the Association of Washington Business

Formed in 1904, the Association of Washington Business is Washington's oldest and largest statewide business association, and includes nearly 7,000 members representing 700,000 employees. AWB serves as both the state's chamber of commerce and the

manufacturing and technology association. While its membership includes major employers like Boeing and Microsoft, 90 percent of AWB members employ fewer than 100 people. More than half of AWB's members employ fewer than 10. For more about AWB, visit [awb.org](http://awb.org).

bringing together partners and facilitating funding.

Since 2002, the Foundation has awarded over \$263,000 to 185 students for education in the grape and wine industry.

The Foundation is a place where families can create tax-deductible funds in support of the Washington wine industry. For more information, please visit [washingtonwinefoundation.org](http://washingtonwinefoundation.org).



# Lake Chelan Hospital hires Steve Patonai as permanent CEO

By Diana Piñon

CHELAN – After going into an Executive Session during their Dec. 20 board meeting, the Lake Chelan Community Hospital Board of Commissioners agreed to remove Steve Patonai as Interim CEO and unanimously voted to place him as permanent CEO of Lake Chelan Community Hospital and Clinics.

Board Chair Mary Signorelli, congratulated Patonai and expressed the Board's support towards him. "We are pleased to have you as permanent CEO," she said.

Patonai thanked the Board for the opportunity to serve as CEO. "I am usually not speechless but it hit me with your announcement... there's so much to do here, I just want to say thank you," he said to the Board.

The Board went through a national search for seven or eight months and interviewed 10 people for the CEO position. They were able to narrow it down to four, however for one reason or another "they were not



COURTESY PHOTO

Steve Patonai Lake Chelan Community Hospital new CEO

the right fit for us and our community."

Signorelli explained that the Board offered Patonai the CEO position a few times before he finally accepted it. "We are looking forward to working him, we think he has done a tremendous job so far," she said.

That afternoon the Board also approved the 2019 hospital budget. Chief Financial Officer Vickie Bodle presented the proposed operating budget. The projected income for 2019 is \$776,419 on anticipated net revenue of \$27,748,395. The budget includes \$518,516

allocated to capital projects and \$50,000 for the emergency capital.

The Board also heard from new CEO Patonai as he reintroduced the six pillars of performance. Each of the pillars includes a goal for 2019 that will help achieve the vision of the hospital in 10 years.

The pillars focus on people, service, quality/safety, growth/innovation, finance and community. Patonai informed that the Board will hear updates on each pillar every quarter.

In the last meeting, Commissioner Mary Murphy suggested for the Board to write a letter to community answering questions they have on the hospital. The letter was presented during the meeting and approved to be published in the hospital's website.

The Commissioners want to communicate with the community at a personal level and will be writing letters to the community with updates from the hospital every now and then.



## IRS launches Instagram account to help taxpayers

Agency adds social media platform to reach more taxpayers

WASHINGTON — As part of a larger mission of helping all taxpayers understand and meet their tax responsibilities, the Internal Revenue Service announced today its debut on Instagram, adding this platform to its social media portfolio.

The IRSNews account [instagram.com/irsnews](https://www.instagram.com/irsnews) will provide taxpayers the latest information on a variety of topics as taxpayers face numerous tax law changes for the upcoming 2019 filing season related to the Tax Cuts and Jobs Act.

The IRS Instagram account will share taxpayer-friendly information to help people Get Ready for the upcoming tax season. And it will provide the latest tax scam information to help support the Security Summit initiative, a joint effort between the IRS, states and the nation's tax industry to combat tax-related identity theft.

"The addition of Instagram is another step for the IRS to share information more widely and reach additional taxpayers," said

IRS Commissioner Chuck Rettig. "This platform will help make people aware of important options they have during the upcoming filing season as well as other tax information they might not be aware. The IRS will continue to work with and help taxpayers in as many ways possible." Research shows that more than 70 percent of U.S. young adults between 18 and 24 are active on Instagram. The IRS plans to use Instagram to better serve this segment of the population, sharing content on tax topics that affect all taxpayers.

The IRS Instagram account will also periodically share information in Spanish and other languages. @IRSnews will also work in conjunction with IRS.gov and other existing agency social media options.

Other social media platforms offering official IRS information include:

- **YouTube.** The IRS offers video tax tips in English, Spanish or American Sign Language.

- **Twitter.** Follow @IRSnews for tax-related

announcements and tips. @IRStaxpros tweets news and guidance for tax professionals. Tweets from @IRSenEspañol have and the latest tax information in Spanish.

- **Facebook.** News and information for taxpayers and tax return preparers.

- **LinkedIn.** The IRS shares agency updates and job opportunities.

The IRS social media effort works closely with IRS2Go.

Taxpayers can use this free mobile app to check their refund status, pay taxes, watch IRS YouTube videos and get IRS Tax Tips via email. Like Instagram, the IRS2Go app is available from the Google Play Store for Android devices, or from the Apple App Store for Apple devices. IRS2Go is available in both English and Spanish, based on the phone settings.

The IRS also reminds taxpayers they can subscribe to a number of email subscription services for the latest tax information. Taxpayers can visit e-News subscriptions to sign up.

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# Washington Votes mulls 2019 Statehouse session

**Washington Votes news release**

Washington state lawmakers will meet for the scheduled 105-day regular session beginning on Monday, January 14, 2019.

Their main responsibility will be to adopt a two-year operating budget, along with transportation and capital construction spending plans, but other issues will also take center stage during the course of the session.

Overall, members usually introduce more than 2,000 measures during the first session of a new biennium. More than 75 bills have already been pre-filed and made ready for introduction on January 14.

Among the subjects of these bills are gun regulation, school safety, mandatory motorcycle helmets, and licensing of trendy new liquor products.

WashingtonVotes.org, a free, widely-respected public interest website, provides an overview of all new bills, including pre-filed bills, shown under the "Recent Activity, Newest Descriptions" tab on its home page.

On Thursday Governor



Insee announced his spending plan for the 2019-21 biennium that includes a \$54.4 state operating budget, to be funded in part by \$3.7 billion in additional taxes, including a new nine percent capital gains income tax. The governor's proposed budget represents an increase of more than 20 percent over the \$43.7 billion approved by lawmakers and the governor in 2017.

The governor's proposed taxes would be imposed on top of the \$50 billion in revenue that budget planners expect the state to receive under current taxes.

Democrats in the legislature have discussed capital-gains tax proposals in previous sessions, but have not voted on such proposals. Republican lawmakers have consistently opposed a capital-gains tax, saying it would be a tax on income that violates the Washington state constitution. Research released earlier this year by Washington Policy Center confirms that every state

that imposes a capital gains tax and the Internal Revenue Service classify capital gains as income.

As a result of this November's election, Democrats have increased their hold on the state House of Representatives to a 57-41 margin (up from 50-48) and on the Senate to 28-21 (up from 25-24), but action on specific spending and tax proposals will still likely be contentious, possibly pushing the session past its scheduled April 28th adjournment date. Tax increases, especially, may not fare well, because Washington has continued to benefit from a booming economy. As noted, revenues are projected to climb to over \$50 billion for the 2019-21 biennium without any new taxes.

To keep track of all the legislative action, WashingtonVotes.org, as it has since 2001, will once again provide timely, thorough coverage of every bill and amendment, and

all recorded votes taken by lawmakers. The website features essential legislative tracking and look-up tools, including:

- ◆ A searchable database of all current bills, resolutions, amendments and the votes taken by legislators, along with searchable archives going back to the 2001 Session.

- ◆ Timely status updates of legislation on the move, including plain language descriptions.

- ◆ Free, weekly Roll Call service to news outlets on key legislation, matched to the legislative districts they cover.

- ◆ The "Missed Votes Report," a popular feature that tabulates the total number of votes taken and missed by individual legislators. The report is distributed to news outlets after session ends, along with any comments by legislators on their voting record.

Look for updated legislator profiles and additional pre-filed bill information on WashingtonVotes.org as the session approaches and follow us on Facebook and Twitter #waleg.

# Grant County Labor Area Summary – October 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 October 2017 and October 2018) and average annual (between 2016 and 2017) changes in

the labor market.

## Unemployment rates

Preliminary Civilian Labor Force (CLF) data show that Washington's not seasonally adjusted average

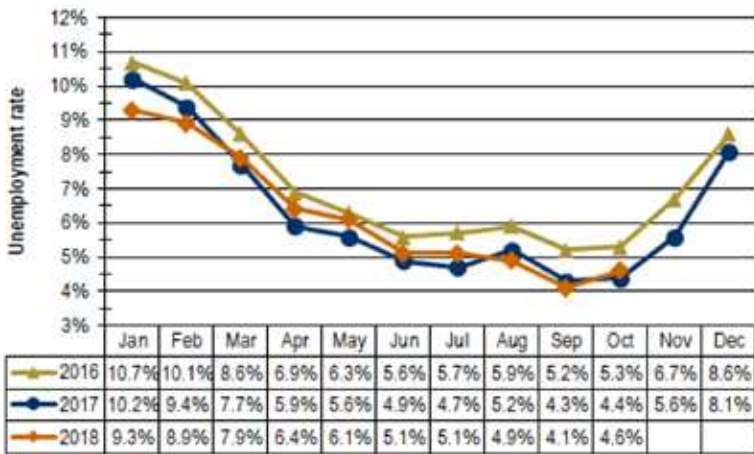
annual unemployment rate fell five tenths of a point between 2016 and 2017, from 5.3 percent to 4.8 percent. Between the Octobers of 2017 and 2018 the rate dropped four-tenths point, from 4.4 to 4.0 percent. In Grant County, the average annual unemployment rate fell eight-tenths of a point between 2016 and 2017, from 7.1 to 6.3 percent. Monthly unemployment rates in the first ten months of 2018 have been playing "touch and go" with rates for corresponding months in 2017; declining year over year in January, February, August, and September 2018, and rising from March through July 2018, along with this two-tenths point upturn from October 2017 (4.4 percent) to October 2018 (4.6 percent)

employment in Grant County has been rising for the past 13 months (October 2017 through October 2018). Between the Octobers of 2017 and 2018 this industry added 460 jobs, a strong 41.1 percent employment upturn.

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:

## Unemployment rates, not seasonally adjusted Grant County, January 2016 through October 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 two-tenths of a percentage point between the Octobers of 2017 and 2018.

## Total nonfarm employment

Between 2016 and 2017, Washington's labor market provided 77,900 new nonfarm jobs, an annual average increase of 2.4 percent.

In October 2018, businesses and government organizations across Washington supplied 3,474,700 nonfarm jobs (not seasonally adjusted), compared to 3,355,500 jobs in October 2017, a 3.6 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 97 consecutive months (October 2010 through October 2018).

Between 2016 and 2017 Grant County's economy provided 190 new nonfarm jobs, an average annual

increase of 0.7 percent, less robust than the 2.4 percent statewide growth rate.

However, between the Octobers of 2017 and 2018

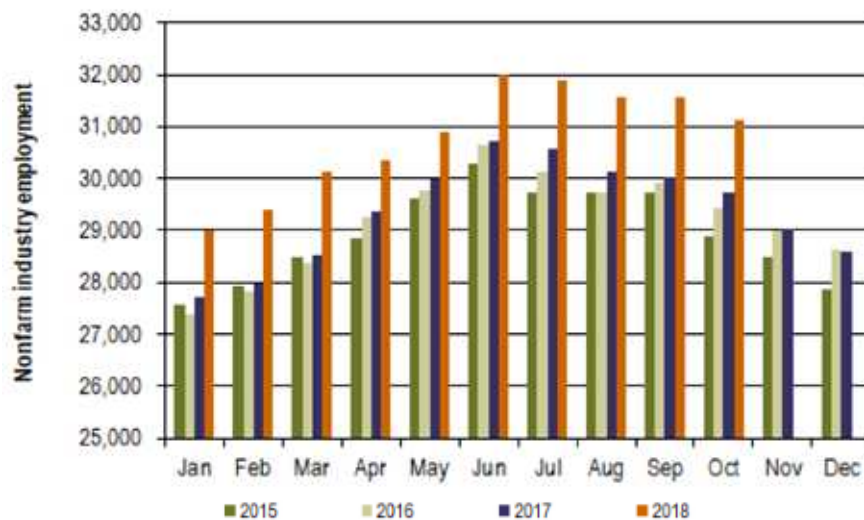
local nonfarm employment rose by 4.7 percent (from 29,730 jobs to 31,130 jobs), a 1,400-job upturn.

Year over year, total

nonfarm employment in Grant County has been rising now for the past ten months (January through October 2018).

## Nonfarm industry employment Grant County, January 2015 through October 2018

Source: Employment Security Department/WITS



Nonfarm employers in Grant County provided 31,130 nonfarm jobs in October 2018, a 4.7 percent upturn since October 2017.

## Employment and unemployment

Washington's Civilian Labor Force (CLF) expanded by 89,522 residents (a 2.5 percent upturn) from 2016 to 2017. The state's labor force has grown, year over year, for the past 57 months (February 2014 through October 2018). In October 2018 Washington's CLF tallied 3,823,627 residents versus 3,757,972 in October 2017 equating to 65,655 more Washingtonians in the labor force (up 1.7 percent).

Grant County's CLF expanded by 743 residents (a 1.7 percent increase) from 2016 to 2017. Between the Octobers of 2017 and 2018 the local labor force

expanded by 278 residents, a 0.6 percent upturn. Less encouraging is the fact that the number of unemployed increased at a 4.1-percent pace with 86 more Grant County residents out of work in October 2018 than in October 2017. Hence, the October 2018 unemployment rate of 4.6 percent was a two-tenths point upturn from the 4.4 percent reading in October 2017.

## Nonfarm industry employment

Estimates indicate that Grant County's nonfarm employers provided 1,400 more jobs in October 2018 than in October 2017, a 4.7-percent upturn, while Washington's nonfarm

market grew at a less rapid 3.6 percent pace during this period. The following paragraphs highlight changes in three local industries between the Octobers of 2017 and 2018:

■ Employment in Grant County's durable goods manufacturing industry has posted year-over-year losses for the past ten months (January through October 2018). Between the Octobers of 2017 and 2018 durable goods manufacturers netted 180 fewer jobs, a 9.0-percent downturn, as employment fell from 3,050 to 2,960. 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 350, bringing the total close to 120 people." Statewide, durable goods manufacturing employment has been growing for four months (July through October 2018).

■ Information and financial services ➤➤



**Donald W. Meseck, Regional Labor Economist**  
Employment Security Department

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

## 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

■ Total covered employment rose from 35,010 in 2007 to 39,221 in 2017, a 4,211-job and 12.0 percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 8,362 in 2007 to 10,240 in 2017, a 1,878-job and 22.5 percent uptrend. In 2007 Grant County's agricultural industry accounted for 23.9 percent of total covered employment. In 2017 agricultural employment accounted for 26.1 percent of total covered employment countywide. The share of agricultural employment (versus total covered employment) rose 2.2 percentage points (from 23.9 to 26.1 percent) in Grant County during this ten-year period. ■ Total covered wages rose from \$1.037 billion (in 2007) to \$1.572 billion (in 2017) a \$535 million and 51.5 percent upturn. The agricultural payroll (a subset of total covered wages) advanced from \$167.6 million in 2007 to \$291.6 million in 2017, a \$124.0 million and 74.0 percent uptrend. In 2007 Grant County's agricultural industry accounted for 16.2 percent of total covered wages. In 2017 agricultural wages accounted for 18.6 percent of total covered payroll countywide. The share of agricultural wages rose 2.4 percentage points (from 16.2 to 18.6 percent) in Grant County during this ten-year period. Hence, one could generalize that within this ten-year period, the footprint made by agriculture on Grant County's economy has become relatively larger.

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# Veterans Affairs warns about scams



The US Department of Veterans Affairs (VA) and the Federal Communications Commission (FCC) continue to team up to combat illegal robocalls targeting Americans, including Veterans and their families.

Each year, the FCC receives more than 200,000 complaints about unwanted calls. While this may seem like a big number, it pales in comparison to the millions of robocalls being made each day.

The calls interrupt dinners and family

time; they flood landline and mobile phones. Scam calls frequently solicit money for fake charities, including ones claiming to support America's Veterans – some even claiming to be VA representatives.

We know that scam activity increases during the hustle and bustle of the holiday season, so the FCC and VA urge you to be vigilant. *We offer the following tips to help you avoid unwanted calls and scams:*

- ◆ Don't answer calls from unknown

numbers. Scammers may spoof their caller ID to display a fake number that appears to be local. If you answer such a call, hang up immediately.

- ◆ Never give out personal information such as account numbers, Social Security numbers, mother's maiden names, or passwords in response to unexpected or suspicious calls.

- ◆ Be sure to set a password for all voice mail accounts to avoid being hacked.

- ◆ Register your number on the Do Not

Call List to block calls from legitimate telemarketers.

- ◆ Ask your phone company about call-blocking tools and services for your landline phone, and check for helpful apps that you can download to your mobile phone.

Please help spread the word about robocall fraud among those who may need assistance particularly those who are frequently targeted by phone scams.

For more information, visit: [fcc.gov/robocalls](http://fcc.gov/robocalls).



## Get International Marketing Funds

Do you run a food or agriculture business? Are you looking for ways to expand your business? Exporting opens vast opportunities for U.S. food and agricultural companies.

You may already know about the SBA-funded State Trade Expansion Program (STEP) which enables local agencies including Washington Commerce and Idaho Commerce to administer grants up to \$5,000 for export costs.

Small businesses from nearly any industry may qualify for STEP grants.

However, did you know there is also international marketing fund matching available for food and agriculture businesses from the Western U.S. Agricultural Trade

Association (WUSATA).

WUSATA partners with the U.S. Department of Agriculture (USDA) Trade Offices to help small and medium-size agribusinesses in 13 western states learn, connect, and compete on a global scale.

WUSATA facilitates introductions to international buyers, coordinates trade events that help expand distribution and provides promotional funding assistance.

Learn how WUSATA can help you deliver your food exports to the world with the taxpayer funded FundMatch program. Participants receive 50 percent cost reimbursements on eligible international marketing expenses.

# SOS Wyman certifies historic midterm election

OLYMPIA – More voters participated in the 2018 General Election in any Washington state midterm before, according to vote counts certified today by Secretary of State Kim Wyman that totaled 3,133,448 ballots.

Statistics compiled by the Office of Secretary of State show that General Election turnout approached two additional participation records.

The 71.83 percent of all registered voters who cast ballots in 2018 nearly topped the midterm record turnout of 71.85 percent set in 1970.

Participation by 1,101 more voters would have set a new turnout record.

The total number of votes cast was the third-most in state history, behind only the Presidential Elections of 2016 and 2012.

According to U.S.



Census Bureau estimates, about 60 percent of the total population of Washingtonians eligible to vote participated in the General Election, which was among the nation's top participation rates.

"This year's excellent turnout shows how strongly Washingtonians engaged with the issues and races on the ballot," Secretary Wyman said.

"To continue this trend in future elections, it's vital to keep voters confident that their voices will be heard.

"We've done a great job creating an accessible and secure election system, but we're constantly vigilant about the need to build

upon those achievements."

Secretary Wyman added that this year's successful efforts to register more eligible Washingtonians to vote, which can be done online at [MyVote.wa.gov](http://MyVote.wa.gov), by mail, or in person at county offices, helped produce the historic vote totals.

"Getting registered is a simple step an adult citizen can take to help decide how government is run," Secretary Wyman said.

"Years of dedicated effort have made voting in Washington convenient and trustworthy. From voting by mail to the comprehensive Voters' Pamphlet we supply, voters in Washington enjoy the

nation's best resources to learn about and participate in our system.

"I urge every eligible Washingtonian to register and take part so we can set even more records."

Washington's Office of Secretary of State oversees a number of areas within state government, including managing state elections, registering corporations and charities, and governing the use of the state flag and state seal.

The office also manages the State Archives and the State Library, documents extraordinary stories in Washington's history through Legacy Washington, oversees the Combined Fund Drive for charitable giving by state employees, and administers the state's Address Confidentiality Program to help protect survivors of crime.

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Handy Homemaker

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Annette Sanders is the owner and operator of the Handy Homemaker. Annette can provide a helping hand with many things around your home, vacation rental or office. Services include personalize house cleaning, Meal planning and cooking. Special attention to the details of every project to ensure the complete satisfaction of each client. License and insured, you can trust Annette to take care of all your home and office needs.

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JM WATERWORKS	4184 MISSION CREEK RD	CASHMERE
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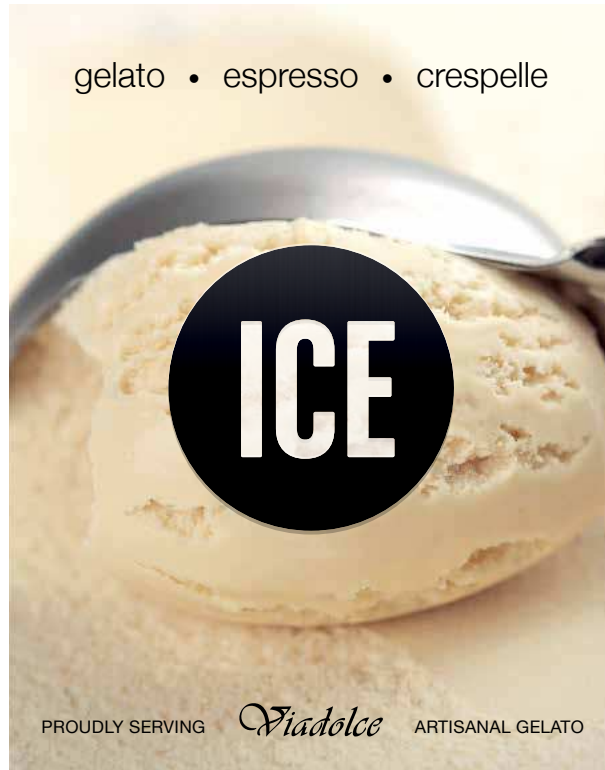


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PHOTO COURTESY OF TATLEY OUTPOST.COM

Veterans and volunteers pitched in to break ground in the garden at Tatley Outpost.

## Tatley Outpost offers veterans a place to farm, in agriculture, healing

By Mike Maltais

PATEROS – A new website launched on Veterans Day last November signals the latest chapter in an innovative farming, training, healing and community service project located three miles north of Pateros on Watson Road.

Tatley Outpost ([tatleyoutpost.com](http://tatleyoutpost.com)) debuted online as a veteran operated ranch creating global impact through a community approach but has actually been evolving since the Carlton Complex wildfire swept through the property in July 2014.

Owner David Overcash of Woodinville, a technology entrepreneur and community activist, had a vision of rebuilding what was left of Tatley Farms literally from the ashes as an avenue to help military veterans find opportunities to live, heal, share, and learn new skills in an agriculture setting.

The Quad City Herald first reported on what was then called Project Phoenix in September 2017, when fruit crops and infrastructure was taking shape on a portion of the Tatley Farms acreage.

Since then two families

have taken up residence at Tatley Outpost, each bringing their own dreams and skills to expand the enterprise into even more fields of expertise and community service.

Army veteran Tim Andrews, with wife,

Amy, runs the day-to-day operations on the property as he develops a hydroponics/aquaculture specialty. A large shipping container on site will be used for mushroom production, and many areas of the property are designated as future sites for everything from hops to vegetables and livestock products for sale to area businesses and beyond. A new greenhouse will allow year-round vegetable production to meet the demand for locally grown produce.

Fellow Army veteran Brandon Kuehn, with wife, Nikki, and 11-year-old son, Gabe, relocated from their home town of Cottage Grove, Oregon.

On a recent visit, the Kuehns were allowing three Yorkshire pigs they had just acquired to clean up what was left of a tomato and pepper garden. Nearby, a new flock of chickens was sorting out their



Brandon and Nikki Kuehn stand in front of the garden spot where their pigs clean up leftover tomatoes and peppers.

pecking order and beginning to lay eggs that will be purchased by Sweet River Bakery in Pateros.

"I love it out here; I love the people out here," said Brandon who added that Gabe "absolutely loves" the Pateros school.

Kuehn brings certifications in CPR and EMT skills and, along with farm work to supplement the income, will be working with veterans on peer-to-peer support training beginning next year.

In the meantime, Overcash is working with Okanogan County and other groups to construct veteran housing on the property. Last July, Alfie Alvarado-Ramos, Director of the Washington State Department of Veterans

Affairs, paid a visit to Tatley Outpost for a firsthand look at the operation.

Overcash was named to the Puget Sound Business Journal's annual 40 under 40 list in 2010 and currently serves as a board member of The Forty, an alumni network of Greater Seattle area visionary business people. He was inspired to devote a portion of Tatley Farms to veterans' causes following service with a Medical Teams International mission to Guatemala.

Overcash co-founded Brightlight Consulting in 2005, an analytic consulting group acquired by Sirius Computer Solutions in 2014. Since November 2017 he has served as CCO at Revel Consulting in Seattle.



Tim Andrews, left, and Brandon Kuehn, of Tatley Outpost pause during a morning recycle run to Pateros.



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