

WENATCHEE BUSINESS JOURNAL

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Nova Bar & Grill: Not your normal gin joint

By Gary Bégin

Near the south end of Wenatchee, in an area ripe for further development, a bright new star has emerged from the otherwise dreary landscape... bright enough to be called a nova.

Indeed that is what it is, Nova Bar & Grill is the shining jewel at 212 S. Wenatchee Ave., and, although the entranceway doesn't show it, don't judge this book by its cover.

Once inside allow your eyes to focus on the \$100,000 worth of furnishings, games, fixtures and various decor that owner Omar Robles has invested to bring this neglected part of Wenatchee into the modern age.

Robles, part of a family car business in Moses Lake, decided Wenatchee was ready

for a change. That change was an unusual sort of sports bar that actually caters to and encourages families to wine and dine.

Of course there's the night action complete with disco ball, DJ and dance floor ala Saturday Night Fever.

General Manager Morgan Allen serves as the Friday and Saturday night DJ as well as the master mixologist showing how to make superb cocktails to his crew.

He has 20 years of experience opening new clubs (this is his 8th) across the nation and serves as an integral part of the scene at Nova.

Allen states his DJ mix is "90 percent various classic hip hop and 'new stuff', but I honor all

SEE **BAR & GRILL OPENING**, PAGE 6



COURTESY PHOTO

Wenatchee Valley Mall

NY real estate investment firm buys Wenatchee Valley Mall for \$9.2M

Submitted news release

EAST WENATCHEE – Led by president and founder Joel J. Gorjian, commercial real estate financial advisory and mortgage origination firm Uber Capital Group, LLC has sourced a \$9.2 million debt refinancing of the acquisition loan for the purchase of the Wenatchee Valley Mall.

The client was a private national commercial real estate investment group based in New York. Uber sourced the financing from a regional bank based in Washington.

National real estate investor Gorjian established Uber in late 2016. The company is based in Great Neck, New York and operates nationally. To date, Uber has provided in excess of \$250 million worth of commercial real estate loans.

"We obtained the loan for the Wenatchee Valley Mall acquisition debt refinancing from a regional Washington State bank at a fixed rate of 4.85 percent," said Gorjian.

The 356,845-square foot property

is located at 511 Valley Mall Parkway in East Wenatchee, the largest town and main commercial center of Douglas County. Wenatchee Valley Mall is the only mall within an

Canada with California.

The Wenatchee Valley Mall's anchor tenants are Bed Bath & Beyond, Macy's, Ross Dress For Less, and Sportsman's Warehouse. The property offers a strong lineup of 50 retail stores, dining options, and entertainment and service outlets, including Victoria's Secret, Sears Hometown Store, Grocery Outlet, Marshalls, PetSmart, Rue 21, Zumiez, Kay Jewelers, Aspen Dental, Saddle Rock Café, and Olive Garden restaurant.

Uber assists property investors in planning, negotiating, and sourcing debt and equity financing.

As part of its consulting services, Uber sources acquisition, permanent, and interim financing; construction financing; debt recapitalization; lender financing; and note financing for all types of commercial properties, including single-tenant retail, neighborhood shopping centers, regional malls, mixed-use, office, medical, multi-family residential, warehouse, and industrial facilities.

SEE **WENATCHEE VALLEY MALL**, PAGE 2



COURTESY PHOTO

Joel J. Gorjian

80-mile radius of East Wenatchee, serving a population of over 200,000 people.

The mall is located approximately five miles south of the intersection of U.S. Route 2, which connects to Seattle to the west and Michigan to the east, and U.S. Route 97, a major north-south highway connecting



ALL PHOTOS: GARY BÉGIN/WBJ

The front door shows the logo with the "O" in Nova made of a fork and spatula... hence the "grill" in the name.

Petalpotts: The biggest little store on the strip

By Gary Bégin

At 90 square feet of retail space, Petalpotts is the biggest little shop on the Wenatchee Avenue strip if bang-for-the-foot-buck is the criteria for greatness.

Megan Porter, ever smiling, is the owner/operator of this creative expression in retail that blends hand-painted flower pots with mostly homegrown flowers.

Porter first came up with the idea when she realized how beautiful flowers were not being complimented by the pots they came in. "I started painting the pots with latex colors and then taught myself the marbling technique," she said. "No two pots are the same."

With an investment of around \$5,000 to purchase the initial stock of pots, paints and interior redesigning of the retail space, Porter decided the little shop on 5 S. Wenatchee Ave., Ste. 102, was a perfect fit to launch her business.

She has a 2010 bachelor's degree in advertising from WSU-Pullman, but wanted to be her own boss. She works at home in her backyard and garage and grows about 50 percent of her plant stock there.

Porter saves a bundle by purchasing many plant stands from Goodwill and also by propagating "baby" plants from a common mother plant.

She pays \$225 a month for the space,

smaller than bathrooms in some stores, and also rents a kiosk at Pybus Market.

Porter has been plying her wares for about 14 months and is not profitable yet, but is forever optimistic.

"I'm getting on Etsi.com (a website for unique, handcrafted products) and also the holidays are coming up," she concluded.

For more information on this little gem in the heart of downtown Wenatchee, call Porter at 509-679-1498 or check her out on Facebook: petalpotts@facebook.com or email her directly: megan@petalpotts.com.

Her hours of operation vary so it is always advisable to call or email first.



GARY BÉGIN/WBJ

Petalpotts creator/owner Megan Porter holds one of her many creations featuring a marbling-style paint scheme on the pot.



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NEWSSTAND LOCATIONS

Wenatchee

Plaza Super Jet

106 Okanogan Ave.

Safeway, 501 N. Miller St.

East Wenatchee

Fred Meyer, 11 Grant Road

Safeway, 510 Grant Road

Cashmere

Martin's Market Place

130 Titchenal Way

Cashmere Valley Record, 201 Cottage Ave., Suite 4

Leavenworth

Dan's Food Market

1329 U.S. Highway 2

The Leavenworth Echo, 215 14th St.

Chelan

Safeway, 106 W. Manson Rd.

The Lake Chelan Mirror, 310 E. Johnson Ave.

The Vogue — A Liquid Lounge, 117 E. Woodin Ave.

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Payment in lieu of taxes increases for Chelan County

Sen. Maria Cantwell news release

Chelan County received a more than 24 percent increase in federal Payment in Lieu of Taxes (PILT) funding in 2018. Washington state also received a 36 percent increase in funding overall. This is in addition to the funding the county has received through SRS (Secure Rural Schools).

PILT is the federal program that provides compensation for federal lands within Dept. of the Interior, Forest Service and Army Corp of Engineers, being located in a county as they forgo property taxes on that land. PILT funding can be used for a variety of things, like roads, schools, police and emergency response, etc. and often make up sizeable portions of county budgets.



Sen. Maria Cantwell

Here's the breakdown for Chelan County:

- Chelan County has 1,486,313 acres of federal land.
- In 2017, Chelan County received \$2,852,102 in PILT funding.
- In 2018, Chelan County received \$3,559,987 in PILT funding.

"Local governments in rural communities throughout Washington depend on PILT to fund critical services and strengthen the community. I will continue working with my colleagues to make sure we provide access to this vital funding that enables communities throughout Washington to plan for the future," Washington U.S. Senator Maria Cantwell said.

As the top Democrat on the Senate Energy and Natural Resources Committee, Senator Cantwell wrote a letter to appropriators arguing for the money, and then helped pass an increase in 2018 PILT funding that was included in the Omnibus Appropriations Act enacted in March of 2018. She was also able to secure two years of Secure Rural Schools funding.

Percent of Change 24.8 percent
Total Acres of Federal Land (2018) 1,486,313 acres
Fiscal Year 2017 total PILT = 2,852,102
Fiscal Year 2018 total PILT = 3,559,987

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Goodfellow Bros. moves to downtown Wenatchee

GBI news release

Goodfellow Bros., (GBI) a heavy-civil construction company founded in Wenatchee, announced it moved from its location on Walla Walla Avenue, to a new home in downtown Wenatchee at 135 N. Wenatchee Avenue.

The 12,000-SF space is located in the Metropolitan building, formerly known as the Dore building and boarding house that sat vacant for 20+ years. The contractor, Eider Construction, reused the original vertical-grain fir flooring and two-by-fours to help honor the historic building against more modern materials.

GBI, whose roots were established in the area in 1921, had a desire to relocate closer to downtown businesses and the vibrancy of the area.

"We take a lot of pride in the fact that our company was founded in Wenatchee," said fourth-generation leader and CEO, Chad Goodfellow.

"We jumped at the opportunity to do something to benefit the community in a positive way; investing in the downtown corridor is a win/win for both our employees and the community."

During its humble beginnings in Wenatchee Washington, Jim Goodfellow, Sr. and his brothers had a vision: to help build our country. Now, nearly 100 years later, GBI has grown its operations to include ten offices in Washington, Oregon, California

and Hawaii, but still calls Wenatchee home.

"Our culture and values were formed by my great grandfather and the area he loved: Wenatchee and the mountains and valleys of central Washington," said Goodfellow.

"The values you find here: hard work, trust, integrity and doing what's best for people, are integral to how we operate today. I am tremendously proud to carry on his legacy with roots in this great town and in a new downtown location."



About GBI

Established in 1921, GBI is a fourth-generation family-owned large heavy/civil contractor with operations in Hawaii, Oregon, California and Washington.

For nearly a century, GBI has transformed communities across North America and abroad. With ten offices in Washington, Oregon, California and Hawaii, GBI's range of projects include airports, bridges, reservoirs and dams, golf courses, harbors, highways, housing developments, marinas, parks, underground utilities construction services, wastewater treatment facilities, wind and solar farms, fisheries, wildlife habitats and more.

To learn more, visit: goodfellowbros.com

NY real estate investment firm buys Wenatchee Valley Mall for \$9.2M

CONTINUED FROM PAGE 1

"Our experience in negotiating financing, refinancing, and acquisitions of our own commercial properties nationwide allows us to identify the most beneficial funding sources for other real estate investors. We frequently work with individual investors and REITs, which lack alternative financing options for their retail properties nationally," said Gorjian.

Uber's lending advisory projects showcase the advantage the firm offers due to its relationships with a network of financial institutions throughout the U.S., including in Washington, Utah, the Carolinas, Ohio, Indiana, Iowa, Michigan, Illinois,

Massachusetts, and New York.

In addition to the Wenatchee Valley Mall deal, Uber's recent transactions included the \$24 million acquisition loan refinancing for the Logan Valley Mall in Altoona, Pennsylvania; the \$11 million acquisition loan for the Cache Valley Mall in Logan, Utah; the \$7 million acquisition loan for the Conestoga Mall in Grand Island, NE; the \$14 million acquisition loan for The Shops At Ithaca Mall in Ithaca, NY; the refinancing of the Alameda Shopping Center in Tulsa, OK; the \$2 million acquisition loan for the Ridgeland Mall in Ridgeland, Mississippi; the \$15 million acquisition loan for The Shops at Fallen Timbers in Maumee, Ohio; the permanent financing

for the Landings Shopping Center in Lansing, IL; and permanent and mezzanine loans for several other retail and mixed-use properties in Ohio, Iowa, and North Carolina. Uber also sourced a \$380,000 bridge loan for a mixed-use property in Nassau County on Long Island in New York.

Uber Capital Group is headquartered at 60 Cutter Mill Road in Great Neck, NY. Joel Gorjian may be reached at either 516.5083636 or joel@ubercapgroup.com. Additional information on the company may be obtained at ubercapgroup.com.

Editor's Note: The "Regional Bank" mentioned in the story did not give permission to the broker to be identified despite repeated inquiries made by the WBJ.

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Legion Concrete works on the job.



Left is Obed's younger brother Bernardo, who operates one of the concrete line pumps. Bernardo Maravilla (on right) is business partner and pump operator Samuel Gallegos.



COURTESY PHOTOS

Standing on the wall is Obed Maravilla, dispatcher, bookkeeper, business growth manager.

Legion Concrete brings more than cement to the table

By Gary Bégin

Obed Maravilla has satisfied his desire to own and operate his own company after he saw a need for a specialty concrete and waterproofing service that wasn't being met.

The Wenatchee Business Journal posed a few questions to Maravilla about his company, Legion Concrete and these are his answers:

WBJ: How long have you been in the Wenatchee area with your business?

Legion: After much research and discussion,

was officially formed back in March of this year.

WBJ: What gave you the idea to run this type of business in this part of Washington?

Legion: In various communications with contractors and friends here in the valley, it became apparent that there was a real need for quality concrete pumping and waterproofing services. It was something that we had some experience in as well.

WBJ: How many employees do you have?

Legion: Currently we

have just one employee assisting two owner operators.

WBJ: Are other family members involved with the business?

Legion: Yes, my business partner, Sam, is also my brother-in-law and my brother, Bernardo, is our one employee.

WBJ: What is your most profitable revenue source?

Legion: Our most profitable source of revenue is the concrete waterproofing. Our greatest revenue generator is the concrete pumping. It is in

very high demand currently here in the valley.

WBJ: Are you a member of any organizations?

Legion: Yes, we feel that it is critical to be involved here with our local building associations and organizations. Having those partnerships will be critical to our success, we feel. We are currently members with Building North Central Washington.

WBJ: What inspires you to do what you do?

Legion: I've always wanted to run my own business, and I like the

customer service aspect of what we do. Providing excellent products and personal service to our clients is our #1 goal and when you show up, do a great job, and have a happy customer at the end of the day; well, that is very satisfying.

WBJ: What goals do you want to reach with your company?

Legion: I'd like to see a Legion Concrete pump and

Waterproofing truck in every part of this state.

WBJ: Any mission statement or customer service philosophy?

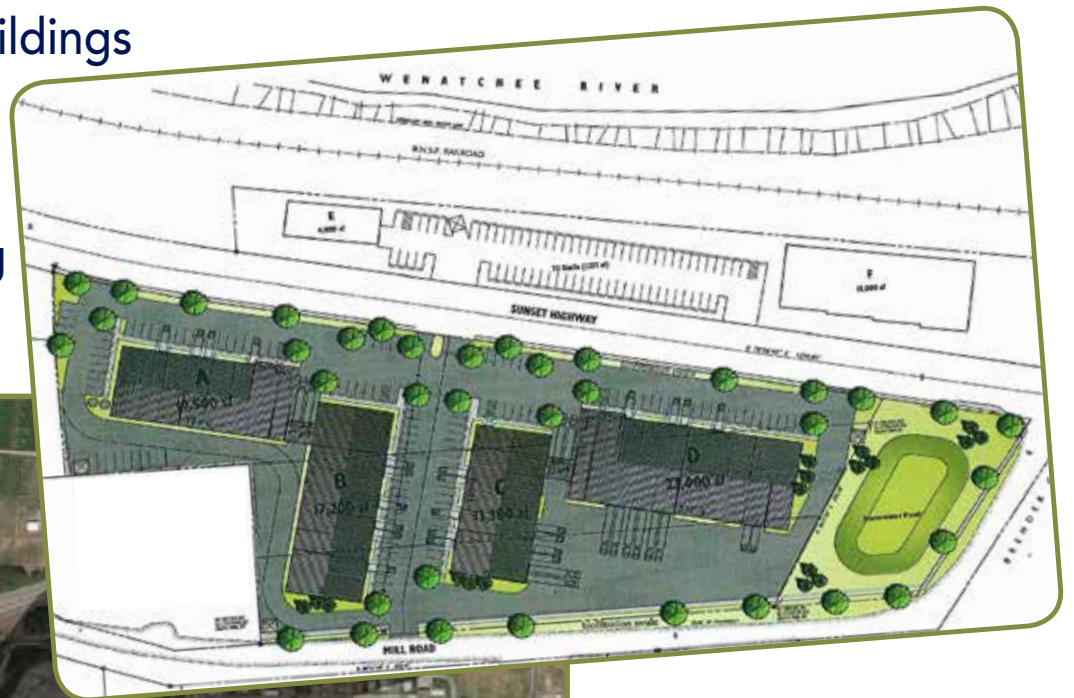
Legion: It is our goal to be the #1 concrete pumping and waterproofing service company in North Central Washington... or the country.

Obed at Legion Concrete can be reached by calling 509-860-4723. The company is located at 1228 4th St, Wenatchee.

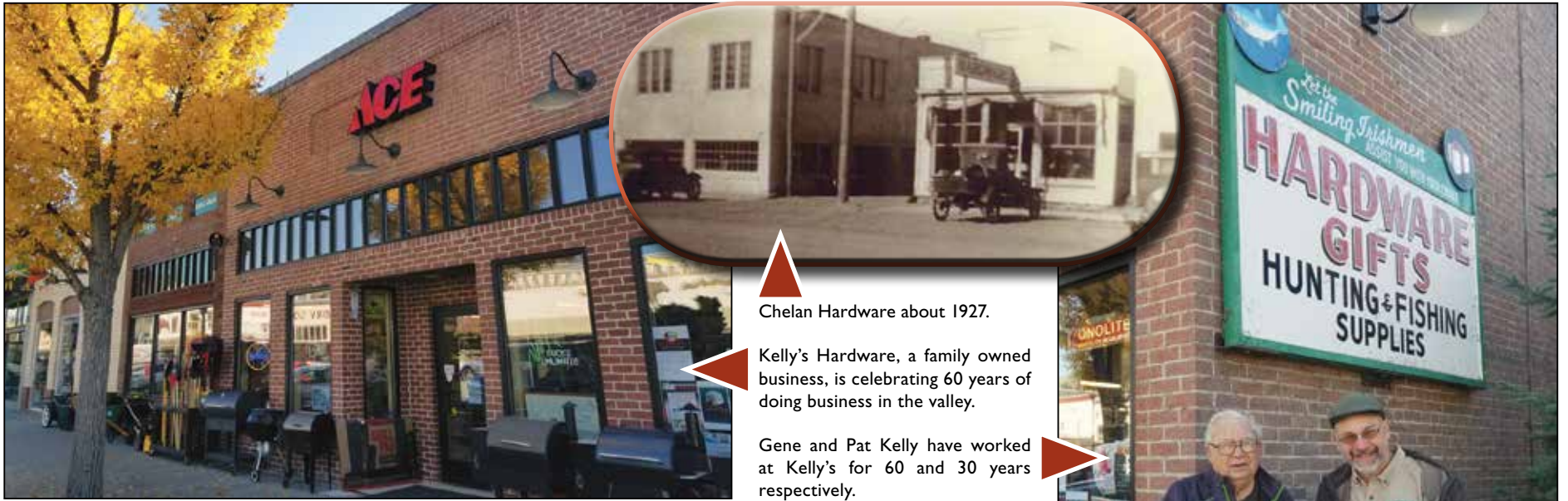
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Chelan Hardware about 1927.

Kelly's Hardware, a family owned business, is celebrating 60 years of doing business in the valley.

Gene and Pat Kelly have worked at Kelly's for 60 and 30 years respectively.

Kelly's Hardware celebrates 60 years serving the valley

By Diana Piñon

CHELAN – James Reed established Chelan Hardware 93 years ago, which in 1958, he sold to Wayne Kelly and became Kelly's Hardware.

Reed became the owner and manager of Chelan Hardware after working at various grocery and hardware stores for a few years and realizing he wanted a store of his own. "I approached my Dad, who agreed to finance me and to become my partner," he wrote.

After hearing and

investigating about "a small hardware business in Chelan that was for sale" and liking it, he bought it adding inventory and fixtures.

Reed's first hardware store was a 20 by 60 foot frame building, with no running water or toilet. Reed wrote, "we had to use neighboring stores!"

Chelan Hardware's stock "consisted of simple hardware items: pipe, plumbing supplies, pots, pans, nails, tools, guns, ammunition, fishing tackle, paint, rope" and so on.

After just three years, "the

business proved even better than expected." This allowed Reed to move the store to "a building on the main street, with twice the floor space, running water and a toilet."

However, "the big nationwide depression hit Chelan in the early 30's." Due to this Reed had to let go of his only employee, "all business clacked off" during that time.

Reed and his Dad "carried on and managed to survive by hard work, long hours and being frugal."

After surviving the Depression in 1935, Reed felt

that they needed "more and better space and that it was now time to build a facility of their own."

"We bought a 28 by 105 foot lot across the street from our present store, and built a 2,800 square foot building, with a full basement," described Reed.

After settling into the new store, soon more employees were hired.

"Eventually, we bought two adjoining buildings and remodeled them into one store," this would give Chelan Hardware 6,000 square footage, including a full basement.

Throughout the years, improvements were made to the store, yet when World War II began in 1941 the Reed's faced another set of problems.

"As shortages developed, I found it greatly to our advantage and very profitable to go to our supply houses to look for and buy anything I thought I could sell," Reed explained.

August 1958

In August 1958, after owning and managing the business Reed decided he had had enough.

"I sold to Wayne Kelly, who had worked for me since his discharge from the Navy in 1946... We sold Kelly the business for a minimum down payment, the balance to be paid out of profits. He was a hard working smart young man, and paid off his obligation ahead of time."

Wayne Kelly started his journey at Kelly's Hardware in 1958 with an inventory "at that time of \$50,000."

From there, "Dad had Gene come in, to see if he wanted to help because he was in Moses Lake," said Wayne's son Pat Kelly.

Gene Kelly agreed to help his brother, "I always wanted to get into business of some kind and this was an opportunity for me because I wanted to come back to Chelan because I born here and I wanted to come back

and spend the rest of my life here and hopefully make a successful business out of it," said Gene.

As for every other business, Kelly's had a rough start. "We worked hard and tried to save up to make cashflow so we could buy more merchandise and expand the store," explained Gene.

It took a few years for the Kellys to lift the store and when they did Gene became more interested in it. Even though challenges faced the Kellys they were always able to overcome them. "I didn't have experience in the hardware and Wayne taught me a lot of things, how to handle people and take care of them, customer service," said Gene.

Ever since the Kellys took over, they have seen a steady growth in the store. "We have been busier every year, it's due to the people supporting us locally here... we have grown slowly which has been good," Gene explained.

After 60 years in Chelan, Kelly's Hardware has changed a lot. The store has now taken over the basement, Kelly's has expanded their plumbing and electrical departments. For example, the bolts and screws take up half of the basement, "there's more specialty, everything is broader," said Pat.

Pat started working at the Kelly's store since he was 12 years old. "I started working after school, dumping garbage and stocking shelves and fixing bicycles... I would work every night after school from four to six and I worked every Saturday all through the school year and I work there every summer, all through college I did that," said Pat.

After his years in college Pat had a conversation with two professors at Western Washington University, "I told them about my dad and uncle having a hardware store and they said go in to the hardware store, that

would be best thing to do... they said anyone who has the chance to be able to work and be around their family and live in the town that they grew up in, it would be silly not to do that."

The conversation lead Pat to move back home and work at the hardware store full-time, "I have been there ever since, it has been almost 30 years."

At the moment there are three Kellys working at the hardware store, including Gene, his daughter Stacey and Pat.

By working there full and part-time the Kellys want to ensure all customers are highly satisfied with the quality of the projects and service.

Gene did not think Kelly's Hardware was going to make it this far, "I thought I was going to retire 30 years ago, but I just didn't get it done because I enjoy my work that's the reason why I am still working."

Being around people, meeting them and helping them is Gene's favorite part of his job. Pat states, "there isn't a day that goes by that you don't feel good about what you do because you help people."

The Kellys have never had a problem with family members working at the store, "we always work things out and it's a privilege being able to work with your family. Very few companies can do it, we've been lucky, very lucky. We run it as a family store that includes employees," said Gene.

When the Kellys took over they started with four employees, they now have 18. The Kellys care about every single one of their employees dearly, "if they have a problem, we have a problem, we try to help them out."

The Kellys want to thank costumers for their support all these years and all the employees. "We are not the store, it's the people who are there every day," said Pat.

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Columbia Riverkeeper suing Chelan, Douglas, Grant PUD's because of oil discharges at several area dams

By Gary Bégin

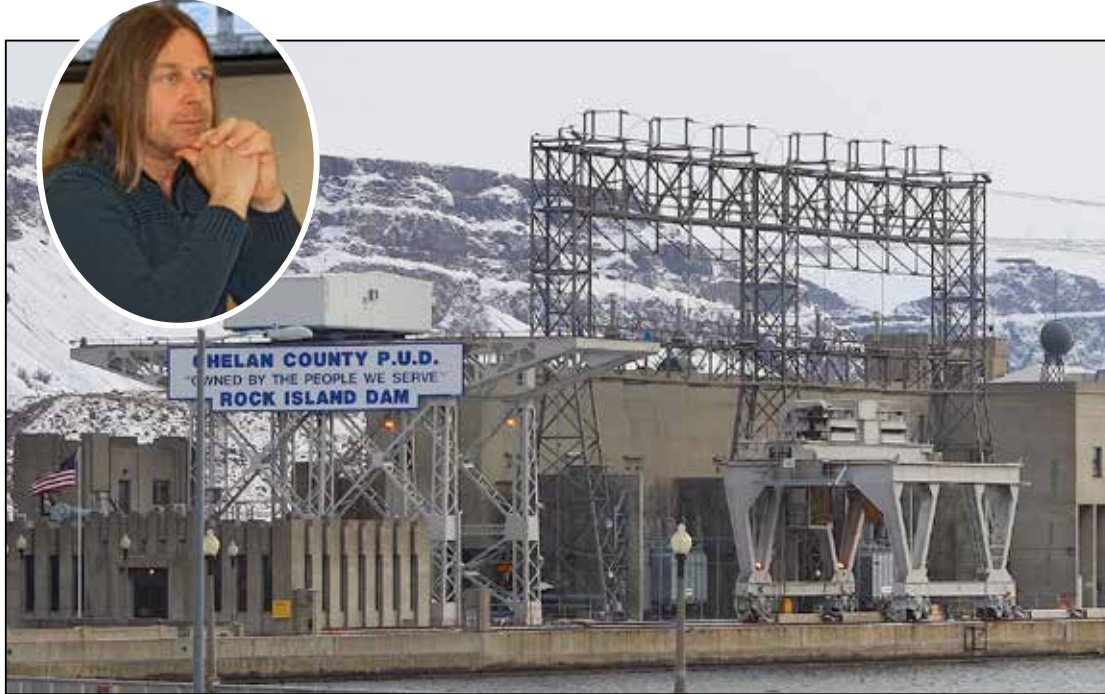
A non-profit environmental group headquartered in Hood River, Oregon, has served notice it intends to file a suit for Clean Water Act violations against Grant, Chelan and Douglas county Public Utility Districts.

The intent to sue was acknowledged via a press release to area news organizations the week of September 17 by the group even before the various PUDs were aware of the issue.

"We have received the complaint and we are reviewing it (the Notice of Intent). We do not have further comment about the complaint at this time," stated Chuck Allen, Grant PUD Public Affairs Supervisor, after the Wenatchee Business Journal requested comment on the notice.

"Columbia Riverkeeper sent notices of intent to sue three public utility districts (PUDs) that operate dams on the Columbia River in violation of the Clean Water Act. The dams at issue, Wells, Rocky Reach, Rock Island, Wanapum, and Priest Rapids, routinely spill oil and other pollution into the Columbia River without water pollution permits required under the Clean Water Act," began the press release.

It goes on to state, "Earlier



PHOTOS GARY BÉGIN/WBJ

Chelan PUD's Rock Island Dam. Inset: Rock Island Mayor Randy Agnew.

this year, for example, the Chelan County PUD reported that the Rock Island Dam leaked between 25 and 450 gallons of oil in the Columbia River."

The group points to previous environmental lawsuits that were successful in recent years against the U.S. Army Corps of Engineers and the U.S. Bureau of Reclamation.

"The Rock Island oil spill is one of many described in the notices of intent to sue. According to

the National Marine Fisheries Service, oil can harm fish, birds, and other wildlife because the chemical constituents of oil are poisonous.

Rock Island Mayor Randy Agnew did not return a request by the WBJ for comment.

"Oil pollution from dams must stop," states Brett VandenHeuvel, Executive Director for Columbia Riverkeeper. "People rely on clean water and healthy salmon runs. It's past time for the public

utility districts to protect clean water in the Columbia Basin."

When the Chelan County PUD was given this news release it responded that "our legal team... have not seen anything about this yet."

The watchdog group points to other governmental agencies previous settlements agreed to after negotiations and is asking for the PUDs to act in a similar fashion.

"Without pollution permits, the

PUDs fail to monitor and report pollution in a manner that enables the public to fully understand the extent and severity of the problem," according to the release.

Notices of intent to sue build on Columbia Riverkeeper's 2014 legal victory against the U.S. Army Corps of Engineers (Corps).

The Corps agreed to settle the case in 2014. The settlement required the Corps to apply for pollution discharge permits and investigate using less harmful lubricants in dam equipment.

Riverkeeper also settled a similar case against the U.S. Bureau of Reclamation (Bureau) related to pollution from Grand Coulee Dam. Both the Corps and Bureau have completed studies and taken steps to replace conventional oils with less harmful oils.

Although the Corps and Bureau agreed to apply for pollution permits, the PUDs have not applied for or obtained any permits.

"Public utility districts have the same responsibility as other industrial polluters on the Columbia River. They don't get a free pass to pollute," explains VandenHeuvel.

Douglas County PUD also had no comment on the issue.

For more, go to columbiariverkeeper.org.



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CHELAN COUNTY

CC PUD business plans focus on creating long-term value

Chelan County PUD news release

Chelan County PUD commissioners looked to the future as they reviewed the blueprints staff laid out for the next five years to make sure utility services are valuable, enhance Chelan County's quality of life and provide the best value, for the most people for the longest period of time.

"This is a moment we've been preparing for the last six months," said General Manager Steve Wright as he introduced the five-year business plans.

"Very important is that we have achieved our debt ratio target – a year earlier than forecast. We are now rated among the Top 5 public utilities for financial strength."

Strong financial health allows the PUD to increase focus on improving the state of aging hydro and distribution assets.

"The good news is we believe we can invest in our assets and achieve our key financial targets (over the next five years). Our bottom line forecast is actually better than last year," he said.

The plans include no changes to electric rates in 2019, but that is unlikely to continue forever, Wright added. Power rates haven't changed since 2012.

Senior managers base the five-year plans on the District's mission, vision and values.

The plans also serve as building blocks for annual budgets. Commissioners will review the draft 2019 spending plan at their first meeting in November.

In addition to meeting financial targets, Chelan PUD will focus on these areas for 2019-2023, Wright said:

- Improve hydro capability to 89 percent, even with space and equipment

challenges

- Improve reliable power delivery to customers
- Improve safety and operational excellence, quality and pace

With new billing and metering systems, to operating a world-class fiber network, to upgrades at the dams and for the power grid, PUD senior managers outlined how business units will make a difference for customers and the community in the next five years. (01:05)

The business plans also lead in to the next strategic planning process for 2020-2024

In other business, commissioners:

- Met Justin Erickson, new District Services managing director. Erickson is a Tacoma-area native and Central Washington University alumnus for both undergraduate and his master's degree in Resource Management. He and his family wanted to return to the Northwest after more than a decade in Shawnee, Okla.

Erickson was community development director and then city manager there. GM Steve Wright said there are many similarities in the city manager role with the position left open when Jeff Smith retired in June. Erickson's direct reports at the city included Parks, Police (and Fire), Contracting, Planning, Utilities, External Affairs and Engineering, all responsibilities of his new job.

"This is an entity with an indelible legacy, and I am excited to be part of this premier organization," Erickson said.

"I look forward to continuing this enduring tradition of stewardship established more than 80 years ago."

- Reviewed the 62-year

success of the District's apprenticeship program started in 1956.

- Approved purchase of 1.63 acres for a new substation in Entiat. Planning with the city and community located the site along Highway 97A at the north end of town. The purchase price negotiated with owner R&S Rentals is \$129,900.

- Approved issuing a Request for Qualifications from firms interested in rehabilitating generating units in Powerhouse 2 at Rock Island Dam.

- Approved new rates for wholesale telecommunications services on the PUD's fiber network.

- Approved a lease agreement with the Port of Chelan for Building #5 in Olds Station to potentially relocate PUD staff such as Fiber/Telecom; Meter Shop; Engineering & Project Management Facilities Team; and Lands Crew in anticipation of PUD facilities moving to Olds Station.

- Heard about helicopter surveys of power lines in the Lake Wenatchee area planned for early October.

Upcoming events:

- ◆ Oct. 15 – Commission meeting, 10 a.m., boardroom
- ◆ Nov. 5 – Commission meeting, 10 a.m., boardroom
- ◆ Nov. 7 – Cryptocurrency rate information meeting, CTC
- ◆ Nov. 14 – Careers After School, Line Operations, PUD HQ
- ◆ Nov. 19 – Cryptocurrency rate/moratorium hearing, 1 p.m., PUD board room
- ◆ Dec. 3 – Cryptocurrency rate resolution

The next regular PUD commission meeting is at 10 a.m. on Monday, Oct. 15, in the boardroom at 327 N. Wenatchee Ave.

BAR & GRILL OPENING

Nova Bar & Grill: Not your normal gin joint



Owner Omar Robles, left, stands next to General Manager Morgan Allen near one of the dozen big screen televisions in the newest Wenatchee hot spot.

CONTINUED FROM PAGE 1

requests."

"I saw the potential and wanted to bring this type of club to Wenatchee," said the affable Robles, who was previously the finance manager at his family owned and operated Best Buy Auto Sales. His family also runs a tire store in Moses Lake.

Allen has worked in major metropolitan areas like Cleveland, where he's from, as well as San Antonio, Texas and a Buffalo Wild Wings in Columbus, Ohio. "I wouldn't be working here if it wasn't family oriented," Allen said. "That means we don't have any trouble here and it will stay that way. We run a clean and fun place fit for the entire family. We will never tolerate any misbehavior."

Of course like with most bars, Friday and Saturday nights the place is literally elbow to elbow with patrons at the bar, on the dance floor and playing any of the variety of games that include a Foosball table, two pool tables and an electronic dart board.

Chef Alex and Sous Chef J.J. cook up some incredible biscuits and gravy because, believe it or not, Nova offers a killer breakfast "served fresh daily until 3 p.m."

The 8'7" 400lb J.J. (okay, he's not quite that big) is just one of the many happy and proud staff members that make this bar so unique and friendly. That, plus a fun evening of karaoke every Thursday night from 9 p.m. - 1 a.m.

The menu includes homemade kettle chips, sauces, boneless chicken strips made from breast meat, homemade tortilla chips and a dozen ways of tempting your pallet with chicken wings.

The bar menu is no slouch either with everything from the extreme top shelf, a 1942 Don Julio tequila at \$25 per shot, to



Chicken for the sports fan or hungry family comes in 6, 12 or 18 piece serving size with your choice of house made sauces.

your local wines and beers at a reasonable price. "We offer seven different tequilas," said Allen.

One patron and his wife are already in love with Nova and have been there many times since it opened in August. "This



Bartender Sarah Lopeman displays a giant pretzel served with homemade dipping sauces.

is what Wenatchee needed to keep the other places honest," said Joe Goforth of Wenatchee.

"Some of the other bars cater to a younger crowd, but we feel comfortable here. It's a place for all ages," Goforth said.

Besides the tasty main menu, there's also desert. Mango passion cheesecake apple and brownie ala mode are three of the favorites.

For those who are truly sports fanatics, each booth at Nova features a phone headphones and NFL ticket so you can request to watch your favorite team. The booths even have phone chargers in case your battery runs low.

Kids under 12 eat free from 4 - 8 p.m. Friday through Sunday.

There's one other magical thing that makes Nova a standout in the NCW sky. Well drinks are \$3 everyday, all day, "so there is no need for a happy hour," Allen said. "We aren't trying to gouge people." There are more than 40 wines and beers to choose from including all the local favorites.

Hours for Nova: Wednesdays 11 a.m. - 10 p.m. Thursdays through Saturdays 11 a.m. - 2 a.m. and Sundays 11 a.m. - 10 p.m. Call 509-888-3445 for more information.



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VETERAN-OWNED & OPERATED BUSINESS

New Cashmere barbershop comes with history, passion

By Gary Bégin

CASHMERE – Holben’s Barber Shop in Cashmere isn’t your average “chop shop.” The same location, chair and sports memorabilia that Darrel Davis had for 37 years is now being used by John Holben since May because he “likes old barbershops” and is eager to keep old traditions alive.

Because of that “like,” Holben has gone out of his way to maintain as much of

Davis’ old shop as he can for at least a year before he adds his own personal touches.

“I will eventually install a classic barbershop checkerboard tile floor,” he said. Another classic tradition Holben will keep is his use of the straight razor for haircuts and shaves. “I always make sure all haircuts are squared off in the back with the straight-edged razor. I’m also installing led lights.”

Eventually Holben will add

other sports memorabilia to dress-up the shop located at 122-1/2 Cottage Avenue here. It wasn’t too easy for Davis to let go of his life’s work. In fact Holben inquired about buying the shop and Davis told him he’d be retiring soon. Soon became a year and then Davis accepted a mere \$2,000 and a handshake.

“He took a hand full of straight razors and left everything else,” Holben said. Holben also owns

and operates a barbershop in Wenatchee at 109 South Mission next to the museum and across from the YMCA. He barbers there on Tuesdays and Wednesdays only.

At that shop he also rents three chairs out to other barbers who come and go as they please. They pay him \$130 a month in rent as “chair rental” fees.

In his shop here, he is a one man army every Thursday, Friday and Saturday, but has a substitute barber coming in every Tuesday and Wednesday.

Holben said Cashmere is a very “Mayberry-ish town” alluding to the old Mayberry RFD television show, aka The Andy Griffith Show, of the early 1960s. Holben meant that as a major compliment.

He still gets many repeat customers from when Davis ran the shop and is eager to get as many as possible so he can hire the two-day substitute barber full time.

Holben, 49, started cutting hair since he was 11-years-old. He was his own first customer. “I started cutting other people’s hair and my aunt helped me go to Glen Dow Academy in Spokane for two years,” he said.



John Holben strikes a pose with the implements of his trade.

Before he was licensed (1990) he was doing simple cuts like the now defunct “mullet” style made famous by Billy Ray Cyrus (Achy Breaky Heart).

He also spent two years in the Navy aboard the USS Saipan, a ship known as an amphibious assault ship, which is used in the so-called “Gator Navy.” That term is meant as a general description for amphibious warfare ships, the kind that launch Marines against beaches, hence the term “gator.”

His job back then (1998 - 2001) was shore patrol K9

duty, basically a cop with a dog who keeps an eye on sailors and Marines while they are on R&R (rest and recreation).

Now Holben is sailing his own ship and would love to last as long as his predecessor Darrel Davis.

For that old timey fresh cut feeling, visit Holben in either of his two locations.

Shop hours: Tuesday - Friday 9-5p.m. Saturdays 9-2p.m.

Call 509-393-5362 for the Cashmere shop and 509-881-0170 for the Wenatchee shop. John can also be reached by email at: johnholben@yahoo.com.



PHOTOS GARY BÉGIN/WBJ

Holben outside his Cashmere barber shop.

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Whether your look is modern or traditional, knowing how to properly use black and white can provide balance and boldness to a home.

Black and white: a reemerging home design trend

StatePoint

Black and white always has been a classic color pairing, and this neutral palette has resurged as one of today's hottest design trends.

Whether your look is modern or traditional, knowing how to properly use black and white can provide balance and boldness to a home. Here are some tips to help integrate this trend into your space.

• Create a Luxurious Living Room.

They say the darker the wall color, the smaller the space feels – but that's not entirely true when black walls are paired with the right light accents. In the right instances, black and white go together like yin and yang, transforming living rooms into picture-perfect spaces.

"You can either go heavy on the black, with black painted walls or wallpaper, or make it the accent color and opt for white walls," says Danielle DeBoe Harper, interior designer and senior creative content manager at Moen, a leading manufacturer of kitchen and bath fixtures. "In a white-heavy room, include touches like artwork in black frames, a black fireplace or a black painted floor and ceiling moldings. In a black-heavy area, use white trim and rugs to offset dark walls for a contemporary look, or organic wood accents to create a unique boho feel."

In modern homes, DeBoe Harper recommends incorporating a pair of bold buffalo check chairs or large scale black and white



photos. For a more traditional approach, she suggests using silk black and white striped curtains, or painting the ceiling in a black and white herringbone design.

• Turn up the Heat in Your Kitchen.

Also known as entertaining central, your kitchen is the perfect location for some wow factor.

The boldness of black and white will seriously impress your guests. "A lot of homeowners want the clean kitchen look, so they're afraid to bring in a dark, dramatic color," says DeBoe Harper. "In reality, incorporating black cabinets or fixtures into an all-white kitchen can give it an upscale, current feel that's still streamlined – and doesn't require cluttering your countertops with accent pieces." Consider combining a matte black faucet, such as Moen's Sleek kitchen faucet, with a white backsplash and counters, or mixing black bentwood café chairs around a modern white tulip table for a more eclectic

approach.

• Shower Your Bathroom with Style.

Black and white can give your bathroom a clean, crisp look. Infuse black accents through a matte black faucet and coordinating accessories, like those from Moen's Genta bathroom suite, or through black and white floor tiles in a geometric print. Towels also provide an opportunity to add texture and visual interest, whether it's a modern floral or traditional houndstooth.

For a seriously eye-catching shower, install black and white striped tile. Keep the bathroom's walls white, so the tiles really pop, expanding the stripes to the ceiling to emphasize the height of your bathroom walls and make it feel bigger – the thinner the stripes, the bigger the statement.

"Integrating black and white makes your space feel sophisticated, yet playful and on trend," adds DeBoe Harper. "Use these tips to achieve the ideal balance in your home."

Don't let your next move or seasonal cleaning be overly stressful. Smart solutions can keep you organized from start to finish.

Simple steps for smart storage and easy moves

StatePoint

Did you know 66 percent of Americans have difficulty finding things in household storage? And more than half are frustrated by the task.

Instead of stressing, consider using smart, tech-based storage solutions, like the Duck Pack & Track app-based labeling system to keep things organized. It uses a smart-phone app and labels with unique QR codes to help you keep track of your boxes' contents. Additional information is available at DuckPackAndTrack.com.

Other things you can do to improve your storage skills? Turn stacks of paperwork into



digital files by scanning them or snapping photos.

Take advantage of vertical space by installing shelving and hooks. Also, some pieces of furniture, like ottomans, can pull double-duty as extra places

to store books, photo albums, blankets, pillows and more.

Don't let your next move or seasonal cleaning be overly stressful. Smart solutions can keep you organized from start to finish.

Windows and doors are the two largest draft sources in any home and should be top priorities for homeowners.

Weatherization myths – Debunked!



StatePoint

Weatherizing your home for each season can make it more comfortable – but how to do it can be confusing. Here are four common weatherizing myths – busted! – to help get your home ready for cooler weather to come.

Myth 1: It doesn't matter where your thermostat is placed.

Truth: Location, location, location! You may be spending more on heating and cooling than you need to be if your thermostat is in the wrong place. Placed in direct sunlight, you run the risk of getting false readings, as it can "think" the room is warmer than it actually feels, causing your air conditioner to turn on when it isn't needed.

Myth 2: Closed curtains and blinds in cold weather prevent heat escape.

Truth: Homeowners can actually save hundreds of dollars annually on heating and cooling costs with proper weatherization early in the season. How do you do it? There are many inexpensive, do-it-yourself weatherization products that are easy

also allow for a warming effect. In winter, draperies should be closed at dusk but opened at dawn.

In addition, heat escape through window insulation products such as Duck brand Roll-On Window Kits, which create a barrier between out-door air and a home's interior, helping block drafts and air leaks. And, it's also a myth that these are hard to install: A pre-taped edge makes for easy roll-on application, requiring no measuring, while fitting snugly to indoor window frames to provide an airtight, crystal-clear seal.

Myth 3: It's expensive to draft-proof your home.

Truth: Homeowners can actually save hundreds of dollars annually on heating and cooling costs with proper weatherization early in the season. How do you do it? There are many inexpensive, do-it-yourself weatherization products that are easy

on the wallet and easy to install, requiring minimal – if any – tools. Windows and doors are the two largest draft sources in any home and should be top priorities for homeowners. Duck brand MAX Strength Silicone Weatherstrip Seals are quick to install and seal various size gaps around windows and doors that may be allowing air to escape.

Myth 4: It's cheaper to keep your home at a constant temperature.

Truth: A common misconception is that it's better to keep your home at a constant temperature, even when you're not home. However, if the system runs less during the day, it uses less energy. According to Energy.gov, you can save as much as 10 percent a year on heating and cooling by turning your thermostat back 7-10 degrees from its normal setting for eight hours a day.

Still need more help? For additional tips and information, text "Weather" to 84444 to access Duck brand's Project Selector, an online resource for project guides, instructional videos and more, or visit DuckBrand.com.

Don't let common myths scare you. Weatherizing can be an affordable, easy do-it-yourself project – especially if you plan ahead.

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HOME SECTION

For maximum curb appeal, the experts at ProVia are offering the following tips for maintaining and selecting vinyl siding.

Vinyl siding cleaning and maintenance tips

StatePoint

The type of siding you have on your home can affect how you spend your weekends, as some options require more maintenance and upkeep than others. "While stucco, wood siding, fiber cement siding and engineered wood all require regular painting and caulking to look their best, today's vinyl siding needs only periodic cleaning with mild soap and water from a garden hose to achieve the same result," says Kevin Mickle, product manager at ProVia, a manufacturer of siding and other exterior building products. For maximum curb appeal, the experts at ProVia are offering the following tips for maintaining and selecting vinyl siding.

- To clean vinyl siding, use a soft cloth or ordinary long-handled, soft bristle brush. For textured surfaces, use only a soft bristle brush to keep the grooves in the texture stain-free. For best results, start at the bottom of the house and work

your way up, taking care to rinse the cleaning solution completely before it dries. During this process, cover any brick facing so it's not affected by the runoff. To remove mold and mildew, use a solution of 30 percent vinegar and 70 percent water.

- Before using a power washer, read the washer's instructions carefully, as well as the recommendations of the siding manufacturer. Some manufacturers advise against the use of pressure washers on their products or have limitations on the amount of pressure and the cleaners that can be used. If you do choose to use a power washer, hold it at



eye level to keep water on top of the siding where it can clean most effectively.

- Ensure your cleaner of choice won't harm your siding. Spot check a small area first. Never use cleaners containing organic solvents, undiluted chlorine bleach, liquid grease remover, nail polish remover or furniture polish.

- When doing any home maintenance project involving stains, sealants and wet concrete, or when spraying the lawn with insecticides or herbicides, cover vinyl siding to protect its color.

- Keeping siding away from significant heat sources – do your barbecuing many paces

away from the house and keep readily ignitable materials such as dry leaves, mulch and trash away from the structure.

- Whether you're building a home or upgrading your current exterior cladding, make an informed selection. Look for the VSI Product Certification Program label. This means the vinyl siding has gone through a third-party inspection process and was independently verified to meet or exceed the industry standard for quality. One brand meeting these rigorous standards is ProVia, which specializes in elegance and endurance and offers three types of professional-class vinyl siding to choose from: insulated, traditional and decorative. All of their cladding is created with a Super Polymer Formulation for enhanced durability. To learn more, visit provia.com/siding. Want to take your weekends back? By selecting vinyl siding for your home, you can get all the charm and curb appeal that traditional materials offer with a simpler maintenance routine.

How to keep pests out of your chimney

StatePoint

As temperatures drop, many people will start spending more time in the warmth of their homes. Animals don't have the luxury of extra heating and take whatever refuge they can find, making chimneys a convenient place for pests to seek shelter. The team at Terminix has some helpful information to share so that homeowners can be better prepared to address critters that find their way into chimneys.

What kinds of pests can end up in your chimney?

If you hear rustling or scratching coming from your chimney, some type of rodent may be the culprit. Your visitors could be squirrels, which are excellent climbers and can

be found in all sorts of places within your home, from attics to crawl spaces to wall voids. Or your chimney might become the den of choice for a female raccoon birthing her young. Rats are yet another option. Norway rats can enter this area of your home from the ground floor and nest on little shelves inside your chimney. And while roof rats, a different species of rat found mostly found along the coasts, are more likely to nest in your attic, they can also find their way into your chimney. Rodents aren't the only animals that can end up in this space, either. Flapping sounds or chirps indicate that a bird may be nesting in your chimney. It may not look much like a tree to you,

but to certain species of birds, your house's chimney could look very similar to the hollow trees in which they like to build their nests.

How do you keep pests out of your chimney?

Ideally, you'll want to set up some preventative measures to reduce the chances of a mother raccoon or other pest in your chimney. Installing a chimney cap can help keep birds, raccoons and other large pests out. When it comes to pests like rats and mice, you should focus on sealing smaller entry points, as a rat can squeeze through a hole the size of a quarter! It can be difficult to spot these access points from the ground, so you should have a professional inspect your roof

and chimney for possible holes.

What do you do when a pest is already inside?

Pest control measures vary depending on what kind of animal has entered your chimney, but the general rule is that you shouldn't light a fire or try to smoke the animal out. Pests like raccoons can attack when they feel threatened, and rodents can spread ectoparasitic insect pests like ticks and fleas, so you don't want to come into direct contact with whatever animal has decided to seek shelter in your home. Leave the actual removal to professionals, as Terminix's trained technicians can safely and effectively remove pests that have taken up residence in your chimney.

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GWATA announces 'Innovator' award winners



GWATA (Greater Wenatchee Area Technology Alliance) hosted the 18th Annual Innovator Awards Luncheon at the Wenatchee Convention Center September 26. The Innovator Awards Luncheon celebrates the drive, passion, and spirit of innovators in North Central Washington while inspiring those whose who are just starting their journey. Over 350 attendees came out to celebrate and recognize the nominees, finalists, and hear the live announcement of the winner for GWATA's five regional awards:

- Entrepreneur of the Year
- Innovative Technology Business of the Year
- STEM Educator of the Year
- Problem Solving Innovator (College Student)
- Future Technology Leader (K12 Student)

The 2018 Innovator Award Winners were among 33 individuals/organizations who were nominated by the community for their innovation and accomplishments in entrepreneurship, technology, or education.

Peoples Bank presented the **Entrepreneur of the Year Award to Kevin Cox and Kyle**

Cox of Coaxsher. Coaxsher manufacturers PPE and gear for firefighters and other emergency management agencies. Kevin Cox and Kyle Cox (brothers), along with their team are improving the lives of those who use their products through innovative designs and safety features. Since 2001, Kevin and Kyle have grown their company to 25 employees, creating local jobs and products that are distributed worldwide. Coaxsher is located in Chelan Falls, WA. For more information visit coaxsher.com.

Stemilt Growers presented the **Innovative Technology Business of the Year Award to iSpyFire.** iSpyFire was founded in 2013 for a local volunteer fire department in order to help first responders act quickly and efficiently. The iSpyFire web and mobile app brings first responders live streaming call information including new incidents, mapping, planning, and more.

iSpyFire was founded by Cy Sousley and Matt Sousley (brothers) and is located in Cashmere. For more information visit ispyfire.com.

Microsoft presented the

STEM Educator of the Year Award to Brigitte Wiegand of Foothills Middle School in Wenatchee. Brigitte encourages students to engage with robotics in order to learn life-long skills such as collaboration, time management, and problem solving. With a mission to create an inclusive program, she has enabled more female students and underrepresented students to participate. In the past three years, the program has seen 6x as many female students participate. Brigitte has helped lead multiple teams to the VEX IQ World Championship and in early 2018 she also received the VEX Mentor of the Year award.

EQPD presented the **Problem Solving Innovator of the Year Award to Porter Lumpkins, Michael Olmstead, and Bernardo Farias** of Wenatchee Valley College. This student team built a pneumatic powered gen-set, a generator that creates electricity powered by air pressure. They used two single piston weed eaters, motion sensors, and a timing chain. The three students demonstrated knowledge of power generation,



ALL PHOTOS BY JP PORTRAIT STUDIO

2018 Innovator Awards Winners: Kevin Cox, Brian Asher, Brigitte Wiegand, Cy Sousley, Matt Sousley, Porter Lumpkins, Michael Olmstead, Annaliese Gordon, Lucia Musacchi, Miranda Nayak, and Taylor Reyes.

an understanding of gears and drives, as well as electrical sensors and circuitry.

Giga Watt presented the **Future Technology Leader Award to Team FBI** (Female Bot Intelligence). The five person student team includes: Annaliese Gordon, Asanatou Ceesay, Lucia Musacchi, Miranda Nayak, and Taylor Reyes from Foothills Middle School. Team FBI dedicated hours to building a robot and completing a STEM project. The team also researched the ethical dilemmas associated with the development of a robotic heart pump being designed by Harvard and the Boston Medical Center. Their work qualified them for Washington State's VEX Championship where they were honored with the Excellence Award, and qualified them to participate in the VEX World Championship where they competed again with 400 other teams from 32 countries.

GWATA would like to thank the presenting sponsors of

the 2018 Innovator Awards luncheon: Giga Watt, Microsoft, Peoples Bank, and Stemilt Growers. GWATA would also like to recognize supporting partners at Jeffers, Danielson, Sonn and Aylward; Molina Healthcare, Confluence Health, Native Network, LocalTel Communications, Subsplash, and Van Doren Sales.

Additional Information
More information on all of the nominees, finalists, and award recipients can be found on the GWATA Website. gwata.org/innovators
GWATA has produced videos on the Innovator Awards Winners which you can find on the GWATA YouTube or Facebook Page.

About GWATA

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



2018 Future Technology Leader of Year Award Winners, Team FBI: Annaliese, Gordon, Lucia Musacchi, Miranda Nayak, and Taylor Reyes (not pictured: Asanatou Ceesay)



2018 Problem Solving Innovator of the Year Award Winners: Porter Lumpkins and Michael Olmstead (not pictured: Bernardo Farias)

Douglas PUD Commission meeting report

Douglas PUD news release

Douglas County PUD Commissioners Molly Simpson and Aaron J. Viebrock executed the following actions during the October 22, Commission meeting held at the District's East Wenatchee office:

Approved acceptance of work and final payment to ABB, Inc. under contract 17-26-D, Supply and Deliver Two 115kV Breakers to the Lone Pine Substation. All work under the contract is complete and meets bid specifications.

Affirmed change order No. 1 to contract 18-01-W, Columbia Cove Park Shoreline Stabilization. Changes include additional gravel and installation method increasing the not-to-exceed cost \$5,246 which brings the total cost to \$270,619.

Authorized amendment No. 1 to professional service agreement with ESSA Technologies Ltd. to complete phase 3 of the renewal and modernization of the Fish Water Management Tool. This amendment will extend the completion date to December 31, and increase the not-to-exceed cost \$21,000

for necessary changes to the original scope bringing the total cost to \$262,000.

Approved renewal of property insurance coverage with Ace American Insurance Company and Liberty Mutual Insurance Company.

Authorized disposal of computing devices and printers. These items are obsolete, of no value, and unsuitable for sale at a surplus auction. These items will be recycled.

Approved declaring two trailers surplus and authorized disposal. The trailers are obsolete and no longer useful to District operations. They will be sold as scrap metal.

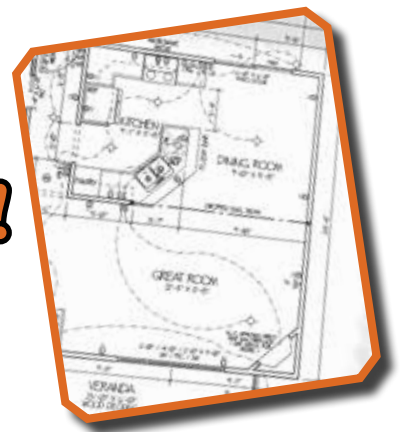
Authorized declaring Wells Project office equipment that is no longer useful surplus and approved disposal.

Approved land use permit 100-04, Merlin and Jeanne Ekvall. The permit is for continued use of Project lands for previously permitted irrigation pump and associated infrastructure.

Rescheduled the November 12, meeting due to the holiday. The next meeting of the Commission is scheduled for 1:30 p.m. Nov. 13 at the District's East Wenatchee office.

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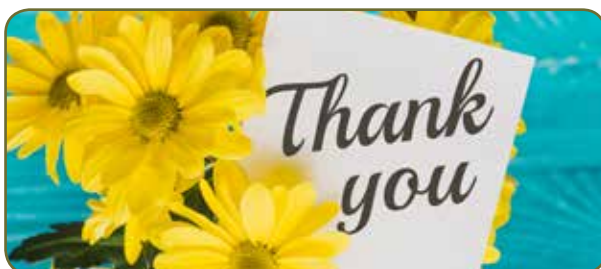
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MEMBER HIGHLIGHTS

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!

- Ag Supply Company – 12 years
- Cozy Comfort Heating & Cooling – 11 years
- Highlander Golf Club – 14 years
- Irrigation Technology & Control, Inc. – 12 years
- J & K Earthworks, LLC – 12 years
- Lexar Homes – 9 years
- North Valley Mechanical, Inc. – 21 years
- Pool to Spa Services – 11 years
- Rent-Me Storage – 12 years
- Smith Custom Woodworking, Inc. – 1 year
- Springwater Homes, LLC – 2 years
- The John's Real Estate Corporation – 12 years
- Tonka Landshaping & Excavating – 20 years
- Travis Knoop Photography – 7 years

A Message from BNCW's Chairman

The end to a very long election season is almost here! Soon the signs and the commercials will be gone but the consequences could last for many years. For those that have not yet filled out their ballots,

please check out the BNCW voter's guide online at www.BuildingNCW.org. This year we have many great candidates running for local office, including our own Marc Straub as well as Shon Smith vying for county commission seats in Douglas and Chelan Counties, respectively. Conversely, there is a huge job killing tax increase masquerading as an anti-pollution initiative and another that is a direct assault on our constitutional rights! But enough politics for now...

I would like to offer my personal thanks to the many people that have given their time and resources to help the Christensen family get moved into their new home and to get their current home on the market. Dustin continues his recovery in the ICU at Central Washington Hospital. He is doing remarkably well, all things considered! He is making progress towards getting off of any breathing assistance, is up and walking several times a day, albeit with a team of nurses carrying equipment along! As I write this column, he has even

made it outside several times to enjoy the fall sun! Dustin and his family still face a long recovery and many uncertainties in the future, but I have no doubt that his Faith, Family and Friends will be there every step of the way! Your continued prayers are very much appreciated by Dustin and his family. Godspeed in your recovery my friend!

Lastly, BNCW has had a long relationship with the Wenatchee Valley Technical Skills Center, particularly with the Construction Trades Program. For the last few years, students from all of the different programs have competed in the Skills USA competition. This year, Construction Trades students Jacob Miller and Jaden MacNeil advanced on from the regional event and competed in the state competition, with Jaden MacNeil taking first place and advancing on to compete at the national competition! Tyler Bertram, a Fire Science student not only took top honors at the state competition but went on to win the national competition

in the Fire Science category! Congratulations to all of the students that participated in the skills USA competition, and thank you to Terry Fike and the other instructors at the WVTSC for their time and dedication to their students! The training and experience that these students receive is vital to our industry and the future of our community.

Unfortunately, even after large increases in funding from the state over the last several years, due to budget priorities, it appears that funding for students to compete in Skills USA will not be available from the school district this year! This means if we would like to see these students be able to showcase their skills and bring positive attention to the WVTSC, our industry and local businesses will need to sponsor students to participate in these competitions. As always, I'm certain BNCW and its members will step up and do whatever is necessary!

God Bless,
Lee Pfluger

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

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FAX: (509) 665-6669

Email us for more information:
Info@BuildingNCW.org

Visit us online at:
www.BuildingNCW.org

WELCOME NEW BNCW MEMBERS!

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

- Ace Electric Inc.
Ethan McGee
509-221-0597
- R & B Investments Unlimited LLC
Mike Beverick
360-391-9918



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”

NOVEMBER 2018 ASSOCIATION NEWSLETTER

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BNCW's:

FROM
A DIFFERENT
PERSPECTIVE

Enormous Economy

“The size of the US economy is \$19 trillion. The 28 nations in the EU share a \$17 trillion economy and China's GDP is about \$12 trillion. This year, the US economy will grow about 3.1%; that will add \$590 billion to GDP. That increase is as large as the GDP of Taiwan, almost as big as Argentina, and would rank as the 22nd largest nation in the world.”

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



2019 BNCW Home Show

While it may be hard to believe, planning for the big 2019 BNCW Home Show is already underway!

NCW's premier Home Show will once again be held at the Town Toyota Center on February 8-10, 2019.

We would like to thank Ryan Kelso and Complete Design, Inc. for his continued participation and support as our Presenting Sponsor!

As many of you know, the best way to promote your business is face-to-face with folks.

Experienced business owners know that, even when business is brisk, keeping in front of consumers is paramount to keeping that pipeline of future

business secure.

The BNCW Home Show is designed to do exactly that for our vendors.

Consequently, our #1 priority is to get thousands of decision-makers right in front of you over a three-day period.

Here's what one of our valued vendors has to say about why their company makes the BNCW Home Show a part of their annual marketing plan:

“We value participating in the BNCW Home Show and Home Tour & Remodeling Expo because of the networking we can do with others in the building community. One of our biggest jobs this summer

and fall came from another vendor we were neighbors with at the Home Show last spring.

Just today, we received a multi-faceted job from a contractor we met at the Remodeling Expo.

The networking we are able to do at BNCW events has been an invaluable asset to the growth of our business.”

Robert and Jessica Guerin, Owners - Wenatchee Valley Glass

Vendor registration for the 2019 BNCW Home Show is now open.

Booth space is limited due to the number of returning vendors from our 2018 Show. This alone is another great testimony to the quality and effectiveness our

Show has earned over the years!

We look forward to adding new, quality vendors who are eager to get in front of qualified folks seeking to meet quality professionals!

For more information on the 2019 BNCW Home Show, including booth pricing, and other marketing opportunities, please contact **Sarah Daggett at 509-293-5840.**

Registration will be open until all booths are filled. Don't wait until the last minute to get your registration secured, as this is a first-come-first-served opportunity to give your 2019 business year the kick-start it deserves!

Ugly Christmas Sweater Party & Auction

Saturday, December 8th

6-9pm • Wenatchee Convention Center

\$\$ BIG CASH \$\$ PRIZE FOR UGLIEST SWEATER CONTEST!!

Presented By:

\$35 each or • \$260 table of 8 (savings of \$20)
EACH GUEST RECEIVES ONE HOSTED BEER/WINE TICKET

All guests will receive a sponsored \$15 gift card to a local business/retailer!

Supporting Sponsors:

BNCW is Seeking 2019 Home Show Planning Committee Members!

The BNCW Home Show is NCW's Premier Home Show!

This is a high-visibility community event that provides member volunteers a unique opportunity to help plan and execute an event that is multi-faceted.

The planning committee will be gearing up very soon and we would like to have you bring your creativity and ideas to the table! Sound interesting? It is!

Please contact Lindsay Rey at (509) 293-5840 for more information!



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

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“ YOU ARE BUSY TODAY THANKS TO YOUR EFFORTS YESTERDAY. ”
 TO STAY BUSY TOMORROW YOU MUST PLAN WELL TODAY!

TOP 5 REASONS WHY YOU SHOULD BE IN THE 2019 BNCW HOME SHOW

- Thousands of Qualified Buyers** in three days, all in one place!
- Exhibit marketing** is one of the most cost-effective ways to promote your business and get your product or service in front of qualified buyers.
- Seven times** as many prospects can be reached at a trade show than through any other lead generating system. **Source: Business Marketing Magazine 7x**
- Consumers of trade shows:**
 - 83% Have not been called on by your company in the past 12 months
 - 82% Have buying influence
 - 50% Are looking specifically for new product innovations
 - 49% Come to buy something
 - 29% Are decision makers
- Attendees that visit trade shows:**
 - 95% Pick up your product literature and brochures
 - 94% Compare products and research the competition
 - 77% Locate new suppliers and vendors
 - 51% Request that a sales representative visit them
 - 26% Sign a purchase order



BNCW strives to create a Home Show that will produce a comprehensive marketing campaign aimed at attracting quality, high-income attendees.

Contact Sarah Daggett at 509.293.5840 or email Sarah@BuildingNCW.org
www.BuildingNCW.org



October's NBN Event a Hit!

Last month, Standard Paint & Flooring hosted our October BNCW Nothing But Networking Event!

Over 60 people attended and strolled through their amazing flooring showroom and paint department while enjoying delicious food catered by Ravenous Catering! Attendees learned about the wide selection of products and services that Standard Paint & Flooring offers. In addition, attendees were treated to an abundance of door prizes that

Standard Paint & Flooring awarded guests throughout the evening! So many people left that night with something new in their hands!

Many thanks to all of the hard work the staff at Standard Paint & Flooring put into making the evening such a success!

Be sure to mark your calendars for the November BNCW NBN hosted by Marson and Marson Lumber in Leavenworth on November 15th from 5:00 to 7:00pm!



Notice to BNCW members

BNCW's Board of Directors will vote to amend the Association's Bylaws at its regularly scheduled November meeting – Wednesday, November 21, 7:00am in the BNCW Boardroom. All members are welcome to attend.

The amendment language would be added to Article 4 of the Bylaws, addressing Board of Directors. The specific language proposed to be added is as follows:

ARTICLE 4 Board of Directors

4.2 Life Director

The Board of Directors may, by a majority vote, appoint any current or prior Director to a Life Director status, provided that the Director is a member in good standing and has a distinguished record of service to Building North Central Washington. Furthermore, appointment to a Life Director position requires that the Director shall have distinguishably served as Chairman of the association. The Life Director shall be of counsel to the Chairman and CEO. Life Directorship shall entitle such members to a continuing voting position on the BNCW Board of Directors so long as the Director has attended one of the previous three meetings prior to any vote. Life Directors shall not be counted toward constituting a quorum of the Board of Directors. The Life Director shall have sabbatical privileges and may resume duties upon meeting the aforementioned attendance requirement. If the Life Director fails to represent the association in a professional and ethical manner, such behavior will result in a hearing conducted by the executive committee. The findings of this committee would then be presented to the Board of Directors for any action, including removal of Life Director status.

BNCW Health Choice

Why settle for one Health Insurance quote, when you can choose from them all?

Building North Central Washington offers its members competitive health insurance rates from several insurance carriers.



Call our office today to receive your Free Health Insurance quote!
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NOVEMBER 2018 ASSOCIATION NEWSLETTER

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Attention BNCW member employers

Beginning January 2019, the Paid Family and Medical Leave program goes into effect. This program was authorized by the Legislature in 2017, and its implementation is ongoing. The information below will help you get started, but please understand that rulemaking is ongoing, and more details will be provided as they become available.



What to do on Jan. 1, 2019:

1. Begin with holding Paid Family and Medical Leave premiums from employee paychecks
2. Budget for the employer share of the premium
3. Begin tracking hours and wages of all employees, including seasonal, temporary and part-time workers

Federal employers and employees, federally recognized tribes and sole-proprietors are exempt from the program, but tribes and sole-proprietors may opt in. If you have employees covered by a collective bargaining agreement they may have delayed participation in the program.

Quick facts

Premium collection:

1. Premiums are 0.4% of gross wages paid.
2. Employers may either withhold employees' premiums from their paychecks or pay the entire premium for their employees. Employers who choose to withhold premiums from their employees may withhold up to 63 percent of the total premium. The employer is responsible for paying the other 37 percent.
3. Businesses with fewer than 50 employees are not required to pay the employer portion of the premium but are required to remit employee-paid premiums to ESD and abide by all reporting requirements.
4. Small business assistance grants are available to businesses with 50 to 150 employees and to businesses with fewer than 50 employees who choose to pay the employer share of their employee's premium.

Reporting:

1. Nearly all employers statewide will need to report employee wages, hours worked, and additional information to ESD every quarter.
2. Employers should begin tracking hours and wages Jan. 1, 2019, to prepare for reporting in April.
3. Employers who want to internally manage a paid family and medical leave plan for their employees may apply for a voluntary plan. Voluntary plans must be approved by ESD and employers will still need to meet the program's reporting requirements.

Benefits available:

Starting Jan. 1, 2020, eligible workers can take leave for qualified family and medical events. Employees get up to 12 weeks of leave, and up to 18 weeks under exceptional circumstances.

BNCW EVENTS

BNCW's November Board of Directors Meeting

■ November 21, 2018, 7:00am to 9:00am
Building North Central Washington
2201 N. Wenatchee Ave, Wenatchee
Chairman: Lee Pfluger

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 Weekly Dirt e-Update

Each Tuesday, BNCW sends out a weekly e-Update to our valued members and their employees.

The purpose is to keep our members well-informed of important information that may affect them.

Keep an eye out in your inbox!

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



Secure your 2019 NBN event date 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 (509) 293-5840 or via email at Lindsay@BuildingNCW.org.

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New markets and 100 employees help mark milestone day for SCJ Alliance

Jean Carr takes the helm as SCJ's President/CEO

SCJ news release

LACEY – Jean Carr became President and CEO of SCJ Alliance on October 1, 2018.

Jean and former CEO Perry Shea founded the company 12 years ago along with Bob Jewell.

The three of them have anticipated this transition for a number of years.

Perry is now the Chief Business Development Officer, continuing his role as one of the firm's lead practice builders.

He will focus on advancing growing markets, such as cable and rail propelled transit systems, which include urban gondolas.

In addition to the CEO change on October 1, SCJ welcomed the firm's 100th employee, this one in SCJ's



Jean Carr and Perry Shea.

Centralia office.

The company also has offices in Lacey, Seattle, Ballard, Vancouver, Spokane, and Wenatchee,

Wash. and another in Boulder, Colo.

Project teams often include people from multiple offices who work

together virtually, creating dynamic groups that seamlessly collaborate with each other.



About SCJ Alliance

Is a multidisciplinary consulting firm specializing in civil engineering, transportation planning and design, landscape architecture, environmental and urban planning, and public outreach.

The privately-held firm has been nationally recognized multiple times for growth, award-winning projects, and as a great place to work.



CliftonLarsonAllen hires Rosa, Osterlund



Paden Osterlund



Maria Rosa

CliftonLarsonAllen, LLP of 517 N. Mission St., Ste B in Wenatchee has announced the hiring of two new associates.

Before joining CLA Paden Osterlund worked summers at Weinstein Beverage in Wenatchee while pursuing his undergrad degree in Accounting, and then held a graduate fellowship position at Eastern Washington University while completing his Master's in Business Administration.

Prior to working with CliftonLarsonAllen, Maria Rosa graduated from CWU in 2016 with a Bachelor's degree in Accounting and Business Administration. While attending CWU, Maria completed an internship with CliftonLarsonAllen. Upon completion of her degrees, she worked for CLA in the Moses Lake office.

Maria has also worked for a local orchard as an Accounts Payable Specialist.

Applarians raise Queen's Scholarship to \$10k



Chancellor Bryan Campbell and First Lady Jody.

The Wenatchee Applarians are pleased to announce that they have increased the Apple Blossom Festival Queen's annual scholarship to \$10,000.00 beginning with the 2019 queen selection.

The Applarians are a booster organization that has proudly supported the Wenatchee valley's Apple Blossom Festival activities since 1958.

The Applarians are also the official hosting organization for the cities of Wenatchee and East Wenatchee and the Washington State Apple Blossom Festival.

They participate in other local charitable events and support the festival at out of town parades throughout the year.

<https://www.appleblossom.org/2018-applarians>



Mitchell, Reed & Schmitt Insurance, Inc.

Mitchell, Reed & Schmitt Insurance of 124 E. Penny Rd., Ste 101 in Wenatchee, have announced the accomplishment of one of its employees, Lori Reed.

Reed was elected as the state national director for the Independent Insurance Agents and Brokers of Washington (IIABW) at the annual conference in Renton last September.

Reed's three-year term begins January 2019. She is



Lori Reed

currently the past president of the organization.

Notice of Conference Attendance

Mt. Stuart Physical Therapy co-owners, Luke Astell and Nancy Bywater, attended the Physical Therapy Association of Washington (PTWA) State Conference in early October.

Presenting at the conference was Shirley A. Sahrman, PT, PhD, FAPTA. She is a professor of physical therapy, cell biology, physiology, and neurology at Washington University School of Medicine.

Sahrman's approach is described as the perfect blend between humanism and scientific inquiry.

She excels at successfully



Luke Astell



Nancy Bywater

diagnosing and treating patients who have complicated impairments that have not responded to previous therapy attempts.

Sahrman has had a world-wide influence on

the practice of physical therapy through her seminal contributions on the approach to diagnosis and treatment.

PTWA is an advocacy group for physical

therapists statewide.

They also lobby for fair insurance practices, direct access to therapy for all insurance holders and many other issues that affect consumers and patients across Washington state.

Astell and Bywater have been active members with this association for more than 20 years.



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We are pleased to announce Accountant Nicholas McCarthy

has joined Homchick, Smith & Associates, P.L.L.C.



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SUBMITTED PHOTO

Front Row L to R: Robin Gates, Dagan Anderson, Val Newell, Melina Sandage, Jerrilea Crawford, Fay Patrick, Dulce Morgado
Back Row L to R: Jim Gates, Larry Morgan, Judy Kelts, David Kelts Libby Morgan, Coulson Crawford, Linda Herald, Jessica Murray

15 area locals visit Misawa, Japan Sister City to East Wenatchee

Submitted article

EAST WENATCHEE – Fifteen local delegates, led by Jerrilea Crawford, Wenatchee City Council member Linda Herald and David Kelts, recently experienced a trip full of wonder in Japan.

The group, ages 13-74, arrived as the Tokyo heat wave broke, and were lucky to see Mount Fuji clearly on a summer day.

We traveled through the Tokyo train station easily, along with at least 1 million Japanese commuters, keeping track of one another by our bright red delegate shirts.

Many were awed by Meiji Shrine, and mesmerized by a very human-looking female robot at a department store, welcoming shoppers in a clear voice, and moving realistically.

We stared and tried hard to find a physical flaw that gave her robot status away, and couldn't find one.

After tours, fun adventures and shopping, the marvelous shinkansen (bullet train) headed north

toward our Sister City Misawa at speeds of up to 200 mph. Soon we were among our Japanese "Sister City family" and friends, with famous kindness and generosity, at the International Center.

Kindergartners sang and presented flowers, home-stay families were introduced, and very soon we were listening to koto players at our wonderful Welcome Banquet.

In Misawa, we experienced other natural wonders: two small early morning earthquakes, and the edge of a typhoon with hours of heavy rain one evening. Thankfully, it was cooler than in past years.

Mayor Taneichi's famous barbecue, with fabulous foods from many grill stations, including maguro tuna caught that morning, along with the chance to pound rice into mochi, was a highlight.

A totally free day with our families helped create special memories, and the summer festival parade we participated in passed way

too quickly. Touring Misawa Air Base, and visiting Sabishiro Beach where Miss Veedol took off were very special, as was a local junior high school where the students all enjoyed trying their best to speak English with us.

We all learned to roll sushi at the International Center, and to play koto, dressed in our gifts of beautiful, colorful yukata (summer kimono) and jin-bei for men.

We wished the singing and dancing together at the Farewell Banquet could have continued much longer. After many tearful goodbyes, hugs and bows, we arrived home to cooler weather and clear skies.

Jim and Robin Gates said, "It was a wonderfully put together trip, with great planning in the valley and in Misawa. Well done, with super energy! We're totally impressed, and pleased to pass the word on this great project."

Jerrilea Crawford felt "there was so much I enjoyed that it is hard to narrow

down to what I liked best. I enjoyed my host family, and I really enjoyed Kamakura (a seaside city near Tokyo)! A huge thank you for your help preparing for our trip and for the very helpful guide booklet." This was the second trip for Jerrilea and her son, Coulson.

Val Newell said, "I honestly can say that of all my travels this was the most meaningful. Sharing the fun and educational activities, especially in Misawa, was a joy. I am sure we will always love Misawa and its people."

Several Japanese students who hosted our local delegates from the valley will join the Misawa Sister City delegation of 19 visiting Oct. 3-8 for the Wings & Wheels Festival in East Wenatchee.

Please welcome them warmly with a yokoso and a konnichi wa!

Interested in joining the delegation traveling to Japan next August? Visit wenatcheevalleymisawa.org. *David Kelts is president of the Wenatchee Valley/Misawa Sister City Association*

City of Wenatchee New Business Licenses September 2018

C.A. & G. General Construction, LLC Barry Le Noble East Wenatchee, WA 98802 (509) 699-3215	General Construction
Storhaug Engineering Spokane, WA 99202 (509) 242 -1000	Jerry Storhaug Survey Engineering company who will be Providing staking and survey services.
Canvasback Contracting, LLC. DBA AC Custom Builders Leavenworth, WA 98847 (509) 860 – 9117	Tibor Lak General Construction
Diana Belen Cisnaro Ramos 232 S Wenatchee Ave Wenatchee, WA 98801 (509) 470-0141	Diana Cisnaro Ramos Cosmetologist
Intermountain Drywall & Acoustical, Inc. East Wenatchee, WA 98802 (208) 866 – 0297	Gary Douthit Steel framing, drywall
Cove Point Holdings, LLC. Wenatchee, WA 98801 (509) 393 – 0032	Francisco Blas Airbnb
Fan – Fare 5 S Wenatchee Ave, Suite 101 Wenatchee, WA 98801 (509) 670 – 6730	Jeffrey Retail store
Mistie McLaughlin Photography 101 S Wenatchee Ave Suite A and Office Wenatchee, WA 98801 (253) 279 – 4033	Mistie McLaughlin Photography Studio
Telos Wealth Management, LLC. 385 E. Penny Rd., Suite 103 Wenatchee, WA 98801 (509) 664 – 8844	Sean P. Gross Wealth Management
Virginia Thomas Winery 527 Piere St., Unit C Wenatchee, WA 98801 (509) 415 - 8888	Thomas Bowling Wine production, secondary fermentation, long term storage(aging) bottling and warehousing.
Rhabry Styling 110 1St St. Wenatchee, WA 98801 (206) 930 - 6205	Rebecca Haubry Cosmetologist
FJ Electric, LLC Yakima, WA 98908 (509) 317 – 2420	Jeff Bast Electrical Contractor
Ground Up Road Construction Inc. Sumner, WA 98390 (253) 891 - 1413	R. Scott Stultz In-place Base Stabilization, Asphalt Planning, Asphalt Milling, Pulverizing and Removal
Mason Roofing and Construction, Inc. Monitor, WA 98836 (509) 670-7383	Scott Marson Roofing and construction contractor
Xtreme Concrete East Wenatchee, WA 98802 (509) 668 – 8899	Julio Gonzalez Concrete Business
Granite Concepts LLC Lewiston, ID 83501 (208) 746 – 8196	Chad McVicar Fabrication and Installation of Granite, Quartz and Marble Countertops
MacKay Landscape Services, LLC. Woodinville, WA 98272 (425) 771 - 3639	Russell MacKay Landscaping

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REAL ESTATE

TOP PROPERTIES – August 2018

Buyer	Seller	Sale price	Date	No.	Street	City	Acreage	Sq ft.	Year Built	Bedr	Bathr	Pool	Firepl
WILLKOMMEN VILLAGE APARTMENTS LLC	WILLKOMMEN LLC	\$2,720,000	2018/08/31		WARD	STRASSE LEAVENWORTH	7.5200	0	0			N	N
CAMPBELL'S LODGE INC	GC PROPERTIES LLC	\$2,600,000	2018/08/20	721	E. WOODIN	AVE CHELAN	0.8300	37994	1989			N	N
MLMT 2005-MCPI WASHINGTON OFFICE PROPERTIES LLC	CDC PROPERTIES I LLC	\$2,187,958	2018/08/08	805	S MISSION	ST WENATCHEE	2.2800	28000	1988			N	N
CRYSTAL AQUISITIONS LLC	KTC DESIGN BUILD LLC	\$1,980,000	2018/08/10		CRYSTAL	DR CHELAN	11.6900	0	0			N	N
STRONG STEPHEN ETAL	DUFFY JERRY & EVELYN TRT	\$1,890,000	2018/08/14	9650	E LEAVENWORTH	RD LEAVENWORTH	1.2800	4210	2007	3	4	N	Y
BECPRAFT DANIEL & ERIN	ISLER DOUG	\$1,800,000	2018/08/01		MOUNTAIN HOME	RD LEAVENWORTH	9.9000	0	0			N	N
MOORE ROGER & MOJDEH	FLOOD WILLIS P & MICHELE O	\$1,415,000	2018/08/23	9343	LONE PINE ORCHARDS	RD LEAVENWORTH	1.1600	3126	2010			N	Y
MCMILLIAN REX & REBECCA	SINCRAUGH JAMES E	\$1,325,000	2018/08/03	18335	RIVER	RD LEAVENWORTH	1.4100	3956	2004	3	4	N	Y
NUMERICA CREDIT UNION	WENATCHEE VALLEY MEDICAL CENTER	\$1,260,000	2018/08/02	812	N WENATCHEE	AVE WENATCHEE	1.3200	0	0			N	N
SYPER JAMES E & TINA M	NIESZ JEFFREY E & JENNIFER	\$920,000	2018/08/14	110	VIA VISTA	LN CHELAN	0.9100	2688	2016	3	2.5	N	Y
RAMOS MARIO & MARISSA	FINDLEY-GROVES DAWN MARIE TRT	\$799,000	2018/08/20	1700	WASHINGTON	ST MANSON	2.1200	3126	1987	4	3.5	Y	Y
BROOKE RYAN ETAL	CARVER JAMES & SUSAN M	\$790,000	2018/08/15	8541	S LAKESHORE	RD CHELAN	1.3500	2584	2014	3	3	N	N
BEARDSLEY ELLEN	MANRIQUEZ HENRY JR	\$775,000	2018/08/24	8793	ICICLE	RD LEAVENWORTH	0.3500	2177	1999	2	3	N	N
NICHOLSON TODD & MARCI	DPF LLC	\$749,000	2018/08/01	114	PORCUPINE	LN CHELAN	0.1100	1862	2018	5	4.5	N	Y
PERYEA AMELIE M	MARSTEN ROLAND & MARY	\$740,000	2018/08/15	2781	STEMILT CREEK	RD MALAGA	4.9600	2345	1932	4	2	Y	Y
TOOMEY EUGENE P	NIELSEN DREW C	\$735,000	2018/08/08	20	ROSES LAKE	LN MANSON	0.4900	1384	2002	3	2	N	Y
WHITMAN TRIPLEX LLC	DEGEL KATHERINE	\$713,500	2018/08/13	150	W WHITMAN	ST LEAVENWORTH	0.2800	4614	1914			N	N
DAILY TOM & BRENDA	REED ROLAND B	\$675,000	2018/08/21	295	ROSEMARY	CT CHELAN FALLS	4.7700	1900	1990	2	2.5	N	Y
LISKE PETER A & DEBRA L	TIMBERWOOD HOMES LLC	\$671,846	2018/08/21	211	BURCH HOLLOW	LN WENATCHEE	0.4600	2008	2018	4	3	N	Y
MALO TODD & MEAGHAN	VAIL RICHARD W & KATHLEEN J TRUSTEES	\$663,000	2018/08/06	975	SUMMIT	BLVD MANSON	1.2100	1380	1993	2	2.25	Y	N
KOEMPEL HERMAN & DEBRA	MC HARDY BRIAN J	\$659,000	2018/08/13	120	PINNACLE	PL CHELAN	0.4300	2512	1993		2.5	N	Y
TOMKINS ANNETTE & JOHN	HAMSTREET CHARLES O	\$649,000	2018/08/08	7678	ICICLE	RD LEAVENWORTH	1.2600	2016	1994	3	2.5	N	N
MILLER CHRISTOPHER T & RACHEL L	SHEWFELT KENNETH & DEBRA	\$645,000	2018/08/13	575	ROSEMARY	CT CHELAN FALLS	3.9000	1490	2013	3	2	N	N
PETIT BRIAN & KERRY	WIEDMAN JOHN	\$560,000	2018/08/07	24312	SADDLE	ST LEAVENWORTH	0.3400	1026	1969	3	1.5	N	N
UNDERWOOD MITCHELL & JODY	CHURCH CHRISTOPHER J & MICHELE J	\$559,000	2018/08/29	3040	NUMBER 1 CANYON	RD WENATCHEE	2.8700	1680	1991	3	2.75	N	N
JAMSHEED RASHID & NORMA	LANDON MICHAEL L	\$535,000	2018/08/26	3323	CRESTVIEW	RD WENATCHEE	0.4300	2134	2000	3	2	N	N
IZDEPSKI BRIAN A & KATHRYNE M	CRONRATH WILLIAM L & PAMELA R TRUSTEES	\$530,000	2018/08/28	3808	SCHOOL	ST WENATCHEE	1.5200	1700	1986	3	3	N	Y
COLE CURTIS M & CAMMIE M	GANGLE DAWN	\$527,000	2018/08/17	291	ROLLING HILLS	LN WENATCHEE	0.3700	1820	1999	3	2	N	Y
OLSON STEVEN W & TAMI K	VAN WINKLE VIRGIL K	\$518,900	2018/08/22	1609	N WESTERN	AVE WENATCHEE	0.8700	2388	1996	2	2.5	N	N
VR NW HOLDINGS INC	CLP STEVENS PASS LLC	\$509,803	2018/08/15	32495	US HWY 2	STEVENS PASS	31.2000	5959	1969			N	N
WEIMANN JAMES & HEATHER	FRANCIS ROBERT A	\$505,000	2018/08/01	310	WHITMAN	ST LEAVENWORTH	0.4300	1016	1939	4	3	N	Y
ROBERTS JAMES E & DONNA M	UNDERWOOD MITCHELL & JODY	\$494,950	2018/08/22	1520	WASHINGTON	ST WENATCHEE	0.3000	1905	2004	3	2	N	Y
KOSTENKO ANDREY V & ERICA D	GUTZWILLER RYAN P & GERALDINE A	\$490,500	2018/08/01	1909	BROADWAY	PL WENATCHEE	0.3200	2614	1990	4	3.5	N	Y
ADAMS ALICIA & BRIAN	JOHNSON DONALD JAMES IVAN & SHAUNA M	\$488,000	2018/08/28	14560	OLIN	ST ENTIAT	1.3400	2728	1995	4	4	Y	N
MANION ARIC & RACHEL	BERRY INVESTMENT COMPANY LLC	\$475,000	2018/08/14	226	METHOW	ST WENATCHEE	0.2800	3535	1991			N	N
PEACEFUL GLEN LLC	DAINARD ROBERT C	\$469,000	2018/08/22				0.1000	480	1908	1	1	N	N
CLENNON BARTON H & SHEILA E	MC MAHON & SEALBY PROPERTIES	\$455,000	2018/08/01	39	S WENATCHEE	AVE WENATCHEE	0.3300	0	0			N	N
DEMERS J PAUL & DOROTHY	BOOBER GEORGE H & LINDA M	\$445,000	2018/08/13	10765	LONE PINE	DR PESHAISTIN	1.0200	1680	2006	3		N	N
BRYANT DAVID E & RACHEL I	SHOOTING THE MOON LLC	\$439,000	2018/08/15	15720	CEDAR BRAE	RD LEAVENWORTH	0.4600	500	1957			N	N
ROY BRIAN & MELISSA	MC GOWAN EVELYN J	\$421,000	2018/08/07	1571	ALPENSEE STRASSE	LEAVENWORTH	0.2500	1948	1981	3	2	N	Y
MAHLER JOHN & NATALIE	MATTSON KORY & ERIN	\$418,000	2018/08/23	616	EASY	ST WENATCHEE	0.3400	1376	1959	3	2.5	N	Y
COLLINS SHANE J & MELISSA B	BIGGERSTAFF BRIAN C	\$415,000	2018/08/10	495	WHISPER	PL CHELAN	0.2100	2110	2015	3	2	N	N
RADILLO ERNEST	QUN LUO Q & ZHONG Q FU	\$415,000	2018/08/13	127	E JOHNSON	AVE CHELAN	0.0900	4598	1947			N	N
SMITH KYLE E & ELIZABETH	EYRE JONATHAN & FRED A	\$410,000	2018/08/14	8774	ICICLE	RD LEAVENWORTH	7.1600	1661	1972	2	2	N	Y
CITY OF LEAVENWORTH	LANE BRUCE H	\$409,000	2018/08/24	1440	COMMERCIAL	ST LEAVENWORTH	0.3300	2174	1945	3	2.5	N	Y
KOPP DAVID & MARY GWYN	YANCEY DAVID	\$405,000	2018/08/31	3625	SCHOOL	ST WENATCHEE	0.4300	1972	1913	5	3	Y	Y
KLS WINDMILL LLC	JAMES & MERALEEN GLASS FAMILY TR	\$400,000	2018/08/21	1501	N WENATCHEE	AVE WENATCHEE	0.4600	2764	1929			N	N
WIGGUM PAUL & PEGGY	JRB NW CORPORATION	\$395,000	2018/08/01	108	SHIMMERING VISTA	LN CHELAN	0.3000	0	0			N	N
BENSON GARY & JULIE A	SMITH TODD R & WENDY R SMITH	\$395,000	2018/08/16	215	SAN REMO	LN CHELAN	0.1600	1530	1998			N	N
RIBARY JOSEPH & ERIKA	CARVER JAMES & SUSAN M	\$390,000	2018/08/23	8510	S LAKESHORE	RD CHELAN	0.7300	0	0			N	N
MOORE STEVEN & AMANDA	HUPP TYLER W & MANDY C	\$384,500	2018/08/28	401	SADDLEHORN	AVE WENATCHEE	0.1800	1530	2011	4	3	N	N
WARREN MADELYN ETAL	VAUGHN STEVEN P	\$379,000	2018/08/01	1969	S LAKESHORE	RD CHELAN	0.3000	960	1978	2	1	N	Y
ROBISON ROSELYN G	SULLIVAN KEVIN	\$370,400	2018/08/03	10559	MERRY CANYON	RD LEAVENWORTH	1.0800	1272	2009	3	2	N	Y
TUCKER GARY & VICKI	BISSON DAVE & LORIE S MILLER	\$370,000	2018/08/16	121	VINEYARD	LN CHELAN	0.0700	1760	2017	3	2.5	N	N
TURNER KENNETH W & CAROL A TRUSTEES	RAPPARLIE MICHAEL	\$370,000	2018/08/22	2519	NUMBER 1 CANYON	RD WENATCHEE	0.2700	1963	2005	3	3	N	Y
T & K GREEN PROPERTIES LLC	NORTH CASCADES NATIONAL BANK	\$370,000	2018/08/24		JUMPOFF	RD WENATCHEE	455.0000	0	0			N	N

TOP PROPERTIES – September 2018

Buyer	Seller	Sale price	Date	No.	Street	City	Acreage	Sq ft.	Year Built	Bedr	Bathr	Pool	Firepl
ADAMS TRI-CITIES ENTERPRISES INC	ILDHUSO GUNNAR	\$3,600,000	2018/09/09	17	MOONLIGHT BAY	MANSON	1.3600	3569	2012	3	5	Y	Y
FIVE AND ONE INVESTMENTS LLC	CM ASSOCIATES LLC	\$1,960,000	2018/09/20	800	GELLATLY ST	WENATCHEE	0.1800	1590	1952	2	1	N	N
ASRI LLC	DE MIGLIO RON & TINA ETAL	\$1,500,000	2018/09/20	8751	ICICLE RD	LEAVENWORTH	0.6400	5428	1991			N	N
MMD INVESTMENTS LLC	KOLLMAYER LOUIS A	\$1,450,000	2018/09/26	3364	S LAKESHORE RD	CHELAN	0.3000	1687	1978	6	3	N	Y
FARIN FEDERICO & LISA	WALLIS ANJA E	\$1,000,000	2018/09/24	1513	ALPENSEE STRASSE	LEAVENWORTH	0.2700	2400	1979	3	2.5	N	Y
SMITH STEPHEN & LORRAINE	JOHNSTON DAVID	\$965,000	2018/09/04	2220	RIFLE DR	LEAVENWORTH	0.9100	2826	1993	3	2	N	Y
MURPHY SARAH & BRADLEY	DAHLBY GARY	\$950,000	2018/09/13	559	MANSON BLVD	MANSON	0.0500	1256	1986	4	2.5	N	Y
BEARD JAMES & DENISE	LAKE CHELAN PROPERTIES LLC	\$890,000	2018/09/14	93	NARROWS LN	MANSON	0.2700	1904	1981	4	2	N	Y
LAKESHORE RE LLC	STARCHER DUANE B	\$850,000	2018/09/28	592	S LAKESHORE RD	CHELAN	0.4900	928	1960	2	1.5	N	Y
EPPERSON SHAWN & AMY	THORESON CARY M ETAL	\$775,000	2018/09/25	63	BALSAM DR	CHELAN	2.1800	1968	2001	3	3	Y	N
O'SHEA BRIAN & TRACY	BROZOVICH JOHN	\$750,000	2018/09/18	10	WHISKEY RIDGE LN	LEAVENWORTH	4.3000	1928	1998			N	N
ROHRBACH MARC & JANELLA	PLATH NICHOLAS W	\$730,000	2018/09/05	1531	SKYLINE DR	WENATCHEE	0.6600	1661	2016	3	2.5	N	Y
YEATON LORIN & CAROLYN	STIMMEL PAUL A & KATHRYN K	\$680,000	2018/09/20	112	COYOTE HILL RD	CHELAN	0.8800	2752	2007	3	2.5	N	Y
TATUM WILLIAM & LORRAINE	BAVARIAN INVESTMENT LLC	\$669,000	2018/09/05	11709	PEAR TREE CT	LEAVENWORTH	0.7200	2560	2018	3	2.5	N	N
PASIELKO VICTOR & LIDIA	LAWRENCE MONICA C & TODD M	\$629,900	2018/09/04	450	LURIE DR	WENATCHEE	0.2900	2797	2016	3	2.5	N	N
CHANG JAMES & NANCY	MC KEEVER PATRICK A & SHERRY L TRUSTEES	\$605,000	2018/09/05	20641	MIRACLE MILE	LEAVENWORTH	0.2800	1280	2018	3	2	N	N
JAMESON JOSHUA DAVID	BAKER DONALD T & BARBARA A	\$600,000	2018/09/14	9029	ICICLE RD	LEAVENWORTH	0.5400	3504	1950	3	1	N	N
LAWRENCE MONICA C & TODD M	VAN SICKLE FRED & JANE	\$599,000	2018/09/04	3651	DIANNA WAY	WENATCHEE	0.4800	2800	2000	3	2	N	Y
MCCARTY MICHAEL & TINA	KELLOGG LARRY & SUSAN E	\$597,000	2018/09/17	8160	WILLIAMS CANYON RD	DRYDEN	22.0900	1739	1994	2	2.75	N	Y
OLSON BROCK & MEAGAN	KILGORE KIRK	\$595,000	2018/09/13	3111	FIRCREST PL	WENATCHEE	0.4400	1632	2016	3	2	N	Y
KING TIMOTHY & SIMONE	OWENS RICARD A	\$589,000	2018/09/07	214	LOOP AVE	MANSON	0.2000	1115	1998	3	2	N	Y
HAWKINS NICOLE & NATALIE	STIRLING ROBERT J	\$580,000	2018/09/14	217	S MILLER ST	WENATCHEE	0.2600	2424	1935	4	4	N	Y
MITCHELL RYAN & CARI	ESBORG GRANT W & LYNN M	\$569,999	2018/09/14	509	CEDAR ST	LEAVENWORTH	0.0800	1728	2007		2.5	N	N
GARLAND JUDITH	CORBALLEY TIMOTHY V & ARLENE	\$568,000	2018/09/20	73	TANAGER LN	CASHMERE	0.4600	2856	2018	4	2.75	N	Y
FAZIO ROBERT & EMILY	COLLIER TRAVIS M	\$560,000	2018/09/07	12140	TITUS PL	LEAVENWORTH	1.0000	1530	2006	3	2	N	Y
ANDERSON AARON D & KATHRYN E	SMITH RANDALL P & RENNEA L	\$550,000	2018/09/05	4450	NUMBER 2 CANYON RD	WENATCHEE	3.5000	2070	1997	3	3.5	N	N
BAILEY GEOFFREY S & ALICIA R	DE ANGELIS ANTHONY C	\$547,000	2018/09/19	3950	W EAGLEROCK DR	WENATCHEE	1.0100	3746	1992	4	2.5	N	Y
PATNODE BRIAN D & KATHARINE D	CRAWFORD KIMBERLY K & THOMAS W	\$540,000	2018/09/24	612	MEADOWS DR	WENATCHEE	0.5400	2481	1994	3	1.5	Y	N
LAZULI LANDS LLC	WEYERHAEUSER COMPANY	\$525,000	2018/09/25		EAGLE CREEK RD	LEAVENWORTH	320.0000	0	0			N	N
HUPP TYLER W & MANDY C	ENRIGHT DONALD E TRT	\$510,000	2018/09/18	1240	AMERICAN FRUIT RD	WENATCHEE	0.7300	2348	1996	3	2	N	N
DEAN KELLY S & ANNA	NUNN LESTER R	\$510,000	2018/09/05	820	COMMERCIAL ST	LEAVENWORTH	0.0400	1456	1984			N	N
305 APLETS LLC	CROSSLAND STEPHEN	\$500,000	2018/09/24	305	APLETS WAY	CASHMERE	0.3900	3760	1975			N	N
HILL STEVEN & SHERYL	COLBATH C L	\$480,000	2018/09/26	15450	ENTIAT RIVER RD	ENTIAT	5.0200	1589	1991	3	2	N	Y
WALKER AVE LLC	EASY STREET INVESTMENTS LLC	\$470,000	2018/09/06	535	WALKER AVE	WENATCHEE	0.1400	3672	1938			N	N
ZENT CHRISTOPHER R	SCHWINKENDORF DOUGLAS D	\$467,000	2018/09/17	752	CASTLE HEIGHTS DR	WENATCHEE	0.3600	2970	1993	4	4.25	N	Y
PICKERING JUDITH	HEUPLE LISA	\$465,500	2018/09/11	1401	KIRBY LN	WENATCHEE	0.1900	1884	2010	3	2	N	Y
ADAMS TRI-CITIES ENTERPRISES INC	HJI CHELAN LLC & G3 CHELAN LLC (TNC)	\$465,000	2018/09/09	21	MOONLIGHT BAY LN	MANSON	0.5400	1811	1926	4	2	N	Y
VAN EYK TONYA & JAMES	LOVE ROBERT J ETAL	\$460,000	2018/09/26	13815	CHIWAWA LOOP RD	LEAVENWORTH	1.7300	1540	1993	3	2.5	N	N
ALTON RACHEL D	SMITH DONALD G	\$455,000	2018/09/16	211	PARKWAY DR	MANSON	0.0700	2242	1994	4	3	N	Y
BAMBERGER REBECCA	STUBBLEFIELD MICHAEL & SHARON	\$455,000	2018/09/27	926	IDAHO ST	WENATCHEE	0.1400	1408	1928	4	1.5	N	Y
EDWARDS SCOTT & KARLA	WILCOX BYRON B	\$450,000	2018/09/12	300	BENTON ST	LEAVENWORTH	0.2000	1222	1937	4	1	N	Y
TRENT CLIFFORD&KATE	ROGERS MATT G	\$450,000	2018/09/25	12441	HILL ST	LEAVENWORTH	2.5000	1136	2004	2	1	N	Y
KING ANDREW & ALEC	FLETCHER SCOTT W & CAROLYN R EBERT-FLETCHER TRUSTEES	\$442,250	2018/09/06	185	FOX RUN	WENATCHEE	0.2900	1496	2000	3	3	N	Y
VALERI CYNTHIA	HEUER DEBRA L REV TRUST	\$439,900	2018/09/06	1918	HIDEAWAY PL	WENATCHEE	0.3200	2146	1997			N	N
REICHLIN GREGORY & LAURA	REICHLIN JOSEPH	\$430,000	2018/09/10	1545	ALPENSEE STRASSE	LEAVENWORTH	0.4000	1928	1978	4	2.5	N	N
THAYER PETER & FAITH	LOMBARDI LEONARD&LINDA	\$425,000	2018/09/07	17635	COULTER CREEK RD	LAKE WENATCHEE	10.8700	960	1997	1	1	N	Y
PETTIS DANE & GINA	JRB NW CORPORATION	\$425,000	2018/09/09	109	SHIMMERING VISTA LN	CHELAN	0.5300	0	0			N	N
BONAZZOLI SUZANNE	LONG TYLER A & GINA N	\$420,000	2018/09/17	3861	OLD BLEWETT RD	PESHASTIN	2.0600	1970	2015			N	Y
SEMENOV ALEXEI & SO DURI ETAL	THORESON VERN	\$405,000	2018/09/12	525	JUNCTION LN	LEAVENWORTH	0.0000	936	0			N	N
MASON & MASON LLC	KLAKEL AND SONS LLC	\$400,000	2018/09/24	525	JUNCTION LN	LEAVENWORTH	0.0000	937	0			N	N
PRIMOMO MATTHEW C & DAY STELLA C	JAFFER SALEEM & MUMTAZ	\$397,000	2018/09/06	424	PRICE AVE	LEAVENWORTH	0.1600	1246	1916	3	2.5	N	N
WOOD JOSEPH & CHERYL	TORREY ELIZABETH M & TYLER J HUMPHREY	\$395,000	2018/09/12	5146	BURKE RD	CASHMERE	1.0000	1444	1930	2	1	N	N
SUBHASH JAY & MCANDREW REBECCA	MONROE GREGORY	\$387,000	2018/09/13	19652	NASON RD	LAKE WENATCHEE	0.2300	754	2003	2	1	N	Y
OLSEN ALEX & CHRISTINE GATTI	KURTZ CLAYTON	\$379,000	2018/09/13	11161	CHUMSTICK HWY	LEAVENWORTH	4.6400	1782	1994			N	N
LARSEN ALICIA & MCALLISTER TYLER	ROONEY PATRICK J & DONNA M	\$379,000	2018/09/10	547	VILLAGE DR	MANSON	0.1000	1783	2010	3	2.5	N	N
JOHNSON NANNETTE & THOMASON GAYLE	TAYLOR JOHN A & JOUARD ANNETTE	\$375,000	2018/09/18	5678	E CASHMERE RD	CASHMERE	0.6500	2589	1974	4	2	N	Y
YONAKA DAVID J	GOEHNER CAROL AKA CAROL SMITH	\$375,000	2018/09/27	47	LURE LN	MONITOR	4.3800	6648	1990			N	N
HANSON TERESA	KOCHER DAVID & KAROLE	\$375,000	2018/09/12	9151	ICICLE RD	LEAVENWORTH	0.0000	1450	0			N	N
FREDERICK-GARDNER KAREN	O NEAL DALE G	\$375,000	2018/09/06	1314	RED APPLE RD	WENATCHEE	0.2200	1131	1963	4	2	N	Y

Trump signs law benefitting Chelan PUD's Rock Island Dam

Chelan 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 might count.

The new law ensures that... redevelopment, new construction, new capacity, 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.



Will rising interest rates ruin the party?

Back in February of this year, there was fear in the stock market. The S&P 500 dropped 10% over just two weeks.

The reason for that fear was the same reason for the recent fear in the stock market: Quickly rising interest rates.



MARKET UPDATE
Brad Blackburn

Thankfully, back in February, the stock market quickly remembered that although rates were rising, the economy and corporate earnings were still strong.

That begs the question: Will the stock market recover again like it did in February? Or, will this be the moment the bull market finally ends?

The worry for the stock market isn't as much about short-term interest rates, which are controlled by the Fed, but rather long-term rates, which are controlled by the markets.

Over the last few years, the Fed has been consistently raising short-term rates. However, until recently, long-term rates had barely moved.

Rising interest rates worry the stock market for a couple reasons. First, rising interest rates tend to slow the economy,

which isn't good for stocks. In addition, when rates rise, it creates more competition for stocks.

The higher a bond or CD rate is, the more appealing it is to investors. If my clients could find a CD paying 5%, a lot of them would sell a chunk of stocks to buy that CD (with my blessing).

So, it does make sense for the stock market to worry about how far, and how quickly, rates will rise. At some point, interest rates might rise enough to impact the economy and corporate earnings.

That will be the moment the stock market will react for more than a few weeks. However, it's hard to know when that moment will be.

Interest rates are still relatively low, and the economy is strong. But, the markets are forward looking.

The stock market is trying to predict what will happen in 6 months, or in a year. Perhaps by then we'll be seeing a slower economy.

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.

Effective management tool

One of the more effective management tools for an owner or manager of any business is to have a "Board of Management"... not to be confused with a Board of Directors or a Board of Advisors. This article explores who should be involved and the advantages of forming such a board.



BETTER BUSINESS
David S. Murray

Having sat on a Board of Management for many years, I witnessed how successful this program can be. There are little to no negatives to write about, only positives. Hence, here is a list of positives.

SITTING BOARD MEMBERS ARE YOUR EMPLOYEES. They are your key people, either department managers or your executive team. Therefore, a very cost effective method to manage a business.

DISCUSSION OF THE COMPANIES PERFORMANCE. At least on a monthly basis, the board should meet to 'drill' through the financial numbers. Depending on the size of your company, this may often be an all-day meeting. Each department, or what I like to refer to as "profit centers", is reviewed. Everything from margins, to expenses, to capital expenses, to current budgets. All issues are on the table for everyone to have input.

DISCOVERY OF WHY CERTAIN ISSUES ARE TAKING PLACE. For example, while discussing the margins you find some slippage from the prior month. If the board finds the slippage was caused by an increase in internal damaged material, then that leads to a discussion about why the incident happened. Time is spent to resolve the problem so it will not occur again, often referred to as "improving the processes" to increase or hold margins.

MARKET TRENDS. The whole group should be made aware of current market trends. These might include products trends or sales trends, up or down. The ones I have been involved with included the need to change a product design or development of a new product to address the change in the buyers demands. If sales are on the increase, or decrease, each attendee needs to develop a plan to address the staffing requirements to match sales trends. All members are then knowledgeable on what the "plan" is moving forward.

PROGRESS REPORT. This area covers the full array of last month's meeting and its directives.

Everything should have an expected final date of implementation including a new product or a roll out. Whoever is the responsible attendee needs to be prepared to address the group on the progress. For

SEE **BETTER BUSINESS**, PAGE 20



Joel Frank

FRANK TALK

Preparing for the great wealth transfer

As baby boomers officially enter their golden years of retirement, their Generation X and millennial offspring stand to inherit trillions of dollars in total combined assets, according to many financial estimates.

How should each generation prepare for this historic transfer of wealth?

Baby Boomers: Set Expectations

Whether they have a substantial legacy to leave behind or plan to spend most of what they have over the next few years, it's critical for boomers to set expectations with their children. When do they plan on gifting assets -- during their lifetime or after? How much will each beneficiary receive? It's easier to sort out trickier topics like gift and estate taxes once a clear plan is in place.

If baby boomers haven't mapped out their financial legacy yet, they should consider doing this soon. Delaying these conversations can invite unnecessary complications.

Gen X and Millennials: Focus on Foundations

For younger generations saddled with historically lower wages and higher student

loan debts than their parents, it's tempting to place too much emphasis on an eventual inheritance. If and when they do receive a windfall, they should consider the 80/20 rule, where 80 percent of an inheritance goes toward paying down debt and long-term savings (like retirement), and 20 percent goes toward nonessentials.

It's also important for the kids of baby boomers to put their own financial house in order by mastering basic budgeting. Having a clear idea of needs and goals makes it easier to save and spend responsibly. This way, their parents' legacy can have a more lasting impact and help provide security for years to come.



Here's why you need an emergency fund

Building financial security means sticking to a smart strategy and thinking ahead. Success comes from spending less than you earn, investing wisely and protecting against unforeseen challenges, and to be truly prepared, you should probably have an emergency fund.

Here's how and why an emergency fund could save the day, no matter your situation or income level.

Why an emergency fund?

The point of an emergency fund is to cover unexpected events that could put you into long-term debt. It may be tempting to invest this money, but don't. Your emergency fund should be kept as cash so that when you need it you don't have to waste time selling shares or converting other assets. That said, look for a high-yield savings account that can reward you with a little more interest than a standard savings account.

How much should you save?

First, total up your monthly household expenses. Don't include discretionary spending categories like entertainment or personal shopping. Instead, add up

necessities like rent, utilities, gas, groceries and insurance.

Now, take that number and multiply it by 3, 6, or 9 depending on how secure your current income situation is. If you're a salaried employee at a stable company, you might be okay with just three months' worth of essential expenses. However, if you're a freelancer whose income varies quite a bit each month, you're better off aiming for six to nine months' worth of savings.

When should you spend it?

Be disciplined and save your emergency fund for true emergencies, such as a large medical bill or a layoff. It's fine to save for fun things too, like a vacation or a new car, just keep these accounts separate.

Even if you never need to use your emergency fund, knowing you have this safety net available can provide valuable peace of mind.

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.





The 9th Circuit Court of Appeals recently decided to order the Environmental Protection Agency to ban a much-needed insecticide, Chlorpyrifos, within 60 days.



**GUEST
OPINION**
*Madilynne
Clark*

This decision will do little in the way of helping farmers or farmworkers. However, it will encourage further farm consolidation and threaten the livelihoods of farmworkers in Washington state.

Farmers use Chlorpyrifos to prevent insect damage in crops including Washington's apples, grapes, and wheat. Banning its use would result in increased operational costs and more frequent applications of less efficient chemicals to manage the same pests. This decision risks smaller farms because of the added expenses and puts farmworkers at a higher risk of pesticide exposure because of the increase in applications.

Based on the current public consensus, arguing the safety of Chlorpyrifos is an

Pesticide education better than aggressive lawsuits

unwinnable fight. Repetition of the phrase "inconclusive" will do little in assuaging fears and would only incite a battle of "based-on-science" claims.

However, the frustrating and hypocritical stance of the so-called environmental, public-health, and farmworker advocacy groups that pushed for the ban of Chlorpyrifos must not go unexamined.

These groups engage in an ambulance-chasing approach to public policy, looking for the next dramatic headline, feel-good legislation, or payday associated with cases of pesticide mishandling that are already illegal.

This strategy only benefits a handful of farmworkers, while other farmworkers accept exaggerated fear as fact and turn down better paying and safe jobs as the pesticide applicators and handlers.

By way of contrast, guess who is really improving pesticide safety?

In Washington, our state Department of Agriculture (WSDA) has been the leading force for safety improvement. At a recent meeting of the Washington State Pesticide Application Safety Workgroup, a group authorized by the state legislature, a panel of farmworkers talked about pesticide safety on their operations. All three panelists said

that the WSDA's education programs for pesticide application and worker safety have been the biggest help in improving safety on and off the farm. These education programs have benefited thousands of workers in Washington state and are increasing in popularity.

In 2012, WSDA worked on a project with the University of Washington's Pacific Northwest Agricultural Safety and Health Center to develop "Practical Solutions for Pesticide Safety." Conversations with growers and farmworkers allowed the study group to develop common-sense recommendations that were affordable and effective at protecting pesticide handlers and their families.

These efforts by the WSDA continue to improve the safety of thousands of farmworkers, their families, and neighbors. The number of investigations WSDA made regarding possible mishandling of pesticides was decreasing until 2016, but it spiked that year when marijuana became legal and new and inexperienced growing operations were involved.

One panelist at the recent workgroup meeting spoke about how his understanding has changed over seventeen years as a farmworker because of WSDA's education

programs. When he started he would wear respirators around his neck because he didn't understand the importance of protective equipment. Today, as a supervisor, he will fire employees who refuse to wear safety equipment. One participant in WSDA's Practical Solutions for Pesticide Safety said, "Safety is the work of changing minds, and it is not done overnight."

Groups attacking farmers through aggressive lawsuits would better serve those they claim to represent if they used some of the money they spend on lawyers to support pesticide education programs, especially for rural communities. Lawsuits designed to signal moral superiority harm real workers and their families and potentially consumers everywhere.

Pesticide use will continue. Ensuring that our citizens understand the safe and appropriate use of them, without irrational fear, should be our primary concern.

This approach will ensure that pesticides, like Chlorpyrifos, are available and used safely to promote the health and abundance of our food supply.

Madilynne Clark is the Agriculture Policy Research Director at Washington Policy Center.



Good forestry, not climate demagoguery, will clear the air

With brown smoke from forest fires across the northwest filling the air for nearly ten days, Seattle had some of the worst air quality in the world, earning an "unhealthy" rating. Some politicians were quick to point the finger at climate change.

Governor Jay Inslee sent a fundraising e-mail to his list saying, "More than 34,000 acres of protected land have been burned. And there's no question about it: Climate change is the culprit for sparking and accelerating these wildfires." Environmental activists pushing a carbon tax initiative, Initiative 1631, also took advantage of the smoky skies to say, "The need for cleaner air across Washington State is more than clear," and claimed passing their initiative would help prevent forest fires.

Although hot summers can mean more forest fires, the solution proposed by the Governor and environmental groups would do little to clear the air. Even worse, the Governor and the environmental groups supporting him actually oppose the one practical step that would prevent future catastrophic fires and avoid unhealthy air conditions.

This battle has been going on for decades.

In 2003, the federal Healthy Forests Restoration Act proposed thinning millions of acres of forest, restoring many fire-resistant stands of trees to healthier conditions. As the Forest Service notes, some forests that traditionally had a density of 25 trees per acre now have more than 1,000 trees per acre. With so many trees competing for limited water, nutrients and sunlight, the trees are small and weak, making them extremely fire prone.

The Society of American Foresters praised the legislation, saying it is "a significant action in efforts to improve the health of both public and private forestlands." The Sierra Club opposed the bill, saying



it would, "Accelerate aggressive 'thinning' across millions of acres of backcountry forests miles away from communities at risk to forest fires."

Leading the opposition in the U.S. House of Representatives was then-Congressman Jay Inslee. He echoed the Sierra Club's critique and offered an alternative that would limit thinning efforts to one-half mile from communities. Beyond that, there would be virtually no efforts to restore healthy forests, instead he wanted to let forests burn.

A look at fire locations this year makes it clear how destructive that approach is. Much of the smoke in Washington state comes from fires in British Columbia which are deep in the wilderness. Here in Washington state, many of the largest fires are far from communities.

Environmental groups now pay lip service to the need to thin forests. For example, the carbon tax initiative proposes using some of the tax increase to pay for limited thinning. Instead of putting a forester in charge of those the oversight committee, however, it would make an environmental activist the chair. The same organizations that oppose healthy forest thinning would decide how carbon-tax money would be spent.

Experience shows that efforts to thin forests will be likely be half-hearted at best.

When he was elected as Washington's governor in 2012, Governor Inslee set two targets for improving forest health in Washington state by 2020. It is now 2018. Are we on track to meet these targets? We can't tell, because the Governor's office has not updated the information since 2015. The Governor's office does not see the goals as important enough to track, let alone achieve.

Additionally, while environmental groups push carbon taxes to fund limited forest thinning, they continue to block efforts to earn public revenue from timber harvests that would be far more effective at preventing catastrophic wildfire.

Unless we do something, forests will continue to burn, destroying more wildlife habitat, severely harming air quality across the Northwest. This summer demonstrates that improving forest health should be more than just a talking point used to justify other political agendas. It is time to put the "let it burn" mentality behind us and thin our forests, so our forests are healthier and more resilient, no matter what climate change brings.

Todd Myers is the Director of the Center for the Environment at Washington Policy Center. He is one of the nation's leading experts on free-market environmental policy.

BETTER BUSINESS

Effective management tool



CONTINUED FROM PAGE 19

instance, a new product is now ready for a focus group to have input or it is ready for test marketing. In this case, the Sales and Marketing department is charged with the roll out phase of the product.

■ **BUDGET FORECASTING.** Most companies operate on a budget based system. Here, operation might require fork trucks or new power units. Manufacturing may need to replace equipment or add new machinery. Sales most likely needs fund for an advertising campaign.

Each department develops an annual budget based on needs rather than last year's numbers. It's not uncommon to see one department transferring funds to another should there be a need. Budgets are reviewed at each meeting to ensure spending is within a given budget.

■ **NEW PRODUCT DEVELOPMENT.** Most companies target their offering with either new products or upgraded products. An excellent example is the iPhone.

A great deal of discussion can be, and should be, spent of such a subject. It doesn't just effect one department it touches all areas including your IT people. Once it is agreed to move forward, everyone around the table knows the part their department will play in a successful development and roll out.

A management board comprised of your key people can be the one of

the most cost effective methods in managing your company. The Chair of the management board needs to be on guard for "group think". If that occurs the effectiveness will be lost. Foremost will be what you will observe in the team building that comes out of this management board. The various departments have a much clearer understanding of the others department's issue. A spirit of cooperation develops almost overnight. Politics between departments is virtually eliminated. It takes work to set the program up and to find the time becomes a commitment on everyone part. But find it you must.

The late Peter F. Drucker, Claremont School of Business, stated: "Unless commitment is made there are only promises and hopes; but no plans" He went on to say: "Whenever you see a successful business, someone once made a courageous decision". I suggest you make the commitment, regardless of the size of your business, and make the decision to form your own Management Board.

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.

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United States Bankruptcy Court Eastern District of Washington		
Report Period: 08/24/2018 - 10/30/2018		
Case No./Title	Judgment Description	Judgment Date
09-06809-Flk13 Alan J Rosecrans and Sandra D Rosecrans	Avoid Lien Document: 180 Avoid Lien Document: 181	09/06/2018 09/06/2018
10-00231-Flk7 Albert V. Ljutic and Nadine Norma Ljutic	Avoid Lien Document: 48 Avoid Lien Document: 49 Avoid Lien Document: 50	09/26/2018 09/26/2018 09/26/2018
10-05509-Fpc7 Clinton Lee Ferguson	Avoid Lien Document: 31 Avoid Lien Document: 31	09/26/2018 09/26/2018
12-03644-Flk7 Patricio Andrade and Maria Socorro Andrade	Avoid Lien Document: 30 Avoid Lien Document: 32 Avoid Lien Document: 30 Avoid Lien Document: 31	10/26/2018 10/26/2018 10/26/2018 10/26/2018
14-04023-Fpc13 Stacie M. Bays	Avoid Lien Document: 129 Allowing Sale Free and Clear of Liens Document: 130	09/05/2018 09/05/2018
15-00546-Fpc7 Jade Christopher Dawson	Avoid Lien Document: 28	10/15/2018
16-03048-Fpc7 Bob Wayne Branscum and Phyllis Jean Branscum	Allowing Sale Free and Clear of Liens Document: 235 Allowing Sale Free and Clear of Liens Document: 234	10/30/2018 10/30/2018
17-03717-Flk12 Jon W Rice	Allowing Sale Free and Clear of Liens Document: 61 Allowing Sale Free and Clear of Liens Document: 71	09/17/2018 10/22/2018
18-00933-Flk7 Derald Eugene Martin and Margaret Ann Martin	Allowing Sale Free and Clear of Liens Document: 62	08/27/2018
18-00994-Fpc7 Kaci Danielle Duran	Avoid Lien Document: 36	09/27/2018
18-01213-Flk7 Justina N. Macaulay-Guajardo	Avoid Lien Document: 22 Avoid Lien Document: 22	09/28/2018 09/28/2018
18-01367-Fpc13 Miguel A Estrada	Avoid Lien Document: 78	10/18/2018
18-01455-Flk13 Prudencio A. Palomarez	Avoid Lien Document: 54	08/30/2018
18-01741-Fpc13 Randall D Koller and Patricia A Mosley	Avoid Lien Document: 69 Avoid Lien Document: 87	10/04/2018 10/10/2018
18-01812-Fpc13 Timothy J Anderson	Avoid Lien Document: 75	10/04/2018
18-01994-Fpc7 Chad M Redick	Avoid Lien Document: 50 Avoid Lien Document: 47 Avoid Lien Document: 48 Avoid Lien Document: 49 Avoid Lien Document: 52	10/10/2018 10/10/2018 10/10/2018 10/10/2018 10/11/2018
18-02164-Flk13 Alma Cortez	Avoid Lien Document: 28	09/13/2018

New contractors Chelan-Douglas September 2018		
Name	Address	City
BLUE BIRD PROPERTY MAINTENANCE	PO BOX 555	CHELAN
BTR CONSTRUCTION LLC	PO BOX 3892	WENATCHEE
CLIFTON TREE SERVICE LLC	13855 CHUMSTICK HWY	LEAVENWORTH
NORRIS CONSTRUCTION LLC	118 N WILSON	WENATCHEE
STEVESON EXCAVATION LLC	PO BOX 615	ENTIAT
TRAVIS	2115 S MAJESTIC	WENATCHEE
WENATCHEE DECK AND PATIO	PO BOX 331	CASHMERE

“Keep on going, and the chances are that you will stumble on something, perhaps when you are least expecting it. I never heard of anyone ever stumbling on something sitting down.”
— Charles F. Kettering



December 12, 2018

**AVHRA
Employment Law
Summit 2018**

Employment law is in flux at a federal, state and cultural level in 2018. Hear from Washington experts on how best to meet 2019's changes head on.

Session Highlights

- Cannabis & Workplace Issues: What's an employer to do?
- Paid Family & Medical Leave Program:
 - Employer Requirements
 - Interaction with FMLA
 - Rollout timeline – how to prepare
- 2019 Ogden Murphy Wallace Employment Law Update



Erin McCool
Ogden Murphy Wallace



Gil Sparks
Ogden Murphy Wallace



Sylvia Lugo
WA Employment Security Department



Lindsey Weidenbach
JDSA Law



8:00AM TO NOON
Wenatchee Convention Center
\$50 SHRM / \$65 non-SHRM

<http://avhra.shrm.org>



GARY BÉGIN/WBJ

New home starts a common site on area's destination lake resort

On the southwestern shore of Lake Chelan, two new high-ticket homes are being built. It has been a common site all around the lake in the last two years. The market is up. Home prices are up. Unemployment is down.



Wenatchee MSA (Chelan and Douglas Counties) Labor Area Summary - August 2018

Overview

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

civilian labor force data.

Analysis focuses on year-over-year (between August 2017 and August 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.

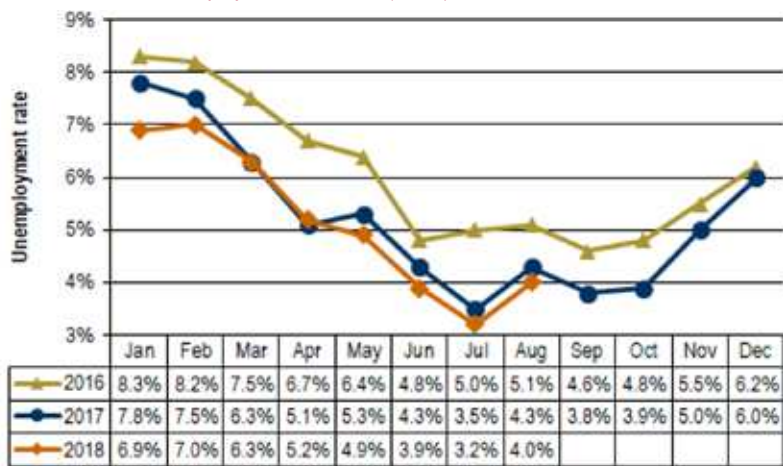
Between the Augusts of 2017 and 2018 the rate dropped seven-tenths point, from 4.8 to 4.1 percent.

In the Wenatchee MSA, the annual average unemployment rate fell from 6.0 to 5.1 percent between 2016 and 2017, a nine-tenths percentage point decrease.

Year over year, monthly rates declined for 17 months (from October 2016 through February 2018), stagnated in March 2018, rose a tick in April 2018, before declining again for the past four months (May through August 2018).

Unemployment rates, not seasonally adjusted Wenatchee MSA, January 2016 through August 2018

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



The Wenatchee MSA's unemployment rate decreased three-tenths of a percentage point between the Augusts 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 August 2018, businesses and government organizations across Washington supplied 3,443,600 nonfarm jobs (not seasonally adjusted), compared to 3,334,200 jobs in August 2017, a 3.3 percent year over year employment increase. The state's economy has posted year over year nonfarm employment increases for the past 95 consecutive months (October 2010 through August 2018).

The Wenatchee MSA's nonfarm labor market provided 700 new jobs between 2016 and 2017, an increase of 1.7 percent,

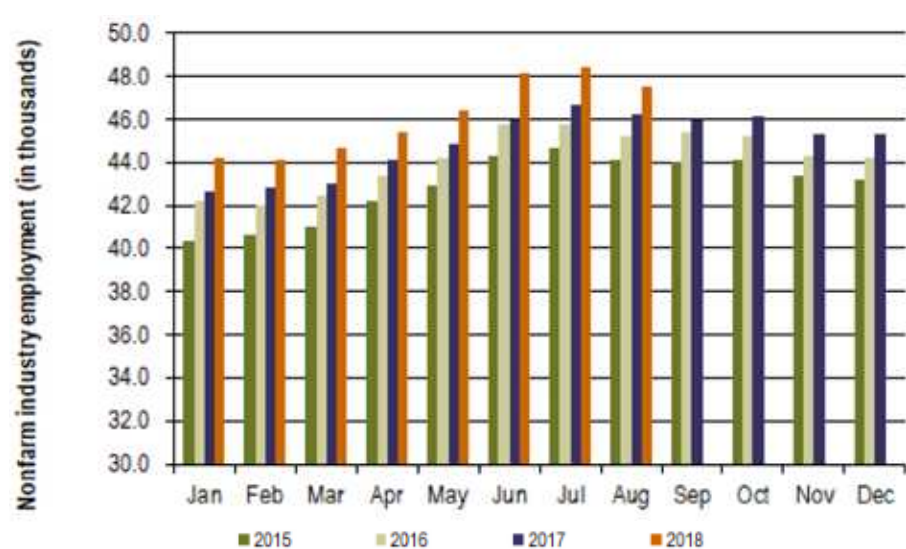
less than Washington's 2.4-percent job growth rate during 2017. Total nonfarm employment in the two-county, Wenatchee MSA has

increased or stabilized, year over year, in each of the past 76 months (May 2012 through August 2018). Between the Augusts of 2017 and 2018 the

number of nonfarm jobs in the Wenatchee MSA (Chelan and Douglas counties) rose by 1,300 - a 2.8 percent increase.

Nonfarm industry employment Wenatchee MSA, January 2015 through August 2018

Source: Employment Security Department/WITS



Nonfarm employment in the Wenatchee MSA rose 2.8 percent between the Augusts of 2017 and 2018.

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 55 months (February 2014 through August 2018). In August 2018, Washington's CLF tallied 3,771,608 residents versus 3,738,990 in August 2017 equating to 32,618 more Washingtonians in the labor force (up 0.9 percent).

The Wenatchee MSA's CLF grew from 63,825 residents in 2016 to 65,530 in 2017, a 2.7 percent upturn. However, year over year, the Wenatchee

MSA's Civilian Labor Force (CLF) has contracted for the past two months (July and August 2018). There were 290 fewer residents in the MSA's labor force this August than in August 2017 (down 0.4 percent).

Fortunately the number of unemployed dropped by 236 (down 7.8 percent) between the Augusts on 2017 and 2018 - which is excellent news for the local economy.

The result was that the rate decreased from 4.3 percent in August 2017 to 4.0 percent in August 2018.

The current, 4.0 percent unemployment rate for the Wenatchee MSA is the lowest reading for the month of August since electronic records were

implemented in 1990 (28 years ago).

Nonfarm industry employment

Between the Augusts of 2017 and 2018 total nonfarm employment in Chelan and Douglas counties (the Wenatchee MSA) rose 2.8 percent, from 46,200 to 47,500 jobs. Washington's nonfarm market expanded by 3.3 percent during this timeframe. Highlights of year-over-year changes follow:

In the mining, logging and construction category most jobs are in "construction." Year over year, the pace of job growth in the Wenatchee MSA's construction industry has surpassed the pace of growth statewide from July

2017 through August 2018 (for 14 consecutive months). Construction provided 2,900 jobs across Chelan and Douglas counties in August 2017 versus 3,200 in August 2018, a strong 10.3 percent upturn ranking it as the fastest growing local industry in the Wenatchee MSA this August. There were 3.6 percent more home or condo sales (i.e., closed sales) in the first eight months of this year versus January through August 2017 across the Wenatchee market (i.e., in Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island, WA) according to the August 2018 Real Estate Snapshot newsletter published by Pacific Appraisal Associates. Specifically, the ➤➤

number of single family homes or condominiums sold from January to August 2018 was 699 versus 675 closed sales Year-to-Date (YTD) in August 2017. The number of active listings rose from 168 in August 2017 to 210 in August 2018 (up 25.0 percent). Meanwhile the median sales price of homes/condos sold in the Wenatchee Market continued to climb, from \$289,900 in the first eight months of 2017 to \$325,910 YTD in August 2018, up 12.4 percent. Statewide, construction has been adding workers for the past 78 consecutive months (from March 2012 through August 2018).

Local government includes such organizations as local public schools (primary and secondary), public utility and health districts, police and fire departments, public libraries, etc. Statewide, local government has grown for 61 consecutive months (August 2013 through August 2018).

Agricultural employment/production

The Bureau of Labor Statistics' Quarterly Census of Employment and Wage (QCEW) program, conducted by the Washington State Employment Security Department provides agricultural and nonagricultural employment and wages for firms, organizations and individuals whose employees are covered by the Washington State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends at the county level. In May 2018 preliminary annual average QCEW data for calendar year 2017 became available. An analysis of industry employment changes from 2007 through 2017 shows that in Chelan County:

Year over year, the Wenatchee MSA's private education and health services industry has added jobs for the past 13 months (August 2017 through August 2018) and the pace this local job growth has met or exceeded the growth pace statewide in each of the past 13 months. This category is primarily comprised of private health services providers. It provided 7,400 jobs in August 2017 and 7,700 in August 2018, a 300 job and 4.1 percent employment upturn. Across Washington, this industry has been expanding, year over year, for 62 months (July through August 2018).

Year over year, local leisure and hospitality employment (primarily at hotels and restaurants) in the Wenatchee MSA has either stagnated or contracted for the past four months (May through August 2018). This August, leisure and hospitality employers (primarily hotels and eating and drinking places) tallied 6,800 jobs, a 500-job and 6.8-percent downturn from the 7,300 jobs this industry provided across the Wenatchee MSA in August 2017. Washington's leisure and hospitality industry has added jobs for 95 consecutive months (October 2010 through August 2018).

Year over year, local government in Chelan and Douglas Counties (the Wenatchee MSA) has either expanded or stabilized each of the past 61 months (August 2013 through August 2018). Local government accounted for 6,800 jobs in August 2017 versus 6,900 jobs in August 2018, a 100 job and 1.5 percent increase.

Total covered employment rose from 39,447 in 2007 to 43,906 in 2017, a 4,459-job and 11.3-percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 9,036 in 2007 to 10,422 in 2017, a 1,386-job and 15.3-percent uptrend. In 2007 Chelan County's agricultural industry accounted for 22.9 percent of total covered employment. Hence, the agricultural share of employment edged upwards eight-tenths of a percentage point (from 22.9 to 23.7 percent) in Chelan County during this ten-year period.

Total covered wages rose from \$1.193 billion (in 2007) to \$1.713 billion (in 2017) a \$520.4 million and 43.6 percent upturn. The agricultural payroll (a subset of total covered wages) advanced from \$169.0 million in 2004 to \$275.3 million in 2017, a \$106.3 million and 62.9 percent uptrend.



Donald W. Meseck, Regional Labor Economist
Employment Security Department

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26 USC §199A: Qualified business income

(a) Allowance of deduction
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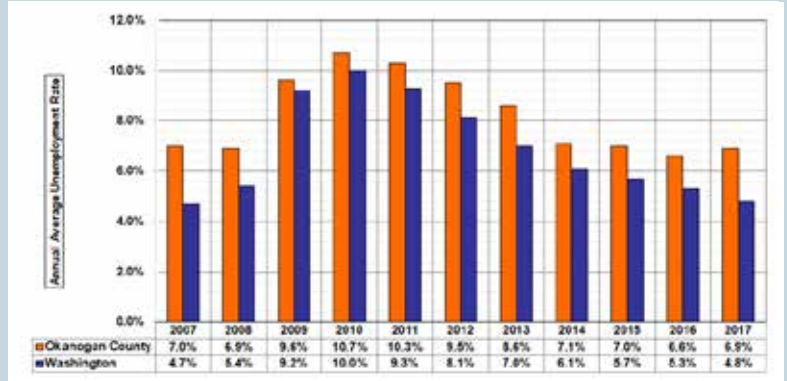
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WASHINGTON STATE

Okanogan County - September 2018

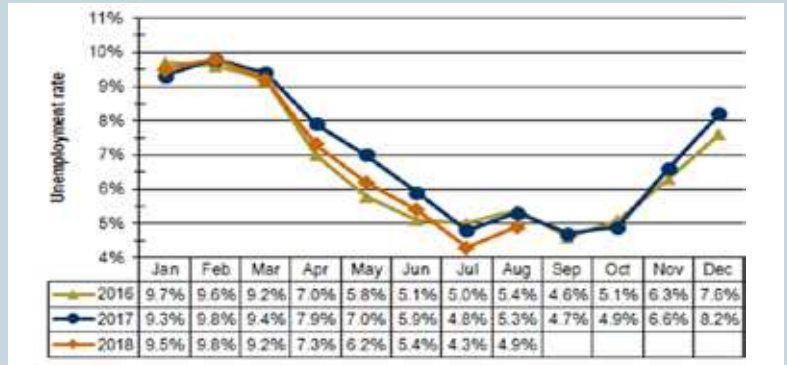
Annual Average Unemployment Rates in Okanogan County and in Washington from 2007-2017

Using 21 Aug 18 Local Area Unemployment Statistics (LAUS) data, Washington state's annual average unemployment rate declined five-tenths of a percentage point between 2016 and 2017, from 5.3 percent to 4.8 percent, indicating a significant improvement in the statewide economy. This is the lowest statewide rate in 10 years; since the 4.7 percent reading in 2007. Statewide the rates have declined for the past seven consecutive years (2011-2017, inclusive) - great economic news for Washington State. Following six years of declines, Okanogan County's unemployment rate rose from 6.6 in 2016 to 6.9 percent in 2017, a three-tenths of a percentage point increase. The main reason for this upturn in the unemployment rate in 2017 were huge job losses in the local agricultural sector coupled with the closure of the County's largest manufacturer, Omak Forest Products.



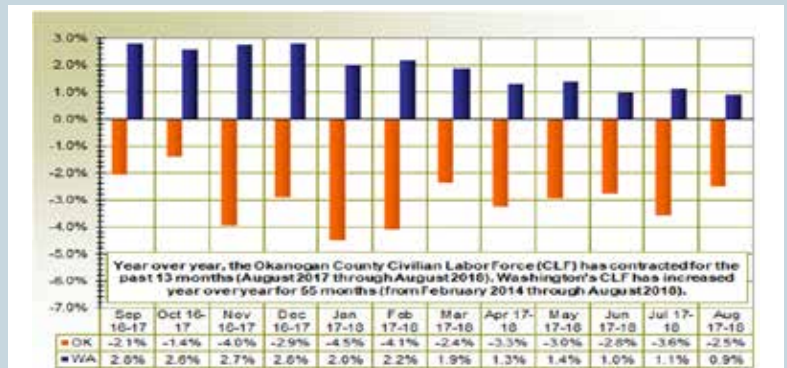
Unemployment Rates in Okanogan County: From January 2016-August 2018

Between the Augusts of 2017 and 2018 the rate dropped from 5.3 to 4.9 percent – a step in the right direction for Okanogan County. What happened? The civilian labor force shrank by 2.5 percent between August 2017 and August 2018 (discouraging news); while the number of unemployed plummeted by 9.6 percent (excellent news). Hence, the County's unemployment rate fell by four-tenths of a point during this timeframe.



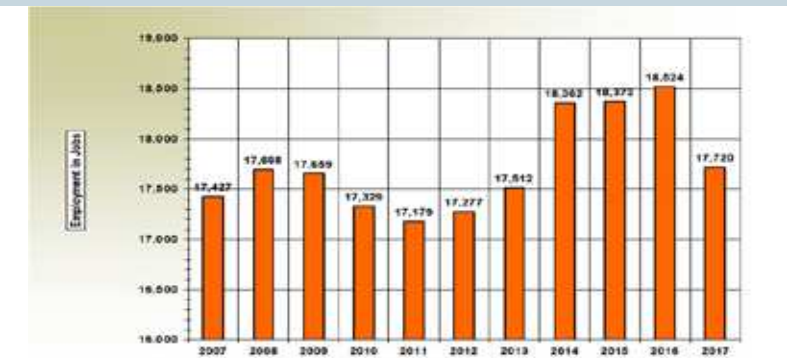
Labor force changes in Okanogan County and Washington in the last twelve months

Year over year, the Okanogan County Civilian Labor Force (CLF) has contracted in each of the past 13 months (August 2017 through August 2018). Between the Augusts of 2017 and 2018 the labor force shrank by 2.5 percent, declining from 23,110 residents to 22,525 (meaning that there were 585 fewer residents in the CLF). Fortunately, the number of unemployed dropped at a 9.6-percent clip during this period, falling from 1,232 in August 2017 to 1,114 this August (meaning that 118 fewer residents were out of work). Hence, the County's unemployment rate fell from 5.3 to 4.9 percent between the Augusts of 2017 and 2018. Washington's Civilian Labor Force (CLF) expanded by 89,522 residents (a 2.5 percent upturn) from 2016 to 2017. It is interesting that the State's CLF expanded at 2.5 percent pace last year while Okanogan County's CLF contracted at a minus 2.5-percent pace. The state's labor force has grown, year over year, for the past 55 months (February 2014 through August 2018). In August 2018, Washington's CLF tallied 3,771,608 residents versus 3,738,990 in August 2017 equating to 32,618 more Washingtonians in the labor force (up 0.9 percent).



Okanogan County: Total covered employment from 2007-2017

The National Bureau of Economic Research (NBER) announced that the national recession occurred from December 2007-June 2009. But, the effects of this recession hit Okanogan County's labor market primarily from 2009-2011. The pre-recession peak for total covered employment in Yakima County was 17,698 jobs in 2008 with the "valley" of the local recession occurring in 2011. These total covered employment and wage data, include nonagricultural and agricultural employers. By 2014 total covered employment countywide surpassed the pre-recession peak by providing 18,362 jobs. Hence, it took six years for the Okanogan County "covered" job market to recover the number of jobs tallied in the pre-recession peak year of 2008 (17,698 jobs). The two "biggest losers" were agriculture (down by 602 jobs and 10.1 percent) and manufacturing (down by 164 jobs and 29.4 percent). The two "biggest gainers" were local government (up 75 jobs and 1.8 percent) and arts, entertainment, and recreation (up 20 jobs and 10.9 percent). Gains were not large enough to offset losses.



Featured Member:
Abundant Life Chiropractic
Dr. Jacob Kragt
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Wenatchee, WA 98801
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Abundant Life CHIROPRACTIC

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Dr. Jacob Kragt Abundant Life Chiropractic 509-888-5260	Cindy Smith Laura Moulder Real Estate 509-664-6278	Scott Sanders First Choice Floor Coverings 509-663-6200
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Pybus November Events

Every day except where noted:
Indoor Playground 9 a.m. to 12 p.m.

Nov 6
• Pybus University: "Foster Care Mythbusters"
7 p.m. - 8:15 p.m.

Nov 8
• Indoor Playground Canceled
• Dance Enthusiasts in Pybus Concourse Every Thursday at 7 p.m.

Nov 9
• Lance Tigner Performs Live for Friday Night Music from 6-8 p.m.

Nov 13
• Pybus University: "African Safari – why it has been easier and should be on your vacation bucket list"
7 p.m. - 8:15 p.m.

Nov 15
• Columbia River Flute Choir Performance from 6 - 7 p.m.

Nov 16
• Slim Chance Performs Live for Friday Night Music from 6-8 p.m.

Nov 17
• Holiday Artisan Fair 9 a.m. - 4 p.m.

Nov 21
• Indoor Playground Canceled

Nov 22
• Pybus Market Closed on Thanksgiving Day

Nov 23
• Holiday Lighting Ceremony - 5:45 p.m.
• Nic Allen Performs Live for Friday Night Music from 6-8 p.m.

Nov 30
• Mike Bills Performs Live for Friday Night Music from 6-8 p.m.
• Santa Arrives at Pybus in a Helicopter (Red, of Course) - 1:00 p.m.
• Photos with Kids to follow.

For more activities go to
PybusPublicMarket.org

Welcome to The Meat Shop

Owners Gary and Krysta Westmoreland want to 'Meat You'

By Diana Piñon

CHELAN – About three weeks ago, The Meat Shop was inaugurated in town. The only one of its kind in the area offers quality meats, fresh sides and more.

The idea of opening up The Meat Shop occurred soon after the Westmorelands made a road trip around the country.

Gary and Krysta Westmoreland originally from New Hampshire, have been living in the area for about a year now.

Back from where they are from, they have shops that offer different types of marinated meat and other types of grab-and-go foods.

Before moving here permanently, the two were sipping on their Bloody Marys in town, and they spotted the perfect spot to open up their very own store. Looking back at that day Krysta said, "I can't believe a couple years later we are here!"

They chose Chelan because they knew they wanted to move here and there was

nothing like The Meat Shop in the area. "Back home we lived in a smaller lake (town), we did a lot of barbecuing and entertaining... we were always going to our local meat shop and grabbing some steaks or some ribs, our best memories were around our patio table," said Krysta.

The Meat Shop has a variety of products, from marinated meats to sides, made in house, to local pies.

At the moment The Meat Shop gets most of the beef from Gebbers, "we get some prime cuts from the Midwest, chicken from the Mount Vernon area," Gary stated.

"We don't want to compete, we want to complement... it's things that we love, unique, curated products," Krysta explained.

They want to stay as local as possible for most of the items offered at the shop.

However, price points can be an issue. "When it comes to everyday eating, \$30 a pound isn't feasible... we definitely want to expand the ranches we work with." Krysta added.



ALL PHOTOS DIANA PIÑON/NCW MEDIA

Shop owners Gary and Krysta Westmoreland, usually you can find one of them at the shop.

Even though The Meat Shop has been opened for less than a month, the Westmorelands have received positive feedback. "A lot of repeat people, a lot of familiar faces," said Gary.

They are little by little building trust with the clients and they have seen that a lot of the new clients stop at the shop because they have been recommended. The shop hits different price points. They want to accommodate everyone's income in town.

With five part-time workers

and with one Westmoreland always at the shop, they encourage people to stop by and say hi and get to know them. At the shop you can find any type of marinated meats, but the Westmoreland's are always open to other meat suggestions.

Call 509-888-4548 or visit The Meat Shop, 315 E. Woodin Ave. from 10 a.m. – 6 p.m. Monday through Saturday and from 10 a.m. – 2 p.m. on Sunday. Follow them on Facebook and Instagram under The Meat Shop.



The Meat Shop is located 315 E. Woodin Ave, Chelan.



At the shop you can find any type of marinated meats, the Westmoreland's are always open to meat suggestions.

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KALIE DRAGO/NCW MEDIA

'Small Ports' seminar attracts public, private officials from far and wide

Chelan County Commissioner JC Baldwin, at the podium, welcoming the attending ports to the Enzian Inn and the town of Leavenworth at the opening of the annual Washington Public Ports Association Small Ports seminar.

Port district officials from as far away as South Whidbey Island attended the two-day event held during the Oktoberfest season in Leavenworth.