

WENATCHEE BUSINESS JOURNAL

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Erlandsen invests \$200k in Lidar drone technology

By Gary Bégin

EAST WENATCHEE – Erlandsen, a well known and long established firm specializing in “surveying, planning and engineering” has bought into state of the art aerial technology in the form of a \$200,000 Lidar drone.

LidarUSA, a world leader in drone technology, sells a six-propeller 30-pound model that Erlandsen uses to tackle jobs that might be dangerous to a normal topographic survey party as the drone needn’t be accompanied by anyone, but the pilot.

The Federal Aviation Administration (FAA) actually requires a licensed pilot be in charge of flying the drone and that permission be granted to take flight, either by use of an internet site or via local airport officials if in vicinity of same.

Like all pilots, a flight plan still needs to be filed.

Part of the rules to obtain an FAA “Part 107” license is that the pilot maintain a “visual line of sight” with the aircraft and the passing of an internet knowledge test. No actual field demonstration of the pilot’s ability is required.

Redell demonstrates the Lidar drone in the parking lot of the company’s East Wenatchee office.

Senior Erlandsen engineer Dave Dormier said use of the drone would save the company “four to five days of field time,” which in turn allows the company to add more and more jobs to its calendar without having to overtax its work force.

Redell reports that after a mere 10 minutes of flight, the drone can obtain 1 million bits of data on whatever the target may be.

Farmer’s fields, huge or small parking lots, new housing developments, power line surveys, dam repairs, the list goes on and on as to the applicability of the machine.

“Erlandsen likes to keep on the cutting edge and at the forefront of technology,” said surveyor Jesse Redell, the pilot.

The company’s deployment of robotics and GPS is also meant to save money, but it did require a major investment.

Redell and Dormier expect the drone to last about five years before it is replaced by another state-of-the-art drone.

The men say their Lidar model is the only one operating as a topography tool in the entire North Central Washington region and are hoping to attract clients based on



PHOTOS GARY BÉGIN/WBJ

The Lidar drone is capable of shooting photos as well as gathering millions of bits of data points in order to paint a topographic portrait for the client. Here, surveyor Jesse Redell uses his cell phone to help program the drone.

increased topographic accuracy as well as savings from requiring fewer man hours per job.

LidarUSA, headquartered in Somerville, Alabama is where some of the technical training took place for Redell as part of the \$200k price tag. With each flight he sharpens his piloting skills and simultaneously becomes more valuable to prospective clients.

SEE **DRONE TECHNOLOGY**, PAGE 10

Medical News:

Anti-gravity treadmill debuts in Wenatchee

By Gary Bégin

EAST WENATCHEE – A modern miracle of physical therapy science has finally reached the Wenatchee Valley in the form of the space-aged “AlterG” Anti-Gravity Treadmill. The proud parents of this \$40,000 beauty? Associates in Physical Therapy based off Grant Road here.

Doctor of Physical Therapy Justin Harris, one of the associates, feels “It will pay for itself in about five years.”

Harris said “maybe five or six exist in Spokane and I think there’s one in Yakima” with the vast majority of the highly computerized treadmills being in Seattle.

“We have the only one in North Central Washington,” Harris said.

The machines are found all over the world in the luxurious training

rooms of the super teams in every major sport, especially American football.

It can also be found on major college campuses in the training rooms of top tier football teams.

Harris said he wants the word to get around town throughout the medical community, but he expects other local medical organizations to take notice and probably get their own machines without too much delay.

One recent treadmill user, Ray Wells of Wenatchee, said “I can hardly feel my body.” Wells was using the machine for the sixth time out of a regimen requiring 12 visits in a progressive manner. Wells is recovering from knee surgery, but other patients can use the machine because of the need to suspend



PHOTOS GARY BÉGIN/WBJ

Ray Wells of Wenatchee takes “flight” recently while running on air at Associates in Physical Therapy in East Wenatchee.

heavy weight. A normal treadmill doesn’t compensate for the person who may be overweight to the point that it hurts their joints, but the AlterG does.

“This system is much less expensive for our company to buy then having an aquatic system, such as a swimming pool,” Harris said. “It’s 20 percent cheaper than

SEE **MEDICAL NEWS** PAGE 2



GARY BÉGIN/WBJ

Floral moguls pose for the Business Journal camera. From top left: Owner/designer Jeanne Davis and designer Denise Lancaster. Bottom from left: Designers Shell Viger and Janine “Jedi” Raymond.

Apple Blossom Floral creates art for any - or no - occasion

See the story at page 10



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NEWSSTAND LOCATIONS

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Safeway, 501 N. Miller St.
East Wenatchee
Fred Meyer, 11 Grant Road
Safeway, 510 Grant Road

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

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

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

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THE BOTTOM LINE

Why are candidate Q&A's in the Wenatchee Business Journal?

Only the most naive amongst us would not understand why candidate question and answer articles are in the Wenatchee Business Journal. Now that I have insulted all the nay-sayers, let me explain further.

Whether the general election race candidate stories feature county assessors, sheriff or various judges and commissioners, it is always incumbent on the winners to file financial documents showing donations and expenses.

Running for congress, state senate, U.S. Senate or state House, it all takes money and that money comes courtesy to support or “guide” the candidate's viewpoint on issues.

It also means special interests get involved in rooting for one over the other for a variety of reasons.

The local, district and state races can be seen as a microcosm of the national races.

There are no politics without money being involved in one way or another. When money changes hands and power and control over the citizenry is at stake, then the story belongs in the Business Journal.

Look at the variety of groups fighting for power in Washington state alone: The so-called Green lobby, which involves everything from electric cars to pollution to the water and lumber and

fishing industries, is just one of the many groups.

Pro-choice and pro-life candidates have their minions. Tourism and



Gary Bégin
Managing Editor

agriculture have their supporters and detractors.

Schools, teachers, infrastructure, import-export and tariffs ditto. This year there are and were several female doctors on the ballot. Thus involving the medical community and industries.

Union-backed candidates and government workers, industry and corporate workers, both blue and white collar - all come with baggage and enemies, backers and issues.

Once again, read about the people who seek to control your lives or perhaps become their victims. When the dust settles, Democrat, Republican and independents will be victorious on paper, but also beholden to their supporters.

The old adage about dancing with the one that got you to the ball in the first place holds true for

these mere mortals relishing the glory of conquest in November.

Caesar was nothing without support of the Roman Legions and its commanders.

The American empire is likewise owned and operated by corporations and perhaps thousands of small vested interest groups.

Don't ever believe only the pure and holy get elected. Those who do must also believe in fairy tales. He's a good man. She's a good woman. So what. Good folks need money to run for office just as much as crooked ones do.

Once the ballots are counted, look for those that go to the campaign victory parties. Watch those that get hired into key positions. Observe which laws get followed to the letter and which are lackadaisically enforced. Smell the money and see the friends that come calling for favors.

It has been the American way since there was an America.

Two years in office or six years or four. It is that time for favors to be repaid and hidden agendas to be revealed. You will find business at the core of every party and every race.

I feel no shame at being a cynic, only failure at not getting more folks to understand that in reality, we live in a material world and money is the fuel that keeps the wheels humming.



Patient Ray Wells is able to program his “ride” while using the high tech machine.

Anti-gravity treadmill debuts in Wenatchee

CONTINUED FROM PAGE 1

having a pool,” he said.

Harris said that many professional sports teams and colleges have the AntiG Treadmill because of the ease of which that large bodied athletes, like football players, can use it.

Harris said the company that makes the AntiG Treadmill also makes higher end models of the machine that retail as high as \$70,000.

“It's perfect for those who don't want to swim or for those that are recovering from foot or leg surgery and still have wounds that are healing,” Harris said.

The company brochures claim their treadmill is, “Clinically proven to reduce pain and impact on your joints ... and gives you the opportunity to exercise even with the presence of orthopedic, neurologic or other medical conditions.”

The technology was developed by NASA, according to the manufacturer and “helps combat the diseases of aging

by allowing for exercise when it would be otherwise be impossible.” It allows for “up to 80 percent body weight support.”

Harris highly recommends use of the treadmill by those recovering from knee, hip, foot or other surgery to the lower extremities and would be happy to allow demonstrations to those interested.

Associates in Physical Therapy is located at 230 Grant Rd., Suite B27. Call 509-884-1437 for more information.



Data panel shows the user exactly what is going on during their treadmill experience.

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Dino Rossi: Congressional 8th District needs experienced, principled leader

By Gary Bégin

NCW Media Managing Editor Gary Bégin interviewed Republican 8th Congressional District candidate **Dino Rossi** about his views regarding a variety of issues recently. His answers are below:

NCW Media: Has your previous experiences given you skills you will need in D.C.?

Dino Rossi: I want every family to live the American Dream like my family was able to. As the son of a public schoolteacher and beautician, I worked my way through college with jobs in construction and as a janitor. Later, I became successful in commercial real estate, where I learned to work constructively with others to fix problems and help everyone succeed. In business, no one benefits unless everyone agrees on a deal. That is the same way I approach legislating, and I am proud at what I have been able to accomplish with that collaborative approach.

My opponent comes from the far-left Seattle “Resist” movement, which tells the world they aren’t willing to work with anyone except people who already agree with them. She’s marched in more protests in Seattle than parades in the 8th Congressional District and is the most far-left opponent I’ve ever run against.

I am the only candidate in this

race with experience in government and sticking to my principles. While others talk and offer theories, I bring results and proof. In the state Senate, I wiped out a multibillion-dollar budget deficit without raising taxes, all while maintaining strong protections for seniors and those with developmental disabilities. When I get to Congress, I will remain a fiscal conservative with a social conscience.

NCW Media: What kind of relationship will you have with President Trump?

Rossi: I plan to have a positive relationship with the President that will be good for everyone in the 8th Congressional District, and a good relationship with anyone in Washington D. C. who will work in good faith to benefit Washington State. I plan to treat the President the same way I would Barack Obama or George W. Bush.

I will work together when we agree on an issue and say so when we don’t. I’ve spoken up when I’ve been concerned about issues that harm Washington state, like with recent concerns about tariffs and trade wars. In Washington - where we export everything from apples to airplanes - we have a lot to lose in a trade war. I will work to preserve strong trading relationships with our allies and ensure that our rivals don’t push through trade deals that undermine



SUBMITTED PHOTO

Dino Rossi

our interests.

NCW Media: Are you able to work in this divided environment at the national level?

Rossi: I’m proud to have a proven record of working together with people from all walks of life to accomplish mutual goals – and that I stick to my principles while doing so. Working with Republicans and moderate Democrats alike, I led efforts to require ignition locks for chronic drunk drivers, to keep child molesters in prison and away from children, and to stop tax hikes and keep our economy strong, just to name a few.

At the same time, I’m proud to have held strong to my principles, and passed a balanced no-new-taxes budget and reduced waste, fraud, and inefficiencies in government. I am proud of what we were able to accomplish by working together in Olympia and I plan to

take the same approach to governing in Congress. After all, Washington, D.C. already has too many people yelling at each other and jockeying for meaningless partisan wins, and too few people standing for their principles.

NCW Media: What is the number one issue Congress should focus on?

Rossi: Congress needs to not undermine our economic growth and help us create more middle-class jobs for Central Washington. We should make the recent middle-class tax cuts permanent, and we need to ensure that Social Security, Medicare and Medicaid are there for the people who have paid into them their entire life and have earned their benefits. I grew up in a household with a lot of love, but not a lot of money. I was blessed to achieve the American Dream and built a successful business career and am able to provide for my family. But too few families have the economic opportunities that they should have. We should remove some of the burdensome regulations that small businesses and family farms are forced to comply with, negotiate with our allies to modernize trade agreements that work for Washington’s manufacturers and farmers, and ensure we’re making trade deals that are good for our farmers and consumers.

NCW Media: How will you address the needs of citizens in

Central Washington?

Rossi: I will listen and work with local leaders. I’m proud to be endorsed by the Washington State Farm Bureau, the Farm Bureaus in Chelan, Douglas, and Kittitas Counties, the majority of the mayors in Central Washington, many city councilmembers and County Commissioners, and the Sheriffs of Chelan, Douglas, and Kittitas County. I take those relationships seriously and listen to local leaders and voters. I know that land use decisions, water rights, and trade are essential to life in Central Washington and will stand up for you when the Federal government oversteps its bounds and makes policies that harm Central Washington.

Additionally, I will fight to protect jobs and the middle class in Central Washington. My opponent reportedly wants to remove the dams on the lower Snake River, raising power bills by as much as 15 percent per family in Central Washington. She also wants to repeal the middle-class tax cuts, raising taxes on families in Central Washington by \$3,357 a year. She favors an energy tax hike that would raise the price of gas by 43 cents a gallon without allocating any new revenue to roads. Her policies would be a disaster for Central Washington, and I will stand firm against the far-left Seattle policies she’s trying to model in Central Washington.



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Former ‘Land-Trust’ exec wants to be county commissioner

By Gary Bégin

In our continuing series of candidate profiles, giving those brave enough to run for elected office a venue to express their ideas, NCW Media’s Managing Editor Gary Bégin interviewed more than 20 prospective office holders so far. This installment features Chelan County Commission candidate **Bob Bugert**.

NCW Media asked Bugert a series of questions recently now that he survived a five-horse field in the primary.

NCW Media: What is it that you bring to the table as opposed to your opponent?

Bugert: I HAVE EXPERIENCE – lots of it. I have been working on local issues for many years. I have 30+ years of professional experience managing large professional staff, handling complex budgets, multi-party negotiations, and working with local governments, members of Congress, the State Legislature, and the Governor’s Office. I have the experience to be immediately effective.

I KNOW THE JOB. I have worked closely with county commissioners for most of my career. As Executive Director of the Chelan-Douglas Land Trust, I worked regularly with commissioners in Chelan, Douglas, and Okanogan counties. In Chelan County I’ve worked with our commissioners on specific local issues. In my ten years’ work for the Governor’s Office, I worked directly with county commissioners and other elected officials throughout eastern Washington. For 25 years I have worked with dozens – if not a hundred – county commissioners. I have partnered with them in hundreds of public meetings. I know first hand what a commissioner deals with, and have a solid understanding of what makes a good commissioner.

I HAVE A PROVEN TRACK RECORD. I have been working on issues that are important to our community – ranging from transportation to housing to land use – for many years. These issues are not new to me and I am the best-positioned to be immediately effective.

I BELIEVE IN GIVING BACK. When my children were in school I was a soccer coach and active band booster. I drove the band truck to regional competitions and spent summers at the band’s concession stand selling hotdogs. I was well known at my children’s schools.

Since my children have grown, I have committed myself to volunteering with many community organizations. My interest in improving transportation in the county led me to volunteer on the Link Transit Strategy Team and



SUBMITTED PHOTO
Bob Bugert

Wenatchee Valley Transportation Council. My interest in education led me to volunteer with the Wenatchee Public Library Capital Campaign, raising money to renovate the library. My interest in affordable housing led me to volunteer with Habitat for Humanity. My belief that recreation brings tourist dollars led me to serve on the Board of TREAD, a nonprofit focused on outdoor recreation.

I have a long history of working to make Chelan County a great place to live. I am now ready to take that commitment to a higher level – as your County Commissioner.

NCW Media: Does your platform have specific help for tourism?

Bugert: I have been working on outdoor recreation for many years. There is a clear and documented economic benefit of recreation – it brings dollars to our community as people come to boat, fish, bike, hunt, ski, parasail, zipline, golf, and participate in the wide variety of recreational opportunities our county offers. We need to capitalize on the fact we have good access to great recreation!

When I led the Land Trust, we completed a \$8.7 million campaign to create an extensive trails system in the Wenatchee Foothills. People who come to bike, hike, birdwatch or hunt bring considerable sales tax benefits to our communities.

I have also been working with the Greater Wenatchee Chamber of Commerce and Port of Chelan County to strengthen our outdoor recreation economy. This has direct benefits to restaurants, motels, and other services in our communities. I am currently on the Board of Wenatchee Valley TREAD, the newly-formed nonprofit to promote outdoor recreation and tourism in Chelan and Douglas counties. Our work is done with the financial support and partnership of the Chamber of Commerce and Port of Chelan County, and many recreation businesses and nonprofits in the area. Our goal is to promote recreation to improve the quality of life and health in the region, and to develop recreation-based jobs as part of a strong and diverse

economic mix that supports this region.

As a County Commissioner, I will continue to work with the chambers of commerce, port districts, and our cities to strengthen that approach. My goal is to bring all stakeholders together (motorized, non-motorized, water, snow and land) to provide the best outdoor recreation experiences in our communities, improving the quality of life for everyone who lives in or visits the region.

NCW Media: Does your platform have specific help for NCW agriculture?

Bugert: Agriculture is the backbone of our economy, and it is facing many pressures, from farm worker shortage to tariffs and international trade. Some issues are out of our local control, yet there are some where we can make a difference.

Water use and efficiency is one area in which the county can play a role. In my work as the Governor’s Eastern Washington representative to the Salmon Recovery Funding Board, I have been involved in projects to increase the efficiency of local irrigation. The Funding Board is responsible for providing roughly \$2 million in grants each year to Chelan, Douglas and Okanogan counties for restoring and protecting salmon habitat. Some of the funded projects have improved our county’s irrigation infrastructure, resulting

SEE **BOB BUGERT** PAGE 18

Steele still has ‘work to do,’ wants to remain in State House

By Gary Bégin

Michael Steele wants to remain the 12th Legislative District State Representative for another term.

The Chelan native recently spoke to Wenatchee Business Journal Managing Editor Gary Bégin about the various issues he plans on tackling if reelected.

His answers follow:

Wenatchee Business Journal: What new 12th District issues (if any) are you bringing to the table in Olympia, should you get re-elected?

Michael Steele: I am very passionate about workforce housing and finding state level solutions to address this ongoing issue. I also want to continue to work on career connected learning, Career and Technical Education and Steam policies.

WBJ: Do you have goal for the next session?

Steele: I want to continue working on the policies mentioned above.

I will continue to serve on the Capital Budget Committee and want secure funding for several ongoing projects throughout the 12th Legislative District.

WBJ: Do you have any answers or remedies regarding wildfires?

Steele: I have scheduled a meeting with Commissioner Franz, Maia Bellon, the Director of the Department of Ecology



SUBMITTED PHOTO
Michael Steele

and the Superintendent of the Forest Service to see how our state and federal agencies can work better together in order to achieve greater prescribed burning goals.

WBJ: Do you have any specific platform to share with the readers?

Steele: My platform continues to be job creation, economic growth and continuing to working on improving the lives of all individuals in the 12th District.

WBJ: Do you feel your experience in attracting tourists to Lake Chelan is a help in understanding tourism’s importance to the 12th District?

Steele: Absolutely. Tourism is the second largest economic driver here in our district, behind agriculture. Communities in the Methow, Lake Chelan, Wenatchee and Leavenworth are remarkable examples of how tourism can positively impact economies.

WBJ: How will you as a rural Republican, work with urban Democrats in getting compromise on key issues like over-reaching government business regulations?

Steele: I have already been seen as a collaborator and someone that is willing to work across party lines to achieve good policy.

Building relationships and working in a professional bi-partisan manner is the best way to achieve policies that benefit the whole state, urban and rural.

WBJ: Can you as a state legislator, influence the state’s federal delegation to rid us of tariffs, especially on fruit?

Steele: I have expressed my concerns over tariffs and their impacts here in the 12th District to our federal delegation.

I know they all share the same concerns and are working toward solutions.

WBJ: Feel free to mention anything you like such as family, education, hobbies, passions, etc:

Steele: I have been honored to serve the people of the 12th District.

I am excited and encouraged by the support I have received and I look forward to returning to Olympia as a continued advocate for the people of the 12th.

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Biggar wants to remain as District Judge for Douglas County

By Gary Bégin

EAST WENATCHEE - Waterville's **Eric Biggar** wants to remain as the District Court Judge for Douglas County. He is poised to face a challenger in the November general election. NCW Media Managing Editor Gary Bégin interviewed him recently and what follows are his answers:

NCW Media: Tell the readers about yourself:

Eric Biggar: I have proudly lived in Douglas County for over 50 years. My wife and I both graduated from Waterville High School, and attended Washington State University and Eastern Washington University, where I obtained my bachelor's degree. Thereafter, I attended and received my law degree from Gonzaga Law School in 1987 (Go Zags!). After our college years my wife and I returned to the Waterville plateau where we raised our family, and where we continue to live. After the birth of our son my wife and I became involved in the local foster care program providing emergency placement for children at risk,



SUBMITTED PHOTO

Eric Biggar

and we added two daughters to the family home. During our 36 years of marriage my wife and I were active in our local community. My wife spent several years as a city council member and volunteer with the Waterville ambulance. I served as a school board director, youth sports coach, high school boys and girls basketball coach, and junior high football coach. My wife and I are members of the Waterville Lutheran Church and Gateway Ministries. We enjoy visiting with our children and grandchildren, hunting, fishing, and watching the wheat grow.

NCW Media: Why do you

want to remain a District Court judge?

Biggar: I have a deep respect for judges, and a passion for the judiciary. The majority of my career was spent in the courtrooms of Douglas County. I served Douglas County as a public defender for nearly 3 years, a deputy prosecutor/ chief criminal deputy for over 22 years, and for the past 4 years I have served on the bench as a court commissioner, District Court judge pro-tem and now District Court judge. During my career I have had the opportunity to appear before many distinguished local judges; Judge John Hotchkiss, Judge Lesley Allan, Judge John Bridges (Ret.), Judge T.W. "Chip" Small (Ret.), and Judge Judith McCauley (Ret.) to name a few. It was an honor to present cases to these judges, to observe and absorb what it means to be a judge of integrity, candor and professionalism. My career has prepared and given me the relevant court experience to preside as Douglas County District Court judge, and that

SEE BIGGAR JUDGE, PAGE 17

Kevin Ohme wants to become Chelan County Assessor

By Gary Bégin

Former Chelan County Assessor employee **Kevin Ohme** wants to be voted into the top job in November in order to make changes to the department. NCW Media Managing Editor Gary Bégin interviewed him recently about the issues he thinks are important. These are his answers:

NCW: Why are you running for assessor?

Kevin Ohme: I worked in the Chelan County Assessor Department for more than nine years. It was the greatest challenge of my working life. I saw deep problems in the department. I worked diligently for many years to correct these problems in order to deliver the taxpayers fair and accurate taxation. In the end I felt ethically challenged in continuing to participate within the departmental status quo. I want to return to my work in a position in which I can work to correct some of the core deficits in the operation of the department.

NCW: You are placing importance on fairness and



SUBMITTED PHOTO

Kevin Ohme

accuracy. Have these two criteria been absent in the current administration?

Ohme: Yes. Not totally absent, but absent to a degree I found unacceptable. However, the current administration is not responsible for much of the inaccuracy. Based on the degree of inaccuracy I dealt with as I inspected taxpayer properties, I believe that the current administration could focus more acutely in some respects.

I must emphasize that fairness and accuracy are synonymous in county assessment. Accuracy at every level of the process is required. Based on the degree of inaccuracy I dealt with as I

inspected taxpayer properties, I believe that the current administration lacks the depth of experience, skills, will, and inspiration to fix this giant mess in a timely fashion.

NCW: What do you mean by more or better accuracy?

Ohme: This is a five-page question! I will narrow my response to one example, which lies at the very foundation of most taxpayer bills. The measurement of structures is where the numbers begin.

The most basic and essential tools for an appraiser arriving at a taxpayer property are drawings based in measurements of structures. If drawings are not present on the field computer the appraiser must make a difficult choice. Either accept a number on the computer, e.g., 3,625 square feet, and estimate by eye that it may be correct, or remeasure and draw the structure into the computer so that the next appraiser in the future will be able to verify accuracy quickly and efficiently.

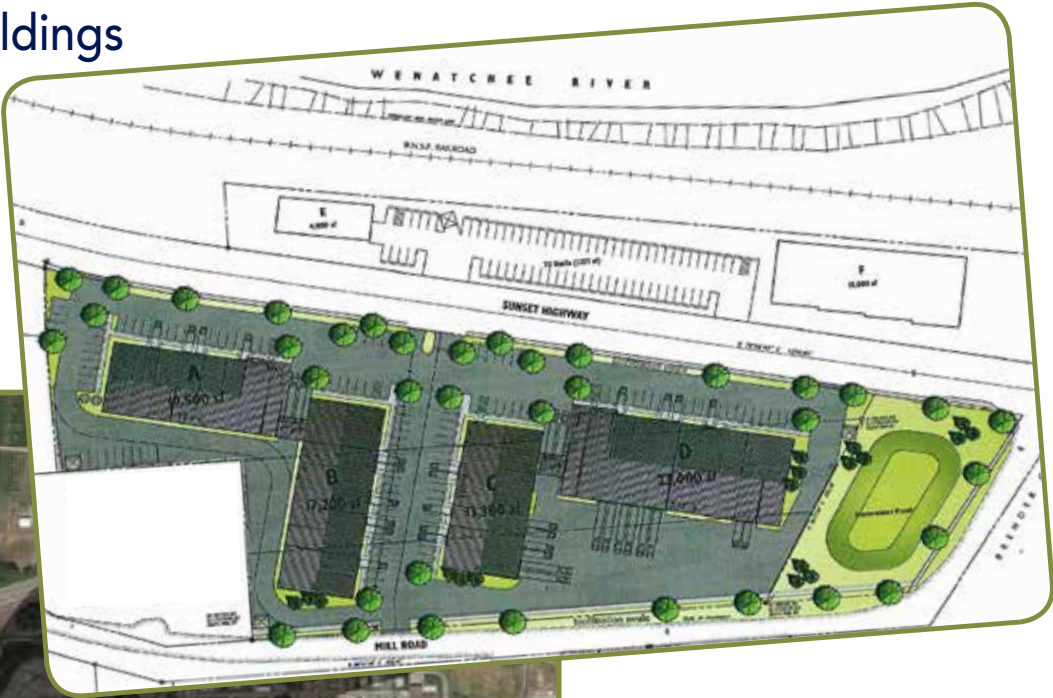
A Chelan county appraiser must inspect 1500 to 2000

SEE COUNTY ASSESSOR, PAGE 18

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Brian Burnett wants to stay as Chelan County Sheriff

By Gary Bégin
Chelan County Sheriff **Brian Burnett** wants to remain our sheriff, but he faces an opponent in the November general election. Wenatchee Business Journal Managing Editor Gary Bégin asked Burnett a few questions as to his future plans for the department should he be reelected. His answers follow:

Wenatchee Business Journal: Why do you still want to be sheriff?

Sheriff Brian Burnett: I have an amazing command staff (Undersheriff, Chief of Patrol, Chief of Special Operations, Chief Civil Deputy and my Administrative Assistant) who are really the leaders of our agency along with many others.

Four of these five are in their early forty's with a lot of time to serve in their careers. I truly believe that the foundation that has been laid over the last eight years has set the Chelan County Sheriff's Office for success but there are still many things we have left to work towards in making the Chelan County Sheriff's Office, what I call, "The Destination Agency" in all of North Central Washington. I'm committed to dedicating at least two more terms (eight years) as Sheriff so I can continue doing the things that will best assist the Sheriff's Office and citizens of Chelan County to provide the best level of law enforcement service available.

WBJ: Are there specific projects or outreach you wish to complete in your next term?

Burnett: The Sheriff's Office has been working the last couple of years on updating our current policy and procedure manual that was last updated in 2006. We are just a few policies away, working with our Deputies Association, on finalizing and implementing a brand new online program called Lexipol.

Lexipol is a program that



SUBMITTED PHOTO

Brian Burnett

maintains and updates best practices and model policies to meet the Washington State Association of Sheriffs and Police Chiefs (WASPC) model policy and standards. Part of this program is a program we just started two months ago called the daily training bulletins, which is scenario based along with the appropriate policy with a multiple choice / true or false question.

This program is designed to keep the employee educated on current policies that specifically applies to our office and staff. Washington State County Risk Pool offers discounts to the program when we maintain 80% compliance on all employees completing their monthly training bulletins. This in turn equals better trained and educated employees that should reduce liability to the county while providing a better level of service to our citizens that we serve.

Following the implementation of Lexipol we will start working towards a state accreditation process through WASPC. This process will make sure we are using model policies in all areas of our agency.

WBJ: What is the biggest law enforcement threat to citizens of the county?

Burnett: I believe this issue is twofold. One is dealing with our mental health issues, which I believe law enforcement is just one layer to this issue and we must continue to partner with and work closely with our jails, courts, mental health professionals, medical professionals and many other

community based programs to find some long lasting positive effects to this issue that continues to bog down our criminal justice system.

The second is the opioid epidemic that translates into crimes against persons and properties. Unfortunately there is not a clear line of where drug and alcohol addiction stops and mental health issues start as they can be directly related to one another therefore making the topic a very complicated one at best.

WBJ: Are drugs the most common serious crime in the county?

Burnett: Definitely a yes on this as nearly all calls we respond to that are criminal in nature tend to have some correlation to someone either under the influence or dealing with an addiction to illegal drugs, prescription drugs, alcohol or mental health related issues.

WBJ: Are there any reforms to the department you want to carry out?

Burnett: Several things come to mind on this as we finalize our new police and procedure along with our daily training program and move towards state accreditation. We have really placed the focus on training and equipment for our agency and staff. We will continue to maintain this as our primary objective over the next four years with an emphasis on leadership training for our staff, geared towards Servant Leadership and what we call Discretionary Effort.

We are also training and teaching our first level supervisors towards autonomy, which will be a bi-product of their confidence level of their specific job expectations and direction and vision from their supervisor and administration.

We will work on having adequate staffing for our west patrol areas as this area continues

SEE BURNETT, PAGE 21

Chelan County Sheriff's Deputy Tyler seeks to oust her boss

By Gary Bégin
Chelan County Sheriff's Deputy **Jennifer Tyler** launched a last minute effort to oust current Sheriff Brian Burnett by staging a write-in campaign in the primary election.

To make it to the November general election, she had to get at least 1 percent of the total votes, but she managed to receive more than 4 percent.

NCW Media Managing Editor Gary Bégin interviewed Tyler to see why she was running and learn more about the candidate and her goals.

NCW Media: Why are you running for Chelan County Sheriff?

Jennifer Tyler: The initial reason for filing was for one person to know I appreciated their support. After a record 620 write-ins were received, I realized that it is clear, the citizens of Chelan County want a change. I want to be that change.

NCW Media: Your opponent is well known and you are not. How will you overcome that obstacle?

Tyler: I disagree that I am not well known. I have served Chelan County citizens as a patrol Deputy for over 12 years. I have served on the night shifts of Chelan County with due diligence.

My civil action against the Sheriff has also made headlines throughout the state. It is not very common that an employee takes on her boss in such an aggressive manner as I did with the jury trial in Douglas County earlier this year. It is also rare to have such a successful outcome.

NCW Media: What law enforcement experience do you have?

Tyler: It's the only profession I have known since I was 19 years old. I have over 23 years as a public servant to my community. There is no element of the profession that I haven't done and I've done it well.

NCW Media: Will you be making reforms to the CCSO if elected?

Tyler: Yes I believe that each new administration brings their own philosophies to the table. These will come from my



SUBMITTED PHOTO

Jennifer Tyler

own work ethics which include being willing to listen to others, and not make decisions based on my own personal preferences. My priorities are etched around fairness, lawfulness, and public service.

NCW Media: What especially do you want to change or fix?

Tyler: Clearly, there is an issue with CCSO upholding employment law within the work place. The Civil Rights Act was implemented in 1964. There should be no misunderstanding what it should mean to have equal protection under the law.

Our current administration has been found guilty by a jury of violating that law. And, is on track to defend their employment actions in a second civil litigation trial in federal court brought by another employee.

The cost of these civil law violations to the Chelan County taxpayers is astronomical. It is paramount that someone put a stop to these injustices. I know how to make that happen by simply following the law.

NCW Media: You have won a suit against the male dominated agency, do you think it will be held against you if you win?

Tyler: To me winning the Sheriff seat is the only option I have left in hopes of being treated as an equal.

NCW Media: Are there special programs you plan to install such as diversity or gender training?

Tyler: Currently there are only 3 women on a 50 commission force. I do, however, believe how we should look at the hiring practices of the department and how we recruit qualified applicants. I believe an elected female Sheriff will attract those minority candidates because they know they will be treated

fairly.

NCW Media: We have a 30 percent Hispanic population. Are you planning anything to reach that demographic from the law enforcement point of view?

Tyler: It's funny you ask because I was already considering running for Sheriff in four years, and have already started to learn Spanish. I believe it's important for me to speak to all people I serve. If elected, that ideology will continue and training will be paramount as I see an immense need in the law enforcement realm in both safety and service to the Hispanic community.

Aside from the language barrier, growing up in a diverse home myself, I know the different cultures require different approaches.

NCW Media: Are drugs the biggest problem in Chelan County?

Tyler: I recently attended a woman's Republican dinner in Wenatchee.

This same question was asked of Sheriff Burnett. He stated that opioid addiction was our number one problem. However, we currently have no adequate interdiction enforcement in place to combat the flow of large amounts of narcotics being smuggled into Chelan County. This is a topic I can speak about all day as there is no family who is untouched by this horrific epidemic.

NCW Media: Tell the readers about yourself.

Tyler: I consider myself to be pretty simple. By simple I mean treat others the way you want to be treated. Do for someone else before you do for yourself. To me those things should be second nature for someone who wears a badge on their chest and a flag on their sleeve who took an oath to Chelan County to uphold the law, protect our neighbors, and serve with fairness.

Who I am as an individual disappears when I put on my uniform. Being dubbed the People's Candidate is a title in which I feel most honored to have. I hope and pray to become the People's Sheriff on November 6th.

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Mott seeks Chelan County District Court bench

By Gary Bégin

Lawyer **Kyle Mott** is seeking to win the Chelan County District Court race in November. The Wenatchee Business Journal's Managing Editor Gary Bégin interviewed him recently about his goals if elected. What follows are his answers:

Wenatchee Business Journal: Why do you want to become a District Court judge?

Kyle Mott: I want to be a judge because I truly believe in our system of justice and want the responsibility of seeing to it that true justice is served for all who appear before the court. A judge has a key role in providing fair and impartial proceedings, seeing to it that people are treated equally, and making each person feel respected and heard. It's an awesome responsibility, and one that I would welcome. Beyond that, I think being a judge would be an incredibly satisfying job. I have great interest in seeing our laws and case precedents being applied to the unique facts of each case to reach a just outcome. Lastly, I want to bring a fresh perspective and a new energy to our court. We have had three former prosecutors in a row serve as judges in Chelan County District Court, and I think it is important to have a balance of perspectives and experiences on the bench.

WBJ: What do you want to hold up to voters as an example of your legal prowess?

Mott: I'm proud that I served as the Senior Law Clerk to Judges Lesley Allan, Alicia Nakata, and T.W. "Chip" Small in Chelan County Superior Court, and that I was selected to serve as the chair of this year's Washington State Bar Association Trial Advocacy Program. I also am honored to serve on the board of Chelan-Douglas County Volunteer Attorney Services. However, I



SUBMITTED PHOTO

Kyle Mott

think my biggest accomplishment is being a contender in this election. I filed against a sitting judge because I wanted to bring a fresh perspective to the bench and give voters the opportunity to make a change. Since announcing my candidacy, my former opponent decided to retire, and two others then joined the race. After the primary, one of those opponents, Roberto Castro, gave me his endorsement. I've also received the backing of retired Chelan County Superior Court Judges John Bridges, Chip Small, and Carol Wardell, retired court commissioner Bart Vandegrift, Buell Hawkins, Dr. Jorge Chacon, at least 30 of my attorney colleagues, and over 5,600 voters in the primary election. Receiving this kind of support after sticking my neck out and entering this election is incredibly humbling and it keeps me motivated each day.

WBJ: Are there specific issues the to address regarding the court system?

Mott: Speaking solely as to Chelan County District Court, I believe there needs to be more of an emphasis on alternate sentencing (such as electronic home monitoring and community service). A district court does not hear felony cases, but instead deals with the lesser misdemeanor and gross misdemeanor crimes. Many people appearing in district court on criminal matters have not made criminal behavior a habit or a lifestyle, and are good candidates for electronic home monitoring or community service. Increased

usage of alternate sentencing would also result in cost savings. The approximate cost per bed day at the Chelan County Jail is \$87 as of 2017, meaning a person sentenced to 10 days in jail on a probation violation for driving without a valid license would essentially cost taxpayers \$870. I believe that Chelan County could put that money to a better use. Further, substantial jail time can derail a person's efforts at obtaining housing or employment, or otherwise impede positive progress, so it should be generally reserved for more frequent or violent offenders. I believe that part of the goal of appropriate sentencing should be to get a person out of the criminal justice system, rather than trap them in it.

WBJ: What is the biggest law enforcement issue that you see everyday?

Mott: Overall, I think the biggest issue facing our local law enforcement is drugs. However, drug possession, manufacturing, and delivery cases are felony matters that are exclusively seen in superior court. I think the most common thread seen in district court criminal cases is poverty. Sometimes poverty is just in the background of the case and doesn't play an active role in the criminal behavior, but other times it does. The effects of poverty can often be compounded by substance abuse and/or mental illness. People with enough financial resources generally have a better ability to address these kinds of issues, but those unable to afford or acquire appropriate treatment sometimes end up engaging in criminal behaviors as a result.

WBJ: Do you have any specific programs you want to install if you get elected?

Mott: I would like to spearhead a relicensing program to get eligible drivers lawfully

SEE MOTT PAGE 16

Chelan County Assessor Walter wants to keep that title

By Gary Bégin

Deanna Walter enjoys her role as Chelan County Assessor so much so that she wants to keep that title for another four years. The November general election will decide her fate. NCW Media Managing Editor Gary Bégin recently interviewed her regarding ideas going forward for one of the county's main revenue sources – property taxes. Her answers follow:

NCW Media: Why are you running for assessor again?

Deanna Walter: As your Assessor, I have found a career that matches my skill set and my ideals. Over the last 7 years, I have made customer service, transparency, and increasing data accuracy through training and technology priorities. We have an important relationship with our taxpayers. The responsibility entrusted in me to fairly and equitably assess for property tax purposes is one I hold in the highest regard. Your Assessor should possess the character, integrity, and expertise to be an effective public servant. I am uniquely qualified, given my education and experience, to serve our community as your Assessor. I am honored to receive your continued support and look forward to many more years in service to you.

NCW Media: What importance are you placing on fairness and accuracy when assessing valuations of property?

Walter: Fairness and accuracy is the foundation for everything we do. Equity is the lens by which we gauge any change we make in our process or your values. County offices are continuously required to do more with less, which means we must embrace technology particularly as a tool to improve



SUBMITTED PHOTO

Deanna Walter

our accuracy and efficiency. As an example, we will soon be testing an integrated measuring device to improve data collection and sketching. It is also important to keep our inspection cycles as close as possible, currently at 4 years, to minimize inequities created by the time lapse in these inspections.

NCW Media: Are there software programs or human training that will make the department more efficient?

Walter: With annual legislative changes and a constantly fluctuating real estate market, staff training is something on which I place great importance, and budget accordingly. We have a relatively new CAMA system (computer aided mass appraisal software) that has afforded us the opportunity to incorporate field data collection devices, which has significantly increased our efficiency. The ability to edit in the field vs. using paper and transferring data, often times months later, has saved us time, the expense of second visits, and minimizes our impact and disruption to the homeowners. While we value the professional expertise of our appraisers, we have developed tool kits and best practices to make the process as standardized and objective as possible.

NCW Media: Tell the readers about your goals or platform for your campaign.

Walter: As I have stated over the last 7 years, customer service is a priority of our office. All of the information we have and use to value properties in Chelan County should also be available to the taxpayers. We have updated our website and encourage taxpayers to look at the details of their own properties. Annually we hold community outreach meetings to explain the assessment and levy process and invite questions from the public. Transparency in our process is a critical component of ensuring the public trust.

NCW Media: Is software or human failure to blame if valuations are incorrect?

Walter: Our staff physically inspects more than 12,000 properties per year. While we strive to make sure our data is as accurate as possible, we are not infallible and there is a myriad of

reasons why errors occur. For example, not every structure has a building permit and we may not be able to determine if the basement is finished or if there is a second floor vs. a loft. We often times cannot tell if a garage has been converted to living space, or is merely storage. The data we have was converted from a 30 year old software, which was converted from old paper appraisal cards. In the past, we did not have the ability to query our data and look for abnormalities as we can now. Because we have left paper, we now have a means of cross-checking and validating historical work. At every inspection, our information and property details get more accurate and complete. There is only so much we can tell from an exterior inspection. If there is an error in valuation, it most often is the result of incomplete information, not necessarily human error.


Our software is not a home-grown product. The expense of that would be astronomical. It is a standardized program that has been tailored to fit our needs, and is constantly being upgraded and enhanced to accommodate new features and components. With that, no computer program is perfect and we work closely with our vendor.

NCW Media: Tell the readers about your experience in government:

Walter: I have devoted the vast majority of my career to public service and have supplemented that with experience within the private sector. I hold 2 Bachelor's degrees (BS – Math/Statistics, BA – Urban and Regional Planning), and have a combined 21 years of County government employment, both in land use and appraisal, the last 7 years serving as your Assessor. My combination of education and experience in both land use and appraisal gives me a unique advantage in all aspects of the Assessor's office. I am Certified Appraiser (Residential, Commercial and Mass Appraisal) through Dept Assistant of Revenue, have extensive experience with local Board of Equalization & State Board of Tax Appeals, am a former Assistant Director of Chelan County Community Development and I also calculate the levies for all taxing districts in Chelan County.

I am currently the President of the statewide Assessors Association (WSACA), and still maintain my national certification in land use (AICP). In addition, I am a Certified Public Official and have successfully administered our department budget and


SEE ASSESSOR WALTER, PAGE 8



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Blackmon touts experience in Chelan County District Court judge race

By Gary Bégin
NCW Media Managing Editor Gary Bégin recently interviewed Chelan County District Court Judge candidate **Allen Blackmon** about why he is running and what his goals and policies are. These are his answers:

Wenatchee Business Journal: Why do you want to become a judge?

Allen Blackmon: I have been proudly representing our community for 22 years as a deputy prosecutor. I grew up in Wenatchee, and I care very strongly about our community. It is important to me that our court have a judge who has the necessary experience and knowledge to be impartial and fair, and who has the qualifications to do the job properly. When I was told that Judge Harmon would be retiring, I thought hard about the decision to run for this position. I discussed with my family and friends about this important decision. I truly enjoy working as a prosecutor for our community. But I felt it was important for me to run for this position so our county would be well-represented by

someone who has the necessary experience and qualifications do to this job properly for our community.

My campaign slogan of “Experience Matters!” was chosen because we believe that when a person seeks to become a judge, you need someone who has the experience and knowledge to lead that court. Judges make decisions that affect people’s lives.

WBJ: What do you feel you have accomplished so far as a lawyer that you want to hold up to voters as an example of your legal prowess?

Blackmon: I have over 22 years of experience in all of our local courts serving the public, including over 16 years in District Court. I am very proud to be a prosecutor for our county and represent our community in court. During that time, I have handled over 10,000 cases, well over 50 jury trials, and a multitude of other hearings.

It’s the quality and depth of experience from having had to deal with just about every conceivable legal, procedural, and ethical issue that can arise



SUBMITTED PHOTO
Allen Blackmon

in court at trial, in motion hearings, and on appeal, none of which can be learned from a book or in just a few short years.

WBJ: Are there specific issues the county needs to address regarding the bench or the court system?

Blackmon: I want to make sure that the people have faith in our justice system. In order for a court to be effective, the public and the parties before the court must have confidence in the court. They must feel that the court is fair, impartial and just.

WBJ: If elected, what do you feel is the biggest law enforcement issue that you see every day?

Blackmon: Mental health

contacts and receiving proper training for these contacts and cases is the biggest law enforcement issue that I see on a daily basis. As the person’s behavior is unpredictable and the officers are just trying to protect the public as well as the individual, yet the individual may not be acting rationally, the officers have to be aware of harm that may be done to them, or that the individual may seek to harm themselves. Officers have training in this area to assist them in contact with this vulnerable population.

WBJ: Do you feel the Hispanic population is getting its fair share of legal representation?

Blackmon: In the criminal justice system, it does not matter the race of the person, rather it is their financial circumstances that determines if a public defender is appointed for them. The criminal justice system should be blind according to race when providing legal assistance.

As for civil legal representation, there is not a right to publicly provided counsel as there is in the criminal justice system.

However, there are local legal providers that can assist in providing representation to those in our area to help in civil matters.

WBJ: Do you have any specific projects or programs you want to install if you get elected?

Blackmon: A large majority of the cases our District Court sees are criminal, by over a 2:1 ratio over civil cases (2482 cases vs. 1205 cases, according to 2017 statistics). I am strongly in favor of the use of specialized attention in certain criminal cases.

I also want to work on better scheduling court dockets for those persons in-custody. This will reduce the burden on jail staff and get people through the court in a timely manner without sacrificing time needed to address everyone’s cases in a thorough and considered manner.

WBJ: Feel free to tell readers about yourself:

Blackmon: I grew up in Wenatchee graduating from Wenatchee High School in 1983. During my younger years, I worked in a local orchard picking, and then later

“swamping”, cherries. I was raised with a strong work ethic and I bought my own car when I was a senior in high school (and I still own that car!). Though I was accepted to the University of Washington at that time, I needed to continue to have a job to finish paying off my car. So, I attended Wenatchee Valley College for one year and worked in Wenatchee before heading off to the University of Washington, graduating with a Bachelor of Arts in the College of Architecture and Urban Planning in 1988.

I enjoy spending time with my friends and family. Benji, the best and sweetest dog in the world, brings joy to me and all who meet him. My interests and activities include cooking for my friends, walking, hiking, reading, occasionally snowboarding and playing tennis, working on cars, and home improvement.

In my life, I have strived to have a well-balanced life, which has helped me be balanced in my job representing our community. I am thankful that I received the most votes in my primary this past August, and I hope to continue that momentum into the fall.

ELECTION Chelan County Assessor Walter wants to keep that title

CONTINUED FROM PAGE 7

management of our staff.

NCW Media: Does your department need more money, people, equipment or a combo of those looking to the future and expected growth of the county?

Walter: There are two crucial components to a high functioning office: the tools and resources, and the personnel. It is important to invest in both.

Every department wishes they had more money and/or resources, but as with every County office, we are expected to be frugal and efficient with our approved budgets/funding. Some monetary needs are out of our control (software maintenance fees and contracts, etc), but we often

have to weigh the cost of new equipment investments against the increased efficiency it will provide.

There are monies available through the State to our department, outside of property tax dollars, that I do use to augment the annual department budget. These monies are specifically earmarked for equipment and processes related directly to annual update. We are fortunate to be able to increase our technology, and in turn our efficiency, through this funding source. We are an essential public service and regardless of the state of the economy, our duties will never be reduced.

NCW Media: Feel free to share anything else with our readers:

Walter: Community Service: Treasurer, Wenatchee Valley Misawa Sister City Association; Treasurer, Chelan-Douglas Republican Women; Volunteer, Small Miracles, Summer Free Lunch Program; Billet Family, Wenatchee Wolves Hockey Team, 2014- Present; Math tutor for Wenatchee Wolves hockey.

Family: Born & raised in Wenatchee Valley; Married to the most wonderful man (who does dishes and laundry!), 27 Years; 2 Children, 23 & 16.

Hobbies: I love to cook and travel. I play on two softball teams and I contend that shopping is a legitimate sport!

Endorsements: I am honored to be endorsed by: North Central Washington Association of Realtors (NCWAR); Washington Farm Bureau.



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Erlandsen surveyor Jesse Redell holds a smaller drone his company uses for smaller agricultural jobs.

Erlandsen invests \$200k in Lidar drone technology

CONTINUED FROM PAGE 1

Erlandsen has worked with all the local public utility districts and just about every municipality between Leavenworth and Brewster.

The company is hoping to be called upon to survey all the tough jobs that humans fear to tread and, using drone abilities. Okanogan County and other rugged areas have already called upon it to perform and the job got done.

Redell said in one instance, the drone was tasked with calculating the distance between the tree tops and the overhead power lines to make sure the lines were not in danger of being interfered with by mother nature.

“That type of job could not be easily done by men on the ground,” Redell said. Another cost efficiency aspect of this new tech is the luxury of not having to hire a helicopter or small plane to do a job that can be done by pilot Redell and his drone.

“We don’t charge a set fee to use the drone. The charges are based on the job the clients wants us to get done,” Redell concluded.

According to the Erlandsen website, “Mobile mapping is the process of collecting geospatial data with an array of vehicle mounted equipment including lidar scanners, GPS receivers and 360°

cameras. The data produced by this process includes geo-referenced, time-stamped point clouds and panoramic imagery that can be used to create accurate survey and GIS data products.

“We are one of only a few firms in the Northwest that owns and operates mobile



The \$200,000 flying machine is capable of rising to 400 feet or more depending on the model.

lidar technology, and the only firm in the Northwest with the depth of experience and expertise in applying mobile lidar to a variety of projects including GIS asset inventory, highway mapping, and clear zone evaluations.”

The smaller drone employed by the company can

also help farmers and orchardists with thermal imaging of their crops to see what areas need more or less water or fertilizer and help them assess overall plant health.

After every job is completed, Redell simply removes the memory chip from the drone and inserts it into his computer once back at home base.

The company is also training another employee to become a certified pilot so the two can work together. “One pilot can fly the drone while the other can operate the camera and other functions,” Redell said, noting that it was enough of a task to handle the drone by itself and much easier when two pilots are used.

For more information on how its high tech drone can help map out your future, call Erlandsen at 800-732-7442 or 509-884-2562.



Still photography is just one of the many features found on the Lidar drone. This is a photo of article author, Gary Bégin, as shot by the drone’s pilot, Jesse Redell.



Apple Blossom Floral creates art for any - or no - occasion

By Gary Bégin

EAST WENATCHEE – Jeanne Davis (Owner of Apple Blossom Floral) and floral designer Denise Lancaster were inducted into the American Institute of Designers in Washington, D.C., last summer, but getting that designation wasn’t just a bed of roses.

Davis and Lancaster studied various floral design styles as much as any doctoral or master’s degree student would study their specialties, according to Lancaster.

All that work to get the distinction of being certified by the American Institute of Floral Design (AIFD). Davis and Lancaster travelled to Seattle to get tested for the final step of the three-step accreditation process and spent four hours each creating five specific designs, unknown until test day.

The first step of the process was the application itself, which required attending an accredited floral design school and several years of practice in a retail setting such as Davis’ shop, located at 192 NE 9th St. here.

Step two was passing an online written test after studying textbooks on various subjects. Finally they went to Seattle to attend an annual floral arts symposium, which is held in different cities each year.

“It creates a better resume, but also gives the shop more credibility and brings more value to the customer,” Davis said.

“People want designers to have cutting edge training so we can give them the best and most modern designs,” she said.

The designs must combine flowers and “building blocks” such as containers and motifs to enhance the arrangement.

The AIFD designation is “recognized internationally” according to Davis.

The entire process took about 18 months to complete and cost about \$5,000, but was well worth the time and expense, said Lancaster.

Davis is proud of her shop’s new prestige and posts its achievements on Florists of Facebook, among other venues.

“120 people were tested in Seattle and that included people from all over the world. Singapore, Korea, Japan, Belgium, Iceland and many others,” Davis said.

Floral arrangements don’t have to be given just for special occasions, but can be enjoyed by the receiver any time. Just give Apple Blossom Floral a call at 509-884-7838 and let them work their magic, aimed to please the senses on bad days and good. They can also be reached via internet at appleblossomfloral.com and email: abfbuds@yahoo.com.



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Who doesn’t love wheat? Heck, you probably own at least a partial loaf of bread right now. Still, turns out that when you name your bank after it, people get the idea that ag lending is all you do. But maybe you’re thinking about some kind of coffee bar that sells vegan quiche on the side. Or maybe you have a mind to manufacture something here, instead of China. We’ve been helping with stuff like that going on 40 years. We just didn’t name ourselves after it.



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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!

- A1 Asbestos, LLC – 5 years
- Anytime Restoration LLC – 3 years
- A-Team Construction – 2 years
- Berkshire Hathaway Home Services – Jessup Real Estate – 2 years
- Central Washington Concrete – 10 years
- Columbia Crane – 5 years
- Columbia River Steel – 7 years

- Fiddler Fencing – 3 years
- G.W.A.T.A. – 7 years
- Guild Mortgage – 4 years
- JLW Custom Concrete, Inc. – 16 years
- McDonald Building, LLC – 21 years
- NCW Economic Development – 7 years
- Pape Material Handling – 12 years
- Precision Water Jet, Inc. – 12 years
- Riverway Contractors – 21 years
- Sadler Construction, Inc. – 21 years
- Skyline Networks, LLC – 6 years
- Trinity Inflatables – 9 years
- Two Rivers Sand & Gravel – 7 years
- Wenatchee Upholstery – 2 years
- Windermere Real Estate/NCW – 2 years
- WV Chamber of Commerce – 12 years

From BNCW's Chairman

As a busy summer for all of us draws to a close, there are so many things

I'd like to mention, not the least of which was another very successful Home Tour event!

But more than anything, I'd like to share some news about a very dear friend, past President and Chairman of NCHBA and BNCW, Dustin Christensen, owner of Tonka Landshaping and Excavation.

Dustin has been an active member of our community for many years, in addition to his years of service to our organization, Dustin has also served several years on the board of directors for the Building Industry Association of Washington. (At the request of local leaders), he has served as President of the Greater Wenatchee Regional Events Center Public Facilities District, a church elder, a small group leader, a husband, and a father.

He and his wife Julie have served as foster parents to many children here over the years. So it may come as a surprise to many that Dustin has battled Cystic Fibrosis since he was a child; a progressive, genetic disease that causes persistent lung infections and limits the



COURTESY PHOTO
Dustin Christensen

ability to breathe over time.

This summer has been particularly challenging for Dustin and his family who are building a new home to meet their changing needs and getting their current home ready to sell.

Early in the summer, Dustin developed a persistent infection that, when coupled with the heat and smoke that filled our valley for several weeks, took a heavy toll on Dustin's health and ability to continue working.

Being a person, like many of us, much more accustomed to lending a hand than asking for one, Dustin lamented during a visit a few weeks ago, how difficult it was to be stuck in little room with an air purifier while everyone else was busy working.

SEE PAGE 12

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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Wenatchee, WA 98801

PHONE: (509) 293-5840

FAX: (509) 665-6669

Email us for more information:
Info@BuildingNCW.org

Visit us online at:
www.BuildingNCW.org

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!

■ People Ready Rachel Beardslee 509-662-1404	■ Talos Construction LLC Travis Hibbard 206-819-4600	■ American Plumbing LLC Matt Jaramillo 509-630-0026
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For more information about becoming a BNCW member, please contact Membership Development Specialist Sarah Daggett at (509) 293-5840. We look forward to sharing with you the benefits of membership!



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

OCTOBER 2018 ASSOCIATION NEWSLETTER

PAGE 2

BNCW's: FROM A DIFFERENT PERSPECTIVE

Dueling Data

“Consumer confidence is by some measures at its highest level since 10/2000. Unemployment is microscopic, pay is up, and GDP growth is strong. Yet housing slumps. Pending sales are down Y-o-Y for seven straight months, existing sales have fallen four months in a row, home price increases are slowing, as are starts, homebuilder share prices are struggling, and inventory looks to be finally bottoming. Rising prices are finally squeezing demand.”

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

BNCW Seeking Member Leaders for 2019!

BNCW is seeking members who have an interest in serving on the Association's Board of Directors. Specifically, BNCW is governed by a 15-member Board of Directors, and is comprised of members who are elected by the Association's membership on an annual basis.

Each director serves a four-year term, beginning in January, subsequent to his or her election. The business and affairs of **Building North Central Washington** are managed under the direction of the Board of Directors. Here are a few of the more important duties our directors perform as members of BNCW's Board:

Board Responsibilities (in part) -

- Approves operating and capital budgets
- Represents the membership of the association
- Understands issues facing the organization
- Ensures proper use of assets
- Establishes short- and long-range organizational goals
- Establishes the policies governing the association
- Approves new members
- Fulfills fiduciary responsibility to the membership
- Approves the long-range and strategic plan(s) of the association
- Assures legal compliance with the bylaws of the association

According to the BNCW bylaws, Chairman Lee Pfluger is currently preparing

appointments to the BNCW Nominating Committee, who, in turn, will be seeking nominations from the membership to serve as directors, as well as those current directors who will serve as officers in 2019. A leadership ballot will be presented to our BNCW members in late October or early November – be watching for it and please be sure to cast your vote!

If you have an interest in serving the Association in this important role, and would like more information, please feel free to contact either Chairman Lee Pfluger at (509) 881-1530, or Marc Straub at (509) 293-5840. Directors meet monthly and terms are four years.

BNCW Seeking Annual Christmas Party & Auction Planning Committee Members!

This Annual event is a fun event and an enjoyable planning committee that, while typically smaller in size, is responsible for planning and executing a party that is enjoyed

by many in the month of December.

We will be kicking-off the planning effort with our initial committee meeting in the next few weeks. You can be as involved (or as little) as you wish and your schedule allows. Interested? Awesome! Please contact Lindsay Everhart at (509) 293-5840.

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, enthusiasm and ideas to the table! Sound interesting? It is! Please contact Lindsay Everhart at (509) 293-5840 for more information!



24th Annual BNCW and Sangster Motors Home Tour & Remodeling Expo a Success!

The 2018 BNCW and Sangster Motors Home Tour & Remodeling Expo was a great success!

Once again, we wish to recognize

this year's participating Tour builders for their dedication to excellence!

These builders worked diligently to keep their projects on schedule and to have their homes ready so that a few thousand attendees could enjoy this annual event!

Again, this year's participating builders were:

- Lange Construction LLC
- Lexar Homes
- One-Way Construction NW
- Sage Homes
- Village Life
- Wessman Construction

Congratulations to One-Way Construction NW with their

beautiful and very unique container home entry up Tumwater Canyon for winning the People's Choice award! For more award information, please visit www.BuildingNCW.org.

Once again, we wish to recognize and thank each of our valued member sponsors; advertisers; and, our valued volunteers – including the **Wenatchee Valley College Athletes and their coaches** – for making this year's event possible. We're deeply grateful!

If you missed this year's Tour, be sure to go online at www.BuildingNCW.org for a virtual tour of this year's homes!



**WOMEN'S
Service League**
OF NORTH CENTRAL WASHINGTON

Thank You Women's Service League of North Central Washington

BNCW sincerely appreciated the opportunity to once again partner with the Women's Service League of NCW to assist them in collecting diapers, wipes, formula and cash during this year's Home Tour.

Thanks to the generosity of this year's Tour attendees, WSLNCW was able to get a good head start on their Diaper Drive 2018,

taking place on October 27's Make A Difference Day!

Thank you Women's Service League of North Central Washington for your involvement in this year's BNCW and Sangster Motors Home Tour & Remodeling Expo! To learn more about WSLNCW's upcoming Diaper Drive, visit their website at www.wslncw.org.

From BNCW's Chairman

CONTINUED FROM PAGE 11

After the smoke cleared, Dustin was beginning to get back to work part-time, when a few days ago, he suffered cardiac arrest. Fortunately, first responders were able to revive and get him to the hospital quickly.

Just hours ago, as I write this, Dustin awoke from the induced coma he was in for 48 hours. It is too early to know just what his prognosis is, but he has cleared the first hurdle!

First and foremost, I ask that we

all keep Dustin and his family in our prayers!

Secondly, I humbly ask that anyone that may be able to help us help the Christensen family finish up and get settled into their new home and/or get their current home ready for the market and sold, to please contact Marc Straub at BNCW at (509) 293-5840, or myself at (509) 881-1530 (preferably by text).

God Bless,
Lee Pfluger
2018 BNCW Chairman




MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

OCTOBER 2018 ASSOCIATION NEWSLETTER

PAGE 3





2018 BNCW Chefs on Tour Sponsored By: **EDY Construction**

Once again, this year's 6th Annual BNCW Chefs on Tour event was a sold-out success! Four chefs were paired up with one of the four winery, brewery and cideries, all competing to be named the 2018 Champion!



Lisa Bee's

Competing chefs were:

- Lisa Bee's (*Returning 2017 Champion*)
- Visconti's Italian Restaurant
- Bubba J's Catering
- Inna's Cuisine

Competing winery, brewery and cideries were:

- Millbrandt Vineyards
- Ryan Patrick
- Bellevue Brewing Company
- Bad Granny Hard Cider

250 guests sipped and sampled their way through all four pairings and – at the end of the evening – voted on their favorites.

Congratulations to our 2018 BNCW Chefs on Tour winners!

Lisa Bee's – voted 2018 Best Chef
Bad Granny Hard Cider – voted 2018 Best Beverage

Thank you to all of our participating chefs and beverage providers for a wonderful (and delicious) competition!



Bad Granny Hard Cider



Bellevue Brewing Company



Bubba J's Catering



Millbrandt Vineyards



Inna's Cuisine



Visconti's Italian Restaurant



Ryan Patrick



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

Government fees – a direct and immediate opportunity to address affordable housing

Part Two of Two

By Dan Beardslee,
BNCW Government
Affairs Analyst

One of the core missions of BNCW is to promote housing affordability. Last month my article discussed the scope of direct payments to government for housing construction. It's not at all unusual to find that direct payments can be as much as 20% of the cost of building a house. The largest items are sales tax and utility hookup charges.

The utility hookup fees are particularly regressive in that the same fees apply to a very expensive home as a more modest one. Sales taxes are arguably regressive as well in that the same percentage applies to all homes.

There has to be a way to make an impact.

So, what if our legislature and local jurisdictions wanted to address this aspect of housing costs? What could that look like?

Most of the attempts to deal with housing costs to date have been little more than hand-wringing or attempts to subsidize. Maybe there is an opportunity to make an immediate, measurable, and substantial impact by addressing the government fee component.

The median sales price of a home in the greater Wenatchee market as

of August 2018 is around \$326,000. Let's start with that. Let's assume that by "affordable," we mean 80% of that number or \$260,800. Let's further assume that the land for a home is \$80,000, leaving around \$181,000 for construction and all other costs. If construction runs \$150,000, hookup fees are \$15,000, and sales tax is \$12,000, and other government fees are \$4,000 the budget is spent.

As a rule of thumb a modest house can be built for around \$160 per square foot (construction and sales tax), so for \$162,000, that house could have perhaps 1000 square feet. A modest house for sure – but affordable.

But what if the hookup fees and sales tax didn't apply to the same house? The construction budget then would be the full \$181,000, and the house could have over 1100 square feet or the equivalent of another bedroom.

Knowing this, how do we translate this information in to a market-based affordability opportunity, without government subsidies?

Would it be possible (or even legal) for our legislature to pass a bill that would provide that all new homes that close for 80% or less of the median sales price in a

given market would have sales tax and hookup fees waived? That would certainly provide an immediate and substantial impact on the supply of affordable houses and provide a huge incentive to build them.

Of course, lowering taxes and fees is generally anathema to our legislature and most cash-strapped local jurisdictions and utility providers, so how could we make such a proposal revenue-neutral? Could the sales tax and hook-up fees be indexed to the size or price of a house? The legislature is fond of re-distribution of wealth and seems to always prefer "progressive" over "regressive" tax schemes, so maybe that idea could gain some traction.

This obviously just the shell of an idea, and the details would be complicated (including building in protections against abuse), but to date all the affordability initiatives such as inclusionary zoning, government subsidies, non-profit building, and the like have had no substantial impact because the scale of such initiatives is so small when compared to the overall housing market, or they are just feel-good ideas that don't have much impact at all.

Perhaps a concept such as this might have some substance. It's worth thinking about, if nothing else.

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BNCW EVENTS

BNCW's October Board of Directors Meeting

■ October 17, 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 October CPR & First Aid Training

■ October 17, 2018, from 4:00pm to 6:00pm
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee
\$45/person, includes Continuing Ed credits and is good for new and recertification.
Call BNCW at (509) 293-5840 to Register!

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

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

Pre-registration Required. Seats are limited to 15 and fill-up quickly, so reserve your spots early!
You may also register online at BuildingNCW.org.



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Numerica Credit Union new hire



Cal Woolett

Numerica Credit Union announces a new hire to staff in order to help members live well. **Cal Woolett** was hired as a financial advisor, CUSO Financial Services, L.P., for Numerica Financial Services in the Wenatchee Valley market. Woolett has 12 years of experience in wealth management and financial planning. Prior to joining Numerica, Woolett worked for VALIC Financial Advisors, Inc. in the Wenatchee office. He is securities licensed in Wash., Ore., Calif., Idaho, and Ariz.

Numerica Credit Union currently has nearly 140,000 members throughout Central and Eastern Washington and Northern Idaho and over \$2.1 billion in assets. It offers a full line of financial products and services, including mortgages and business products, and is committed to giving back five percent of their earnings to the community each year. Numerica is federally insured by NCUA and an Equal Housing Opportunity lender. Membership is open to anyone who lives or works in the state of Washington or the Idaho Panhandle.

Numerica Performing Arts Center hires Castro, Colin

Numerica Performing Arts Center announced the hiring of two new part-time employees: **Althea Castro** as Graphic Designer for the Numerica PAC's Marketing Department and **Anna Colin** as Bookkeeper. Both Castro and Colin began their new roles on August 1, 2018. As the new Graphic Designer, Althea Castro is responsible for creating all promotional pieces for the Numerica PAC. Castro has been doing graphic design and working with the local theatre community for six years. She volunteered as a graphic designer for Music Theatre of Wenatchee and Eastmont High School Drama Club, and did the graphic design for the Dan Maher, Sarah Knox, and Sunny Hemphill campaigns. She earned her Associate of Arts & Sciences degree in 2012, where she took part in the graphic design program offered at Wenatchee Valley College. In addition to her new position at the Numerica PAC, she is the owner of Fabled Graphics.

As the new Bookkeeper, Anna Colin is responsible for maintaining the accuracy of all of the Numerica PAC's accounting and finances. Colin has rich experience in business and finance. She graduated from Central Washington University in 2013 with a degree in accounting, and has more than 5 years of experience in

accounting services. In addition to her new role at the Numerica PAC, Anna has been the controller for East Wenatchee Water District since 2015 where she has mastered prioritization and multitasking.

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

Kevin Tomalty is CliftonLarsonAllen's newest staffer



Kevin Tomalty

Before transferring to CLA in Wenatchee, Kevin worked for the Minneapolis office as a construction and real estate tax accounting intern. Prior to that, he was a grain accounting intern with CHS Inc. Kevin also has international business experience, owning and operating an outdoor guiding company in Marrakech, Morocco for three years while in his early twenties. He brings a diverse blend of adventure, cultural awareness, and business experience to the Wenatchee CLA office.



Henderson visits Dallas employment seminar

By Gary Bégin

Express Employment Professionals Business Developer Jennifer Henderson went to Dallas last June in order to rub elbows with top flight "grand champion" sales associates.

She was able to meet the company's "top 50" business developers and learn their best practices.

"I was impressed at the importance of having good habits such as seeing 100 people per week," Henderson said. She said that figure included emails, phone calls and face-to-face meetings.

"I learned that companies had to be educated as to the value my company brings to the table," she said. "I want to emphasize that we aren't a 'temp' agency," she said. Henderson has been in sales "for many years" and that includes a stint selling vacuum cleaners door-to-door.



COURTESY PHOTO

Jennifer Henderson

My company brings "unparalleled resources" to help companies whether they have "four or 200 employees" as regards to leadership and development training.

"One of my favorite workshops was on how to focus on my top 20 clients," Henderson said.

Another thing she learned at the mid-June symposium was "to provide excellent follow-up, immediately, within 24 hours," she said. Henderson began her stint with this local Wenatchee employment company in October of 2017 and heaps praise on her boss, Jay Smith, for sending her to such a seminar.

Everything was first class, according to Henderson. The event even had a "casino night" to allow all the attendees to mingle, network and have some fun.

"I love people and to have a chance to pick their brains, so this trip was an awesome experience," she concluded.

Wenatchee Valley Museum & Cultural Center names Keni Sturgeon new executive director

Submitted article

The Wenatchee Valley Museum and Cultural Center's (WVMCC) Board of Directors announced that **Keni Sturgeon** will become WVMCC's Executive Director on November 19. Keni Sturgeon is currently the Vice President of the Pacific Science Center's Science Engagement and Outreach Division.

Linda Haglund, Vice President of WVMCC's Board of Directors commented, "On our Day of Discovery, Keni asked thoughtful questions regarding the museum, staff, and community. She will be a great addition to not only our Museum family but also our greater Wenatchee family. We welcome her with open arms and can't wait to see what the future holds with her leading the way." President of the board, Don Gurnard, added, "We are very excited for Keni to lead the Museum into the next phase of its history, engaging the community, and working with the great staff."

Sturgeon said, "It is an honor to be selected to lead the Wenatchee Valley Museum & Cultural Center. The Museum has a wonderful reputation, its staff is outstanding, and



SUBMITTED PHOTO

Keni Sturgeon

its board is committed and energized. From my visits to Wenatchee since relocating to Washington in 2014, I have seen that the community cares deeply about the Museum and its future. I am excited to get started and to begin working with the staff, board, and community to move the Museum forward together."

WVMCC's Curator of Collections, Melanie Wachholder, said, "We are excited for Keni to bring her experience working in regional museums to Wenatchee. We look forward to her helping us grow and improve as a museum and cultural center." Kasey Koski, Curator of Exhibits, agreed, "I think we are all

very much looking forward to working with Keni. Her expertise in the museum field will be appreciated moving forward."

Sturgeon is an experienced museum administrator with a background that includes more than 15 years of progressively responsible positions in senior and executive management. Prior to her role at the Pacific Science Center in Seattle, Sturgeon served as the Museum Director and Curator at the Willamette Heritage Center in Salem, Oregon from 2007-2014. Previously she was the Director of Education and Programs at the Haffenreffer Museum of Anthropology at Brown University in Providence, Rhode Island from 2005 - 2007 and spent time as the Director of the Jensen Arctic Museum at Western Oregon University in Monmouth, Oregon from 2001-2005.

Sturgeon received her master's degree in cultural anthropology and museum studies, from Arizona State University in 2000, and her B.A. degree in anthropology and archaeology with a minor in history from Sonoma State University in 1994. In 2017 she

earned a Certificate in Non-Profit Management from the University of Illinois. Since 2008 Sturgeon has served as adjunct professor teaching online museum studies graduate courses for the University of Oklahoma's masters of arts in museum studies program.

Sturgeon will be making several trips to Wenatchee prior to her expected start date of November 19 as she transitions into her new role.



About the Wenatchee Valley Museum and Cultural Center

The Museum is a 501(c)(3) nonprofit organization that operates with the support of the cities of Wenatchee and East Wenatchee, and is housed in two historic federal-style downtown buildings that served early Wenatchee as the Post Office and Annex. For more information, contact the museum at 509-888-6240. Darrell Dickeson has been serving as Interim Executive Director since April, 2018.

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NCW Media welcomes new Leavenworth reporter **Kalie Drago** direct from the University of Alabama journalism school.

Drago said she was excited to launch her career in such a beautiful part of the state and country.

She has visited this area before and always enjoyed it, according to Drago.

Her main beat will be Leavenworth, Peshastin, Dryden and Plain, but she

NCW Media welcomes new Leavenworth reporter Drago



Kalie Drago

and news for the Cashmere Valley Record as well.

Kalie loves sports like any Crimson Tide alum and is looking forward to covering every team she can.

NCW Media Managing Editor Gary Bégin said of Drago, “She’s has great photography skills and a keen nose for news as well as a true love of sports. Whats not to love?”

To reach Kalie Drago for story leads, call 509-548-5286.

Ken promotes wife Karen at Alpha Sales

Ken Mattson has added more duties to his wife **Karen** as Alpha Sales has expansion plans, which always requires human resources. “Karen and I have always been together in our company. Now she is taking on a bigger roll in this expansion of Supply Chain Management and Seismic Alarm and Spill Controls. Karen at one time worked in accounts payable for Pacific Aerospace and Electronic and is a Certified Ambulance Coder from NAAC,” said Ken. To reach Ken or Karen email: kenm@alphasalestech.com



Karen Mattson



Jane Loomis

Jane added, “I’ve always known I had Real Estate in my blood as I am a 3rd generation Realtor in my family. Raised in beautiful Wenatchee I moved back to my hometown to devote myself to Real Estate. What I bring to the table is abundant energy, creativity, dedication, experience and personal knowledge. I have a long background in business development and marketing.

Howard added, “We believe training and experience supports growth and professional excellence in the real estate industry. Performance-based training is necessary to assure that CENTURY 21 associates maintain their competitive edge and offer the best service possible to their clients.”

CENTURY 21 Exclusively welcomes Jane Loomis

CENTURY 21 Exclusively is pleased to announce **Jane Loomis** has joined its firm as a sales associate. She will specialize in Residential property sales in the Wenatchee and surrounding areas area.

“We are thrilled to have Jane join our team,” said Howard of Century 21 Exclusively. “It’s an exciting time to be with the CENTURY 21 System as we increase our market presence in Wenatchee and surrounding areas.”

About CENTURY 21 Exclusively

They are an independently owned and operated franchise affiliate of CENTURY 21 Real Estate LLC (century21.com), franchisor of the iconic CENTURY 21® brand. Century 21 Real Estate LLC is comprised of approximately 8,800 independently owned and operated franchised broker offices in 81 countries and territories worldwide with more than 122,000 independent sales professionals.

ELECTION

Mott seeks Chelan County District Court bench

CONTINUED FROM PAGE 7

back on the road, while reducing the number of Driving While License Suspended 3rd Degree cases processed through our court. Currently, Driving While License Suspended 3rd Degree is the most frequently charged crime in Chelan County District Court. This crime is committed when a person drives while his or her license is suspended, but eligible for reinstatement, and the most common reason for the suspension is unpaid traffic infractions.

People with available money generally pay off their tickets and think nothing more of it, but those truly unable to pay have their fines sent to collections and their license suspended. There can be a snowball effect when the person is cited for driving on a suspended license, because they face the possibility of jail time, missed work, and more financial obligations.

Missed work and more financial obligations only put the person further in the hole and less likely to reinstate his or her

driving privileges.

Reinstatement programs have successfully been instituted in jurisdictions across the country, including in Spokane and King Counties. These programs help drivers get their driver’s licenses reinstated using a simpler process and without involving collections agencies. Additionally, a Spokane County study showed the reinstatement program resulted in the county receiving payments on fines that were previously designated as “uncollectible”. Lastly, a reduction in the number of suspended drivers on the road allows law enforcement, prosecutors, and defense attorneys to focus on more serious crimes, and allows court time and resources to be

dedicated to other matters.

WBJ: Tell our readers about yourself:

Mott: I’m an Eastmont High School graduate living in Wenatchee with my wife, Morgan. We are expecting our first child, a boy, this December. I graduated from Gonzaga University with a degree in Business Administration and a minor in Spanish, and later attended law school at Chapman University, in Orange, California. I enjoy watching Gonzaga basketball and Seattle sports, and I think The Rolling Stones are the greatest band of all time. I love the Pacific Northwest and all it has to offer, and I hope to get back into fishing when time will allow.

North Central Educational Service District adds to team

Kim Colwell

North Central Educational Service District (NCESD) has announced the hire of two new team members. **Kim Colwell** has been hired to serve as an Early Intervention Teacher in Grant County and **Leticia Mendoza** has joined as a Speech Language Pathology Assistant.

Colwell holds an MA in Learning and Behavior Disorders and an MS in Moderate to Severe Disabilities with an autism concentration. She serves as part of a multidisciplinary team to help parents understand the unique needs of the children while providing research-based strategies to promote positive outcomes.

Mendoza holds a Speech and Language Pathology Assistant degree and started her career as a Family Resource Coordinator at Moses Lake Community Health. She has also served in the Ephrata School

Leticia Mendoza

District. Through the NCESD, she provides therapy to children with communication disorders, including intervention with speaking, articulation, listening, and language. “We are thrilled to add these two dynamic professionals to the NCESD team. We are confident that both Kim and Leticia will serve our districts well,” explained Suzanne Reister, Executive Director of Human Resources for the NCESD.

The North Central Educational Service District is a resource to the 29 districts within the four-county service area, providing professional and timely tools to meet the needs of individual schools and districts, and a reliable point of education-related information for the communities served. The NCESD is a respected resource to other ESDs throughout Washington State.

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Harlen's Drywall Co. Inc.	Tim Hiller
Vancouver, WA 98685 (360) 574-1424	Building Target T-1064
All Seasons Contracting, Inc.	Rodney Hubbard
Ellensburg, WA 98926 (509) 968-9310	Hardscape Specialists
Angi Dooley, LMT/Esthetician	Angela Dooley
11 Spokane St, Suite 202 Wenatchee, WA 98801 (509) 679-0841	Esthetician
A & A Motorcoach Inc.	CVG Group, LLC
1212 Maple St. Wenatchee, WA 98801 (509) 575-3676	Charter bus company
Betancourth General Construction	Jose L Sanchez
Wenatchee, WA 98801 (509) 470-5963	General Contractor
Clayton Homes #633	Daniel Warrick
Union Gap, WA 98903 (509)452-9228	Retail manufactured home sales
Community Clinic Contracting Network	Patrick Bucknum
18 S Mission Street, Ste 300 Wenatchee, WA 98801 (509) 664-0904	Administration and business support services for Community Health Centers
Deja vu Artist	Jose M Rivera
Pybus Market (515) 493-6453	Sale of crafts made by hand in public market
Evergreen Remodeling	Eliseo Vargas
Wenatchee, WA 98801 (509) 264-3913	Remodeling, maintenance, paint
Hair by Court	Courtney Starceovich
314 S Mission St Wenatchee, WA 98801 (509) 668-8100	Cosmetologist
Kelsey Thresa Johnson Tribute	Kelsey Johnson
1213 N Wenatchee Ave Wenatchee, WA 98801 (509) 663-4444	Cosmetologist
Nelson Motorsports East, Inc.	Steve Nelson
611 N Wenatchee Ave Wenatchee, WA 98801 (509) 888-4943	Atv, scooter, go kort sale's
Salon Pure Salon and Spa	Becky Hanson
25 N Wenatchee Ave Wenatchee, WA 98801 (509) 665-7717	Providing hair services
Synergy One Lending, Inc.	Torrey Larsen
710 N. Miller Wenatchee, WA 98801 (509) 662-5495	Mortgage Lending
Sadie's Magical Learning Kingdom	Diana Forsberg
311 Whitebirch Place Wenatchee, WA 98801 (509) 670-5307	Daycare & Preschool
Transformations Landscaping LLC.	Tanner Schwind
Wenatchee, WA 98801 (509) 668-0322	Irrigation installation yard clean-ups, fence, etc.

▶▶▶ SEE PAGE 18

ELECTION

Biggar wants to remain as District Judge for Douglas County

CONTINUED FROM PAGE 5

experience has shaped and formed the passion I have to continue to serve.

NCW Media: What do you feel you have accomplished as a judge in Douglas County?

Biggar: I believe the court should set an example of integrity and professionalism for the community and court participants.

During my time on the bench, I have set a tone in my courtroom, and among my staff that regardless of circumstance, all individuals are to be treated with dignity and respect. If the judicial branch is to be respected, it must first demonstrate respect.

District Court is a court of first impression for most people in our community. Whether individuals appear for driving infractions, small claims matters, or misdemeanor offenses, it is oftentimes their first contact with the judicial system. I believe it is the responsibility of the court to promote confidence in the judicial system. Win or lose, court participants should leave the courtroom feeling that they have been heard and treated fairly.

On a more objective measure, my staff and I have initiated mediation in our small

claims department. Mediation for our non-attorney litigants will help to resolve many cases in a fair and equitable manner without direct court intervention. Furthermore, we have established a framework for enhanced probation services for persons convicted of drug and alcohol related offenses, domestic violence and crimes associated with mental illness.

Enhancing probation services for these “at risk” cases promotes greater public safety through reduction in repeat offenses, ensures necessary services are provided to offenders, and affords greater offender accountability.

NCW Media: As a judge, what do you feel is the biggest law enforcement issue that you see every day, Drugs? Domestic Violence? Other?

Biggar: Approximately 65-70 percent of the workload in District Court is criminal. The most common offenses seen by the court are driving under the influence (drugs or alcohol) and domestic violence. From my years as a prosecuting attorney, and now judge, the most common factor in domestic violence cases involve individuals that suffer from drug and alcohol addiction. These type of offenses and behaviors

create a significant safety risk to law enforcement during intervention, investigation and the arrest process. From the judicial side, a significant amount of resources are spent by the court and probation department to address the treatment needs of offenders, and to hold them accountable. By and large, drug and alcohol addiction is the biggest issue I encounter on a daily basis as judge.

NCW Media: Do you feel the Hispanic population is getting its fair share of legal representation?

Biggar: I feel the Hispanic population is receiving its fair share of legal representation in Douglas County on criminal matters. In the criminal arena, our state and federal constitutions guarantee the right to counsel for ALL individuals. Douglas County contracts with local law firms for District Court and Superior Court to provide legal representation for individuals who cannot afford to retain private counsel.

In our system of justice, anyone charged with a criminal offense is afforded an opportunity for counsel. It has been my experience in criminal courts, that the only individuals that don't have legal

representation are those that made a conscious decision to waive counsel and represent themselves, which they have a right to do. Regardless of race, all individuals are guaranteed legal representation in criminal courts.

Generally, people do not have a constitutional right to legal representation in civil matters, thus financial ability becomes a factor in obtaining counsel. If there is a disparity in the Hispanic population for attorney representation, it may arise in the civil arena.

From my experience, however, financial ability to retain attorneys is not race specific. My court calendars represent a cross section of our community, and it is clear that financial difficulties do not exit in the Hispanic population alone.

Programs such as the Chelan Douglas Volunteer Attorney Services (VAS) have done tremendous work in assisting low income persons, regardless of race, by teaming them with attorneys who volunteer their time on civil matters.

Interpreter services are provided in Douglas County District and Superior Court on all criminal and civil calendars to aid litigants in understanding the court process.

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ELECTION

Former ‘Land-Trust’ exec wants to be county commissioner

CONTINUED FROM PAGE 4

in more reliable water supplies to our farmers. Funds have also strengthened the sports fishing industry (increasing tourist dollars to the county) and improved our resilience to climate change.

Climate scientists predict a change in precipitation patterns in the Cascades, which ultimately affects stream flows and irrigation water supply. As our glaciers recede and precipitation comes more in the form of rain, stream flows will increase in winter (when it is

not needed), and decrease in summer, when it is vitally needed for irrigation. In Chelan County we do not have an extensive system of water storage for summer irrigation. We should explore opportunities to make water available in late summer that benefit agriculture, our cities, and our salmon.

I feel strongly that we need to be proactive about climate change. The scientific evidence is clear that human-caused climate change is occurring through carbon pollution. I believe climate change will have a negative economic impact on

the county if we do not step up to address this issue. To take no action – on the philosophy that it will harm our economy – is shortsighted, wishful thinking.

Snowpack is our life blood, providing water for our most important industries: hydropower, irrigated agriculture, snowmobiling and skiing, and fisheries resources – as well as providing for a diverse and growing recreational economy. We must be more proactive in this effort. Like our previous efforts to develop local solutions to recover salmon, we must show leadership in addressing

this challenge.

Thanks to our PUD, Chelan County is in a remarkably unique position to benefit – greatly – from a transition to a regional economy based on clean energy. Our transportation, public transit, irrigation water supply, and agricultural product delivery could advance into a new and productive era, if we are proactive about climate change adaptation. Partnerships are imperative – and very possible – to make this happen. Together, we can build a stronger community – through creative and proactive partnerships.

ELECTION

Kevin Ohme wants to become Chelan County Assessor

CONTINUED FROM PAGE 5

properties in 8 months. Sketching a structure takes from 15 minutes to one hour or more. In Chelan county, much of the time, due to non-availability of accurate drawings on the field computer and the deadline to have such a large number of inspections completed, an educated “Hail Mary” is committed, the simple number, e.g., 3,625 square feet is “trusted” and the inspection is marked as complete. This most basic source of inaccuracy must be remedied.

NCW: Is software or human failure to blame if valuations are incorrect?

Ohme: Software issues are usually found quickly and corrected. A human choice of software and hardware which is inappropriate to the task may result in the persistence of existing errors.

Also, definition of the parameters of input, the lack of input, and a lack of diligence in the creation of input by humans may be the source of persistent

inaccuracies in assessment for the foreseeable future.

NCW: Tell the readers about your goals or platform for your campaign.

Ohme: With this interview I have defined my platform at last. I have deep experience in the department. I will not shrink from the implications of discussing my experience. I will not avoid attempting to discuss complex and detailed issues in the name of political expediency. The lawful duty of the assessor is well defined.

My goal is to work at the foundation of assessments, as described in previous answers in this interview. If elected I will begin a focused long-term project to bring tax assessment in Chelan county into line with current standards as exhibited in the work of other counties in the State of Washington. Four years will be sufficient to forge this path.

NCW: Tell the readers about your experience in government:

Ohme: A quote by Bob

Woodward recently caught my ear: “All good work is done in defiance of management.” I would temper that quote by saying that much good work is done in spite of management. Good people have worked very hard to form ideals into laws designed to create a framework which empowers we the people to form institutions which manifest these ideals.

The expression of these ideals is, or should be, in

constant evolution. I have seen government employees have the idealism crushed out of them by complacency within our institutions. It becomes easy to dismiss the idealism within the spirit of our laws and go along with the status quo in order to preserve a livelihood. It can become too easy to forget that we government workers are being paid by our neighbors and families... and ourselves.

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Davenport, WA 99122 (509) 904-1313	Excavating Company
Extreme Exteriors, LLC	Dale Littlefield
East Wenatchee, WA 98802 (808) 334-3833	Installation of siding
Misty Meadows Landscapes	Martin Alvarez
East Wenatchee, WA 98802 (509) 667-9538	Landscape contractor
Frontier Door & Cabinets, LLC	Eugene Kettler
Tacoma, WA 98444 (206) 768-2524	Supply and installation of carpentry goods and services, Including door, millwork, cabinets, hardware, and bath Accessories.
Eclipse Construction	Eugene Kettler
Tukwila, WA 98188 (206) 768-0477	Supply and installation of carpentry goods and services, Including door, millwork, cabinets, hardware, and bath Accessories.
Emerald Fire LLC	Kathy Hillstrom
Gig Harbor, WA 98329 (253) 857-2056	Fire Sprinkler Installation, Maintenance & Repair
Airway Excavation and Construction LLC	Saul Urias
Wenatchee, WA 98801 (502) 558-9487	Excavation Work
Harmon Construction	Nathan Harmon
East Wenatchee, WA (509) 264-1492	General Contracting for residential
JL Millwork Installation Inc.	Joe Scigliano
Puyallup, WA 98375 (253) 310-7572	Construction, Finish carpentry, Millwork and doors
Pacwest Grinding	Jason Becker
Sumner, WA 98390 (253) 245-0215	Asphalt Grinding
M.C. Lundgren, Inc.	Mark Lundgren
Deer Park, WA 99006 (509) 276-5889	General Contractor
Bazan Concrete	Ponciano Bazan
Kennewick, WA 99336 (509) 627-8342	Concrete Finisher Specialist
Nelson Roofing Ent.	Stephen Bushman
DBA Palmer Roofing Co. (509) 586-3741	Roofing
Stix & Stones Inc.	Steve Borgman
Spokane, WA 99202 (509) 456-5981	Natural and engineered stone fabrication and installation Services.
Spokane Traffic Control Inc.	Tammy Beggs
Spokane, WA 99208 (509) 993-5286	Traffic control, flagging
Neppel Electrical & Controls LLC.	Jerry Moncada
Moses Lake, WA 98837	Electical Construction



Our gain is the world's pain

The America economy is growing strongly. How could that possibly be bad news? It's definitely better than "we're in a recession." However, the strength of our economy is causing major problems for the rest of the world (it's Trump's fault).

At this point, a wise person might ask: "Why should I care if the strong US economy is causing problems for the rest of the world?" The answer is that in our globalized economy, investors simply can't ignore what's happening abroad. According to Standard & Poor's (S&P), the stocks that make up the S&P 500 (which are all American companies) receive nearly half of their revenue from outside of the United States.

However, it goes even deeper than that. In 2011 and 2012, problems in Europe caused major headaches for the stock market. More recently, over the first six weeks of 2016, the S&P 500 dropped 17 percent. That drop was caused in large part by problems in China. So, the global economy absolutely impacts the US economy and stock market.

Why is it a problem that our economy is so much stronger than the rest of the world? The problem lies in the enormous flow of money from all over the world toward America. That flow is a result of our relatively high interest rates, but also because people want to invest where the economy is strong.

However, for the countries all that money is flowing out of, it's a real problem. The result is that some parts of the global economy have been thrown off balance. Turkey, Argentina, and South Africa are all struggling through serious crises, in part because of the rise of the dollar (which is a result of the flow of money towards America). This has prompted many discussions in the financial world as to whether we could see an economic "contagion" that could spill into the rest of

the world – including America.

This brings up an interesting question for the Fed. A major reason so much money is flowing to America is that interest rates are far higher here than in other major economics across the world. For example, a 10-year government bond from Germany pays only 0.5 percent, while a 10-year US government bond pays almost 3 percent. That discrepancy attracts a lot of money to America.

So, if the Fed keeps raising rates, which they plan to do, it could cause even more problems abroad. There's already talk in the financial world about how much attention the Fed should pay to the pain they might be causing to the global economy.

It's a tough question for the Fed because their "dual mandate" is to focus only on employment and inflation here in America. However, you could make a case that in this globalized world, we have an interest in not wrecking the global economy. In other words, a weak global economy could hurt employment and inflation in America. The Fed might be compelled by that line of thinking.

However, if the Fed doesn't raise rates, they risk a spike in inflation (the whole point of raising rates is to limit inflation). So, the Fed is in a tough spot. If they continue to raise rates, it could destabilize the global economy – which could destabilize the American economy. The Fed could also keep rates low, which would increase inflation – which could destabilize the American economy. It's a tough decision.

In a perfect world, the global economy will pick up again, and we'll all live happier ever after. In an imperfect world, the weak global economy will bring the U.S. economy down. Let's hope we get something closer to perfect.

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.



MARKET UPDATE

Brad Blackburn



Joel Frank

FRANK TALK

Managing money wisely

One of the secrets to building lasting wealth is to consistently spend less than you earn, which can be hard to manage no matter what your income is. As tempting as it may be to spend more as you make more, it's important to stay focused and watch out for the common pitfall known as lifestyle inflation. Here's how to stay on track.

Follow a budget no matter what

Just because you're earning more doesn't mean you can afford to be careless about your money habits. Losing track of your spending can quickly lead to a paycheck-to-paycheck existence, even if you have a

six-figure salary. Stay organized by taking the time to review your expenditures on a regular basis and avoid overextending yourself by sticking to a thoughtful budget.

Manage windfalls wisely

Income expansions come in many shapes and sizes. Whether you receive yearly raises, regular commissions and bonuses or an inheritance, a good rule of thumb is to take an 80/20 approach. Allocate 80 percent of a large sum to the essentials, like funding your retirement or your kids' education accounts, and reward yourself (within reason) with the remaining 20 percent.

Smart money lessons to teach your kids

Every parent wants to raise their kids to be self-sufficient adults who feel empowered to achieve anything they want in life. One way to set children up for success is to be honest with them about financial topics and teach them money management skills starting at a young age.

The Early Years

When your kids are young, talk openly about money rather than painting it as a taboo subject. You may also choose to give them a weekly or monthly allowance so they have a hands-on way of learning about spending, budgeting and saving. Encouraging children to think carefully about their purchases can instill smart habits that will come in handy later on.

Leaving the Nest

College tuition is a major expense to plan for, so start discussing different strategies once your kids reach high school. Research scholarships together, learn about student loan options and be clear about what you will and won't help with. Graduating with as little debt as

possible should be the goal, so if this means they'll need to choose an in-state school or get a summer job, set those expectations early on.

Tackling Awkward Conversations

Talking about money isn't always easy, especially when it comes to emotionally charged interactions like letting Gen Zers know it's time to start paying for their own cell phone or car insurance. You'll also need to discuss your retirement and estate plans with your kids, which can be another touchy but necessary topic. Mutual respect will help you navigate these conversations as smoothly as possible.

One of the greatest gifts you can give your children is financial confidence. By helping them learn the basics and setting a good example, you can prepare them for whatever the future holds.

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.

Selling Your Business



BETTER BUSINESS

David S. Murray

No owner takes the decision to sell their business lightly. But when, after years of hard work and goodwill, that decision is made, doing it correctly is a priority.

This article speaks to the why's and how's of selling a business.

As an owner, keeping in mind there will be many more questions as the sale proceeds, initially you should consider the following:

- When do you want to market the business for all to see, including the competition?
- What is the fair market value of the business?
- Is the timing right?
- How do you want the proceeds of the sale paid; cash, payments, shares?
- Are you willing to continue working in the company for a period of time?
- Do you want certain employees protected from termination?

- What will be your personal taxation issues once the sell is completed?
- Do you really want to sell?

Then, once you decide to sell, your first step should be to engage a law firm specializing in the sale of businesses. That firm, more than likely, will also refer you to a business sales broker who would "package" the business to attract buyers. Both firms can work hand and hand to ensure potential buyers are qualified. As well, they have the ability to present your business honestly and in the best light possible. Together, they guide you through the process.

When an interested, qualified buyer is found they will want to inspect the financials of your operation. At this point, it would be prudent to have the buyer sign a confidentiality agreement. This can be developed by your law firm and eliminates all your company's information from being released to the wrong hands.

The financial statements should be audited and verified by a CPA firm. Aside from the normal information contained in financials they should also include:



- Short term results
- Show a stable profit record over 5 years
- Inventory turn rate
- Profit before tax
- Adjusted net earnings
- Forward estimated earnings
- Revenues by department and product/service
- Pension liabilities
- Revenue comparison for same period over a 5 year period.
- EBITDA (earnings before interest, tax, depreciation, and amortization)

Keep in mind, all buyers will view your business as an investment. Therefore the prospective buyer is looking for a reasonable

return on investment (ROI). Prior to having your CPA develop the financials you should sell off any old obsolete inventory, equipment that is not in use, and write off any receivables that are not collectable. By doing so you are presenting a more accurate picture of your business. No buyer in their right mind would purchase a business unless the financials and the inventory were audited by a CPA firm. Presenting un-audited numbers would not be acceptable. By presenting audited independent financial status of the company, the seller avoids any claims of misrepresentation from the buyer.

Being transparent is extremely important when selling your business. Liabilities,

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Don't be so sure it can't happen to you

My client, “Dr. Johnson,” was the only orthodontist in a small town outside of Cowlitz County, Washington. Because he’d been in practice for nearly 30 years, he’d earned the respect of the community and had provided dental care to hundreds of residents over the years – in many cases, multiple generations within the same family. He enjoyed a comfortable life with many pleasantries – especially his love of travel. He and his wife had visited much of the world, and Dr. Johnson always knew he left his business in the very capable hands of “Betsy,” his office manager of nearly 20 years. He and his family adored Betsy – he’d even put braces on both of her children at no charge!



GUEST
OPINION
Tiffany Couch

One day Dr. Johnson was reviewing his annual 401(k) reports, and he noted that one of them reported \$20,000 more wages for Betsy than was her authorized annual salary. When questioned, Betsy became defensive and flustered, and left the office, ignoring Dr. Johnson’s later attempts to reach her by phone for an explanation. Baffled, Dr. Johnson contacted me to write up the loss for his insurance company. Based on a hunch, and more than 15 years of experience investigating fraud, I asked to review his QuickBooks file. That evening, a cursory analysis revealed Betsy was writing herself extra checks and hiding them under legitimate vendors in QuickBooks. By the time I concluded my forensic investigation, the total loss amounted to nearly \$300,000. Occupational fraud is an employee’s misuse of company assets (usually, cash) to benefit themselves. These schemes range from the theft of incoming funds before they are deposited to the bank, writing checks or inappropriately using debit and credit cards for personal purposes, or the manipulation of the payroll system. In a small business (less than 100 employees) schemes typically go on for 16 months and incur losses in excess of \$200,000 before they are discovered. Given these sobering facts, it would seem more small business owners would understand the very real likelihood of potential fraud. But too often employers are so busy running the day-to-day operations that they barely have time to sleep. Even worse, many employers (falsely) believe they have hired trustworthy employees who would never steal from their employer. While no business owner sets out to hire a dishonest employee, the fact is that all businesses lose an average of five percent of their annual revenue to fraud every year. Nothing can completely eradicate internal fraud, but there are simple controls that can be implemented to safeguard your business and reduce the likelihood of fraud happening.

1. **Tone at the top.** The most important thing employers can do is to establish a zero-tolerance policy on employee theft and abuse and foster a culture of honesty. In an honest culture, everyone understands the importance of operating with ethics and integrity and takes responsibility for ensuring it.
2. **Conduct background checks.** Before hiring any employee who will have access to financials

- and inventory, be sure to check their references, employment history, as well as their criminal history.
3. **Never sign a blank check.** Furthermore, it is a good best practice that the owner be the only one who can sign a check.
4. **Review bank statements and cancelled check images every month.** Even though most banks offer online banking and e-statements, fraud is more easily caught if paper copies of bank statements and check images are reviewed each month. Set aside 30 minutes and if something appears out of the ordinary, don’t be afraid to ask questions.
5. **Require mandatory PTO.** That hard-working employee who never calls in sick or takes a day off could be hiding fraud for fear their theft will be discovered if they take vacation.
6. **Separate job responsibilities of accounts payable, accounts receivable and payroll.** No one person should handle employee payroll, vendor payments, and customer billing. It’s also a good idea to cross train bookkeeping staff and rotate their job duties periodically.
7. **Encourage whistleblowing.** Part of setting the tone at the top is assuring staff that their tips about suspicious behavior will be taken seriously and that there will be no retaliation for speaking up. Because forty percent of internal fraud is discovered by tip, this is a critical step to catching fraudsters.
8. **Carry employee dishonesty insurance.** Defrauded businesses rarely recover funds from the thief, because most of the time the fraudster has frittered away the money on personal items, trips, and to pay their own bills. Obtain an employee dishonesty insurance policy of at least \$100,000. Like all insurance, it’s the safety net that protects the company in case of financial damage.
9. **Approve any business expenses before they are charged.** If employees make frequent purchases that require reimbursement or are placed on a company credit card, establish clear policies regarding expense reports, such as requiring original receipts and submitting expenses within a finite period of time.
10. **Get to know employees.** All business owners know what their employees earn, and likely have some idea of what their total household income is. If a modestly paid employee flashes new clothing and drives a new car, it could be a red flag that fraud is happening.

When Dr. Johnson learned about the full extent of Betsy’s schemes, he was not only heartbroken, but he feared he’d be ruined financially. He told me, “I never thought fraud could happen to me – I thought I was the exception to the rule.” Implementing these simple, but effective controls may be too late for Dr. Johnson, but they don’t have to be too late for you.

Ms. Couch is CEO and founder of Acuity Forensics, a nationally recognized forensic accounting firm based in Vancouver, Washington. She is also the author of The Thief in Your Company, a book that explores the financial and emotional impact of fraud on organizations of all sizes. She can be reached at tcouch@acuityforensics.com or (360) 573-5158.



BETTER BUSINESS

Selling Your Business

CONTINUED FROM PAGE 19

indemnity claims, as well as all legal issues that would put the business at risk must be on the table. The relationship between you and the buyer in building trust is important to ensure a successful completion of a sale. Once a deal has been formalized or a letter of intent is issued, a buyer will need to prove they have the financial strength to conclude the transaction. Whether it be a total cash purchase, a multiple payment schedule, or any other forms of funding, the buyer must present his ability to close escrow. Be prepared for a lot of questions you might expect from the buyer. For example, lease agreements will need to transfer and will the landlord be open to the same terms? Will vendors honor any special pricing with the new buyers? Will you be willing to work during the transition period and at what salary? They often ask a seller for a non-compete agreement for a period of time to ensure you will not become a competitor. All, fairly common concerns. The best advice I can give a seller is to be honest while being cautious of all prospective buyers. You want to ensure the business and its employees are not injured by the buyer you selected. You can avoid these issues by your selection of the advisors you engage. That includes your law firm, CPA firm, and the sales broker.

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.



Left to right: Eric, Tom and Art Campbell stand in the doorway of the Midtowner.

Chelan's Midtowner Motel sold to Campbells

Campbell's Lodge bought the Midtowner Motel, a 45 guestroom hotel located in Chelan, for an undisclosed amount in August. "This is an exciting opportunity for us," says Eric Campbell, General Manager of Campbell's Resort. "The Midtowner is a well-established property in our community and we have a great team in place to take care of our guests. As the Chelan valley continues to grow, we're optimistic about the potential the Midtowner has in the future."

New contractors Chelan-Douglas August 2018		
Name	Adress	City
AGUILARS LANDSCAPING	Po Box 71	MANSON
ALMAG INC	246 W Manson Hwy #134	CHELAN
BLACK DOG WORKS LLC	450 Lower Joe Creek Road	MANSON
BO LENKER MAINTENANCE & REPAIR	508 Surry Rd	WENATCHEE
CASCADE CABINETS	Po Box 431	PESHASTIN
CW PLUMBING LLC	2205 Blackstone Ct	EAST WENATCHEE
DANIEL NELSON &FRANKLIN BOWEN	543 Dayton Ave	EAST WENATCHEE
ERNEST W PALMER	255 Cottage Ave	CASHMERE
EXTREME EXTERIORS LLC	617 Washington Street	WENATCHEE
GONZALEZ HANDYMAN CONSTRUCTION	Po Box 5618	WENATCHEE
J GIUSTI LLC	1002 W. Park St	WENATCHEE
JIMS MAINTENANCE & REPAIR SVC	3056 Flamingo St	MALAGA
LEVEL CONSTRUCTION LLC	Po Box 704	WENATCHEE
R G CONSTRUCTION	1909 Nw Bates Ave	EAST WENATCHEE
RICKY'S LANDSCAPING LLC	727 Kittitas St	WENATCHEE
SBS HOME SERVICES	1705 Mission Creek Rd	CASHMERE
TIME FRAME CONSTRUCTION LLC	Po Box 296	ENTIAT
TRANSFORMATIONS LANDSCPNG LLC	1012 1/2 Dakota St	WENATCHEE

ELECTION

Brian Burnett wants to stay as Chelan County Sheriff

CONTINUED FROM PAGE 6

to see growth in calls for service due to our steady growth in recreational visitors and tourist attractions.

We will also continue to partner with our City Contracts and School Districts to build on our School Resource Officer Programs in which we currently have three full time SRO's in Cascade, Cashmere, Chelan and Manson School Districts with the main focus of creating and maintaining a safe learning environment for both student and staff.

WBJ: You have an opponent that was recently awarded money because of department inappropriate behavior. Has this been corrected or is it still in dispute?

Burnett: The Chelan County

Sheriff's Office is in the practice of a continuous evaluation of our programs at all levels to make sure we are in compliance with best practice and model policy. We work daily with county legal advisors, county Human Resource staff and the Washington State County Risk Pool, Washington State Association of Sheriffs and Police Chiefs and the Criminal Justice Training Commission in order to identify any possible areas of concern in order to make the appropriate changes to practice or policy while providing the appropriate training to our staff at every level. This has been and will continue to be a priority in the future.

WBJ: Is the department in need of any equipment, money or training that you will seek if re-elected?

Burnett: Our office has strived to make training and

equipment our main priority when it comes to our annual budget. 82 percent of our \$10.6 million budget is salaries and benefits of our 76 plus employees. Over the last eight years we have increased our line items in range/firearms by 209 percent, training/travel by 527 percent and equipment by 568 percent and our uniforms by 140 percent. Prior to 2011 the budget was insufficient in funding for training and equipment and had no plan for equipment replacement.

We have implemented a true rotating equipment plan for all areas of the Sheriff's Office. The dedication of these funds has led to a much improved training program for both new hires, probationary and permanent employees.

We've increased our Field Training Programs for both entry level deputies and lateral

deputies to what we call a Pre and Post Academy where the new deputy receives 80 hours of training prior to the basic law enforcement academy and 80 hours after graduation prior to an additional 400 hours of training and observation with a field training officer.

Lateral hires now complete an 80 hour pre FTO training with an additional 400 hours with a Field Training Officer before being assigned to single patrol. We also implemented a bi-monthly training program where all commissioned personal receive an additional three hours of training, every other month in excess of the 24 hours of annual in service training required by the Criminal Justice Training Commission. Both of these programs have increased confidence and proficiency at every level of our agency. This was only accomplished by the restoration of trust with our County Board of Commissioners and County Administrator.

We will continue to give them real life numbers that we believe are true and accurate for the Sheriff's Office to best serve our citizens.

WBJ: Can you tell the reader the difference between the "Sheriff's Department" and the Office of Sheriff?

Burnett: The Office of Sheriff is not simply another "department" of county government. The internal operation of an Office of Sheriff is the sole responsibility of the elected Sheriff. County department heads are subordinate to a county governing body, because a "department" is truly only a division of county government. The Office of Sheriff is a statutory / constitutional office having exclusive powers and authority under state law and / or state constitution. These inherent powers are not subject

to the dictates of a local county governing body.

WBJ: Tell the reader anything you wish about yourself – church, hobbies, family, education, etc.

Burnett: I was born and raised in Chelan County, graduating from Cascade High School. I'm married to my wife April of 31 years. Together we have 6 children ages 29 - 15 (five boys and the youngest is our only girl). We have three daughters in law and two grand kids.

I've coached a lot of little league baseball over the years, but most recently enjoy hiking and mountain biking with my family. Our favorite place to vacation is the Oregon Coast.

I'm a current board member for North Central Washington Chaplain Foundation. I'm a board member for Family Lines, a father child mentoring program that focuses on restoration and strengthening of relationships through fishing, kayaking and river rafting trips.

My wife and I are currently the incoming Camp Directors for Royal Family Kids Camp #207, a week long summer camp for abused and/or neglected foster children ages 6-12.

I'm the current Past President for the Washington Association of Sheriffs and Police Chiefs and have been a board member since 2015. I'm the current Treasurer for the Washington State Sheriffs Association. I'm a 2015 graduate of the FBI National Academy, Class #262. I've been a co-chair of the Sex Offender Notification and Registration Committee since 2014.

I started my career in Law Enforcement as a Chelan County Reserve Deputy in 1997. I was hired as a Chelan County Corrections Deputy in 1998, Chelan County Sheriff's Patrol Deputy in 1999 where I've worked as a Field Training Officer, School Resource Officer, SWAT team member, Patrol Corporal, Patrol Sergeant and City of Chelan Sergeant. I was awarded Deputy of the year in

2004.

WBJ: Are illegal immigrants an issue in Chelan County?

Burnett: I truly believe that immigration reform is needed in many ways, specifically because of our agricultural base and the use of migrant workers. But specifically answering the question, are illegal immigrants an issue for the Chelan County Sheriff's Office?

I would answer that a person's immigration status is not part of our investigatory scope; we only do the investigative scope for criminal investigations.

Immigration does come into question at times as Homeland Security may implement holds or warrants on those in custody at the Chelan County Jail but those are separate issues, not governed by the local body.

I would also note that the Chelan County Regional Justice Center (Jail) is governed by the County Board of Commissioners not the Sheriff's Office. We are one of five counties in Washington State that the county jail isn't under the authority or direction of the elected Sheriff.

WBJ: Any campaign goals or platform you wish to state?

Burnett: My first two terms (8 years) as Chelan County Sheriff has been dedicated to restoring trust and relationships that have benefited our agency and community in many ways. We will continue to work collaboratively with all of Chelan County and North Central Washington in order to provide the best level of Public Safety possible.

We will continue to place the emphasis on Hiring/Recruitment and Training and Equipment, which will help us in our goal in becoming the "Destination Agency" for all of North Central and Eastern Washington.

Please visit burnettforsheriff.com for a complete list of endorsements, personal and professional information.

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Reichert, Newhouse et al get sweet cherries added to 'relief plan'

WASHINGTON – Rep. Dave Reichert (R-WA), Senator Maria Cantwell (D-WA), Senator Patty Murray (D-WA), and Rep. Dan Newhouse (R-WA) highlighted a decision by the United States Department of Agriculture (USDA) to include sweet cherries in the Market Facilitation Program (MFP), which was established through USDA's Trade Relief Plan, beginning on September 24. The MFP assists farmers hurt by unjustified retaliatory tariffs. The decision comes after the members sent a letter to Agriculture Secretary Sonny Perdue in August, calling on USDA to provide sweet cherries equal access to the relief measures being developed



for U.S. agricultural commodities that have been negatively impacted by retaliatory tariffs. Sweet cherries will be eligible for MFP payments starting at a rate of 16 cents per pound.

"While the priority for our growers remains an end to the trade disputes, our cherry growers are estimating they will experience up to \$86 million in damages from trade wars

during the 2018 season, and they deserve the same assistance afforded to producers of other agricultural commodities that have been negatively impacted by retaliatory tariffs," the members of Congress wrote to Secretary Perdue in August.

"Because sweet cherries are highly perishable, the season is over and damages from increased tariffs and prices are hitting growers, we urge you to implement the support our cherry growers are requesting," the members of Congress added. Following today's announcement that sweet cherries will be eligible for the funding, the USDA will announce the specifics of the available aid in the coming weeks.

Okanogan County Labor Area Summary - July 2018

Overview

This report provides an update on the Okanogan County economy incorporating not seasonally adjusted, nonfarm employment and civilian labor force data.

Analysis focuses on year-over-year (between July 2017 and July 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 Julys of 2017 and 2018 the rate dropped four-tenths point, from 4.6 to 4.2 percent.

Okanogan County's not seasonally adjusted unemployment rate increased three-tenths of a percentage point between 2016 and 2017, from 6.6 to 6.9 percent.

However, between the Julys of 2017 and 2018 the rate dropped from 4.8 to 4.4 percent – a step in the right direction. What happened?

The civilian labor force shrank by 3.5 percent between July 2017 and July 2018 (discouraging news); while the number of unemployed plummeted by 13.1 percent (excellent news).

Hence, the County's unemployment rate fell by four-tenths of a point during this timeframe.

category rose from 1,980 jobs to 2,020, a 40-job and 2.0-percent increase. Statewide, retail trade employment has expanded for 94 months (October 2010 through July 2018).

Education and health services (where the vast majority of jobs are in private health services) in Okanogan County provided 1,590 jobs in July 2018 compared with 1,520 in July 2017, a 70-job and 4.6-percent increase. Countywide, private education and health services employment has posted year-over-year job gains now for the past ten months (October 2017 through July 2018); good news considering this industry's weak start in the first three calendar quarters of 2017. Statewide, education and health services has been growing for 61 months (July 2013 through July 2018).

State and local government in Okanogan County had posted year-over-year job increases for 20 months (from November 2016 through June 2018) before a loss of 140 jobs (down 2.8 percent) between the Julys of 2017 and 2018. State and local government was the major "job gainer" countywide last year, netting 80 new jobs as payrolls lengthened from 4,660 in 2016 to 4,740 in 2017 (up 1.7 percent). Hence, it is likely this recent, 2.8-percent contraction is a temporary downturn rather than a structural job loss in the County's labor market. Across Washington, state and local government had expanded for 70 months (from September 2012 through June 2018) prior to a 0.5-percent dip in July 2018. The statewide contraction was primarily caused by a 4,600-job and 6.3-percent abatement in State government educational services between the Julys of 2017 and 2018.

Agricultural employment/production

The Bureau of Labor Statistics' Quarterly Census of Employment and Wage (QCEW) program, conducted by the Washington State Employment Security Department provides agricultural and nonagricultural

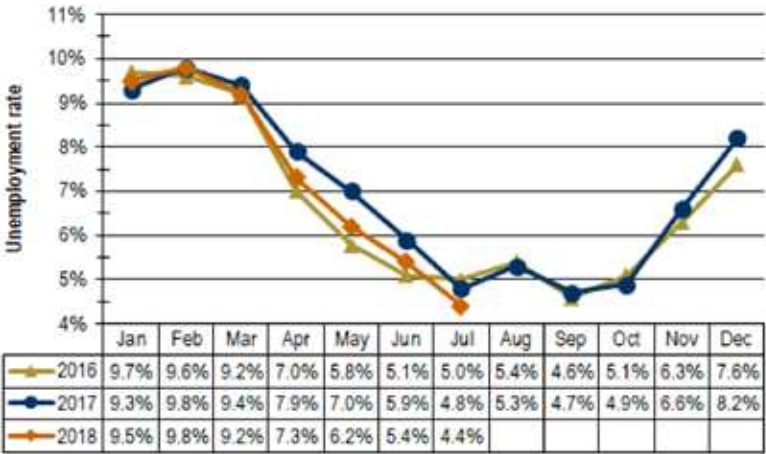
employment and wages for firms, organizations and individuals whose employees are covered by the Washington State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends in major industries at the county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

Total covered employment rose from 17,427 in 2007 to 17,720 in 2017, a 293-job and 1.7 percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 5,007 in 2007 to 5,345 in 2017, a 338-job and 6.8 percent uptrend. In 2007 Okanogan County's agricultural industry accounted for 29.5 percent of total covered employment. In 2017 agricultural employment accounted for 30.2 percent of total covered employment countywide. Hence, the share of agricultural employment rose 1.5 percentage points (from 28.7 to 30.2 percent) in Okanogan County during these ten years.

Total covered wages rose from \$429.5 million (in 2007) to \$587.0 million (in 2017) a \$157.5 million and 36.7 percent upturn. The agricultural payroll (a subset of total covered wages) advanced from \$78.3 million in 2007 to \$124.6 million in 2017, a \$46.3 million and 59.2 percent uptrend. In 2007 Okanogan County's agricultural industry accounted for 18.2 percent of total covered wages. In 2017 agricultural wages accounted for 21.2 percent of total covered payroll countywide. Hence, the share of agricultural wages rose 3.0 percentage points (from 18.2 to 21.2 percent) in Okanogan County during these ten years. Hence, one could generalize that within the past ten years, agriculture has become a larger player in Okanogan County in terms of the wages "pumped" into the County's economy.

Unemployment rates, not seasonally adjusted Okanogan County, January 2016 through July 2018

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



The Okanogan County unemployment rate decreased from 4.8 to 4.4 percent between the Julys 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 July 2018, businesses and government organizations across Washington supplied 3,445,700 nonfarm jobs (not seasonally adjusted), compared to 3,343,200 jobs in July 2017, a 3.1 percent year over year employment increase. The state's economy has posted year over year nonfarm employment increases for the past 94 consecutive months (October 2010 through July 2018).

Okanogan County's

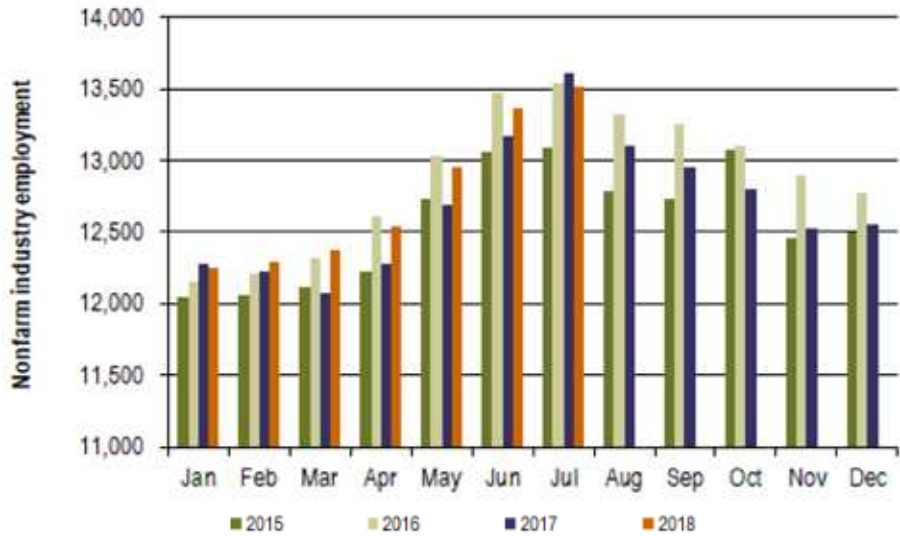
nonfarm labor market averaged 12,690 jobs in 2017, an average annual decrease of 1.6 percent and a net loss

of 200 jobs from the 12,890 job average in 2016. Between the Julys of 2017 and 2018, the County's nonfarm

labor market lost 100 jobs, a 0.7-percent downturn, as employment dwindled from 13,620 to 13,520.

Nonfarm industry employment Okanogan County, January 2015 through July 2018

Source: Employment Security Department/WITS



Okanogan County nonfarm employment was 13,520 in July 2018, a 0.7 percent decrease since July 2017.

Employment and unemployment

Washington's Civilian Labor Force (CLF) expanded by 89,522 residents (a 2.5 percent upturn) from 2016 to 2017. The state's labor force has grown, year over year, for the past 54 months (February 2014 through July 2018). In July 2018, Washington's CLF tallied 3,798,646 residents versus 3,756,579 in July 2017 equating to 42,067 more Washingtonians in the labor force (up 1.1 percent).

Okanogan County's CLF contracted by 2.2 percent in 2017. Year over year, the Okanogan County Civilian Labor Force (CLF) has contracted in each of

the past twelve months (August 2017 through July 2018). Between the Julys of 2017 and 2018 the labor force shrank by 3.5 percent, declining from 25,150 residents to 24,266 (meaning that there were 884 fewer residents in the CLF). Fortunately, the number of unemployed dropped at a 13.1-percent clip during this period, falling from 1,217 in July 2017 to 1,057 this July (meaning that 160 fewer residents were out of work). Hence, the County's unemployment rate fell from 4.8 to 4.4 percent between the Julys of 2017 and 2018.

Nonfarm industry employment

Preliminary estimates

indicate that Okanogan County's nonfarm employers netted 100 fewer jobs in July 2018 than in July 2017, a 0.7 percent downturn (see Figure 3) while Washington state's nonfarm economy expanded at a 3.1 percent clip during this period. Following is a summary of current over-the-year changes in Okanogan County, by major industry:

Mining, logging and construction employment (with the majority of these jobs in construction) in Okanogan County provided only 660 jobs in July 2018 versus 740 in July 2017, an 80 job and 10.8 percent downturn. Year over year, Okanogan County's construction

employment has contracted for 23 months (September 2016 through July 2018). Statewide, construction has been adding workers for the past 77 consecutive months (from March 2012 through July 2018).

In calendar year 2017 Okanogan County's retail trade industry provided ten more jobs than in 2016, rising from 1,840 to 1,850, a modest 0.5-percent average annual increase. This slow and steady uptrend is continuing. In fact, year over year, the local retail trade industry has been adding part- and full-time jobs for the past eleven months (September 2017 through July 2018). Between the Julys of 2017 and 2018 this employment ➤➤



Donald W. Meseck, Regional Labor Economist
Employment Security Department

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10 things you didn't know about the SBA

◆ The “grandparent” of the SBA is the Reconstruction Finance Corporation (RFC). The federal funding program was created by President Herbert Hoover in 1932 to alleviate the financial crisis of the Great Depression. Twenty years later, the SBA was officially founded July 30, 1953 by President Dwight Eisenhower.



Jeremy Field

- ◆ The SBA is a Cabinet-level federal agency, not an association – no membership is required.
- ◆ Many national brands – including Ben & Jerry's, Columbia Sportswear and Chobani Yogurt – utilized SBA services to help them grow when they were small.
- ◆ Following disasters, the SBA provides low-interest disaster loans to small businesses, nonprofits and home owners. For example, more than \$5 billion in disaster assistance loans went to businesses and residents impacted by Hurricanes Harvey, Irma and Maria.
- ◆ The SBA has an independent Office of Advocacy that listens to small business and industry concerns regarding burdensome federal regulations. Regional advocates are a voice for small businesses and propose recommendations to the White House, Congress and federal agencies.
- ◆ The SBA provides no-cost small business mentoring and advising through a resource partner network of business experts; and, no- and low-cost trainings to help entrepreneurs with topics like finance, marketing, business certifications

- and taxes.
- ◆ The SBA has a variety of loan programs ranging from \$500 microloans to \$5.5 million loans; and, can be used for startup costs, equipment, commercial real estate, lines of credit, refinancing and other uses.
- ◆ Since the U.S. government is the world's largest customer purchasing billions of dollars in goods and services, the SBA helps small businesses win government contracts through a variety of small business certifications. In fact, the SBA publishes an annual scorecard that assesses how well federal agencies reach their small business contracting goals.
- ◆ Two-thirds of the world's purchasing power is in foreign countries so the SBA provides a variety of resources and services to help businesses expand into international markets.
- ◆ The SBA supports America's innovators through various programs like the Small Business Innovation Research (SBIR) program which annually provides \$2.5 billion in research and development funding to commercialize innovative technologies.



GARY BÉGIN/WBJ

Wenatchee SCORE chapter looking for mentors

SCORE (Service Corps of Retired Executives) met September 6 at the new Washington Federal Bank on Wenatchee Avenue to discuss its current agenda issues. Recruitment of mentors, presentations to other groups in the area and future meetings were all involved in the lunchtime event. Pictured above are Wenatchee Federal Bank Assistant Branch Manager and treasurer of the Wenatchee Downtown Association Lisa Lang (standing) and SCORE chapter Chair Ken Mattson on right. With over 300 chapters nationwide, SCORE helps entrepreneurs “start and grow your business with free webinars, resources, and free local mentors.” For more information on how you can join SCORE as a mentor or ask for free advice for your business, call Joel Frank - 509-665-8349.



As Big-Box Presence Shrinks, Retail Property Financials Continue to Grow

By Catherine Liu

With the rapid pace of technological advancement driving unprecedented changes in the commercial real estate landscape, no segment has seen its effects play out to the same degree as retail. Although recent media attention has focused heavily on negative retail narratives concerning big-box downsizing and the exit of long-established chains from the industry, opportunities exist for the rise of new players with unique product offerings to fill their space. Up-and-coming retail brands, coupled with the trend toward more diverse tenant profiles, have contributed to stable property fundamentals and improving financial metrics across retail facilities in CMBS. This has been reflected by persistent underlying growth in reported net operating income (NOI) and occupancy rates since 2011, with NOI netting annual gains and average occupancy rates for major cities and property subtypes surpassing 90%.



Catherine Liu

remain elevated and exhibited year-over-year growth since 2011, with the exception of the 2016 fiscal year where it dipped 41 basis points. Financial statements for 2016 and 2017 show that average occupancy growth for retail CMBS reached 1.43% year over year while the national average tied to all property types declined by 1.54%. (One caveat to mention is that owners of distressed properties are more likely to cease reporting financials ahead of anticipated losses, so the numbers may not capture properties that are severely underwater.) In terms of the industry's performance among the top 20 largest metropolitan areas, the Miami-Fort Lauderdale, Florida; Houston, Texas; and Los Angeles-Long Beach, California MSAs headline NOI growth for retail properties behind securitized mortgages. CRE investment activity in these gateway cities has been strong due to their dense populations and stable growth potential. Considering the segment's diverse product offerings and broad range of square footage for each property, each retail sub-sector has processed the effects of shifting economic conditions and consumer preferences in different ways. Overall, urban/street retail, outlet centers, and superregional malls generated the most notable income acceleration after 2004. Since these properties feature a more balanced mix of national retailers and generally do not rely on department anchors to drive foot traffic, they have largely been able to escape the latest wave of store liquidations and bankruptcy proceedings affecting regional malls. For all the breakdowns of which US regions, metros, and retail subtypes have posted the most financial growth since the financial crisis, download our full analysis.

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Port of Douglas County gets \$50k grant to study former Rock Island smelter site

Port of Douglas news release

The Port of Douglas County has been awarded a \$50,000 grant from the Washington State Community Economic Revitalization Board (CERB).

This grant will help fund a feasibility study that will focus on adaptive reuse of

the two largest industrial buildings on the former Rock Island silicon smelter property.

This study builds on the on-going land use planning the City of Rock Island and Port are conducting for approximately 170 acres of the Rock Island Waterfront.

In 2017, the Port designated approximately

145 acres within the Waterfront as an Industrial Development District.

Approximately 90 percent of this property is currently vacant or underutilized.

The feasibility study will focus on the potential to renovate and reuse the closed silicon smelter buildings.

The largest of the two structures is approximately 60 feet tall with a foot print of approximately 42,000 square feet.

The industrial grade structures could provide a unique opportunity for reuse.

The waterfront views and industrial character provide potential for adaptive re-use for a new industrial purpose or for technology-focused innovation, office, or education space.

“The large industrial buildings on the Rock Island Waterfront are part of what make this area unique in Douglas County.

This is a great opportunity to find a way to retain some of the historic infrastructure

from the former silicon smelter,” says, Port Executive Director, Lisa Parks.

“The Port’s role is to facilitate investment and partnerships in order to achieve the community’s vision. We appreciate the support from CERB in providing this grant.”

The CERB grant provides funding to support economic feasibility studies targeting business growth and job creation.

The Rock Island Adaptive Reuse Feasibility Study will include a physical building assessment including architectural and structural assessment of the two closed industrial buildings as well as a financial study to evaluate the feasibility of renovating and reusing the buildings. This effort will include opportunities for local residents to give input to the study.

To stay up to date on the most recent information, please contact Lisa Parks at lisa@portofdouglas.org or by telephone at 509-884-4700.



GARY BÉGIN/WB

A partial view of the 170 acre smelter site the Port of Douglas has been granted money to study alternative uses for.



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 Contact Molly. butler.m@wenatcheeschools.org***



GARY BÉGIN/WB

Veterans: Smorgasboard of jobs at Pybus Public Market

WorkSource and Wenatchee American Legion Post 10 sponsored a job fair for veterans at Pybus Market Sept. 20.

About 100 vets took advantage of the many employers who had kiosks giving information about open positions as well as taking applications for same.

See the full story and more photos in the November Wenatchee Business Journal.