

WENATCHEE BUSINESS JOURNAL

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Representing Washington state manufacturers

Brewster's Mauk Fishing Stuff visits White House

By Mike Maltais

BREWSTER – Mike and Ernie Mauk, of Mauk Fishing Stuff, enjoyed an experience of a lifetime while representing Washington state manufacturers at the second annual Made in America gathering at the White House Monday, July 23. In a series of events that could plausibly be labelled “The Little Company That Could,” founder Mike Mauk, and his mother, Anna Marie, began designing his

tackle protector/organizer covers and sleeves in 2005.

Mauk said he was looking for a way to keep his own lures and tackle organized and protected and came up with the idea for vinyl covers edged with Velcro to wrap around loose lures and flashers and secure them to fishing rods.

He got helpful tips from other fishermen and guides regarding specific materials and sizes they could use and by the time

President Trump's assistant called last July 1, Mauk had some 80 styles and sizes of sleeves to handle most tackle.

With the slogan, “We Have Your Tackle Covered,” Mauk Fishing Stuff had found a niche market. Still, with a mostly one-man, home-based operation since his mother passed away in 2015, Mauk wasn't expecting to receive an invitation to be Washington state's only representative to the Made in America Product Showcase.

Ernie, three years Mike's senior, helps out his brother at product shows as does sister Melinda Farmer in Ephrata.

President Trump initiated the Made in American Product Showcase and Made in America Week in 2017.

The first Washington state manufacturer invited to participate last year was Liberty Bottleworks, a water bottle maker from Union Gap.

The trip back to the nation's capital went off without a hitch, said Mauk.

The two brothers flew to the East coast Sunday evening, July 22, landed at Ronald Reagan Washington National Airport,

grabbed a cab to the three-star Hyatt Centric Hotel in Arlington, VA, and were ready for the show the following morning.

Following the mandatory security searches, the pair was issued badges and assigned an

escort that provided a guided tour of the White House.

The Showcase ran from 10 a.m. through 4 p.m. and included a box lunch – “a very nice box lunch,”

SEE MAUK FISHING STUFF, PAGE 3



PHOTOS COURTESY OF MIKE MAUK

Ernie, left, and Mike Mauk stand behind their display table in the south dining room of the White House.



GARY BÉGIN/WB

These women mean business

Six members of the Wenatchee Network Group got together for this photo in late August. They are but a handful of the many women owned businesses in North Central Washington that will be featured in upcoming editions of the Wenatchee Business Journal. Pictured above from top left are: Sherry Gustin - Ameriprise Financial; Ceinwyn Rudnick – Veritas Accounting; Renae Harnack - After Hours Plumbing; Becky Pottorff - Quintessential Massage. Bottom from left are Barbara Bantam - Olympic Credit Service and Cleann Goodell - Made in the Shade Property Management.

Attorney Hunter wants Douglas District Court seat

By Gary Bégin

EAST WENATCHEE – NCW Media Managing Editor Gary Bégin sat down with Wenatchee area attorney Robert Hunter recently at Joe's Grill here to discuss why he wants to become the next District Court Judge for Douglas County. His answers follow:

NCW Media: Tell us about yourself: Hobbies, family, passions. Age, religious affiliation, and whatnot.

Robert Hunter: I am a 61-year-old Christian who plays on a senior softball team and studies the law for a living. I have four kids. Dallas and Brittany are in their twenties and have flown from the nest. My wonderful wife, Yulia, and I have been married 14 years and we have a girl, six, and a boy, four.

Douglas County is my home. Twenty years ago I arrived in this remarkable area. My path to here has not been easy. After being abandoned, an elderly couple, Dallas and Alma, took me in at about the age of five to become my surrogate parents. Neither had a high school degree, but emphasized the need for education. “Bobby, you need to be educated,” they said. Sadly, they did not see me accomplish that goal, since mom died when I was 14 and dad died while I was still in college. But I still carry their influence over me. As Dallas often said, which I now repeat to my children, “Education is the best investment. Once gotten, no one can take it from you.”

NCW Media: Tell the reader about your

SEE ATTORNEY HUNTER, PAGE 4

Current Chelan PUD Commissioner Randy Smith wants to stay on board

By Gary Bégin

CASHMERE – Chelan Public Utility District Commissioner Randy Smith, who is a retired orchardist from here, has decided to run for reelection. NCW Media Managing Editor Gary Bégin was able to catch up with the super busy Smith and pose a few questions about his reasons for running for office again. His answers follow:

NCW Media: How long have you been on the Board and why do you want to remain?

Randy Smith: I've been on the board for 12 years and have found the position to be a tremendous opportunity to provide policy guidance for delivering the services to our county residents that we all take for granted, electricity, water, and for a limited group, waste water. Also to help lay out the

roadmap for the next essential utility service, fiber optics, to reach the maximum number of people possible in Chelan County. All of these utility services are continually a work in progress, and I'd like to be there for the next six years to help ensure that we “stay the course” in how we are providing all of these for our customer/owners.

NCW Media: Why is bitcoin and block chain technology regulation so important to our electric grid?

Smith: While I do not pretend to understand how bitcoin really works, what I do know is that we have to get our policies regarding large installations right to protect our Chelan County residents. We understand that bitcoin can consume a HUGE amount

SEE COMMISSIONER RANDY SMITH, PAGE 9



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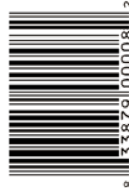
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BNCW membership newsletter

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NEWSSTAND LOCATIONS

- Wenatchee**

Plaza Super Jet
106 Okanogan Ave.
Safeway, 501 N. Miller St.
- East Wenatchee**

Fred Meyer, 11 Grant Road
Safeway, 510 Grant Road
- Cashmere**

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

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

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

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Washington Roundtable celebrates 35th year

Roundtable news release

Thirty-five years ago, in the Washington Roundtable’s inaugural year, then-chairman George H. Weyerhaeuser wrote, “Our purpose is to work to improve the future of the state of Washington.” Three and a half decades later, the Washington Roundtable is more focused than ever on making this state a better place to live, work, and do business.

The 2018 Chair’s Report, was released our annual assessment of progress on state policy issues that our members believe matter most. In the report, Roundtable Chair Betsy Cowles writes about the two areas where we have focused most of our energy over the last year: promoting statewide economic growth and preparing Washington’s young people for success in their home state.

Here is her open letter:

Since 1983 the Washington Roundtable has brought the state’s senior business leaders together to effect positive change on public policy issues that are important to supporting economic vitality and fostering opportunity for all Washingtonians. We are currently focusing in two areas: promoting statewide economic growth and preparing Washington’s young people for success in their home state. As we mark our organization’s 35th anniversary, I am pleased by the progress made and the continued commitment to a better future.

Washington is thriving with 740,000 projected job openings by 2021, vibrant communities, and a diverse mix of market-leading employers. According to the 2018 Benchmarks for a Better Washington, our state continues to be a national leader for job creation and



COURTESY PHOTO

Betsy Cowles

innovation. However, the statewide data masks a complex regional narrative in which prosperity is spread unevenly, and some communities – including many of Washington’s rural areas – are outright struggling. Across the state, communities need infrastructure, workforce talent, and a policy climate that supports innovation, trade, and investment. We examine these challenges and propose a framework for diversified and inclusive growth in our 2018 report,

“Unlocking Washington’s Full Potential.”

One thing is certain: A postsecondary credential – such as a degree, apprenticeship, or certificate – is essential to compete for most jobs available in our state. The hard truth is that Washington trails most states in building a culture that promotes – and an education pipeline that supports – post-high school education for all students. An estimated 40 percent of Washington high school students go on to attain a post-high school credential by age 26. Our goal is to raise that number to 70 percent by the high school class of 2030. We outline how to get there in our 2018 Washington Kids for Washington Jobs report, “The Path to 70% Credential Attainment for Washington Students.”

Our goals for economic growth and student preparation are ambitious,

and our state is making progress. Legislative action this year to resolve water rights issues and invest in rural economic development and state tourism are important steps in supporting growth. Significant new education investments will provide better educational supports for our students and increase access to postsecondary education and training.

This report further details 2018 outcomes aligned with our priorities. I encourage you to review it and hope you will engage with us as we look to the future. There is much more work to be done to make Washington a better place to live, work, and do business. We’re excited to focus on that work, together.

Sincerely,
Betsy Cowles
Chairman, Cowles Company, 2018 Chair, Washington Roundtable



Brewers Guild appoints Leavenworth’s Brulotte as president

Brewers Guild news release

The Washington Brewers Guild announces the appointment of three new members to its Executive Committee, as well as the full slate of officers for 2018-19. New officers representing the Washington Brewers Guild are Pamela Brulotte as President, Scott Houmes as Treasurer, and David Vitt and Greg Brandt as At-Large Board Member. These elected roles are a two-year position.

The Washington Brewers Guild is a non-profit organization dedicated to protecting and promoting the interests of WA craft brewers while building and strengthening the community of brewers. For more information about the Washington Brewers Guild or to become a member visit washingtonbrewersguild.org.

The slate of board members for 2018-19 is listed below:

- Pamela Brulotte**, Icicle Brewing Company, President

John Bryant, No-Li Brewhouse, Vice President

Scott Houmes, Silver City Brewery, Treasurer

Roger Bialous, Georgetown Brewing Company, Secretary

Pat Ringe, Diamond Knot



SUBMITTED PHOTO

Pamela Brulotte

- Brewery,

At-Large

Board Member
- David Vitt**, Kulshan Brewing Company,

At-Large

Board Member
- Greg Brandt**, Iron Goat Brewing,

At-Large

Board Member
- Brewers Guild Staff:**

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Brewster’s Mauk Fishing Stuff visits White House

CONTINUED FROM PAGE 1

said Mauk - eaten in the south formal dining room.

The brothers found kindred spirits ad adjacent tables in their assigned showcase location.

There was a hat guy (Serratelli Hat Company) from New Jersey on one side of us,” said Mike “and a woman whose small company of 14 employees made jeans and coveralls (Round House Jeans, Oklahoma) on the other side.”

Other manufacturers from the four Northwest states included Kuma Stoves from Idaho, FLIR Systems of Oregon, and Montana Instruments from Montana.

“We’re here today to celebrate the greatest products in the world; products made with American heart, American sweat and American pride,” said President Trump to the state representatives.



President Donald Trump, holding a hat with the logo “Make Our Farmers Great Again,” addresses guests at the Made in America Product Showcase in the south formal dining room of the White House last Monday, July 23.



U.S. Secretary of Commerce Wilber Ross, center. Flanked by Mike Mauk, left, and brother Ernie Mauk, right, holds a fishing lure encased in an American-made Mauk Fishing Stuff cover.

“We’re thrilled to showcase incredible American made goods from all 50 states... We’re in the

midst of a great economic revival in the United States.

It was Ernie’s first trip to Washington.

“It was an honor,” said Ernie. “The history, the White House; it was unreal. I went back to support Mike’s products, network, and have fun, and we did all three.”

Ernie said Mauk Fishing Stuff “fit right in with the rest of those companies there.”

Among those companies were heavy hitters like NASA, that brought a space capsule, and Lockheed-Martin that showed off its F-35 Lightning II stealth fighter jet

“The companies I saw and



The Mauks pose with Washington’s Fourth District Congressman Dan Newhouse.

talked to were very proud to say they were Made in America,” said Mike. “Lots of pride in knowing that and that was the one thing we all had in common: small one-man companies like myself to the huge companies like Nasa

and Lockheed, we were proud to show off our Made in the USA products.”

Mauk added, “I never heard one negative word about the Trump administration nor did I see one protester the whole trip.”



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Attorney Hunter wants Douglas District Court seat

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formal education and your experience as a paralegal:

Hunter: After obtaining my bachelor's degree from Wayne State University, I found myself without any family or ties to Detroit's north end where I grew up. So, I struck out for Los Angeles. Those were rough times, but I was able to complete the paralegal program at UCLA. At 35 I enrolled into the University of Minnesota School of Law, which at that time was rated the 16th best law school by the U.S. News & World Report. There I received a tremendous scholarship that paid all but \$2,400 for my three years of tuition.

NCW Media: What type of cases have you brought to court?

Hunter: I started my own law practice in 2003. Much of my work has been serving corporate clients, doing their collection work. That work also included defending those companies and allowed me to learn a great deal about consumer claims. I applied that knowledge to gain success bringing claims under Washington's Consumer Protection Act. These included complex civil claims against corporations. For example, one case involved a claim against a Bellevue car dealership that sold vehicles as new even though they previously had been damaged substantially. As a result of my client's tenacity in that case, the state legislature passed a law to better protect consumers from such deception.

Presently, I represent another tenacious client by defending her against a foreclosure. We stopped the bank from selling her home and recently filed a brief in the federal Ninth Circuit Court Appeals to address an unsettled area of the law concerning when a bank can no longer foreclose. A non-profit organization, the Northwest Justice Project, has submitted an amicus curiae brief that agrees with my client's position. If successful, this case will serve as precedent to stop non-judicial foreclosures if the notice of sale was not recorded within six years from the date of default or debt acceleration.

NCW Media: Why, after 20 years of running a successful

law practice, do you want to be Douglas County District Judge?

Hunter: My legal career began with me working in a law library at the age of 18. From that point on I have always participated in the legal field in some way. In Los Angeles I served legal papers and worked as a paralegal. I continued working as a paralegal in Seattle until I was able to attend law school. During law school I worked for Prudential Insurance as a legal analyst. At each stage I became more and more enamored with the law. While I feel that I have accomplished much in my private practice, as a natural progression of my career I am drawn to serve as Douglas County's next District Court judge.

NCW Media: Are there aspects of being a judge that appeal to you?

Hunter: Yes. This position will allow me to serve the public much in the same way as I have served them in private practice. The district court handled over 7,000 cases filed in 2017. Working with a voluminous case load is not new to me. My clients sent their legal work to me in large volumes. So, I have handled thousands of cases over the years, many of which have gone to trial. Even as paralegal I managed a heavy caseload and a crew of paralegals, secretaries and document clerks.

As I efficiently served clients with courtesy and respect, I will do so for the county's clients, the taxpayers. Working on the county's sizable caseload affords me the unique opportunity to strengthen county relations with the public. This comes by protecting the rights and liberties guaranteed by our state and federal Constitutions. Our laws entitle the public to equal access in a fair forum for dispute resolution. This entitlement should not come with excess delay or cost. And it should not come by sacrificing one's right to a trial by an impartial judge or jury. In return for a fair service, the county has then earned the taxpayers' respect and confidence.

NCW Media: Won't it be stressful having the fate of others in your hands?

Hunter: No, quite the opposite occurs. Stress is



GARY BÉGIN/WBJ

Robert Hunter

relieved when I know that I am doing whatever I can do to keep the peace. That is why you will see an olive branch displayed on my signs and other advertising. Keeping the peace is what I enjoyed when doing prosecution for East Wenatchee Municipal Court, when I first came to town. I have lived in crime ridden areas where fear abounds. As judge I will remain vigilant to keep our county peaceful.

NCW Media: Does it take a certain philosophy/demeanor or inner strength to remain unbiased as a judge?

Hunter: My job as a judge will be to apply the law to the facts presented. My personal feelings or beliefs have no place in the courtroom. Common sense, however, should always be applied. This realization came to me while working the front desk at a law library in Detroit.

It was around 11 at night, shortly before closing. An elderly Black man entered and, like most attorneys, I guessed he came to do some last minute cite checking (pre-Internet). He was formally attired, but as he drew nearer I saw his suit was a bit disheveled and inebriated. He walked up to me to explain, in a loud voice, how he had so admirably helped a client avoid jail time by arguing that the defendant had simply misused a firearm. He began to cry and said "I'm too damn good." He went on to explain how his former

client had killed a young girl that night. He gave me some advice. Essentially, do not ignore your instincts. My life experiences have led me here with a good measure of commonsense to temper my decisions.

NCW Media: How will you remain a man of integrity despite all the special interest groups that may want to sway your rulings?

Hunter: Apply the law as written and adhere to the moral standards underpinning those laws.

NCW Media: Are there judges, locally or otherwise, that you model yourself after or that serve as an example of what you'd like to be?

Hunter: I see judges as taking on a parental role so to speak. Some of us who have raised children might find that one of our kids is a bit more spirited than the others. Here, I should disclose that I was kicked out of kindergarten. I was accused of being a tad spirited. Dallas and Alma did not change the rules for me due to my prior difficulties. Indeed, their form of persuasion could be swift and sorely convincing. We cannot lower the bar or make exceptions for the spirited child nor can we apply the law according to one's position in life. It would not be fair to others and it only encourages further misdeeds.

I admire judges who are compassionate, but firm in

their rulings. For instance, he or she might offer services to overcome drug addiction. Yet, at some point it takes more than rehabilitation to render justice. If the facts reveal that a defendant has unlawful propensities, the judge's role is not to be one's counselor, but to protect the community. As for civil matters, I have always appreciated a judge whose aim was to fully understand the complexities of the transaction or accident before them. This would be my aim as well.

NCW Media: Any comments about the McCleary decision?

Hunter: Although I do not wish to opine about particular cases, it is no secret that education rates high in my book. I am always glad to see any effort taken to oversee that education is administered properly. That is what our state's Supreme Court did in 2012 in the McLeary matter. It ordered the Legislature to comply with ARTICLE IX of our Washington State Constitution that declares it "the paramount duty of the state to make ample provisions for the education of all children." The court said that "ample" does not simply mean "adequate." Some argued that the educational funding system was not even adequate given the high dropout rate at high schools.

Eastern Washington is experiencing an increase in companies that apply advanced technologies. We should want our kids educated amply so as to acquire positions in those companies if they choose to do so. Along those lines, for wayward youth who come before me, it would be my hope to have them fill community service positions

even if only janitorial at one of these companies. This might give them a feel for where a straighter path could lead them.

NCW Media: Douglas County has a variety of demographics including a large Hispanic population. Will your court be fair to all regardless of race or financial standing?

Hunter: Those who know me know that I have always been sensitive to our increasingly diverse community. This comes natural to me. Justice requires a litigant to understand the judicial process to a certain extent. For example, the language barrier can hinder some of the population from fully understanding the court system. The Spanish speaking interpreters serve the court admirably. The same quality service should be offered to all who do not understand English well, no matter what the reason may be. As judge I would liberally apply various services to assure an understanding of the legal process.

NCW Media: As a judge, how can you possibly be fair to a wheat farmer as well as an indigent as well as a business owner and also the "man in the street?"

Hunter: Mostly, this is accomplished by applying the law as written. Our laws have developed out of hundreds of years of jurisprudence. This led to equal application of the laws. The law does not vary according to one's difficult past or current station in life. A businessman who drives drunk gets the same punishment as the indigent who drives drunk. Due process also evolved and as judge I will apply the same procedural and evidentiary rules for all before me.

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Both Wenatchee and East Wenatchee are experiencing many new openings and changes in the retail food, entertainment and hotel business. Here are a few of the most recent changes to the profile of both towns:

1. Clearwater Casino, 838 VMP, has closed permanently. The owner refused comment as to why.
2. Best Western, 1017 N. Wenatchee Avenue, received its new sign in August and is now a Best Western Plus.
3. Papaya restaurant is also due to open this month, 390 Valley Mall Parkway.
4. Spice Thai is now hiring, 628 Valley Mall Parkway and is due to open this month.











ALL PHOTOS BY GARY BÉGIN/WBJ

Around the Valley

NEW INDUSTRIAL/COMMERCIAL SPACE FOR LEASE

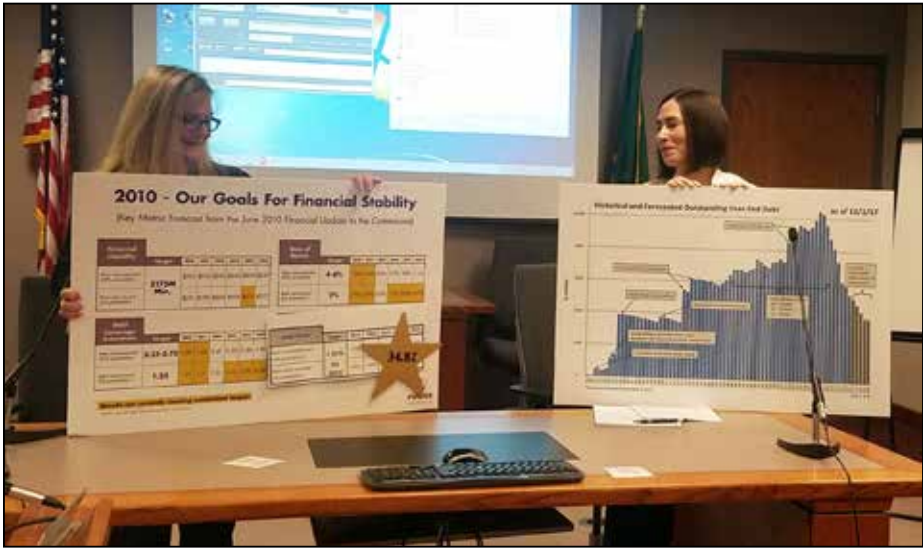
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SUBMITTED PHOTO

The Chelan Public Utility District utility assets financed by debt dropped below 35 percent level. Chief Financial/Risk Officer Kelly Boyd, left, and Heather Ireland, Treasury analyst, celebrate the financial milestone with a gold star at the August 20 Chelan PUD board meeting.

Chelan PUD celebrates achieving key financial mark

Chelan PUD news release

Chelan County PUD, rated as one of the financially strongest public utilities in the country, has achieved another of its goals: a debt ratio below 35 percent.

Kelly Boyd, chief financial/risk officer, and Heather Ireland, Treasury senior analyst, delivered the good news to PUD commissioners Monday.

“It’s taken discipline and commitment across the District to reach this goal. Our customer-owners asked us to reduce debt and strengthen our finances. With your leadership, and the focus of all employees, we have,” Boyd said.

The target was set to be less than 35 percent by 2019.

It is one of four key measures of the PUD’s financial strength. Financial results already exceed the other targets.

Chelan PUD has cut its debt nearly in half since 2010. The year-end balance is forecast at \$513.5 million. Reducing debt is one of three strategic priorities, and responds to our customer-owners’ request that it be paid down.

Customers benefit from less debt that helps keeps utility rates low. It also gives the District flexibility to meet challenges such as paying for repairs of aging dam turbines and generators and managing for lower wholesale market prices, Boyd said.

Just like at home, if your mortgage is paid down it’s much easier to handle other expenses that may come up, without borrowing, she added.

Following a round of

applause, Board President Dennis Bolz thanked staff for staying focused on the target and bringing policies forward that keep the District on track to meet its financial objectives.

“At one point the PUD’s debt was the major topic in town,” said board President Dennis Bolz. “It is a great success story and certainly worth telling.”

Commissioner Steve McKenna said the accomplishment is inspiring and brought cake to celebrate. “To me, this is a big, big deal.”

In other business, commissioners:

- Reviewed comments received so far on a proposed rate for cryptocurrency and similar operations and heard from 11 people who spoke Monday. Commissioners extended the application moratorium and scheduled more discussion at the Sept. 17 board meeting.

- Reviewed possibilities for reducing the risk of fire damage to the high-voltage lines that bring power into the Chelan-Manson area. As part of the strategic priority to invest in PUD assets, customers asked the PUD to look at replacing or rerouting transmission lines at high risk from fire and storms.

A study shows the two lines, which run side by side for 3.5 miles from Chelan Falls to Chelan, are in a high-risk fire zone. Steve Wickel, Transmission engineering manager, outlined possible approaches for “hardening” the line by replacing wood poles with steel.

Staff plans to talk with the community before putting a project in the 2019 budget.

- Reviewed previously evaluated options for the strategic facilities plan that show the best long-term value is in a combined operations, service center and headquarters building at a location north of the Wenatchee River Bridge.

Commissioners asked for the review after hearing concerns at their last meeting from a community member about the PUD leaving downtown Wenatchee.

- Accepted the proposal of Lydig Construction, Spokane Valley, for General Contractor/Construction Manager services for facilities improvements to support hydro operations at Rock Island and Rocky Reach dams.

The cost is not to exceed \$220,000 for this first step to finish design and negotiate a guaranteed maximum price for the construction projects.

Staff will return to the board for approval to move ahead with construction, based on that price.

- Heard that whitewater boating is suspended this year due to the unstable slope above Reach 2 in the Chelan Gorge.

- Received an update on federal legislation that PUD staff is closely watching to provide additional protection for salmon returning to Columbia River spawning areas from predator sea lions.



SUBMITTED PHOTO

Chelan PUD fleet in top 100 for second year in a row

Chelan PUD news release

The National Association of Fleet Administrators, an industry trade group, announced 2018 top performers at its annual conference held in Anaheim, Calif., and Chelan PUD’s Fleet Services group was in the top 100 fleets in North America for the second year in a row.

Judging is based on an application by the PUD and review by peers, best practices and site visits by industry judges.

Some of the factors that contributed to the recognition include:

- Overall availability of vehicles in the fleet – the PUD has a 99-percent availability on critical equipment – well above industry standard
- Reduced emissions due to use of biodiesel fuels
- Overall stewardship and maintenance of the fleet
- Personal accountability

ity by Fleet staff for efficiency and cost savings by doing more work in-house rather than outsourcing

“For two consecutive years, Chelan County PUD has been recognized as a top 100 Fleet and published in Governing Magazine,” said Lance Knudtson, Fleet Services supervisor.

“The competition is getting tougher every year. I have challenged the PUD team to rank in the top 100 Fleets year over year and strive to achieve the ranking of No. 1 before I retire from the District and that would be in 2033 at the earliest.

“I am extremely proud of our staff, added Knudtson. Every day they do their best to make sure they provide our internal customers with safe and reliable equipment to meet the needs of the District and the community.”

This is the second year the PUD Fleet group has earned this distinction

and demonstrates the commitment of all employees to live the goals of the District’s strategic plan by doing the best for the most for the longest period of time.

The PUD has made it a priority to invest in its assets and its people to create value for customer-owners.

“We continually strive to overcome the challenges we face in this ever-changing industry, and it is a privilege to be part of this great team,” Knudtson said.

The purpose of this annual ranking is to promote pride in the industry; identify outstanding operations for others to emulate; provide recognition within the national fleet community; promote ever-increasing levels of productivity and operational effectiveness and to demonstrate best practices.”

Come join us for ...

HawkFest 2018

Saturday, Sept. 15

8:00 am - 3:00 p.m.
Pateros Memorial Park



Come join the Chelan and Entiat Ranger Districts, North Central Washington Audubon Society, and Hawkwatch International this fall for the 9th annual HawkFest!

- This family event combines free activities in Pateros Memorial Park with trips to Chelan Ridge to learn about and celebrate raptors as they journey to winter territories. At the park, participants will find vendors, live raptors, interpretive booths, and projects for kids.
- The trip to and from Chelan Ridge lasts 4 hours and includes seeing banded raptors released.
- From 8 am to noon, there will be a field trip to Wells Wildlife Refuge.
- On Thursday night, Sept. 13 in Chelan, and Friday night, Sept. 14 in Pateros, Dr. Dave Oleyar from Hawkwatch International will offer a workshop on raptor migration and field identification. He will also highlight his research on Flammulated owls.

More information and on-line registration for the trip to Chelan Ridge, the Wells Wildlife field trip, and the 2 workshops is available at www.ncwaudubon.org.



VETERAN-OWNED & OPERATED BUSINESS

Local disabled Vietnam veteran receives alternator for van from caring citizens

Whether by kismet or serendipity, small miracles happen



By Gary Bégin

On Wednesday, August 1 Douglas County lawyer Robert Hunter was invited by this reporter to a ceremony at the Wenatchee Convention Center to honor a man who was “blown up” and seriously injured during the Vietnam War’s 1968 “year of the Tet Offensive.”

That man, former Army machine gunner Ron Hoffman of Cashmere, never received the Purple Heart he earned from being wounded in combat, although it was listed on his official military records (DD214). Local Veteran Service Officer (VSO) Tony Sandoval decided he could right that wrong and asked the sponsors of the 3rd Annual “Serving Those Who Served” Conference to help facilitate that last minute project.

The two-day conference is hosted annually by the Washington State of Veteran Affairs and is mainly meant to provide continuing education for veteran “providers” such as VSO’s and non-profit organizations as well as the many military-themed groups as the American Legion, but allowances were made for this special ceremony.

During the proceedings, both sad and joyous, witnessed by an audience of more than 200, Hoffman was asked if there was anything he wanted to say and he said “It’s about time.” Then he was asked if there was anything he needed and he answered, “Yea, I need a new alternator for my van.”

When Hunter, sitting at a table in the back of the room, heard that need,



PHOTOS GARY BÉGIN/WBJ

Pictured above is, from left, Wenatchee area lawyer Robert Hunter, recent Purple Heart award recipient Ron Hoffman, his brother, fellow Vietnam War veteran and Cashmere resident Tom Gray behind him and Brian Thorpe of Global Car Care of Wenatchee.

almost a plea, directly from Hoffman’s mouth, he decided to do the right thing and buy him the alternator. Hunter then contacted Brian Thorpe, owner of Global Car Care in Wenatchee and asked if Brian would also like to help. Thorpe agreed that his shop would do the labor for free and one week later Wednesday, August 8 the group came together and made the deal happen.

Both Thorpe and Hunter

agreed, “Mr. Hoffman’s comments struck a chord with us. It is a crying pity that it took this long for the government to recognize his sacrifice.”

And with that, another thank you has finally been said to another Vietnam War veteran, another human need fulfilled by a caring community.

If you know of any veterans in need of social services, food, shelter, health care,

mental health counseling or “just” companionship, contact Wenatchee American Legion Post #10 VSO John Gill at 509-670-7896 or Chelan County VSO Tony Sandoval

- 509-664-6801 for more information.

You can also call NCW Media Managing Editor Gary Bégin at 509-571-5302 and he will help connect the dots.

Eastmont grad serving on guided-missile destroyer

By Mass Communication Specialist 2nd Class Brian T. Glunt

ROTA, Spain – A 2014 Eastmont High School graduate and East Wenatchee native is serving our country in the Navy, living on the coast of Spain, and participating in a critical NATO ballistic missile defense (BMD) mission while assigned to the guided-missile destroyer USS Ross.

Petty Officer 2nd Class Amy Girdler is a quartermaster aboard one of the four advanced warships forward-deployed

to Rota, Spain, a small village on the country’s southwest coast 65 miles south of the city of Seville. A Navy quartermaster is responsible for the safe and timely navigation of the ship.

Girdler credits success in the Navy with lessons learned growing up in East Wenatchee. “Back home, I learned at a young age to be more accepting of people with different backgrounds,” said Girdler. These four destroyers are forward-deployed in Rota to fulfill the United States’ phased commitment to NATO BMD

while also carrying out a wide range of missions to support the security of Europe. According to the NATO website, many countries have, or are trying to develop ballistic missiles.

The ability to acquire these capabilities does not necessarily mean there is an immediate intent to attack NATO, but that the alliance has a responsibility to take any possible threat into account as part of its core task of collective defense. U.S. Navy Aegis ballistic missile defense provides scalability, flexibility and mobility.

U.S. NAVY NEWS RELEASE

These systems are equally beneficial to U.S. assets, allies and regional partners in all areas of the world. Positioning four ballistic missile defense ships in Spain provides an umbrella of protection to forward-deployed forces, friends and allies while contributing to a broader defense of the United States.

Guided-missile destroyers are 510 feet long warships that provide multi-mission offensive and defensive capabilities. The ships are armed with tomahawk cruise missiles, advanced

SEE NEWS RELEASE PAGE 8



GARY BÉGIN/WBJ

OVER-HEATED VET RECEIVES RELIEF

Wenatchee American Legion Veteran Service Officer John Gill receives an air conditioner donated by NCW Media last month. He has a specific veteran in mind, a man living with no air conditioning in 100 degree heat and who just had his leg amputated so he can’t get around and fend for himself until a prosthetic is fitted for him.

Eastmont grad serving on guided-missile destroyer

CONTINUED FROM PAGE 7

gun systems, close-in gun systems and long-range missiles to counter the threat to friendly forces posed by manned aircraft, anti-ship, cruise and tactical ballistic missiles.

Destroyers are deployed globally and can operate independently or as part of carrier strike groups, surface action groups or amphibious readiness groups.

Their presence helps the Navy control the sea. Sea control is the necessity for everything the Navy does.

The Navy cannot project power, secure the commons, deter aggression, or assure allies without the ability to control the seas when and where desired.

The ship is named after Capt. Donald Kirby Ross, who was presented a Medal of Honor by Adm. Chester Nimitz for his actions during the attack on Pearl Harbor.

“I’m proud to lead such a dedicated, experienced, resilient and mission-oriented crew,” said Cmdr. Bryan S. Gallo, commanding officer of USS Ross. “Team Ross always



PHOTO BY POI AMANDA RAE MORENO

PO2 Amy Girdler

meets the mission while taking care of each other and having a fun time doing it.” Serving in the Navy is a continuing tradition of military service for Girdler, who has military ties with family members who have previously served.

Girdler is honored to carry on that family tradition. “My dad was a machinist’s mate in the Navy,” said Girdler. “He

was a huge influence on my decision by being so supportive of my choice to enlist.” While serving in the Navy may present many challenges, Girdler has found many great rewards. Girdler is proud of earning her promotion to second class petty officer.

She joined the Navy as an undesignated seaman and rose up from the

bottom by the time she was in for three years.

Unique experiences build strong fellowship among the crew of more than 300 women and men aboard Ross. Their hard work and professionalism are a testament to the namesake’s dedication and the ship’s motto, “Fortune Favors Valor.” The crew is motivated, and can quickly adapt to changing conditions, according to Navy officials. It is a busy life of specialized work, watches and drills. Serving aboard a guided-missile destroyer instills accountability and toughness and fosters initiative and integrity.

As a member of one of the U.S. Navy’s most relied upon assets, Girdler and other Ross sailors know they are a part of a legacy that will last beyond their lifetimes providing the Navy the nation needs.

“The Navy taught me how to work in a stressful environment as well as having the ability to meet deadlines,” said Girdler. “I love the opportunity to travel and being able to dive into other cultures.”

Chad Goodfellow now CEO of Goodfellow Bros., Inc.

Goodfellow Bros., Inc. (GBI), a heavy-civil construction company, is pleased to announce the appointment of Chad Goodfellow as Chief Executive Officer (CEO) effective immediately. Chad served as president eight years prior to the appointment, and is a fourth-generation owner in the company’s 97-year history.

This is very humbling for me. I love this company and the construction industry. With our outstanding team of dedicated professionals, I believe we have a lot of exciting work to look forward to and a bright future ahead,” stated Chad.

When asked about his vision for the future, Chad’s message is simple, to better the company through embracing the principles of continuous improvement. “When we improve our company, we improve the industry and make a lasting positive impact.”

Former CEO, Steve Goodfellow, will maintain his leadership role as Chairman of the Board of Directors.

This is a very exciting time for our company. Chad and his management team have done an outstanding job over the past several years building on our mission to be the contractor of choice for our clients, employees and our communities,” said Steve.



Chad Goodfellow

Chad Goodfellow also announced new Division President Titles for the following individuals:

- Ed Brown, Hawaii
 - Joe Correy, Oregon
 - Lane Shinnick, Washington
- These individuals join our existing Division President in California, Brian Gates.

Each Division President is a 20-year veteran GBI employee who has already built vibrant business units in their respective regions.

The title change reflects their current responsibilities as they continue to grow and identify new market segments and opportunities for GBI.

Each of these leaders has earned the title of Division President,” said Chad. “They represent the values of our company, and do a great job building quality

SEE CHAD GOODFELLOW, PAGE 9

City of Wenatchee New Business Licenses July 2018

Alpine Roofing LLC	Rafael Sanchez
Cashmere, WA 98815 (509) 881-0982	Roofing
J&M Cleaning Services	Jose A Gonzalez Aguilar
Wenatchee, WA 98801 (509) 393-1828	Cleaning service
MCN	Alex Sun
620 N. Emerson Ave Suite 302 Wenatchee, WA 98801 (509) 662-5933	Medical Review Services including Independent Medical Examinations and Physician Peer Reviews
Pet Hub Inc.	Tom Arnold
23 S. Wenatchee Ave. #204 Wenatchee, WA 98801 (866) 795-8440	Software company providing internet services to modernize pet identification
Tidd Inc.,	Scott & Lisa Tidd
DBA Still Properties 7A N. Wenatchee Ave Wenatchee, WA 98801 (509) 888-2400	Real Estate
Apple Valley Service LLC	Jason & Shari Quantrell
East Wenatchee, WA 98802 (509) 860-5742	Tree removal and tree trimming
KDDI America, Inc.	Masatoshi Nobuhara
Torrance, CA 90503 (212) 295-1200	Telecommunication Services
Advantage Audio Visual Systems, L.L.C	Mark Sorensen
Redmond, WA 98052 (425) 466 – 9959	Low-Voltage Electrical contractor
Trenchless Construction Services, L.L.C	John Gustafson
Arlington, WA 98223 (360) 474-0123	Contractor
ICE Builders Inc.	Brian Silver
Anaheim, CA 92805 (714) 491-1317	General Contractor
Firestop Company, L.L.C	Alec B Baker
Vancouver, WA 98663 (541) 245-0466	Fire Sprinkler Suppression
The Linoleum Shop, Inc.	WM P Caruso
Spokane, WA 99205 (509) 327-6661	General Contractor
CW Painting, L.L.C	Cesar Nieto
1511 N Miller St. Wenatchee, WA 98801 (509) 264-8768	Painting and wallpapering Drywell repairs
Adair Contracting Group	Joseph Adair
East Wenatchee, WA 98802 (509) 423-1047	General Contractor
JP General Construction	Estela Salazar
Malaga, WA 98828 (701) 590-0008	General Contractor
Skanska USA Building Inc.	Paul Hewins
Seattle, WA 98109 (973) 753-3436	Construction Management/ General Commercial Contractor
Victor Taylor Construction Inc.	Victor R Taylor
Malaga, WA 98828 (509) 860-5425	General Contractor
B&B Structures, L.L.C	William J Wentz
Selah, WA 98942 (509) 840-3692	General Contractor
Apex Quality Roofing, L.L.C	Samuel Aranda
Wenatchee, WA 98801 (509) 630-3445	General Contractor

SEE PAGE 18

Recommended reading for veterans

‘Women Under Fire: Abuse in the Military’

By Sarah Blum

ARNP, Nurse Psychotherapist, Nurse Vietnam Veteran

Go to: womenunderfire.net



GARY BÉGIN/WBJ

3rd Annual ‘Serving Those Who Served’

Pictured above from left are Washington State Department of Veterans Affairs’ Steven Gill, Veterans Service Officers Eric Fritts (Okanogan) and Tony Sandoval (Chelan) posing for the WBJ camera. The trio were on hand at the Wenatchee Convention Center last month to give information and resources to providers of veteran services, including various government and non-government organizations.

Current Chelan PUD Commissioner Randy Smith wants to stay on board

CONTINUED FROM PAGE 1

of electricity, and could leave literally overnight leaving stranded infrastructure that costs millions of dollars to install. Those policies need to include the right price for the electricity and the right amount of upfront payment from the operators for infrastructure improvements, to ensure that we don't get stuck with those costs if they leave.

NCW Media: What projects have you completed and/or started as a PUD Commissioner that you are proud to point to?

Smith: Several years ago in 2013, the Commission and Senior Management embarked on a very large outreach during our Strategic Planning Process. We had several thousand Chelan County residents engaged in this process. What came out of that process is nothing short of astounding ... we would not have done many of these things without the public input: Free day use passes at our parks operated by the State Parks system; A slow sustainable buildout of our fiber optics network; The creation of a "Hydro Research Institute". One that we were in the process of doing, and was reaffirmed by the public was to pay down our debt. We have now paid down nearly 50% of our debt from over a billion dollars eight years ago, to a little over \$500 million today ... and more reductions are planned. Lastly, and maybe most importantly, was how our customers were looking to the future and saying, "reinvest in our assets", meaning, make sure that our dams and other facilities were ready to go for another 50-100 years. We are in the beginning stages of a very large reinvestment in our dams and facilities.



Randy and Donna Smith

SUBMITTED PHOTO

NCW Media: What has been the best practice in keeping our power rates so low?

Smith: Making sure that we are operating efficiently and our outside power sales are key components of keeping our rates low. As long as we can continue to sell nearly 80% of the power we produce to others, we will continue to keep lower our rates here locally. Our customer/owners currently enjoy nearly 40% discount off their actual power costs because of these sales.

NCW Media: Are there plans for more power production in general and especially for those aforementioned new technologies?

Smith: With our current large production of electricity, there are no immediate plans for additional power production. However, if there was customer demand for

the new technologies, we would always listen.

NCW Media: If you had one paragraph to educate the public about the purpose of the PUD, in your vision, what would you say?

Smith: PUD's are publicly owned not for profit utilities dedicated to the belief that local decision making can produce the best results and lowest costs possible that our customers want in their utility services. We are not driven to produce profits for shareholders, only the lowest cost, most reliable, most customer friendly utility possible. The decision makers (Commissioners) are locally elected and held accountable at the ballot box for those decisions.

NCW Media: Why are you a better choice than your opponent?

Smith: I always choose to talk about what I see as my strengths,

and then let the voters make their decision about who is best qualified. I'm a good listener, team player, knowledgeable of the issues, highly experienced in financial affairs and always try to make decisions with my eyes on the future of our utility. Maybe most importantly is that my 12 years of experience gives me the insights to how to best move our utility forward in a rapidly changing world.

NCW Media: Is selling power to other areas of the state a profitable venture?

Smith: The very short answer is YES. With the addition of wind and solar power as a mandate for utilities at the state level, the profitability has been diminished, but we are working to get recognition of our "renewable" hydro in the near future which should enhance our prices.

NCW Media: Tell the readers about the PUD partial ownership of alternative power source such as the windfarm.

Smith: Chelan PUD owns 8 megawatts of phase 1 of the 9 Canyons Wind Farm near the Tri-Cities. That was purchased nearly 20 years ago when wind power was in its infancy. To put that in perspective, we use around 210 megawatts to serve Chelan County residents, so this represents about 4% of our usage. Our utility has always attempted to be supportive of the exploration of energy generation research, and this ownership is part of that seeing just how it would work in our regional energy supply.

NCW Media: What are your goals if elected to another term?

Smith: If reelected, this will be my last term. In looking at the next 6 years, we have many opportunities ahead of us. We are doing major rehabilitation of Rock Island Dam, which should be just about complete during that time. We are working to modernize the Columbia River Treaty (With Canada) which expires In 2024, and if negotiated well, could enhance our revenues for many years into the future. Maybe most importantly we are In the beginning stages of putting together our application to the Federal Energy Regulatory Commission for the relicensing of Rock Island Dam. Our current license expires in 2028. These licenses normally for 50 years in duration, so the requirements within them we have to live with for that time period. This will be an exciting time to utilize the experience I have gained over the past 12 years to provide input into all of the above items for the benefit of the people of Chelan County.

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CHAD GOODFELLOW

New CEO of Goodfellow Bros., Inc.

CONTINUED FROM PAGE 8

work with quality teams and engaging in their respective communities to make a positive impact."

About GBI

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

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

To learn more, visit goodfellowbros.com

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Walk to end Alzheimer's Disease

Hundreds of locals will join to fight against Alzheimer's on Sept. 8th

WHAT: Hundreds of area residents will gather together in Wenatchee on Saturday, September 8th for the annual North Central Washington Walk to End Alzheimer's.

Last year, this inspiring event raised \$37,481 to fight Alzheimer's disease and provide care and support programs for local families.

The Walk to End Alzheimer's is the world's largest event to raise critically needed funds and awareness for Alzheimer's disease.

Participants honor their loved ones and those in our community who've been impacted by Alzheimer's during a poignant Promise Garden Ceremony, followed by a 2-mile walk.

This is a family and pet friendly event, and the walk route is fully accessible. It is free to attend; however, participants who donate or raise \$100 or more will receive a Walk to End Alzheimer's t-shirt.

WHEN: Saturday, September 8, 8:30 a.m. Registration, 9:45 a.m. Opening ceremony, 10 a.m. Walk begins

WHERE: Pybus Public Market, 3 North Worthen St.

HOW: Register today at alz.org/walk or 509.531.7069.

WHO: Interview and photo opportunities from 8 - 11 a.m.

CONTACT: Carrie McBride: 206-529-3880 or crmcbride@alz.org

WEBSITE: [http://act.alz.org/site/](http://act.alz.org/site/TR/Walk2018/WAWashingtonState?fr_id=11610&pg=entry)

[TR/Walk2018/WAWashingtonState?fr_id=11610&pg=entry](http://act.alz.org/site/TR/Walk2018/WAWashingtonState?fr_id=11610&pg=entry)

About the Alzheimer's Association

The Alzheimer's Association is the leading voluntary health organization in Alzheimer's care, support and research.

Our mission is to eliminate Alzheimer's disease through the advancement of research; to provide and enhance care and support for all affected; and to reduce the risk of dementia through the promotion of brain health.

Our vision is a world without Alzheimer's. The Alzheimer's Association Washington State Chapter serves Washington State and Northern Idaho.

For more information, visit alzwa.org or call 1.800.272.3900.



New technology promotes healthy aging in place

As millions of baby boomers reach their golden years, they're changing the world yet again, this time by driving a booming market in senior-friendly aging-in-

place technologies. From simple wearable devices to high-tech monitoring systems, the list of gadgets designed to help aging boomers stay independent is

extensive and growing.

Home-based technology tools are a great way to deliver peace of mind to caregivers and family members who want to

help an aging parent or grandparent stay safe in their home, and to combat the debilitating isolation that often accompanies growing older.

Here's a look at a few of the innovative technologies that are revolutionizing aging, and the benefits they provide.

Digital solutions for staying in touchIt's easy nowadays to take using smart phones or other digital technology for granted. But for many seniors, it has never been an integral part of their lives, meaning they can be left out of the family communications loop.

Filling that gap are products like GrandPad, powered by Consumer Cellular. It's a touchscreen-based tablet with simplified apps that let older users easily make voice or video calls, send and receive email, share photos, stream music and enjoy other recreational activities such as digital games.

GrandPad also offers comprehensive security,

operating on a closed private network to guard against online scams, and can be managed by a designated family administrator for added personalization and protection. Plus, it's offered by Consumer Cellular, a provider with a long history of serving the senior market.

Fall alerts can be lifesaversWearable devices that monitor and track health are becoming more popular among all ages. However, for seniors, especially those without a caretaker in the home, they can be lifesaving. With just the press of a button, help can be summoned for a wide range of emergency situations.

The most valuable types of these personal emergency response devices include accurate fall detection; falls are a leading cause of death for adults age 65 and older. Devices can automatically alert 911 or a close family member the moment a fall has been detected. This is especially valuable for aging-in-place situations where

stairs are present.

Smarter access to healthcare and medications As their mobility declines, it may become more difficult for seniors to make it to the doctor's office. In response, many providers now offer video consultation for those who cannot come in for an appointment. This technology is ideal for those suffering from minor ailments that do not necessarily require an in-person visit.

In addition, for many seniors, medication regimens can become difficult to follow, and the misuse of prescribed medications can lead to negative health consequences. One technology on the rise, especially for those without assistance in the home, is the automated pill counter designed to alert and properly dispense all medications that need to be taken.

In-home tracking for safetyPlacing activity sensors throughout the house is becoming a more and more popular way to monitor loved ones who are living unassisted. Sensors can be placed in multiple discreet locations, like doors, cabinets, windows or beds to track movement around the house and report back to a caretaker or family member.

If the sensors haven't tracked movement in an expected amount of time, alerts can be set up to ensure a designated family member, caretaker or friend is notified to check in on the senior. Tracking and monitoring systems run the gamut from units that are integrated with a full in-home security system, to simple free-standing versions that are less costly and more mobile, but may also be less sensitive.



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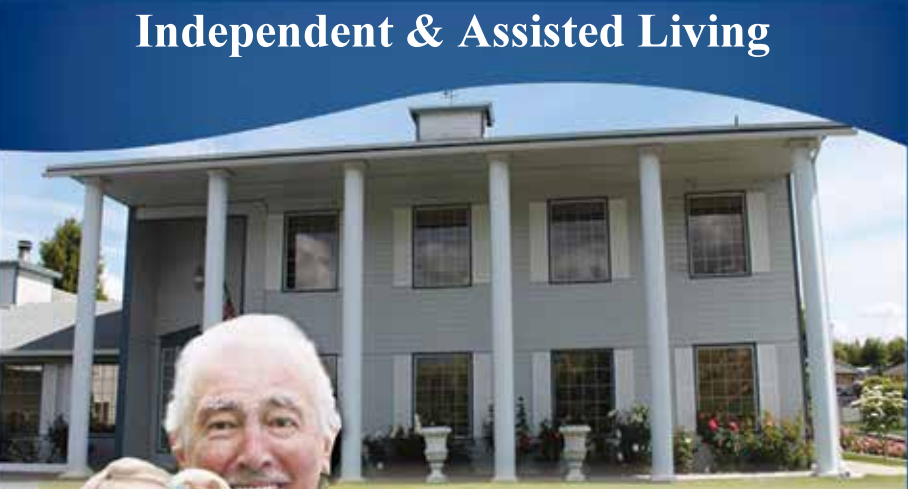
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MEMBER HIGHLIGHTS

Renewing Members This Month

Thank You to the following valued renewing members this month. We’re extremely grateful to each of you for your continued membership, involvement and support!

- A Central, LLC – 11 years
- Cornerstone Home Lending, Inc. – 2 years
- Don Kruse Electric, Inc. – 21 years

- Eagle Home Mortgage – 1 year
- Elysian Lawn & Landscape, LLC – 2 years
- Habitat for Humanity of the Greater Wenatchee Valley – 10 years
- Inside Design Carpet One – 21 years
- John L. Scott – Wenatchee Real Estate – 4 years
- Karen’s Kleening – 4 years
- Keyhole Security Inc. – 21 years
- MKW Furniture – 1 year
- Stucco by Alex, Inc. – 19 years
- The Castle Builders – 21 years
- THE GLASS WORKS – 19 years
- Vassar Electric, Inc. – 2 years
- Vita Green, LLC – 21 years

2019 BNCW Membership Directory & Buyer’s Guide

We wanted to give our members a ‘heads up’ that – if you already have not – you will soon be receiving

a notice from a company called E&M Consulting, specific to the 2019 Building North Central Washington Membership Directory & Buyer’s Guide publication.

For several years now, E&M Consulting has been responsible for producing our annual membership directories. Once again, they are managing all of the ad sales, creative design, and formatting for us.

These are high-quality, spiral bound and tabbed publications that include contact information for our member companies, as well as other useful information, too.

Our member companies will also be receiving a phone call, at some point, from the E&M sales team, asking that you consider placing an ad

in the 2019 directory.

Keep in mind that, advertising in the 2019 BNCW Membership Directory is an excellent, affordable and very targeted way to not only remain in front of your fellow BNCW member companies, but with consumers, too. Each year, these directories are distributed to consumers throughout north central Washington in a variety of ways – all seeking to do business with trusted member firms.

Please don’t hesitate to

call the BNCW office, at (509) 293-5840, if you have any questions regarding the directory ad sales.

As always, your support of the BNCW products and services is greatly appreciated!



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!

■ Carol Kavanaugh – John L. Scott
Wenatchee Real Estate
Carol Kavanaugh
509-670-6762

■ The Craftsman
Tim Resch
509-860-2168

■ CW Painting LLC
Cesar Nieto
509-888-2439

■ Christine Douglas,
Broker, Realtor @
Laura Mounter Real
Estate & Co.
Christine Douglas
509-264-7411



For more information about becoming a BNCW member, please contact Membership Development Specialist Sarah Daggett at (509) 293-5840. We look forward to sharing with you the benefits of membership!

Building 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.

LOCATED AT:
2201 N. Wenatchee Ave.
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



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

BNCW's:

FROM A DIFFERENT PERSPECTIVE

Billboard Bonanza

TThere are roughly 360,000 billboards in the USA. The most expensive is the largest billboard in New York's Times Square, which measures 25,000 square feet and rents for \$2.5 million/month. The largest billboard in the world is in Madrid and it's 56,672 square feet; almost the size of a football field including the end zones! Alaska, Hawaii, Maine, and Vermont are the only states that prohibit billboards.”

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

HOW TO HOLD A SAFETY MEETING

Source: Approach Management Services

Safety meetings are a good practice for every company to incorporate into their business.

And, for construction trades working in Washington State, frequent safety meetings are required by law.

First, requirements:

Safety meetings in Washington State are required on every new construction project before any work begins, and then weekly from the second week of the project until it's finished. So, what if you have several new and in-progress jobs in one day?

Most companies will then be having several safety meetings that day as well. Some companies might hold a single meeting at Head Quarters, but remember, this single meeting has to discuss specific hazards at every job site where your workers will be active that day.

Since safety meetings are required by law, it's important to keep your documentation.

List the date, the safety topic you discussed, and who was in attendance. Keep your safety meeting documents for a least one year.

After every safety meeting, a copy of your documentation should be posted at the job-site for employees to refer to it and to see what topic was discussed.

It's a good idea to make attendance at safety meetings mandatory.

It's also good to have employees sign an attendance sheet once they have completed a safety meeting. Safety meetings are considered training and a lack of training is often the cause of jobsite injuries.

Next, how do you hold your safety meeting?

There is no rule on how to hold your meeting.

You can be as formal or informal as you'd like.

Some contractors hold their safety meeting at a regularly scheduled time first thing in the morning, with a typed out agenda and provide coffee. Others just gather their crew together, go over the safety topics, and take notes on a pad of paper. Just find what works best for your company and the job site.

General contractors and subs can also coordinate so all their workers attend together. The rule is that employees of the sub-contractor



TO BE CONTINUED AT PAGE 14

Get The BNCW Home Tour Event App!

The official BNCW Home Tour app is a great tool that will help to make your Tour experience all the more enjoyable!

Scan the QR code below with your smart phone to get the BNCW and Sangster Motors Home Tour & Remodeling Expo App, or simply visit our website at www.BuildingNCW.org! Our Event App works on both Android and iOS phones.

This handy App provides great information about this year's 24th Annual BNCW Home Tour, along with GPS driving directions for convenient, easy navigation to each of the Tour Homes along the Tour!



2018 BNCW Chefs on Tour Features:



THURSDAY, SEPTEMBER 13TH
4:00 to 9:00 pm

Tickets - \$35 p/p or \$60 per couple

Tickets and driving directions are available online at www.BuildingNCW.org

2018 BNCW Chefs on Tour
Sponsored By:





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Head Chef: **Dan Carr**
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MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

SEPTEMBER 2018 ASSOCIATION NEWSLETTER

PAGE 3

Meet the Builders in the 2018 BNCW & Sangster Motors Home Tour & Remodeling Expo!



Lexar Homes

Rob Eldred
www.lexarhomes.com
(509) 663-1722 Contractor #: LEXARH*909QT

Lexar Homes is proud to be in our 9th year of calling the Wenatchee Valley home! Owner Rob Eldred has put together a strong, experienced, and dependable local team to take care of every detail in your new custom home.

At Lexar Homes we feel that our customers deserve a home that works for them in every way, including size, style, amenities, and maintenance while being cost-effective. Just as important, your home should provide a safe, healthy, comfortable and sustainable environment for your family.

We are passionate about having our home owners involved in designing & building their custom dream home, giving them every opportunity to move into their new Lexar home with thousands of dollars in equity. We've also put together packages for those of you with busy schedules, who want to leave the details to our knowledgeable Lexar team.

Visit us on the web at www.lexarhomes.com or stop by and see Shawn Larson at 147 Easy Way #104, Wenatchee or, Chris Peck at our Moses Lake location at 2707 W. Broadway, Ste. C, Moses Lake.

A Lexar Home isn't just a decision to Choose Right, it's a choice to Live Right.



One-Way Construction NW

Sam Littrell | Rob Sorenson | Brandon Littrell
www.onewaynw.com
(509) 679-3256 Contractor #: ONEWACN994KG

One-Way Construction has proudly been building homes in north central Washington for over 18 years. Sam Littrell and Rob Sorensen started One-Way in 2000, both having a background in framing and carpentry. Brandon worked as a framer for One-Way and learned all he could under his dad, Sam, and mentor, Rob, before earning his degree in Construction Engineering at Oregon State University.

After a few years in the industrial construction field in Portland and San Jose, Brandon returned home and re-joined the One-Way team in 2014. With the help of Steven Ramirez, our veteran crew leader of 10 years, and Rusty Mulanax, our Operations Manager, One-Way has grown into a full-service home builder.

Having always focused on quality work, customer service and building good relationships, One-Way has become one of the premier custom home builders in the area. One-Way also recently gained in-house design capabilities.

Whether we help you design your house or build the plans you bring us, we are your single point of contact for the entire construction process.

Come talk to us about your dream home!



Sage Homes, LLC

Brad Selland | Jason Gaul | Adam Brizendine
www.sagehomesllc.com
(509) 662-6911 Contractor #: SAGEHHL860OB

Sage Homes LLC is led by Brad Selland, Jason Gaul and Adam Brizendine. They have 75 years of combined experience in the construction service, plat and housing development industry. Sage Homes specializes in residential new construction in the Greater Wenatchee area. Sage Homes is built on teamwork and the dream of providing much needed quality homes at an affordable price point.

Our group has a solid base of construction knowledge which has given us the insight to seamlessly orchestrate the various trades, along with the discipline to come together in the assembly of constructing your new home. We believe that value should be delivered with each home through providing the highest level of quality, but yet still being affordable. We take pride in each step of the process of building your new home.

Home buyers appreciate the personal approach from Sage Homes, and can rest assured they will get a beautiful home, suited for their family, and will provide joy for many years to come.



Lange Construction, LLC

Andrew Lange
www.mylangehome.com
(509) 860-3604 Contractor #: LANGECL857DR

Smart homes. Smart living

Andrew Lange, owner of Lange Construction, began his career in the construction field right out of high school, along with his twin brother, Alex, working with their dad, Bill, building The Fence Store by Eagle Vinyl Fence. Andrew worked hard and helped build the fence company. Soon, he and his brother took over the very successful business, now known as Eagle Fence Store.

In 2014, Andrew built his first home and entered it into the BNCW Home Tour. His abilities to be creative with the new technologies and smart living were well-received by Show attendees and his home became award-winning. Thereafter, Lange Construction has had three additional homes featured in subsequent tours.

“When designing a new home, we like to give it our full attention to ensure that we build quality homes that are tailored to the people we build for and today's lifestyles. That's our credo: innovative homes and enduring communities. In other words... *living designed smart.*”



Village Life

Julz Fowler
www.VillageLifeHomes.com
(509) 264-5423 Contractor #: TIMBEHL906J8

Village Life is a family owned, boutique builder with deep roots in Washington. With years of experience in the new home industry, we design each home with today's buyer in mind, and strive to provide them with a space that is both functional and beautiful.

Our dedicated, professional designer works to ensure that every home presents a thoughtful, cohesive environment that will endure for years to come. We understand the importance of this investment for our clients, and we take pride in the ability to offer unique details without breaking the bank. Our experience and involvement in land development is key when it comes to affordability.

A Village Life home will have many standard features that are typically considered upgrades by others. Simply put: we are able to build a better home for less. Our clients are at the heart and soul of our business. At the end of the day, the smile on a homeowner's face is what we live for!



Wessman Construction

Randy Wessman | Christian Wessman
www.WessmanConstructionLLC.com
(509) 264-9662 Contractor #: WESSMC*027OZ

Randy Wessman and Christian Wessman, father and son, are second and third generation builders and have been building in the Greater Wenatchee Valley since 1999. Randy started building in 1986 after he graduated from Central Washington University in 1985, and Christian joined the team four years ago.

With 32 years of construction experience as a licensed contractor, Randy truly enjoys all the aspects of the construction industry. Together Randy and Christian have a passion for the design aspect as well as new construction, re-purposing of old materials, recycling and salvaging materials, helping to take unique, natural resources and create a one-of-a-kind finished project for every client. From rustic to craftsman and everything in between, they work with clients to bring their vision to life in every project.

Integrity, quality, and design is their motto and the core of what Wessman Construction LLC is built upon. From helping each customer design the perfect home, to personally overseeing every aspect of the construction process. Randy and Christian's construction style is "hands-on". They complete several phases of the construction process themselves, while at the same time, consulting and utilizing local craftsmen to create a unique finished product for every customer.



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

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

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

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Date: September 20, 2018
Location: Building North Central WA
Address: 2201 N. Wenatchee Ave. Wenatchee, WA 98801
Time: 9:00 am – 3:30 pm
Price: \$100 Members/\$150 Non-Members

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



MEMBER MESSENGER

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SEPTEMBER 2018 ASSOCIATION NEWSLETTER

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Government’s contribution to housing prices

By Dan Beardslee, BNCW Government Affairs Analyst

This social media meme shocked a few people:



The individual that posted it said that this represented what it cost him for a building permit for a modest 2000 sq. ft. home in Portland. Pretty shocking, huh? Surely it can't cost that much in our area you say. That was my first thought as well, but then I decided to do a little homework.

So, I went to the City of Portland website and sure enough, this fee is not at all unusual. It includes direct payments to the City and other agencies for not only the building permit itself but also for hookup fees for water and sewer and the like.

Now compare that to East Wenatchee, for instance. There are a lot of variables, but generally the building permit itself will run around \$4500. Sewer hookup fees are \$5498, and the water meter installation fee is \$3930. Let's say a 2000 s.f. house costs around \$180 per s.f. to build, or \$360,000. Oregon does not have sales tax, but we do. It's around 8.2% and that will be paid on almost the entire cost, or \$29,520. So direct payments to the government on this house amount to:

- \$4,500 Building Permit Fee
- \$5,498 Sewer Connection Fee

Part One of Two

- \$3,930 Water Meter Installation Fee
- \$29,520 Sales Tax
- \$43,448 Total**

In many cases, there are thousands of dollars more in government payments, such as environmental mitigation fees, impact fees, electrical hookup fees, latecomer fees, and the like. These are highly variable.

And to add insult to injury, an additional 1.78% of the sale price of the house will be collected by the government when the house is sold.

There's no getting around it – given this example, government fees are pretty close to being the same as those “shocking” fees charged by the City of Portland.

The fees paid directly to government are pretty much the single biggest expense for house construction, outweighing framing, electrical, cabinetry, roofing, plumbing and every other category.

Not only that, but these fees are “regressive” in political parlance. The water and sewer hookup fees are the same for a small inexpensive house or a mansion.

Next month – some thoughts about affordability and government fees.

ALL ELECTRICIAN EXAMS ARE NOW BASED ON 2017 CODES

All exams given after June 30, 2018 will be based on the 2017 NEC, WAC, and RCW even if you are re-taking an exam or portion of an exam that was previously failed using a previous version.

For more information about the exams, you can refer to WAC 296-46B-960 or visit the Electrical Exam Information page of L & I's website at www.lni.wa.gov.

BNCW EVENTS

BNCW’s September Board of Directors Meeting

■ September 26, 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 September CPR & First Aid Training

■ September 19, 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.

HOW TO HOLD A SAFETY MEETING

CONTINUED FROM PAGE 12

can attend the General Contractor's meeting. This would satisfy the safety meeting requirement so long as the worker has access to the document and their names are listed on the attendance sheet.

If you are the sub-contractor, you should ask for a copy of the document for your company records.

Finally, lots of us get stuck on trying to come up with safety meeting topics, but it's really pretty simple:

Just talk about what tasks you will be doing on the project that week and any potential risks that might be associated with those tasks. Talk about the risks and how to avoid them.

For example, let's say you need to install caution tape around a job site. At the safety meeting, hold up a roll of caution tape, discuss its specific use on the job, how to put it up correctly and when it is required. You could even demonstrate the correct application. That's it! Now you have a safety topic covered!

Other ideas for safety meeting topics are:

- Recent accidents or near misses that happened on the job-site
- Proper use of equipment or handling material

If the Washington State Department of Labor and Industries issues your company a safety citation, you'll definitely want to discuss the citation at your next safety meeting. Talk about what safety rule was broken and how to prevent it from happening again. Remember, this meeting is important to document. Your documentation will help you show that the problem has been addressed in order to attest that the hazard has been corrected.

So remember, hold your safety meetings at the beginning of every job, and weekly thereafter. The way you hold the meeting is up to you, but your general contractors might want to coordinate with subs and vice versa. Lastly, keep your topics relevant to your tasks and document, document, document!

Remember, let's be safe out there!



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Tsillan Cellars hires Mulberry as CFO, sales manager

Tsillan Cellars, Lake Chelan’s celebrated destination estate winery and restaurant has brought on **Roni Mayberry** as the winery’s CFO & Wine Sales Managing Director.



Roni Mayberry

“I am thrilled to be joining the Tsillan Cellars family! I grew up in Bothell and have lived in Woodinville for the past 30+ years. My work experience includes 19 years at Philips Medical Systems and 12 Years at Microsoft. Moving to the Chelan Valley is a dream come true. To have the additional bonus of working at this beautiful estate winery is almost too good to believe. My family includes my husband, three grown children, one very spoiled Goldendoodle and two geriatric cats. I enjoy cooking, gardening and (of course) wine!” The winery is looking forward to having Roni Mayberry as a part of the Tsillan Cellars team.

Mullins hired by Eagle Home Mortgage

Eagle Home Mortgage has hired **Karla Mullins** as a loan officer.

“I am a true believer that a home is a sanctuary and I have personally made that my goal.



Karla Mullins

Six years ago, I relocated to the Wenatchee Valley from Phoenix, Arizona with my husband and three beautiful daughters. While searching the area for our next home, I became interested in the Real Estate business. I soon obtained my Real Estate License and held broker positions with a couple of agencies in the area. I now lean on that knowledge to give me a unique perspective of the home buying process. As a bilingual professional, I serve as a versatile asset to the community in assisting clients from all walks of life to achieve the dream of home ownership.

I soon realized that there was a great need for bilingual lenders, specifically Spanish speaking. I made the choice to transition into the lending side of the Real Estate business to better serve the community, and I am very happy to have made that decision,” she said.

Mt. Stewart PT Dr. Trisha Self completes seminar

Dr. Trisha Self of Mt. Stuart Physical Therapy recently attended a three-day intensive seminar on techniques to help clients decrease back pain and improve core activation. The conference contained exposure to the most recent research in how to assess for posture and assist patients in improving positioning and automatic core activation. Techniques focus on the interaction between the neurological and musculoskeletal system to treat the whole person. A growing body of evidence supports that poor posture patterns are influenced by decreased flexibility, stability and muscle sequencing. Physical therapists are experts in the musculoskeletal system and have high level training in improving function and decreasing pain. She presented an update to fellow therapists at Mt. Stuart.



Dr. Trisha Self



CliftLarsonAllen hires Thompson

The Wenatchee CliftonLarsonAllen welcomes the newest member of their Bookkeeping Team – **Laura Thompson!** Before joining CLA, Laura was a small business owner and independent bookkeeper with clients in multiple industries. She and her family have called the Wenatchee Valley home since 2004.



Laura Thompson



COURTESY PHOTO

Commissioner Viebrock, Commissioner Skagen, Susan Martin, Commissioner Simpson, Mary Mayo

Awarded Software Analyst **Susan Martin** with her twenty-year service award.

Commissioner Skagen thanked Susan on behalf of the citizens of Douglas County for her years of dedicated service. Susan thanked the Commission and recapped the various software products she has implemented at the District.

She said “I enjoy working in the Information Systems department. You get to work with people from all over the District.”

Awarded Administrative Assistant – Relicensing **Mary Mayo** with her twenty-five year service award.

Commissioner Skagen thanked Mary on behalf of the citizens of Douglas County for her years of dedicated service.

Mary thanked the Commission and talked about the different positions she has held over the years.

She said “I love our department. They are great people to work with.”

Serving the Northwest Since 1934

We are pleased to announce that **Aaron Wilbur, CPA** has become managing member of the firm





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Governor fills open seat on State Transportation Commission

OLYMPIA – Gov. Jay Inslee recently appointed James (Jim) A. Restucci, Sunnyside, to fill an open seat on the seven-member Washington State Transportation Commission. The appointment is for a six-year term ending June 30, 2024.

Restucci is vice president, chief technology officer, and co-founder of Axxess Internet Services, Inc., a company providing internet services and managed information technology solutions since 2002.

“I am honored by the governor’s trust,” said Restucci. “I look forward to working with my colleagues on the commission, WSTC staff, members of the state legislature, and city and county local appointed and elected officials, as well as citizens at large to provide a transportation plan that addresses the needs of all Washingtonians now and into the future.”

A member of the Sunnyside City Council since 2004, Restucci served as mayor of Sunnyside from 2010 to 2018, and was president of the Association of Washington Cities from 2016 to 2017.

While active in many community groups and organizations in the Yakima Valley, Restucci is focused on improving transportation in his community. Since 2010, he has served as chairman of the Yakima Valley Conference of Governments, which serves as the Metropolitan Planning Organization and Regional Transportation Planning Organization for Yakima County.

He has also served as a board member and president of “People for People,” a nonprofit organization that includes employment and training services, special needs transportation, and transportation for Medicaid services, in communities across eastern Washington. From 2012 to 2018, Restucci served on the National Association of Regional Councils Board of Directors, representing the regional and transportation interests of Councils of Government in Washington and Oregon on the national stage.

Restucci served in the U.S. Army from 1984 to 1995, and in the Washington Army National Guard from 1995 to 2004. He is a recipient of the Washington State Guardsman’s Medal. He also is a lifetime member of the Sunnyside Veterans of Foreign Wars Post #3482 and served as Senior Vice-Commander, Post Judge Advocate and Post surgeon. Restucci is a member of the AMVETS Post #73 and the American Legion Post #3733.

Restucci is married to DeLeesa Restucci and has two sons, Dylan and Alex.

The transportation commission is a seven-member body appointed by the governor and charged with setting toll rates, ferry fares, authoring the state’s 20-year transportation plan, and advising the governor and legislature on transportation policy and fiscal matters. For more information about the commission, visit: <http://www.wstc.wa.gov/>



James (Jim) A. Restucci

New Mirror reporter: From the big city to Chelan

By Diana Piñon
NCW Media reporter

Hello everybody, my name is Diana Piñon and I am the new reporter for the Lake Chelan Mirror. I have been in town for a month now and I absolutely love it. I moved away from my home in Everett to start my career in journalism. I am glad I was given the opportunity to come down to this beautiful town and do what I love.

I began my college career at Everett Community College in the Journalism and Media Communication Program where I joined The Clipper, the student news organization. I soon fell in love with storytelling. From EvCC I transferred over to Washington State University Everett into the Integrated Strategic Communications

Program. In this program I was introduced to public relations and marketing, while these subjects were interesting to explore, my



Diana graduated May 12 and became the first one in her family with a B.A.

heart was still in journalism. During my senior year at WSU Everett, I was the social media intern for the Northwest Innovation

Resource Center. After four long years, I graduated back in May with my B.A. in Communications.

I am also fluent in Spanish since it was my first language. I enjoy being outdoors and exploring new things around me.

I always knew that writing for the community felt right to me and this is why I am here today.

For any story suggestions feel free to email me at lcmeditor@gmail.com or call me at (509)682-2213 or (425) 361-5214.

Editor's Note: Diana's area of coverage includes Entiat, Manson and Chelan Falls besides Chelan proper. NCW Media welcomes Diana to our family of family-owned community newspapers that include the Leavenworth Echo, Cashmere Valley Record, Quad City Herald and the Wenatchee Business Journal besides the Lake Chelan Mirror.



Vaishali Bhide



Pam Brulotte



Karen Rutherford

New members join Community Foundation of NCW Board of Trustees

Community Foundation Trustees commit to serving 3 terms of 3 years, for a total of 9 years of service.

The selection process is overseen by the foundation's nominating committee, who seek to ensure a diverse range of individuals to govern the foundation.

"We believe that having a wide range of perspectives, skills, and experience make the most successful governing boards and therefore have a thoughtful selection process" said Beth Stipe, executive director. "We are thrilled to have these three incredible women bring their unique talents to the foundation."

Vaishali Bhide is an RN Practice Manager of Oncology and Infusion for Confluence Health. She was born and raised in Mumbai, India, and has been living in the United States with her husband Vasudev for 25 years. They have one son, Niv, who is entering college this year and two cats they adore. Vaishali loves running, hiking, knitting, and traveling to new places.

Pam Brulotte and her husband Oliver are owners of Munchen Haus and Icicle Brewing Company in Leavenworth. Pam currently serves as the President of the Washington Brewers Guild and is also involved with Rotary, the CHS Business Department Advisory Committee, and several other local organizations. They have three children, Gabrielle, Joshua, and Elis. Pam loves spending time

outdoors and serving her community.

Karen Rutherford is retired from the Wenatchee City Council and Wenatchee School District, but continues to volunteer her

her trusty companions: her dog, Ernie and her husband, Peter.

In addition to the new trustees, our officers have changed positions.

Gil Sparks is now Board Chair, with Mark Spurgeon as Vice Chair and Claudia DeRobles as Secretary/Treasurer. They will each serve two years in these positions.

The foundation wishes to acknowledge Ken Marson for his leadership and service as our most recent past-Chair and three outgoing Trustees for their time and service to the region: Darci Christoferson, Diane Carson, and Mike Stancil. We are grateful for all you do in our communities!



services in many capacities across the Valley. She is passionate about getting kids involved in Maker Spaces, STEAM projects, and loves to build with Legos. Karen can frequently be found walking the trails in Eastern Washington with

Community Action Council hires West, promotes Bonwell

Rachel West is the new Weatherization and Energy Assistance program director at Chelan-Douglas Community Action Council (CDCAC). Rachel joins the CDCAC team after spending the prior 12-years with the Washington State Department of Social and Health Services (DSHS). Rachel is a graduate of Eastmont High School and studied at Wenatchee Valley



Rachel West

College and Columbia Basin College. Her husband Nathan and she have five children. Rachel shared, "



I have a true desire to help the lower-income members of our community become empowered. I decided to apply for the Weatherization and Energy Assistance Program Director position at CDCAC because I felt like I was being called to continue to serve our community, but from a different capacity. "

Tom Bonwell has been promoted within Chelan-Douglas Community Action Council (CDCAC) as the Interim Housing Program Director. Tom has been an employee with CDCAC for over 13-years, the past nine as a Housing Specialist. He

graduated from Washington State University with a degree in Psychology. "I am ready and excited to take



Tom Bonwell

on this new responsibility, while continuing to help people gain access to housing".

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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TOP PROPERTIES – July 2018

Buyer	Seller	Sale price	Date	No.	Street	City	Acreage	Sq ft.	Year Built	Bedr	Bathr	Pool	Firepl
DICKINSON WRIGHT & BUBALO SANDY	WINN LARRY W	\$2,785,000	2018/07/11	110 S	BENNETT	RD MANSON	1.1800	3060	1944	3	2.5	N	Y
INGALLS DUSTIN M & MICHELLE L	KLEPPER KAREN	\$2,535,000	2018/07/26	48	HARDING	LN MANSON	1.2900	4246	2003	6	4.5	Y	Y
SUNDANCE SLOPE LLC	BOLD STEVEN H & JULIE C	\$1,825,000	2018/07/21	4416	US HWY 97A	CHELAN	0.5200	560	1983			N	N
WENATCHEE CITY OF	NORTHWEST WHOLESALE INC	\$1,785,000	2018/07/13	N	WENATCHEE	AVE WENATCHEE	3.5960	19200	1979			N	N
BAILEY PAUL M & FRANCIS M	JOHNSON CLAYTON L TRUSTEE	\$1,775,000	2018/07/09	21	GRACE	LN CHELAN	0.5000	2347	1996		2.5	N	Y
PANAGIOTU TONY	REOH TY & STACIE	\$1,200,000	2018/07/16	199	HIGHPOINT	LN CHELAN	2.5100	3668	1991	4		Y	Y
CAHILL JOHN & KATHLEEN	RUST WILLIAM	\$1,175,000	2018/07/06	10039	US HWY 97A	ENTIAT	0.7400	2205	2007	4	3	N	Y
WENATCHEE CITY OF	NORTHWEST WHOLESALE INC	\$1,027,200	2018/07/13	1567 N	WENATCHEE	AVE WENATCHEE	2.5870	0	1965			N	N
WAGONER RODERICK & CATHY	ROUNDS JEFFREY B	\$1,000,000	2018/07/10	905	SURRY	RD WENATCHEE	0.5200	5570	2009	5	4.5	Y	N
OGELSBY JOSE ETAL	SHERWOOD SCOT H & KAREN E	\$873,000	2018/07/27	1400	WESTPOINT	PL WENATCHEE	1.9500	3966	2013	5	4.5	Y	Y
MONACO MICHAEL & NANCY	ADAMS STEPHEN C & SUSAN L HUNTER	\$780,000	2018/07/19	219	8TH	ST LEAVENWORTH	0.0400	4200	1906			N	N
THOMAS AND DEBRA DANKEL FAMILY TRUST	FSK GERALD& SHERRY	\$780,000	2018/07/17	7440	NAVARRE	DR CHELAN	0.6400	2140	1992	4	3.25	N	Y
SPAULDING THOMAS & RACI	MC QUAIG BEVERLIE J	\$740,000	2018/07/19	2520 S	LAKESHORE	RD CHELAN	0.5200	1368	1971	3	2	N	N
CROYLE DAVID & OLIVE	NIERMAN WILLIAM S	\$730,000	2018/07/02	6164	CAMPBELL	RD PESHASTIN	20.1900	4000	1984	4	4	Y	N
YARBROUGH CHASE & AMANDA	BLACKHART JOHN & JEAN	\$680,000	2018/07/11	3845	CATHEDRAL ROCK	RD MALAGA	20.0600	1938	2011	3	2.5	N	Y
HALPAUS HAROLD D & SHERRY A	MC INTYRE BRIAN E & TERI A	\$651,000	2018/07/11	5304	WOHLERS	RD CASHMERE	1.0100	2625	2007	2	4	N	Y
WILSON MICHAEL & CASSANDRA	CAMPBELL DANNY & TERESA	\$650,000	2018/07/02	3669	DIANNA	WAY WENATCHEE	0.6600	2205	2002	4	3.5	N	Y
BANGHART DORETTE	MANSON LAKESHORE PROPERTIES LLC	\$650,000	2018/07/09		WAPATO	WAY MANSON	0.2190	0	0			N	N
TOEVS KAI T & JACOB	SELECT HOMES INC	\$635,000	2018/07/03	114	RUDY	CIR CHELAN	0.3300	0	0			N	N
BRUGGMAN MATTHEW & DARCY	G. G. RICHARDSON INC	\$600,000	2018/07/02	1115	WALLA WALLA	AVE WENATCHEE	0.8900	2500	1978			N	N
LANE STEVEN & ALICE TRUSTEES	LEVITT DIANA L	\$595,000	2018/07/05	209	KEY	LN CHELAN	0.2700	1628	2002	2	2	N	Y
RENGGLI GREGORY & JANN	BRITTON WOODROW	\$595,000	2018/07/03	1561	CAGLE GULCH	RD CHELAN	38.5000	2368	2006	4	2.75	N	N
OLSEN STEVEN & KIM	BRYAN RUSS & KALLY REAL PROPERTY REVOCABLE TRT	\$594,000	2018/07/11	1880	FIRST CREEK	RD CHELAN	20.0000	2352	1993	3	2	N	Y
EIDER PROPERTIES LLC	BAIN BRUCE	\$578,400	2018/07/12		MOUNTAIN VIEW	DR CHELAN	0.2700	0	0			N	N
MCINTYRE BRIAN & TERI	FURA VENTURES LLC	\$575,000	2018/07/13	10459	TITUS	RD LEAVENWORTH	0.2300	1944	2017	3	2	N	N
WHITMAN SCOTT ETAL	HUBER HOMES OF WENATCHEE LLC	\$570,000	2018/07/11	886	SAGE CREST	DR WENATCHEE	0.4000	0	0			N	N
MORRELL PHILIP & NATALIE	SCHIMMEL DON	\$560,000	2018/07/09	104	WAPATO	PL CHELAN	0.2500	1500	1998	2	2	N	N
DRUCKMAN ANGELA & RALPH	JONES SANDRA	\$552,000	2018/07/13	231	DIVISION	ST MANSON	0.8600	1870	1955	2	2	N	Y
MEISSNER SUKHWINDER & KYLE	REGISTER JOHN T	\$550,000	2018/07/10	3900	BURCH MOUNTAIN	RD WENATCHEE	0.6000	2312	1980	4	3	Y	Y
CLARK TARA L & KURT	SPRINGWATER HOMES LLC	\$540,000	2018/07/24	3539	DIANNA	WAY WENATCHEE	0.3500	0	0			N	N
DONAGHY JOHN & VANESSA	BROWN JOHN M	\$539,900	2018/07/10	2017	LINVILLE	DR WENATCHEE	0.3700	2304	2004	6	3	N	Y
RESETAR MICHAEL & LINDA	GRAAFSTRA THOM/JULIE	\$519,000	2018/07/11	3513	DIANNA	WAY WENATCHEE	0.2900	2150	2015	3	1.75	N	N
EBERTH THOMAS H & JENNIFER L	LAMMERT ALBERT C TRUSTEE	\$512,000	2018/07/25	1506	MADISON	ST WENATCHEE	0.2800	2970	1986	3	3	N	Y
MILLER JAMES ETAL	CLARKE JOHN & LISA	\$510,000	2018/07/18	11001	US HWY 2	LEAVENWORTH	0.7200	2300	1986	3	2	N	Y
HAMILTON KATHRYN & LEONARD	ROBERTS CARLA J	\$503,000	2018/07/21	1225	RED APPLE	RD WENATCHEE	4.1400	3053	1957	5	2.5	N	Y
MASON JOSHUA & TAYLOR	CAGLE RANDALL J	\$500,000	2018/07/19	6688	PIONEER	DR CASHMERE	0.7500	4040	1910	5	4	N	Y
FITZPATRICK STEVEN & JULIE	SANDERSON JASON	\$489,000	2018/07/11	120	MADISEN	LN CHELAN	0.8800	1491	2011	4	3	N	N
BORDON ROGER & LAURA	BEAUDETTE GARRY	\$486,000	2018/07/23	328	CANYON CREEK	DR WENATCHEE	0.3300	2509	2006	4	3	N	Y
CLARK JEFFREY T	WALLER RICHARD B	\$480,000	2018/07/13	104	SPADER BAY	RD CHELAN	0.1600	810	0			N	N
BILES TINA	HUETSON ERIN E & MICHAEL R	\$480,000	2018/07/23	314	BRINLEY	LN WENATCHEE	0.3600	2037	2016	3	2	N	N
ENGELBRETSON IRREVOCABLE LIVING TRUST	HARTWIG FLINT & JAMIE	\$467,500	2018/07/18	110	ELIZABETH	CT WENATCHEE	0.6800	0	0			N	N
THOMASON AMY & MICHAEL	MILLER MARCUS & JENNIFER	\$465,000	2018/07/20	316	FIRCREST	DR CASHMERE	0.7700	1481	1973	4	3	Y	Y
ROBINSON BRIAN & LISA	CHAMBERS NICHOLAS W & UTE	\$464,200	2018/07/23	1800	WARM SPRINGS	DR WENATCHEE	0.4300	2426	1997	3	3	N	N
FULBRIGHT CAMERON & CALLEN	LANGE CONSTRUCTION LLC	\$460,000	2018/07/02	1751	BRAMBLING BRAE	LN WENATCHEE	0.1700	0	0			N	N
PITTSINGER APRIL L	DANIELSON KARI	\$449,500	2018/07/19	1738	SKEENA	CT WENATCHEE	0.1700	2328	2016	3	2.5	N	Y
CARLSON GARY & RHONDA	MC PHERRON HEATHER & NATHAN	\$447,000	2018/07/12	426	CEDAR	ST LEAVENWORTH	0.1600	1465	1910	3	1	N	N
JANAS DEBRA	BRYAN GREGORY & REGINA	\$439,900	2018/07/24	215	PATON	ST CASHMERE	0.2700	1787	1947	4	2	Y	Y
HOLDINGS JOHNSON & SMITH LLC	OLSON STEVEN W	\$437,000	2018/07/12	321 E	FRANKLIN	ST CHELAN	0.3800	1008	1978	3	1	N	N
ROBINSON JON & JENNIFER	MUELLER ROLAND&DEANNA	\$425,000	2018/07/05	2631	COTTONWOOD	LN LEAVENWORTH	1.1400	1296	1981	2	1	N	N
HONZ KAREN A	SINGH PRABSHARAN & KAUR KULDEEP H/W	\$425,000	2018/07/10	309	BUTTE	RD CHELAN	0.1900	1200	1994	3	2.5	N	Y
ARNAUD SHAUNA & TIMOTHY	SCOTT GEORGE & JENNIFER	\$415,000	2018/07/26	2446	SALAL	DR LEAVENWORTH	0.7300	1350	1984	2	1.75	N	N
HERZER KIRSTEN G & PATRICK R	LANE JESSE & TERRY L	\$413,500	2018/07/19	2123	YARROW	RD WENATCHEE	0.2300	1926	2008	4	2	N	N
DUGGER ELLIS & EVELYN ETAL	WITAS MARK A	\$412,500	2018/07/03	521	CEDAR WOOD	LN WENATCHEE	0.3600	2510	2004	4	2.5	N	N
LYONS CHRISTOPHER & BRANDI	KERNS ADAM & STACEY	\$400,000	2018/07/16	410	SKYLINE	DR CASHMERE	0.2600	1684	1977	4	3	N	N
DEEP WATER PROPERTIES LLC	FOSTER LIVING TRT	\$399,000	2018/07/12	531 E	WOODIN	AVE CHELAN	0.1900	1275	1912			N	N
MERK JOEL	LILQUIST WAYNE	\$390,000	2018/07/13	1022	COLUMBIA	PT ENTIAT	0.3300	0	0			N	N
STONE THERESA & CHRISTOPHER	DOLAK LUBOMIR J & LUDMILA P	\$385,000	2018/07/18	165	WINESAP	AVE MANSON	0.8700	648	2006			N	N
CUSSEN VICTORIA A	DAVIS MARY CATHERINE	\$380,000	2018/07/27	7698	ROLLER COASTER	RD PESHASTIN	0.9700	896	1920	1	1	N	Y
TAX DEFERRED EXCHANGE SERVICES INC	PERDEW LISA R	\$377,550	2018/07/11	13257	CHUMSTICK	HWY LEAVENWORTH	1.3400	1600	1991	3	1.5	N	Y
WHALEN DONNA L	THEBAULT GARY L & MARY M	\$370,000	2018/07/23	9151	ICICLE	RD LEAVENWORTH	0.0000	1400	0			N	N
KRUEGER JUSTIN & KELLY	TYEE CONTRACTING LLC	\$364,500	2018/07/16	1005	CREST	LOOP ENTIAT	0.2800	1298	2017			N	N
PEREZ WILMER & MIRZA	HAZEN DANA C & BETTINA R	\$360,000	2018/07/18	1917	LEAVENWORTH	PL WENATCHEE	0.1800	1372	1997	3	3	N	Y
SMITH JOEL & JACKIE	HONZ KAREN	\$360,000	2018/07/20	390	RIDGEWOOD	DR MANSON	0.1500	1756	2015	3	1	N	Y
WINEBERG CHRISTINE C	K & L HOMES LLC	\$353,500	2018/07/09	479	SPRING VIEW	PL CHELAN	0.1700	0	0			N	N
HOPKINS MATT & LENNEA	BECKES KATHY	\$350,000	2018/07/10		MOUNTAIN HOME	RD LEAVENWORTH	1.0600	0	0			N	N

Douglas, Chelan counties ranked in top 10 for home ownership

Homeownership is a cornerstone of the “American Dream,” but depending on where you are looking to buy, you can run into challenges that may hurt your chances for getting a mortgage. SmartAsset recently determined the places in the U.S. where homebuyers were most likely to be approved for a mortgage. Counties were ranked based upon the ratio of mortgage applications to mortgages approved in the county. The rankings were a factor in SmartAsset’s study on the best places to get a mortgage, which considered loan funding rate as well as borrowing costs,

property taxes, and mortgage payments. You can find the study results and methodology, as well as our interactive map here: [washington-mortgage-rates#washington-smartasset.com/mortgage/](https://www.washington-mortgage-rates.com/washington-smartasset.com/mortgage/)

Listed below are the top counties in Washington for mortgage approval:						
Rank	County	Loan Funding Rate	5 Year Borrowing Costs	Property Tax	Annual Mortgage Payment	Loan Funding Rate Index
1	Benton, WA	73.52%	\$76,380	\$13,611	\$14,535	73.52
2	Asotin, WA	71.89%	\$76,380	\$14,102	\$14,535	71.89
3	Douglas, WA	70.91%	\$76,380	\$12,962	\$14,535	70.91
4	Whitman, WA	70.22%	\$76,380	\$13,280	\$14,535	70.22
5	King, WA	70.08%	\$76,380	\$12,850	\$14,535	70.08
6	Chelan, WA	67.46%	\$76,380	\$11,123	\$14,535	67.46
7	Snohomish, WA	66.45%	\$76,380	\$13,653	\$14,535	66.45
8	Clark, WA	65.07%	\$76,380	\$14,492	\$14,535	65.07
9	Pierce, WA	64.81	\$76,380	\$16,100	\$14,535	64.81
10	Island, WA	64.31%	\$76,380	\$11,106	\$14,535	64.31

YWCA NCW hires new staff in response to program growth

YWCA NCW is proud to announce and welcome Sherry Dawley as the new Development Director, and Susan Thornsberry as the new Store Manager of the YWCA Thrift Store. Dawley will be responsible for overseeing the areas of donor development, communications, and fundraising. She joins the YWCA team with experience leading development and marketing efforts for organizations such as YWCA Seattle, Group Health Cooperative, and 501 Commons. Dawley has earned several accolades including Communicator of the Year from the Seattle chapter of International Association of

Business Communicators. Originally from Centralia, Washington, Dawley says she is thrilled to be living in the Wenatchee Valley and is “stunned by the natural beauty here”. When asked about her feelings and hopes surrounding her new role at YWCA NCW, Dawley said “I look forward to helping to spread the word on the good works of the YWCA in North Central Washington. More people need to know about the lives YWCA is changing for women and families in this region.” Susan Thornsberry, as the new Store Manager for the YWCA Thrift Store will be heading efforts to

Wenatchee Area

July 2018

Real Estate **SNAPSHOT**

Provided by Pacific Appraisal Associates

Residential Real Estate Market

Total Sales

86

▼ -28%

from July 2017

120

Sold Last 90 days: 304

Closed Sales Year-to-Date

YTD:

2017

2018

570

601

5%

Avg DOM 78

Pendings 152

New Listings 143

2017 YTD

2018 YTD

Change

766

811

6%

Active Listings

199

▲ 16%

From June 2018

▲ 28%

From July 2017

July

2017

2018

156

199

Sold Trend - Residential Single Family

Median Sales Price (in thousands)

Number Sold

Number Sold

Median Sales Price (Monthly)

Median Sales Price

\$325,000

▲ 13%

YTD

from 2017 YTD

\$287,250

Last 90 days: \$336,500

Average Sales Price

YTD:

2017

2018

\$308,939

\$354,991

15%

Building Permits - YTD

2017

2018

Single Family

150

153

Plex Units

4

12

Apartments (units)

28

144

Average SP to LP Ratio

(Sold Price to Original Listing Price)

98%

98%

YTD

Average

6 Month

Average

YTD:

2017

2018

98%

98%

Number of Actives & Pendings

Per Price Range

Price Range (in thousands)

0-150

151-200

201-250

251-300

301-350

351-400

401-450

451-500

501-550

551-600

601-650

651-700

701+

8

13

19

39

68

60

28

28

22

19

12

7

28

Wenatchee Market - Single Family Homes / Condominiums

Price Range (thousands)	0-150	151-200	201-250	251-300	301-350	351-400	401-450	451-500	501-550	551-600	601-650	651-700	701+	All Ranges
Number of Active Listings & Pendings	8	13	19	39	68	60	28	28	22	19	12	7	28	351
Average Number Sold per Month	2.8	4.7	9.2	19.8	19.7	9.8	8.0	5.3	4.0	1.8	2.2	1.5	2.8	91.7
Indicated Mos. Present Supply	2.8	2.8	2.1	2.0	3.5	6.1	3.5	5.3	5.5	10.4	5.5	4.7	9.9	3.8

During the month of July, the Wenatchee Area had a 28% decrease of single family home sales when compared to July 2017. Comparing year to date, there have been 5% more sales than last year.

New listings has reached a total of 811, 6% above last year's count of 766.

Currently, there is a 3.8 month supply of homes & condos.

Residential Market: Single Family Homes and Condos

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

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City of Wenatchee

New Business Licenses

July 2018

CONTINUED FROM PAGE 8

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Julie C. Jacoby

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WENATCHEE

BUSINESS JOURNAL

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FRANK TALK
Creating passive income

Creating passive income is all about careful strategizing and making the most of your time and money.

Whether you're looking for additional security during retirement or plan to retire early, developing multiple passive income streams can supplement or replace your existing sources of income and transform the way you spend your time.

Straightforward Options

Chances are, you're already familiar with several classic passive income techniques. One is building a diversified mix of funds with reinvested gains, and another is owning a portfolio of real estate properties for sale or rent.

Since no passive income strategy is truly hands-off, make time to review your portfolios regularly to avoid risk drift and check on real estate to stay apprised of wear and tear.

Pursuing Your Passions

If you're brimming with knowledge and experience and enjoy writing, consider self-publishing as a way to set yourself

up for continuous income. From affiliate marketing on a niche topic blog to royalties from a series of eBooks on Amazon, you'd be surprised at the moneymaking opportunities available for specialists willing to put in some initial effort.

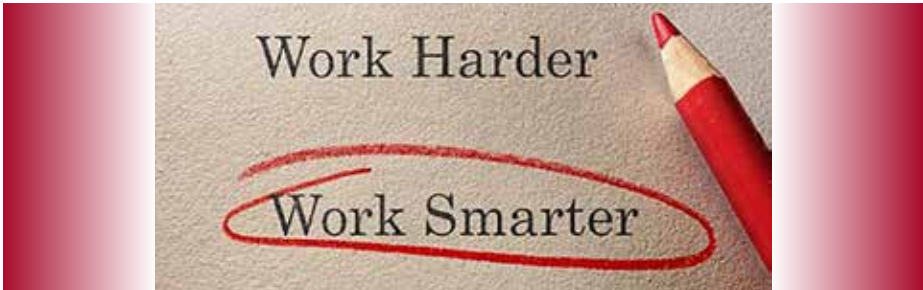
If you have a passion for photography and years' worth of photos saved, you can also try listing your images for sale on one of the many photo sites that make it easy to share, categorize and receive payment for your work.

Tax Considerations

To calculate taxes and possible deductions, make sure you know what the IRS considers passive income.

"Any rental activity OR any business in which the taxpayer does not materially participate" excludes portfolio or investment income as well as any business you're a part of on a regular, continuous and substantial basis.

No matter what your current situation is, it's worth exploring a few ways to work smarter, not harder.



Retiring side by side

Many couples dream of retiring side by side. Due to factors like health, employment preferences and household finances, however, life often calls for a change of plans. Surprisingly, retiring a few months or years apart often leads to happier results overall, especially when it comes to money matters.

Finance Strategies

If your retirement nest egg could use some extra security, keeping one paycheck (especially if employer-sponsored benefits are part of the equation) can make a big difference in the long run. To ease into a less rigorous working schedule while still benefiting from an income, one or both spouses can consider switching to part-time or consulting work.

Social Security

You'll also want to time your Social Security benefits carefully. For example, if you were born in 1943 or later, for every year you delay claiming Social Security beyond full retirement age, your benefits increase 8 percent. And you don't have to

wait a whole year for this to kick in; for each month you delay benefits, you'll still get an extra two-thirds of 1 percent, which can add up when strategized properly.

Lifestyle Adjustments

Retirement can be surprisingly challenging because it requires establishing new routines. Even if you're excited to leave a stricter schedule behind to devote more attention to hobbies, travel or family, give yourself time to adjust. Retiring separately can help each spouse navigate this transition in their own way.

By working out a strong financial strategy, balancing time with one another and apart, and focusing on enriching activities, couples can enjoy retirement together – even if they start at different times.

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.



Who will win the trade war?

In our growing trade war with China, America has a big advantage: We buy five times as much stuff from China than they do from us, which means we have five times as many targets to hit with tariffs than they do. If they match our tariffs dollar for dollar (as they've promised to do), they'll run out of ammunition quickly. However, that doesn't mean China is helpless. Beyond tariffs, there are many other ways China can fight a trade war.

An obvious one is by leveraging North Korea. Trump tweeted about this recently, saying China might be "exerting negative pressure on a North Korea deal" because of the trade war. In that way, China might force Trump to choose between winning the trade war – or solving the North Korea problem.

China could also fight the trade war by making life hard on American businesses in China. For example, Starbucks might suddenly find it much more difficult to get permits for new locations. China can also use its control of the media and powers of propaganda to encourage boycotts of US businesses. In other words, even if Starbucks could get permits for a new store, a lot less Chinese people might end up buying coffee there. China has a history of using "boycott diplomacy." In recent years, they've boycotted fruit from the Philippines, salmon from Norway, cars from Japan, and all kinds of stuff from South Korea.

Another advantage China could exploit is the \$1.2 trillion dollars of US government bonds they own.

If they chose to sell all those bonds, it could do significant damage. Essentially, China could force interest rates to rise quickly here in America, which could really hurt our economy.

However, in this globalized economy, any damage to the US economy will hurt the Chinese economy too. China would prefer a strong American economy that keeps buying a bunch of stuff from them. In this intertwined global economy, everyone benefits when the US economy is strong.

That's the problem with trade wars. There are few good strategies for fighting them. The tariffs we are putting on China hurt us just as much as them. Their strategies for fighting back hurt them as much as it hurts us. It's a strange situation.

Ultimately, the stock market seems to think it will all get worked out, and I agree. The most likely scenario is for something like our "deal" with North Korea: An almost meaningless agreement, both sides will declare victory, and we'll forget about it for a while. If that's how it works out, the markets will be very pleased.

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

Family Businesses

Family businesses are the bedrock foundation of small businesses in our country. In fact, there are over 5 million family-owned businesses that make up to 57% of the United States GDP. More importantly, those family-owned businesses are creating 80% of all new jobs. However, all too often these businesses fail in structuring themselves to survive for future generations. This article addresses some of the issues that may arise in a family business and steps to take to avoid family confrontations and ensure its survival.

Let me first acknowledge, I have been directly involved in two family owned businesses and consulted in others. In many cases, no formal agreements or plan were in place. In those situations it lead to family conflicts and costly litigation. Those learning experiences are why I write this article today.

There are thirteen items on my list that should be in place to avoid family confrontations and or threats to the business. These apply to any size family-owned business.

- Succession plan
- Organizational chart (defining each family members duties)
- Successor development plan (who will be the next leader)
- Board structuring (board of directors or an advisory board)
- Buy sell agreement (covers shareholders exiting the business)
- Family meetings headed by an independent facilitator(monthly)
- Business valuation (annual performance and forward earnings)
- Estate planning (tied to tax planning)
- Tax planning (linked to estate planning)
- Compensation structure (active and non-active family members)
- Financing plan (goes to buy sell agreement and exit strategy)
- Exit strategy (linked to succession plan)
- Real estate lease plan (titled as a company or shareholder asset)

Each item will require specialists in family





BETTER BUSINESS

Family Businesses

CONTINUED FROM PAGE 19

business law, tax law, or your CPA firm. When each of these items are in place, lengthy and expensive litigation action can be avoided.

In my experience I found that when these items were not in place, families became divided to the point of never speaking to each other.

When that occurs the business will need to be managed by non-family individual(s), otherwise the business more than likely will fail over time.

In more than one case of highly successful family businesses, where the first generation wished to turn the day to day business affairs over to the second, most transfers took place successfully with little disruption to the overall business.

However, it was when the third generation wanted to take control from the second generation where conflicts began. Historically, third generation family businesses are where problems are encountered. For this reason many family businesses forbid nepotism. If nepotism is banned, it should be a well-crafted document developed by your attorney.

When no structure or plans are in place, family relationship change. Sad to say, but money becomes their guiding light. That's when the business suffers and the employees often

are hurt in the process. An example of such a company is U-Haul. L.S. Shoen established the company in 1945 and had all this children as stockholders. It's a long and sad story with the family today divided. Someone once told me that over time family businesses destroy families.

There are a lot of cases to support that thesis, like U-Haul. However, I believe with proper agreements and planning in place that opinion can be eliminated.

One of the great American family businesses is, S.C. Johnson and Son. H. Fisk Johnson, the fifth generation chairman and CEO stated in the Wall Street Journal; "One of my key objectives is to ensure the family is proud of the company and feels a part of it.

The moment the company becomes more of a financial investment for the family, we may as well go public, honestly. The family never sees the value of the equity because that gets passed on. We see ourselves simply as a steward of that equity as it moves from one generation to the next." The company was established in 1886 and family members are still in key positions. Other successful family businesses include Walmart, Mars, Comcast, and Ford. Many other small to mid-sized family businesses can be cited. All still controlled by family members. All focused on well thought

out continuous long term planning.

So, if you're currently heading up a family business, no matter the size, and you would like the next generation family members to one day take over the reins, start the planning now in order to reduce or eliminate conflicts.

I was involved with one family business where the next generation did not want anything to do with the business. An assumption that required a lot of work to overcome. You might consider a mediator or consultant specializing in family businesses if family members are unapproachable or disagree with your vision of the future of the business.

Better to start early rather than later. Later, more than likely, will be costly and could damage the company and thus effect the entire family's financial future.

Dave Murray is a retired CEO, COO and VP of Sales and Marketing now living in Wenatchee. He is associated with several organizations along with a private consulting firm. He may be reached at tmt4@aol.com. His views and opinion expressed or implied should be reviewed by a recognized professional prior to any implementation. This article is not intended as a substitute for professional business advice.

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GARY BEGIN/WBJ

Colyar Jewelry closes after 35 years

Colyar Jewelry in downtown Wenatchee has closed its doors due to retirement after 35 years in business. The store's motto was "Artists at Work" and is now "Artists at Play."

WENATCHEE VALLEY FRIDAY

Tammy McCants Martin Morris Agency Inc. 509-663-1331	Annette Sanders House Cleaning* Meal Preparation 509-679-9347	Les Lomedico Central Washington Heating and Air 509-663-3557
Adam Guerra Washington Trust Bank 509-663-6554	Verl Sutton Clean Connection 509-663-9562	David Kaylor Harvest Valley Pest Control 509-797-0090
Dr. Jacob Kragt Abundant Life Chiropractic 509-888-5260	Cindy Smith Laura Mounter Real Estate 509-664-6278	Scott Sanders First Choice Floor Coverings 509-663-6200
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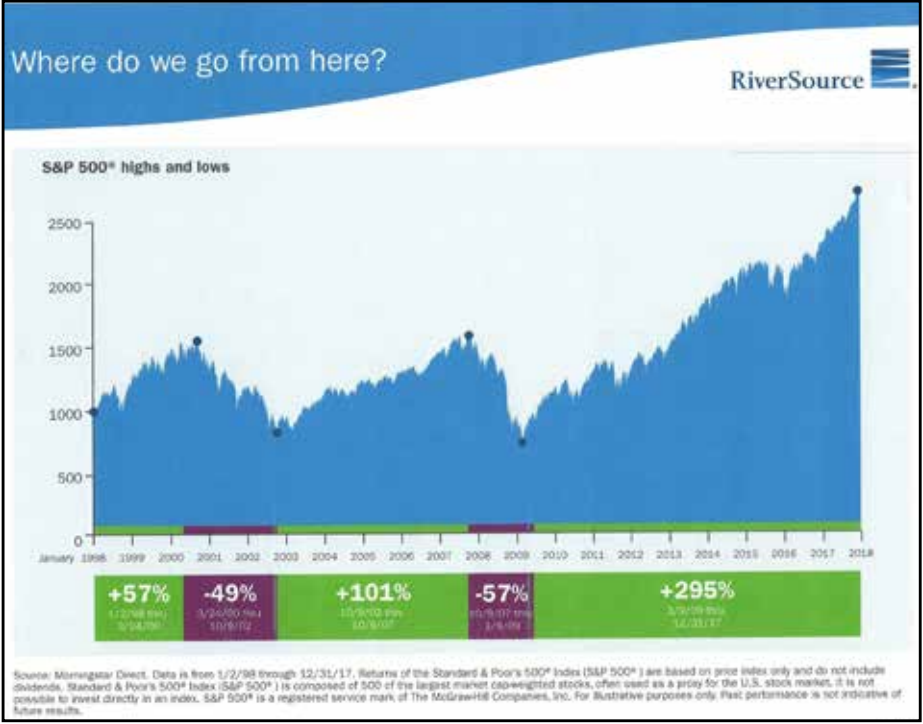


The following judgments, in order of date, have been recorded in Chelan County Superior Court. The debts may have been satisfied (fully paid) by the time the Wenatchee Business Journal goes to print:

Date	Plaintiff	Defendant	Amount
3/23	Jeffers, Danielson et al	Jeanne Kight	\$27,392
3/26	Cash LLC	Cindy/Wilbur Cowles	\$2,398
4/6	Employment Security	Owens Electric Co., LLC	\$2,356
4/6	Employment Security	Allyssa Cabrera Ellis	\$4,198
4/11	L&I	K&R Quality Roofing, Inc.	\$12,720
4/12	Employment Security	Acupuncture Garden, PLLC	\$8,278
4/16	L&I	Lorie/Steven Scott	\$3,507
4/16	L&I	Custom Construction	\$11,388
4/17	Sherwin-Williams Co.	Samuel S. Garibay	\$2,174
4/18	Emp. Security	Mike Wolfe Svc., Inc.	\$17,509
4/18	Emp. Security	Sergio Garcia Estrada	\$2,161
4/18	Emp. Security	Devin A. Toloy	\$7,141
4/18	Emp. Security	Michael S. Gambill	\$2,894
4/20	L&I	Okanogan County Nursery, LLC	\$2,636
4/20	L&I	Okanogan BLC Transportation, LLC	\$7,504
4/23	Revenue	R.A. Newsom/Boudreaux Cellars	\$6,737
4/30	L&I	Catherine Freeman	\$8,278
5/10	L&I	Airro Construction Co., Inc.	\$3,853
5/11	France & Co	Jody/Ronel Aguino	\$4,753
5/14	Revenue	Stormy Mountain Concrete, LLC	\$31,564
5/14	Revenue	Solar-McGivern/Take A Break Cafe	\$5,071
5/14	Hagadone Directories, Inc.	D. Nelson/A. Galt	\$15,168
5/16	Emp. Security	Robert Funston	\$11,217
5/16	Emp. Security	Alex S. Browne	\$5,259
5/17	Revenue	ROC General Contracting, Inc.	\$16,202
5/17	Revenue	Stone Masters, Inc.	\$19,738
5/18	Numerica Credit Union	Jeri L. Bryant	\$8,467
5/21	Apple Valley Rentals	Patrick R. Wagner	\$6,029
5/24	Employment Security	Ruth, Travis, Travis B. Owens	\$22,550
5/24	Revenue	3rd Generation Pizza-n-More, LLC	\$19,539
5/29	GBI Holdings Co.	Chelan Basin Conservancy	\$2,071
5/30	L&I	Western Saddlerock Home, Inc.	\$3,397

BULL MARKET SETS RECORD

The stock market has set a new record for the longest bull market in U.S. history, with 3,453 days (as of 8/22) since the last bear market ended in March 2009. Information and charts courtesy of Ameriprise Financial - Sherry Gustin.



New contractors Chelan-Douglas July 2018

Name	Address	City
ARROWLEAF CONSTRUCTION	514 S MISSION ST	WENATCHEE
CHELAN VALLEY CONSTRUCTION LLC	PO BOX 2968	CHELAN
CUMMINGS CONCRETE	7401 STATE HWY 97A	WENATCHEE
HANSEN PAINTING	218 Ridgemont Dr	EAST WENATCHEE
H&J GENERAL CONSTRUCTION LLC	743 CASCADE ST	WENATCHEE
Jesus Alvarez GNRL CONTR LLC	674 P.O. Box	ENTIAT
J & J COMPLETE YARD SERVICE	1381 THIRD ST NE	EAST WENATCHEE
JMC PAINTING	PO BOX 87	MANSON
JMV CONCRETE LLC	2500 HWY 28 S. #30	EAST WENATCHEE
JOHNSON TRUCKING & EXCAVATION	PO BOX 877	BRIDGEPORT
LUPINE BUILDERS LLC	21622 CAMP 12 RD	LEAVENWORTH
PREMIER HANDYMAN LLC	4467 BRISKY CANYON RD	CASHMERE
RIVER ROCK FLOORING	1796 Judkins St	WENATCHEE
RUDNICK & SONS LLC	448 W ROLLING HILL LN	WENATCHEE
SONBUILT HOME SERVICES LLC	PO BOX 3988	WENATCHEE
STAR CONSTRUCTION LLC	18 N. BUCHANAN AVE	WENATCHEE
WENATCHEE QUALITY DRYWALL LLC	517 LEWIS ST	WENATCHEE
XSIDING INNOVATIONS	433 E. PENNY RD	WENATCHEE

Wenatchee MSA (Chelan and Douglas Counties)

Labor Area Summary - June 2018

Overview

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

civilian labor force data.

Analysis focuses on year-over-year (between June 2017 and June 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 Junes of 2017 and 2018 the rate dropped one-tenth point, from 4.6 to 4.5 percent.

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

Year over year, monthly rates declined for 17 months (from October 2016 through February 2018), stagnated in March 2018, rose a tick in April 2018, before declining again between the Mays of 2017 and 2018 and between the Junes of 2017 and 2018

➤➤ East Wenatchee, Orondo and Rock Island, WA) according to the June 2018 Real Estate Snapshot newsletter published by Pacific Appraisal Associates. Specifically, the number of single family homes or condominiums sold from January to June 2018 was 515 versus 450 closed sales Year-to-Date (YTD) in June 2017.

The number of active listings rose from 146 in June 2017 to 172 in June 2018 (up 17.8 percent). Meanwhile the median sales price of homes/condos sold in the Wenatchee Market continued to climb, from \$280,500 in the first six months of 2017 to \$323,900 YTD in June 2018, up 15.5 percent. Statewide, construction has been adding workers for the past 76 consecutive months (from March 2012 through June 2018).

■ Locally, manufacturing employment has either stagnated or decreased for 29 months (from January 2016 through June 2018).

This June, local manufacturers tallied 2,400 jobs, a 100-job downturn from the 2,500 jobs this industry provided across the Wenatchee MSA in June 2017. Statewide, manufacturing employment has posted modest year-over-year gains for the past four months (March through June 2018) - small steps in the right direction following 21 consecutive months of job losses (from June 2016 through February 2018).

■ Year over year, the Wenatchee MSA's private education and health services industry has added jobs for the past 57 months (October 2013 through June 2018). Numerically, this category is primarily comprised of private health services providers.

The industry tallied 7,300 jobs in June 2017 and 7,700 in June 2018, a 400 job and 5.5 percent employment upturn.

It is interesting to note that the pace of health services job growth locally has met or exceeded the growth pace statewide in each of the past 14 months (May 2017 through June 2018).

Across Washington, this industry has been expanding for 60 months (July through June 2018).

■ Year over year, local government has expanded in Chelan and Douglas counties in 49 of the past 50 months (May 2014 through June 2018).

The exception occurred between the Novembers of 2016 and 2017 when job

numbers stabilized. Local government accounted for 7,400 jobs in June 2017 versus 7,700 jobs in June 2018, a 300 job and 4.1 percent increase. Local government includes such organizations as local public schools (primary and secondary), public utility and health districts, police and fire departments, public libraries, etc. Statewide, local government has also expanded, for 59 consecutive months (August 2013 through June 2018).

Agricultural employment/production

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

Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends at the county level.

In May 2018 preliminary annual average QCEW data for calendar year 2017 became available. An analysis of industry employment changes from 2007 through 2017 shows that in Chelan County:

■ Total covered employment rose from 39,447 in 2007 to 43,906 in 2017, a 4,459-job and 11.3-percent upturn.

The number of agricultural jobs (a subset of total covered employment) increased from 9,036 in 2007 to 10,422 in 2017, a 1,386-job and 15.3-percent uptrend.

In 2007 Chelan County's agricultural industry accounted for 22.9 percent of total covered employment.

In 2017 agricultural employment accounted for 23.7 percent of total covered employment countywide.

Hence, the agricultural share of employment edged upwards eight-tenths of a percentage point (from 22.9 to 23.7 percent) in Chelan County during this ten-year period.

■ Total covered wages rose from \$1.193 billion (in 2007) to \$1.713 billion (in 2017) a \$520.4 million and 43.6 percent upturn.

The agricultural payroll (a subset of total covered wages) advanced from \$169.0 million in 2004 to \$275.3 million in 2017, a \$106.3 million and 62.9 percent uptrend.

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

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



The Wenatchee MSA's unemployment rate decreased four-tenths of a percentage point between the Junes of 2017 and 2018.

Total nonfarm employment

Between 2016 and 2017, Washington's labor market provided 78,300 new nonfarm jobs, an annual average increase of 2.4 percent. In June 2018, businesses and government organizations across Washington supplied 3,439,300 nonfarm jobs (not seasonally adjusted), compared to 3,355,800 jobs in June 2017, a 2.5 percent year over year employment increase. The state's economy has posted year over year nonfarm employment increases for the past 93 consecutive months (October 2010 through June 2018).

The Wenatchee MSA's nonfarm labor market provided 800 new jobs between 2016 and 2017, an

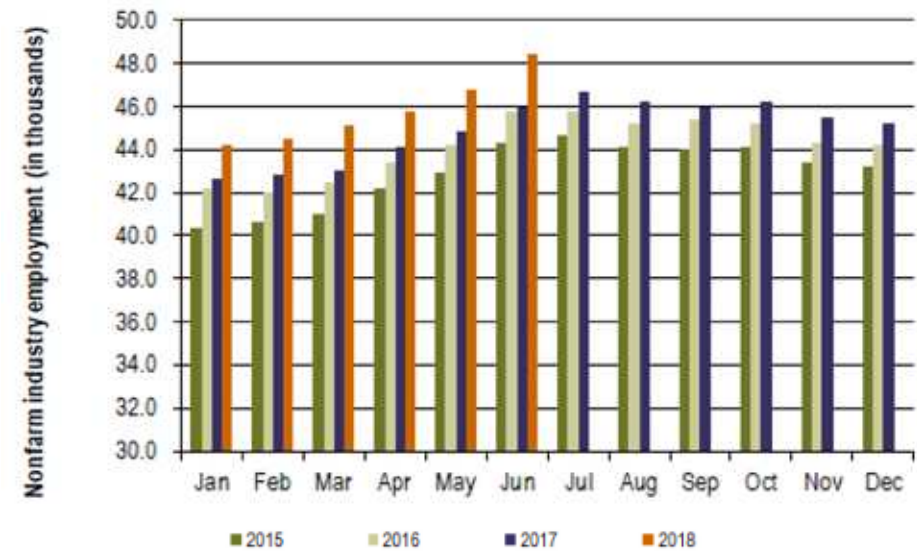
increase of 1.7 percent, less than Washington's 2.4 job growth rate during 2017. Total nonfarm employment in the two-county, Wenatchee

MSA has increased or stabilized, year over year, in each of the past 74 months (May 2012 through June 2018). Between the Junes of

2017 and 2018 the number of nonfarm payroll jobs in the Wenatchee MSA (Chelan and Douglas counties) rose by 2,400 - a 5.2 percent increase

Nonfarm industry employment Wenatchee MSA, January 2015 through June 2018

Source: Employment Security Department/WITS



Nonfarm employment in the Wenatchee MSA rose 5.2 percent between the Junes of 2017 and 2018.

Employment and unemployment

Washington's Civilian Labor Force (CLF) expanded by 89,522 residents (a 2.5 percent upturn) from 2016 to 2017. The state's labor force has grown, year over year, for the past 53 months (February 2014 through June 2018).

In June 2018, Washington's CLF tallied 3,775,141 residents versus 3,736,856 in June 2017 equating to 38,285 more Washingtonians in the labor force (up 1.0 percent).

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

slight contraction between the Marches of 2017 and 2018, the Wenatchee MSA's Civilian Labor Force (CLF) has expanded for twelve months (July 2017 through June 2018).

There were 1,204 more residents in the MSA's labor force this June than in June 2017 (up 1.8 percent) while the number of unemployed dropped by 184 (down 6.3 percent). Hence, the rate decreased from 4.3 percent in June 2017 to 3.9 percent in June 2018.

The current, 3.9 percent unemployment rate for the Wenatchee MSA is the lowest reading for the month of June since electronic records were

implemented in 1990 (28 years ago) – certainly this is excellent news for the local economy.

Nonfarm industry employment

Between the Junes of 2017 and 2018 total nonfarm employment in Chelan and Douglas counties (the Wenatchee MSA) rose 5.2 percent, from 46,000 to 48,400 jobs. Washington's nonfarm market expanded by 2.5 percent during this timeframe. Highlights of year-over-year changes follow (as shown in Figure 3):

■ In the mining, logging and construction category most jobs are in "construction." Year over

year, the pace of job growth in the Wenatchee MSA's construction industry has surpassed the pace of growth statewide for the past twelve months (July 2017 through June 2018). Construction provided 2,800 jobs across Chelan and Douglas counties in June 2017 versus 3,100 in June 2018, a strong 10.7 percent upturn ranking it as the fastest growing local industry in the Wenatchee MSA this June. There were 14.4 percent more home or condo sales (i.e., closed sales) in the first half of this year versus January through June 2017 across the Wenatchee market (i.e., in Wenatchee, Malaga, ➤➤



Donald W. Meseck, Regional Labor Economist
Employment Security Department

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Phone: (509) 573-4564; E-mail: dmeseck@esd.wa.gov
Website: <https://esd.wa.gov/labormarketinfo>



Wenatchee Valley Dispute Resolution Center interns get family law mediation training

WVDRC news release

The Wenatchee Valley Dispute Resolution Center (WVDRC) recently concluded a 20-hour Family Law Mediation Training for several participants aspiring to become certified mediators.

The training is part of the essential preparation individuals undertake toward becoming certified as volunteer mediators.

Seven individuals participated in the face-to-face training. Locals Joanne Dalinkus, Keith Kirkpatrick, Cristina Parrott, Sarah Walker were joined by Patricia Irving (Kennewick), Jessica King (Chehalis), and Rick Whiteaker (Anacortes).

Veteran certified mediators and trainers Paul Shelp, Ed Frost and John) traveled to Wenatchee from the Dispute Resolution Center in the Tri-Cities area to provide the training, which is offered in Wenatchee twice

each year.

While the focus of this training was family issues (dissolution of marriages/relationships, property division, development of parenting plans), mediation skills are useful in a range of settings where people disagree including but not limited to consumers/businesses, K-16 education institutions, governing boards, State agencies, landlord/tenant issues and neighbor to neighbor issues and more. Mediation changes relationships through peaceful conflict resolution and can teach people new skills to enable them to address future disagreements.

For more information about the Wenatchee Valley Dispute Resolution Center's mediation services or to inquire about the next Basic Mediation or Family Law Mediation Training, please contact the Center at (509) 888-0957 or staff@wvdrcc.org.

SCJ Alliance expands Washington presence

SCJ Alliance news release

SCJ Alliance acquired Studio Cascade in July, an award-winning, community planning and design firm in Spokane. SCJ is a multidisciplinary consulting firm with an office in Wenatchee, as well as six others in Washington and another in Colorado.

"We're committed to working with communities across Washington," says SCJ co-founder Jean Carr. "There are many forward-looking communities in the region and they're a good fit for our services. We love collaborating to uncover creative, cost-effective solutions to sometimes tricky obstacles."

In 1992, Bill Grimes founded Studio Cascade. He has also served as the Okanogan city planning director and has maintained his connection with North Central Washington with



projects such as the Chelan County Parks and Recreation Comprehensive Plan, Sunnyslope Subarea Plan, East Wenatchee Urban Growth Area Analysis, and the Chelan Urban Growth Area Analysis.

Bill says, "This is a tremendous opportunity for our firms and our clients. We share a commitment to client relationships and quality work, treasure our employees, and value collaboration across disciplines."

Studio Cascade is highly regarded for their comprehensive plans, subarea plans, and master plans, adding greater

depth to SCJ's planning group.

Some of Studio Cascade's other high-visibility projects include the Lincoln Heights District Center Plan, Council Bluffs Arts and Culture District Plan, Bainbridge Island Waterfront Park and City Dock Master Plan, San Juan County Vision Assessment, and the award-winning Port Angeles Waterfront Transportation Improvement Project.

SCJ specializes in environmental and urban planning, civil engineering, transportation planning and design, landscape architecture, and public outreach, working with communities such as Rock Island, Chelan, Wenatchee, East Wenatchee, and Leavenworth. SCJ is a privately-held, majority women-owned firm, which has been nationally recognized multiple times for growth, award-winning projects, and as a great place to work.

CONTINUED FROM PAGE 17

YWCA NCW hires new staff

re-vamp and revitalize this cornerstone operation of YWCA NCW.

The thrift store's proceeds support YWCA homeless housing and economic empowerment programs as well as the signature job training program for shelter residents and community members.

In recent times, the store has been struggling to obtain enough item donations and therefore sales in order to support essential programming.

Thornsberry comes to the YWCA with over 10 years of experience in thrift retail with large organizations such as Goodwill and over 10 years of experience in big-box retail as well. She has received multiple company awards in the areas of sales, safety, and customer service.

A Wenatchee resident for over 40 years, Thornsberry is passionate about using her abilities to help others achieve their goals.

When asked what she hopes to accomplish at the

YWCA, Thornsberry said "My goal is to make the YWCA Thrift Store the first thrift store people shop because of the impact we make in peoples lives locally, and they want to support that. Every time they purchase from our store, they are making it possible for us to respond generously to needs in this community through job training, clothing and housing."

Jenny Pratt, YWCA NCW Executive Director, states "We are very excited to welcome both Sherry and Susan to our family at YWCA NCW at a time when our organization is

growing and programs are expanding to better serve the community.

Not only will they bring valuable experience in non-profit development and thrift retail, but they also will be exemplary examples during a time of exciting growth of YWCA's mission to empower women and eliminate racism."

About YWCA NCW

YWCA NCW is on a mission to eliminate racism, empower women, stand up for social justice, help families, and strengthen our community. YWCA NCW is part of an international movement serving over 2 million in the United States and 25 million worldwide

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GARY BÉGIN/WBJ

Fly Wenatchee closer to 'Frisco non-stop

Port of Chelan Commissioners, from left, Rory Turner, Donn Etherington and JC Baldwin are joined by Volaire Aviation Consulting Managing Partner Jack Penning at a recent seminar regarding the bright future of Pangborn Airport. Penning discussed his ideas as to what a non-stop Pangborn to San Francisco flight would do for the economy. The quartet donned "Fly Wenatchee" hats to express their optimism and mugged for the WBJ camera.



