Wenatchee Business Journal

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FILE PHOTO

Rep. Cary Condotta

Rep. Cary Condotta will not seek re-election in November

***Rep. Cary Condotta**, R-Wenatchee, announced today he will not seek re-election in November. The 12th District representative will complete his term.*

"It was a difficult decision. I have put my heart and soul into being a legislator for 16 years, but it takes a tremendous amount of time and commitment," said Condotta. "The recent sessions have lasted as long as six months and it is challenging to be gainfully employed while serving as a legislator. There are other new and exciting opportunities crossing my path, in and out of the Twelfth District I may not want to pass up."

Condotta was first elected to office in 2002. He has served on a variety of committees in the Legislature. He was the top Republican on business and labor issues for many years before taking the lead on the Commerce and Gaming Committee. He is currently serving on both House fiscal committees, Appropriations and Finance, which oversee budget, revenue and tax decisions.

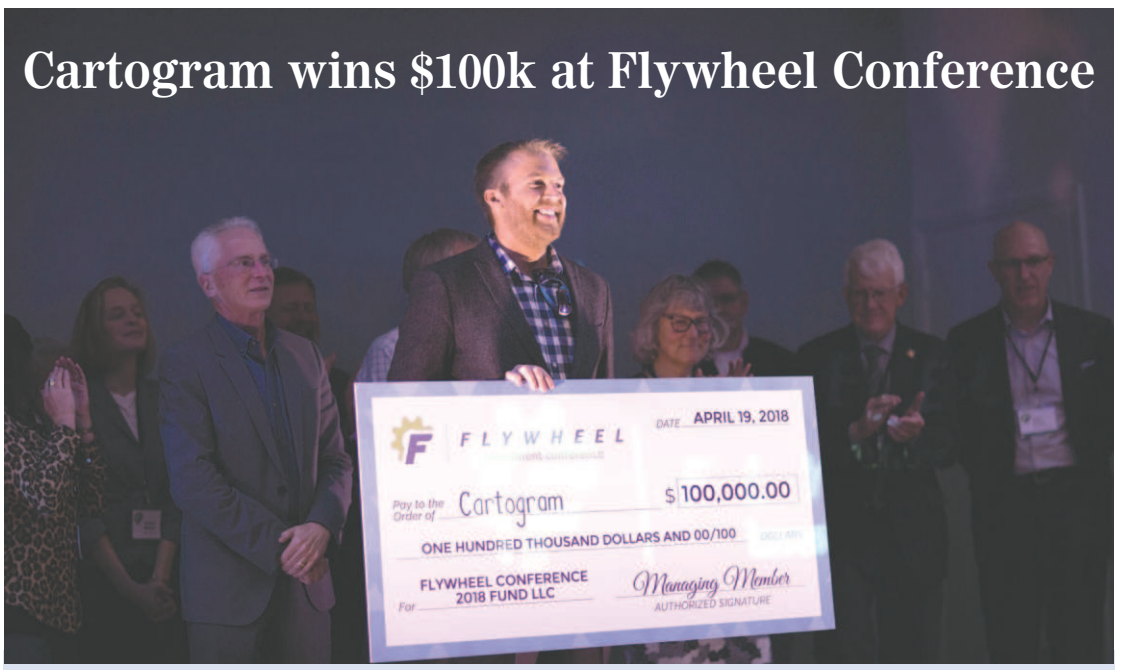
"I am going out on a positive note, as we had a number of accomplishments for the Twelfth District this session. Tourism is a major economic driver for us, and we were able to get the companion bill to my tourism legislation signed into law. We also addressed water rights, the capital budget contained some great projects for our region, and I was able to pass some additional bills constituents brought to me," Condotta added.

"It is tough to be leaving my Olympia family. However, the House Republican Caucus is in good hands. There are other Republican legislators retiring, but our leadership team is strong and we have a lot of quality young lawmakers. Our caucus continues to work together and is an amazing team. That's why it is so difficult to say goodbye, but now is the time," said Condotta.

Condotta said he plans to stay involved in politics, and would like to thank all of his constituents for their support the last 16 years.

Other House Republicans who have recently announced they will not seek re-election include Reps. Dan Kristiansen, Larry Haler, Terry Nealey, Liz Pike, Jay Rodne, Melanie Stambaugh, Joyce McDonald and Norm Johnson.

Cartogram wins $100k at Flywheel Conference



PHOTOS COURTESY OF JP PORTRAIT STUDIO

Cartogram, a personal navigation company, won $100,000 as an investment award from a group of Wenatchee "angel investors" April 19, during the 2018 Flywheel Investment Conference held in the Numerica Performing Arts Center. Cartogram solves the wayfinding problem in hospitals, sports venues and other large buildings by providing an indoor mapping and navigation software platform to businesses as a service.

Small Miracles: Feeding the youngest among us with the help of local business

By Gary Bégin

EAST WENATCHEE – There are hundreds of local hungry children that may go even hungrier during the summer months, but Linda Belton decided to ease up as administrative assistant at Columbia Grove Covenant Church in East Wenatchee a few years back and devote her life to feeding the youngest among us through her non-profit organization Small Miracles. Since 2011, Belton, partnering with the Wenatchee School District, which provides all the food, has been on a one-woman crusade, enlisting individuals and companies alike as well as other non-profits to participate in this worthy cause.

Under the auspices of the USDA Farm to School Program and supervised statewide by the Office of Superintendent of Public Instruction, Small Miracles feeds children aged 1 - 18 for free during June, July and August at noon in selected locations throughout the Rock Island, Cashmere, Wenatchee and East Wenatchee areas.

She said she originally got the idea of food for youngsters from her son Mark, who used to bring extra food to school to help feed classmates that he knew were in need. Now Small Miracles could use a hand.

Some of the businesses and organizations that have supported and continue to support Small Miracles, either through deep discounts or outright sponsorships include: Washington Trust Bank,

See **SMALL MIRACLES**, Page 4

GARY BÉGIN/WBJ

Linda Belton in her East Wenatchee office posing with an informational poster about Small Miracles.

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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,
117 E. Woodin Ave.

Pateros
Howard's Super Stop,
245 Lakeshore Drive

Brewster
Triangle Exxon,
405 Highway 97

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NCW MEDIA
Bringing the community to your door

A Penny Found is a Lesson Learned

I found a penny last week just a few feet on the sidewalk in front of a homeless man who was trying to find a place to hide from his own reality. I wonder what he used to be? He was sitting in the one of the many corners of the old Federal Building in Wenatchee.

I also met a man who said he had Stage 5 cancer. He explained it was called that because it meant that the odds of his survival were impossible and the patient was expected to be dead sooner rather than later.

That was 10 years ago. He rides a bike, he goes on spiritual walks, he smokes marijuana, he eats mushrooms from the mountains that grow on certain trees, he makes tea from parts of fern trees and, he said to me, "I found a dinosaur egg."

Sure thing buddy, I thought.

Moments later he carried it out into the yard of his RV where he lives.

It was wrapped in a small throw rug. It was a dinosaur egg just like he said. It was huge, about 18 inches by 12 inches and was heavy. I thought it was calcified, but my new friend said it was beyond that.

He even said he was in touch with Elon Musk, he of SpaceEx and Tesla.

He told me it was Elon's desire to have the egg to go with his dinosaur in his personal museum.

Billionaires can do these things.

Once I checked into a top notch hotel just a few blocks from the White House. I stayed for a week. The first night I was there, I pulled back the sheets and blanket only to reveal a tick in the middle of the bed.

Now, I was working in North Dakota at the time for a Native American group of tribes. Ticks were all over the Rez, thanks in part to the Rez Dogs. I was dumb enough to feed a few of them. My Native neighbors shot at them. Spiritual fallacies are everywhere.

Anyway, I thought this posh place @$225 a night in D.C. was just making me feel at home. I gathered the tick in a napkin and killed it and immediately brought it down to the front desk. The ladies there weren't too happy I did that. They notified the hotel security department and he investigated my room and tore it apart looking for more of the bloodsuckers.

I was given another room and given credit for the first night.

It was the right thing to do and I respected that. Finally

Gary Bégin
Managing Editor

it was revealed to me that it was a pet friendly hotel and so that would explain it, although I didn't think people with that kind of money had flea infected lapdogs.

The boondoggle was fully paid for and more by the Three Affiliated Tribes (TAT) of Fort Berthold Indian Reservation, New Town, North Dakota. You see this particular group of tribes are rich from fracking oil wells on their one million acre reservation, while the Sioux in South Dakota, just a few hours south, have a great rate of poverty, drug addiction, suicide and alcoholism. It may be the largest ghetto, geographically speaking, in America. Of course, it is 100% government funded.

The Sioux tribes are all around that area, but the oil belongs to the TAT. Ironically it is the land the TAT were forced to settle 180 years ago.

I now see these unfortunates on the streets of little Wenatchee and it breaks my heart just as did the Sioux situation.

Men, women and pets. Every day, every night, every morning in every kind of weather. These unfortunates don't understand the concept of the elitists running a scheme, trying to turn the Wenatchee Valley, this NCW gem of organic culture, into a mini-Seattle or Boise.

The homeless, abused and starving? They just want shelter from the storm and that is their reality. They have no inkling of meetings at Mission Ridge to discuss the future. Tonight is the future. The next meal, the next bed - that is the future.

As much as I admire those among us who pine for greater things for this collection of orchards and warehouses, I see the need to help these unfortunates as a priority before getting out over the proverbial skis and advocating for dozens of unfunded projects.

I want the homeless off the streets, fed and cared for because I want the same thing we all want in the business community - a stable and peaceful environment with laws upheld, but compassion shown.

A place we can run a business and make big, fat profits without having to explain to tourists that the homeless they see are "seasonal guests," just like them.

Money concentrated in the hands of a few has always been a recipe for revolution. Hope for the future is truly beautiful, but that means helping those in our backyard before dreaming of a copycat metropolos that isn't meant to be ... at this time.

All boats will rise in this tide of love, but there will be leaks to deal with. There are always leaks to deal with, that is life for consumers and companies alike.

Next time you find a penny (or two) give it to Hospitality Ministries. They run Hospitality House, a men's shelter with food. They also runs a women's shelter with room and board, aka Haven of Hope. They also care for teens at Solomon's Porch downtown.

Call Paul Hughes, retired Wenatchee cop, 509-663-4289. He runs this charity and is a dedicated man that you can trust with your donation.

SAGE's Johnson gets Congressional award

WASHINGTON - Representative Dave Reichert (R-WA) joined Co-Chairs of the Victim's Rights Caucus, Congressman Ted Poe (R-TX) and Congressman Jim Costa (D-CA), and fellow caucus member Brian Higgins (D-NY) to honor this year's outstanding individuals who have given their time and service to helping victims. This year marks the 12th anniversary of the caucus.

"I am honored to present Jessica Johnson with this award for outstanding victim advocacy. Jessica and her team at Safety, Advocacy, Growth, and Empowerment (SAGE) do incredible work in Wenatchee, Washington providing resources for victims who have faced traumatic experiences," said Rep. Reichert. "From my more than 33 years of experience in law enforcement, I know firsthand how important places like SAGE can be for those who don't know where else to turn. Through ongoing partnerships with local law enforcement and community assistance programs, SAGE is able to provide unique assistance to those in need. Our community of Central Washington is better thanks to the dedication of Jessica and her colleagues at SAGE."

SUBMITTED PHOTO

Jessica Johnson receives her award from Rep. Reichert and caucus Co-Chairs, Rep. Ted Poe (left) and Rep. Jim Costa (right).

Wenatchee gets its own Jack FM 'on air'

Alpha Media, Wenatchee, announced the addition of 94.3 Jack FM. The station will join Country 104.7 KKRV, La Nueva 92.1 KWLN and ESPN Radio 900. 94.3 Jack FM launched on April 1 and will play hits from artists like Aerosmith, Bruno Mars, Katy Perry, Kid Rock and more. Alpha Media VP of Content, Ronnie Stanton commented on the announcement, "We are thrilled to extend the Alpha footprint of the mighty Jack brand into Wenatchee. Let the fun begin!"

"I am very excited to have Jack FM in Wenatchee. It's a station that's all about doing whatever we want, all the time." remarked Brandon Naff, Jack FM Content Director.

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Sweet T's named Small Business of the Year

Gebbers Farms, Dylan Gamble and Jason Allen also receive awards

By Ruthedna Keys

BREWSTER – The Brewster Chamber of Commerce held their Awards Lunche on on March 15 at Los Camparos Restaurant in Brewster, with awards presented for Citizen of the Year, Large Business of the Year, and Small Business of the Year. Chamber members along with family members attended the event.

Brewster Chamber president Anna Marie Dalbey presented the awards assisted by Martin Hurtado vice-president of the chamber.

RUTHEDNA KEYS/WBJ

Dylan Gamble, far left and Jason Allen, second from left, both were named Citizen of Year at the Brewster Chamber of Commerce Awards Luncheon on March 15. To the right of Allen is Shan Miller of Sweet T's. Sweet T's was named Small Business of Year. Gebbers Farms was named Large Business of the Year, accepting the award was Bob Grandy (far right).

Small Business of the Year

Small Business of the Year went to Sweet T's, owned and operated by Shan Miller. Miller, who has spent her life in the community, graduated from Bridgeport High School, raised her children and helps her husband around their cattle ranch.

Comments from the nomination forms included: "Shan volunteers her time as a previous board member of the Brewster Chamber of Commerce and has run the Brewster Pool for the past eight years." and "Shan strives to make Sweet T's a fun place to shop, a great place to work, and an asset to the community."

Large Business of the Year

Large Business of the year went to Gebbers Farms, and was accepted by Bob Grandy, Public Relations Manager for Gebbers Farms. In speaking about Gebbers, Dalbey said, "100% family owned and managed since Dan Gamble planted their first orchard in 1910, incorporating Gamble Lumber, a sawmill and an apple packing shed. Grandson Dan Gebbers, who passed in 2014 after working the fires, planted the first cherry orchard in the early 1980s, while Dan's children and family continue the current operations at Gebbers Farms, Gebbers Cattle, and Gamble Sands. They were taught good Christian values and to "carry on for God."

Comments from the nomination forms included: "Gebbers Farms is very committed to the community. They don't publicize how they help individuals, families, and non-profits, but they do much more than most people are even aware."; and "In all their operations, from orchards, to cattle, to the golf resort, they help keep Brewster on the map as a major employer and as a destination."

Citizen(s) of the Year

Citizen of the Year was a tie, so awards were presented to Dylan Gamble and Jason Allen.

Gamble has been a volunteer firefighter for 19 years, is the Brewster Fire Chief, heads the AAU program-Youth Basketball Program, coaches youth sports and is PTO president and church volunteer at Log Church Christian School.

Comments from the nomination forms included: "Dylan is the same hardworking, honest and caring person from his childhood that he is today. His love of the community and the people in it shows in all he does."; "Dylan has continued the legacy of his grandpa Howard through being everything his grandpa hoped he would be."; and Dylan flies under the radar, but he deserves to be recognized for what he does for this community."

Allen has been in Brewster for three years and came to the Brewster Fire Department from a large department on the West side. He helps with events to help raise money for 4th of July Fireworks; helps with the Christmas Toy Drive; the donation drive for people who lost everything in an apartment fire and is guest speaker at the elementary school to teach kids about fire safety.

Comments from the nomination forms included: "Jason grew very fond of Brewster and is out in the community every day to talk to people about what this community has to offer... He strives to make this town better."; "Jason is a helpful neighbor, shoveling snow for those who are not able."; and "Jason puts in the majority of the work to involve the fire department in as many community events as possible and starts up events to benefit members of the community on a regular basis."

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NUMERICA CREDIT UNION

Treehouse gives free auto insurance statewide for youth in foster care

Treehouse, a nonprofit which gives youth in foster care a childhood and a future, announced the statewide launch of its latest program, Driver's Assistance.

The program provides automobile insurance and driver's education at no charge to youth across Washington, and even covers the cost of permits and driver's licenses.

Funded by an 18-month contract with DSHS Children's Administration, Driver's Assistance removes transportation barriers for youth in foster care, extended foster care and tribal youth in care ages 15 to 21. There are about 9,000 children and youth in foster care throughout the state.

"One out of five youth in foster care end up homeless within a year of aging out of the system in part because of transportation needs," said Patrick Nickell, Treehouse's Licensing Coordinator.

"Treehouse is committed to launching youth successfully into adulthood. We know that without reliable transportation, opportunities to attend college or trade school and build careers are dramatically limited." Nickell, a licensed insurance agent, experienced both foster care and homelessness before he turned 18. "Those were dark days. I wish I had access to an organization like Treehouse back then," Nickell said. "I'm proud to be part of the solution. Our youth get the support they need to navigate the challenges I faced alone."

Driver's Assistance will remove many transportation-related financial burdens for youth in foster care by paying for:

- Automobile insurance
- Driver's education
- Driver's licenses
- Enhanced driver's licenses
- Driver's permits
- Washington State IDs

Treehouse provides a suite of programs for youth in foster care. Its flagship Graduation Success program has increased the extended graduation rate for the youth it serves, including on-time and fifth-year seniors, from less than 50 percent to 89 percent.

About TreeHouse

Founded in 1988, Treehouse is Washington's leading nonprofit organization addressing the academic and other essential support needs of youth in foster care. More than 7,500 youth each year prosper through programs that focus on their academic success, fulfill key material needs and provide important childhood experiences every child deserves.
Learn more at treehouseforkids.org.

Small Miracles:

Feeding the youngest among us with the help of local business

Continued from page 1

Cycle Central, Dutch Brothers Coffee, United Way, Follies Guild, Together for Youth, Junior Service League, Office Depot and Cashmere Valley Bank, Plaza Super Jet, Numerica Credit Union, Chelan PUD, Lamar Outdoor Advertising, North Central Washington Library District Bookmobile, Retired Teachers Association and many more.

So far - 15,310 kids in free and reduced lunch programs are scheduled to be fed in Eastmont, Wenatchee, Rock Island and Cashmere school districts in 2018.

Nineteen sites are being used this year with two or three more possible, but sponsorships are always welcomed to do more. At the end of the summer feeding program, parents are invited to attend a Life Skills Workshop in late November and early December that features two one-hour classes in everything from car maintenance to cooking on a budget. After completion of the training, the family is given a $100 gift card so they can buy Christmas presents for their kids.

"The Life Skills Workshop is a positive event and gives people 'a hand up and not just a hand out,'" she said. Last year, Small Miracles together with a local church, gave away 31 gift cards. Small Miracles has served more than 23,000 free lunches to area children since it began. Belton said, "I wanted the children and their families to look me in the eyes and not be looking down at the floor."

Belton's compassionate outreach can be helped by anyone wanting to donate paper towels and other lunchtime necessities as well as help out as a sponsor at a variety of dollar values.

Belton estimates the major expenses for her charity are gasoline to help volunteers, insurance and keeping in strict compliance with state Health Department rules. "We provide foods that are in when school is out," Belton states.

Volunteers' days and hours are flexible, according to Belton, who wants folks to obligate at least one hour at a time.

Small Miracles is "dedicated to ending hunger among children in the Wenatchee Valley" and is having its 4th Annual Dinner and Auction Benefit Saturday, May 12 at the Wenatchee Golf & Country Club.

To volunteer yourself, business or organization or to find out more about Small Miracles, call Linda at 509-888-9495 or email: linda.belton@gmail.com or simply visit the website: smallmiraclesncw.org.

CHELAN COUNTY P.U.D.

Chelan PUD halts illegal Bitcoin mining

Chelan PUD news release

Chelan PUD commissioners last month directed staff to take all necessary steps to enforce the moratorium on unauthorized cryptocurrency operations including imposing available fees and penalties and considering new ones, disconnecting service and reporting unauthorized loads to law enforcement as power theft and to fire officials to protect public safety.

"Not only are we concerned, we're incensed that individuals are putting people at risk," said Commissioner Steve McKenna. "We're not going to tolerate it. This is a strong message, and I want to make that very clear."

His comments came after hearing of unauthorized cryptocurrency mining discovered in a Wenatchee apartment, a Malaga home and Chelan mini-storage units.

Each operation was using enough power to create fire risks for neighbors and damage grid equipment not sized for the load. PUD crews disconnected power for the unauthorized services.

Board President Dennis Bolz said these actions will not be tolerated. "This has to end," Bolz said.

Commissioner Garry Arseneault said heightened enforcement is aimed at, "scoundrels," who are deliberating thwarting PUD regulations.

"I want to take one step back and say that users of power that have legitimate requests, and have been properly sized for the use of that power, that's not the kind of entity we're discussing today.

"What we're discussing is a person who is purposely trying to slip around the end and use power in a way that a facility was not designed for and doing so in a manner where there's been no request for service to meet that kind of demand." He added, "I see yet, once again, a reason to support the installation of automated meters to be able to confront these scoundrels before they do burn an apartment building down and perhaps kill a family or children in the process."

PUD commissioners underscored their concern about safety risks from rogue operations in ratifying the March 19 moratorium.

Commissioners will review the moratorium and take comment at a public hearing at 1 p.m. on Monday, May 14.

John Stoll, Customer Utilities managing director, said those examples show the need for additional fees to cover the District's costs to investigate and monitor rogue cryptocurrency operations and to recover the cost of damage to grid equipment not designed for high density loads (HDL).

Stoll said staff reviewing meter readings saw power use at the Wenatchee apartment jump 20-fold in a month. Use went from a typical 500 kilowatt hours (kwH) to 11,000-plus kwH, far above what residential wiring is designed to carry.

When PUD staff checked the location, they could see open windows and a balcony door open to the chilly spring air likely keeping the cryptocurrency mining equipment cool. Investigation showed no one living in the apartment.

In Malaga, PUD staff notified the homeowner his mining operation was unauthorized. He talked with staff about options for legal service, but continued to mine without following through until crews disconnected service.

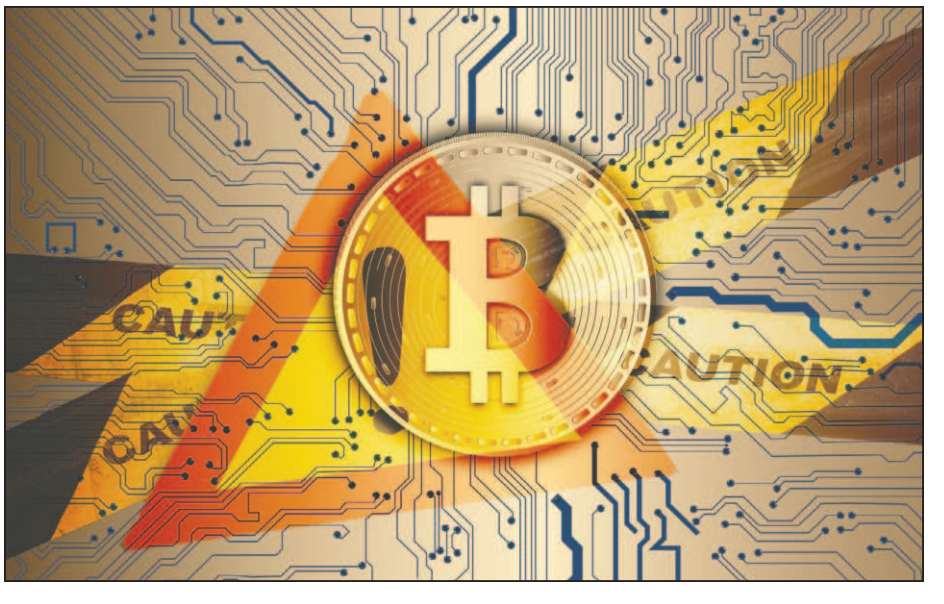
In Chelan, an approved operator went beyond the allowed power amount without notifying the PUD as required.

Lindsey Mohns, Customer Utilities business manager, and Catherine Melton, business analyst, reviewed proposed additional fees for investigation and enforcement of the HDL rate for unauthorized operations and for the loss of useful life for overtaxed equipment.

The fees could total about $5,000 for unauthorized operations in residential areas and $7,000 to $10,000 in commercial space.

Commissioners also heard from Nick Martini of Half Moon Bay, California, a potential cryptocurrency operator, who asked board members to consider flexibility in allowing some applications to move forward when operators seek to meet all requirements and work with the PUD in developing the industry.

> "Success seems to be connected with action. Successful people keep moving. They make mistakes, but they don't quit."
> — *Conrad Hilton*



Mountain Meadows Senior Living wins 2018 Customer Experience Award

SUBMITTED PHOTO

Nate Oglesby, executive director at Mountain Meadows

LEAVENWORTH – Mountain Meadows Senior Living Campus, a non-profit senior community offering independent living, assisted living and memory care here, is proud to announce they are the recipient of Pinnacle Quality Insight's 2018 Customer Experience Award.

Qualifying for the award in ten service areas, Mountain Meadows displays a continued dedication to providing Best in Class senior health care services.

Nate Oglesby, executive director at Mountain Meadows, describes receiving the award(s) as an honor, stating that, "Our team members are dedicated to providing the best possible care and experience for our residents, and their family members. What makes this so rewarding is to be recognized by their honest feedback."

Throughout its 21-year history of serving the community, Mountain Meadows has placed a strong emphasis on ensuring that the individual needs of every resident are met. Over the course of 2017, a sampling of Mountain Meadows' residents and their families have participated in monthly telephone interviews that include open-ended questions, as well the opportunity to rate Mountain Meadows in specific categories.

Every month, Mountain Meadows has gathered its real-time survey results in order to gain a better understanding of the residents' needs and make improvements when necessary.

By qualifying for the Pinnacle Customer Experience Award™, Mountain Meadows has satisfied the rigorous demand of scoring in the top 15% of the nation across a 12-month average.

Clients have the opportunity to achieve this Best in Class distinction on a monthly basis in 15 categories designed to accurately reflect each resident's experience. Mountain Meadows achieved this Best in Class in the following categories: Overall Satisfaction, Personal Care, Cleanliness, Response to Problems, Communication, Activities, Move-In Process, Safety and Security, Recommend to Others, and Overall Customer Experience.

About Pinnacle Quality Insight

A customer satisfaction measurement firm with 22 years of experience in post-acute healthcare, Pinnacle conducts over 150,000 phone surveys each year and works with more than 2,500 care providers in all 50 US states, Canada and Puerto Rico.

About Mountain Meadows Senior Living Campus

Mountain Meadows Senior Living is a community owned 501(c)3 non-profit senior living community located in Leavenworth.
The community offers independent living, assisted living, memory care and respite care. Mountain Meadows was built in 1997 and expanded in 2012. It is governed by a board of directors and managed by Senior Services of America. To learn more, visit mountainmeadowsassistedliving.com.

MIKE MALTAIS/WBJ

Brewster Bear Basket hold soft Grand Opening

Dan Webster, left, owner of Webster's Furniture, along with Dave McNamara, owner of Grover's Building Supply, far right, and Anna Marie Dalby, President of the Brewster Chamber of Commerce and managing broker of Coldwell Banker in Brewster, pose with Martin and Manny Hurtado, who, with friends and family prepare to cut the ribbon on their new store, Brewster Bear Basket, in the Armory Building.
The Hurtados held the "soft" Grand Opening last Thursday and plan an official version during the first annual Cherries Jubilee in mid-June. The food market will be open from 6 a.m. to 7 p.m. seven days a week.

COURTESY PHOTO

Fourth and fifth generation owner/operators of Campbell's Resort from left: Art, Clint, Tom and Eric Campbell.

Campbell's Resort *on Lake Chelan Voted #1 resort in Northwest*

LAKE CHELAN – Campbell's Resort on Lake Chelan was recently voted 'Best Resort' by King5.com and Evening Magazine's Best Northwest Escapes contest.

The annual contest allows thousands of Pacific Northwest residents to cast their votes for destination preferences in such categories as road trips, hikes, wineries and resorts.

To qualify for the "Best Resort" category, nominees were required to have full service resort amenities including a restaurant, pool and spa and to reside in a location that offers superlative, natural beauty.

Campbell's had previously won the contest's 'Best Resort' recognition in 2011, 2013, 2014 and 2016.

"We're grateful for this recognition," says President Tom Campbell. "A big thank-you goes out to all our guests and staff."

About Campbell's Resort:

Campbell's Resort, located on the shores of Lake Chelan, has been one of Washington State's favorite resort destinations since 1901.With lakeside accommodations, an award-winning restaurant and full-service day spa, Campbell's strives to provide the best resort experience through its 117 year tradition of hospitality. The resort is also a breathtaking backdrop for lakeside weddings and a premier conference facility.

It has been family-owned and operated since opening in 1901, now under the stewardship of the fourth and fifth generations of Campbell family.

For more information: Campbell's Resort on Lake Chelan, 104 W. Woodin Ave., Chelan, campbellsresort.com, 509-682-2561.

Manson Chamber of Commerce hires Executive Director

MANSON – The Manson Chamber of Commerce announced it has hired its first Executive Director, Debbie Conwell, to manage the operations of the Manson Chamber of Commerce.

SUBMITTED PHOTO

Debbie Conwell

Debbie Conwell, long-time Manson resident, brings over 30 years of administration management. In addition, she is a local business owner and donates a tremendous amount of time to local non-profits and their events.

"We can't be more excited to have Debbie on board." Said Chamber Board President, Sandy Day. "She will not only manage the weekly operations of the Chamber but be the face of the organization as we move to the next level".

For more information, contact 509-888-1553.

About Manson Chamber of Commerce

Manson is an unincorporated community located on the North Shore of pristine Lake Chelan in the middle of the state. A premier destination resort community featuring vineyards, orchards, fine and casual dining, arts and adventures for everyone. Manson boasts quarterly "tasting walks" and fresh farmers markets. With over 80 business members, the Manson Chamber of Commerce is committed to supporting the success of the people of Manson and the supreme enjoyment and serenity of our valued visitors. We are a team committed to ensuring a very special lifestyle you won't find anywhere else but right here.

Open Gov't coalition seeks nominations

Washington Coalition for Open Government
washingtoncog.org

Nominations are now open for The Washington Coalition for Open Government's 2018 top annual recognition awards to be presented later this year to individuals or groups who have made outstanding contributions to the cause of open government in Washington.

Named for one of the primary authors of the Constitution and the Bill of Rights, The James Madison Award honors an individual or organization whose long-term commitment to the First Amendment and to open government has been demonstrated through exemplary words or deeds.

It is one of the highest honors WCOG bestows to honor transparency advocates.

The James Andersen Award honors an individual or organization that has made an outstanding contribution to the work of the Washington Coalition for Open Government. It is named after James Andersen, retired chief justice of the Washington Supreme Court and a founding member of the coalition.

The Kenneth F. Bunting Award is given to honor journalistic work that uses, discusses, informs, or exposes violations of the state's transparency laws. It is designed to honor journalism that promotes transparency and openness at all levels of government.

The deadline for nominations for the 2018 Madison, Andersen, and Bunting Awards is May 31.

Full criteria, nomination forms, and lists of past recipients are available online at washingtoncog.org.

The Madison, Andersen, and Bunting Awards will be presented at WCOG's annual Madison Andersen Awards Breakfast on Friday, September 21 at the Washington Athletic Club.

The Washington Coalition for Open Government is a statewide nonprofit, nonpartisan organization that advocates for the people's right to access government information and for the principle that transparency and public participation are building blocks of good government.

Membership in the coalition is open to all citizens who want to promote and protect open government.

For more information, contact Washington Coalition for Open Government, 6351 Seaview Avenue NW, Seattle, WA 98107 or call (206) 782-0393.

> Great things in business are never done by one person. They're done by a team of people.
>
> —*Steve Jobs*

Stemilt Basin land transfer to WDFW 'green' win for Chelan

OLYMPIA – The sale of 1,275 acres in Chelan County's Stemilt Basin by the Washington Department of Natural Resources (DNR) to the Washington Department of Fish and Wildlife (WDFW) completes a project that began in 2007 and has involved multiple community partners to protect habitat and outdoor recreation.

The Board of Natural Resources approved the transfer of two parcels eight miles south of Wenatchee today, following the Washington Fish and Wildlife Commission's approval April 13.

In 2013, both boards approved the sale and transfer of 1,268 acres in two adjacent parcels, bringing the final total of new WDFW property to 2,543 acres.

The land transaction was recommended by the Stemilt Partnership, a community based coalition of agriculture, wildlife, recreation, development, and conservation interests.

The Partnership was established by Chelan County in response to community concerns in 2007 when the four DNR sections were originally proposed for sale. By selling these lands, DNR managers could buy land elsewhere in the state better suited to producing revenue for the Common School Trust.

"Two state agencies, a county and an engaged community of diverse interests worked as partners to make this a landmark day for public outdoor recreation and wildlife habitat in Chelan County," said Commissioner of Public Lands Hilary Franz, who chairs the Board of Natural Resources in addition to leading DNR.

WDFW secured federal Endangered Species Act funding to buy the remaining two sections of DNR trust land, appraised at $1,778,000, to protect Stemilt Basin habitat for elk, deer, wolves, and other wildlife species. The parcels, which are adjacent to Chelan County property, are managed as a unit of WDFW's Colockum Wildlife Area. Land acquisition is one of many ways that WDFW carries out its statutory mandate to protect and preserve fish and wildlife habitat, while also providing hunting, fishing and other opportunities for people to enjoy the outdoors.

"We're managing this land on a broad watershed-wide basis that protects water supplies for fish and irrigated agriculture, along with critical wildlife habitat," said Jim Brown, WDFW Northcentral Regional Director. "We're balancing our management of traditional activities such as hunting, fishing, and wildlife viewing, with multiple-use recreational access that the Partnership values."

Linda Evans Parlette of Wenatchee, who worked with the Partnership for years as a Washington State Senator, called the transfer the fulfillment of ten years of commitment.

"I am thrilled that this transfer has finally happened," said Parlette, who is currently an executive director with the Chelan-Douglas Health District. "I give a lot of credit to lead staff at Fish and Wildlife, DNR, and Chelan County, in addition to those individuals who tirelessly attended all of the meetings."

Chelan County Commissioner Kevin Overbay said the deal exemplifies what can be achieved through collaboration.

"I am pleased to see the community's vision for this area coming to fruition," Overbay said. "I commend all of the citizens and organizations who have worked tirelessly over the past decade to make this a reality."

American Legion Posts to help Central Washington State communities

INDIANAPOLIS – Military veterans in and around this region are invited for a special service session at the Art Semro American Legion Post 28 located at 267 8th Avenue NW in Ephrata.

National and state teams along with local post members from The American Legion will be in town to discuss veterans' benefits and service and kick off this community and veteran service campaign within the community.

All veterans in this area are invited to Post 28 to learn more about The American Legion and veteran benefits. Membership and veteran information staff will be available on May 19 from 10 am to 4 pm and May 20 from 10 am to 3 pm.

A veteran service officer will be available to assist area veterans with claims or other veteran benefit related questions during these times.

In keeping with the nearly 100-years of tradition of The American Legion, the American Legion posts in this area will focus on community service and assistance to veterans.

The scope and nature of the posts' community service is determined by its members and with input from local civic and community officials.

Since its inception in 1919, The American Legion has been a key advocate for veterans' benefits, patriotic American values, instilling values in young people through numerous programs and a strong national defense with focus on quality-of-life issues for those serving in today's armed forces. Contact: Matt Jackson, 509-280-8852 or e-mail: matthewduanejackson@gmail.com

Independent **Diamond** vies for Condotta's empty seat

By Kyra Planetz

As many of us are familiar, elections for the Washington State House of Representatives will be held later this year in November. Our region, Legislative District 12, is currently represented by Republican incumbent Cary Condotta, who has held the position since 2003. This year, Condotta, who usually runs unopposed, will run against independent Dr. Ann Diamond of Methow Valley for position one.

On April 16, Diamond held a town hall meeting at the Wenatchee Valley Museum here as a chance to meet some of her constituents. Cashmere Valley Record Staff Writer Kyra Planetz sat down with Diamond after the event and asked her to respond to the following questions:

COURTESY PHOTO

Dr. Ann Diamond

***CVR:* Why did you want to run for this position?**

Dr. Ann Diamond: I don't feel like I'm being represented and that also plays into why I'm running as an independent. Often times I hear a party response, something that sounds like its crafted somewhere else, instead of relating to what's happening on the ground here in this region. As a physician, probably the strongest reaction I had early on was to repeal and replace because so many people here rely on the Affordable Care Act to have access to healthcare. I am also intrigued by the issue of critical access hospitals in our area, which have stayed open directly because of the Affordable Care Act.

See **DIAMOND**, Page 20

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Wenatchee Attorney Steinberg vies for Chelan County Superior Court Judge seat

By Gary Bégin

The Wenatchee Business Journal asked candidate for Chelan County Superior Court Judge, Position 3, Charles Steinberg, about his personal goals in seeking this vital cog in the state's legal system.

Steinberg also was forthcoming about personal

WBJ: *Are you a veteran?*

Steinberg: No, but my dad, Irv Steinberg, served in WWII in the pacific theater, and both my uncles served in the Navy.

WBJ: *What law school did you go to?*

Steinberg: Willamette University College of Law, Salem, Oregon, graduated in 1994.

WBJ: *What personal facts would you like to share with readers?*

Steinberg: I am 51-years-old. I met the love of my life, Joni in 1988, we were married in Wenatchee in 1989, and we raised our daughter Sophia here. After completing her AA at WVC, she is now off in Michigan to continue her education.

WBJ: *Activities?*

Steinberg: Currently my wife and I are starting a 6 acre, 18,000 plant lavender farm.

WBJ: *Religion?*

Steinberg: I was raised in a Jewish household, and have studied many religions. I am a member of the Wenatchee Seventh-day Adventist church, and enjoy helping in Journey to Bethlehem, and serving the homeless programs. Adventists have a strong tradition of standing up for constitutional rights, and religious liberty. It is in that area of advocacy where I was recognized regionally and internationally for my pro bono works in opposing King County's egregious land use restrictions on All churches and Any private schools in rural areas.

WBJ: *When does a lawyer know he/she would like to run for a judge's seat?*

Steinberg: For me it was when some colleagues called me and told me I should run, as in their opinion, I have vast experience and a good judicial temperament, and I enjoy the work of being an arbitrator, being fair and neutral, and evaluating the evidence and coming to a decision. As a child I remember enjoying playing the game "King of the Hill." One day tensions got really high with my two best friends. They started fighting, because both wanted to be "king." I suggested there was a better way. We peacefully resolved that fight that day.

COURTESY PHOTO

Charles Steinberg

WBJ: *What part of the law do you feel is most relevant in Chelan Superior court?*

Steinberg: About 80 percent of the caseload involves criminal cases and divorce cases, so In criminal cases, it is mainly the constitution and the rules of evidence, and criminal procedure. In divorce cases, it is mainly applying the facts to the statute on child custody, child support, and evaluating the evidence. While those areas are most relevant, it is also important to treat every person who comes before the court fairly, and justly, regardless of their current station in life. All are equal in the sight of the law.

WBJ: *Do you have certain litmus tests for qualifications to be a judge in the state of Washington?*

Steinberg: Article 4 Section 17 of our state constitution provides no limit, other than to have been admitted to practice law in our courts. Since it is a public office, it is very important to have the voters decide who they want to have as judge. I have been reviewed for this position by the State Veterans Bar Association and the Latina/Latino Bar Association, and they have ranked me as "Well Qualified." Since I've lived and worked here in the Wenatchee Valley, raising my family and serving local residents as their trusted attorney for nearly 25 years. I also hope the voters will review my experience and consider giving me their vote, rather than to Governor Inslee's appointee.

WBJ: *I have always seen flags flying from your office. Do they have a certain meaning for you?*

Steinberg: Yes, when I was a kid growing up, there was a house always decorated for the holidays. It was very cheerful. So I will put up a flag for President's Day, for Valentines Day, for St. Patrick's day, the POW/MIA Flag for Memorial Day, for the 4th of July, usually a colonial flag with 13 stars, and when football season starts, I usually will put up a 12th man flag, or a Seahawks themed flag. I also display the Free French flag on Bastille Day, and D-Day, as one of my grandpa's friends was part of the invasion force, and helped liberate the Buchenwald concentration camp. Sometimes I will put up the Israeli flag, partly out of my heritage, and for Yom HaShoah, Holocaust Remembrance Day.

WBJ: *Are there particular judges you would model yourself towards if elected?*

Steinberg: Over 24 years, I have appeared and observed many different judges. Judges who are patient, kind, and respectful to litigants, will be what I model myself after.

WBJ: *Do you have any words on the passing of Judge Tom Warren?*

Steinberg: Yes, I had my first jury trial in Judge Warren's court, and he was patient, and kind, and had full control of his courtroom. He did press releases to inform the taxpayers of what was going on in the court system. He worked with the County Commissioners on budget issues for the court, and helped plan ahead. He designed and helped produce informative brochures for people appearing in court, and wrote a series of articles to teach people how to stay out of trouble.

WBJ: *What does upholding the law mean to you in our modern age?*

Steinberg: We live in a free country, and living in freedom brings each one of us so much joy. By living within the law, we have even greater freedom as a community to enjoy our vast diversity. Upholding the law serves to protect our community and gives each one of us the same firm boundary.

WBJ: *Any comment about the impact of the Hirst and/or McCleary decisions on a rural society - like Chelan County?*

Steinberg: The Whatcom County vs. Hirst and Futurewise decision was terrible for rural communities. Many people in rural areas rely on well water as their water sources. Remember, domestic well use is less than 1 percent of total consumptive water use in Washington State.

Before Hirst, a domestic water well was exempt and county governments issuing building permits, could rely on the the Ecology Department's determination that it was exempt, and the county could issue a building permit, and banks would finance construction, since there was a lawful water source.

After Hirst, the Supreme Court determined that county governments were not doing enough to protect water sources, even though another state agency said they were exempt!!

To get a building permit issued, you now would need to go through an unclear process with expensive studies that would prove that the domestic well would not affect any stream or river, or any senior water rights. Some counties stopped issuing building permits in response, some banks pulled homeowner's funding because there was no longer a lawful water source, thanks to this decision. [Remember, a domestic well is less than 1 percent of total consumptive water use!] The result of this decision was terrible for rural communities. Over the past two years, our Representatives, Cary Condotta and Michael Steele, and others, helped hold the Governor's capital improvement budget hostage in negotiations, in order to get the legislature to finally fix the Hirst decision.

The McCleary decision ruled that the state had not fully funded education state wide, and the legislature fixed that year after year, by providing more funds for education. But the court ruled that was still not enough, and held the legislature in contempt fining them $100,000 per day.

The most recent legislative fix is a significant increase, and then "equalization" of state levy rates for schools. I am old enough to remember that the lottery system was sold to us voters as the way to fully fund education, as we migrated away from state timber sales to fund education. Hopefully the legislative fix in 2018 will pass constitutional muster, and Governor Inslee only partially vetoed it.

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Goodfellow Brothers keep '3 Fingers' intact

What's next for the six-acre fill?

By Erin Rossell

CHELAN – For decades the six acres of fill on the northernmost South Shore area of Chelan, locally referred to as "Three Fingers" due to their appearance, has been debated upon and argued against on the legitimacy of the landfill's placement and property rights. The argument is finally concluded, over 50 years after Goodfellow Brothers Inc. (GBI) added construction waste to its existing property in an effort to "keep the formerly dry property permanently above the artificially raised seasonal water fluctuations of Lake Chelan," according to court documents. The Fingers will now remain in place and in the possession of GBI.

In 2015, Chelan County Superior Court Judge Leslie Allen ruled to immediately remove the Fingers from a prior statement that the Fingers were "in violation of state statute as a public nuisance." Afterwards, GBI appealed the order. The final ruling, signed by nine justices, identifies the fill as a legal fill and safeguards its placement against any further debate.

Concluding the court document, explaining the decision, Justice Madsen stated, "I would hold that the savings clause does not substantially impair the jus publicum (which refers to legal rights enjoyed by all citizens, specifically the right of public access to shorelines)," he stated, then concluded, "these fills have been in existence for 50 years or more and have not been challenged, strong evidence that the legislature's action caused no injury to the public. Accordingly, I concur in the majority."

"I think it's a positive move," suggested Mayor Mike Cooney, "I think anything that's out there will be a positive move. It's now clear that it's Goodfellow Brothers' property, from my standpoint, we're wiping the slate clean." GBI and the city will work together on the future development on the Fingers, he explained, "one of my main goals was to get a good resolution for the Three Fingers and for the butte, and that's what we are working on," he stated, "the idea (for the Fingers) will be to get a win for the residents of Chelan and a win for them (GBI). They don't have to do anything," he emphasized, "they could put a chain fence along the thing and not allow any entry ... (however) there's work being done, they will do beautification, do landscaping for the city to help enhance the lakeside trail," he stated. Instead of putting forth the minimal work needed, they are look at doing the most amount of work that they can, Cooney voiced. "It's very clear in talking with Steve Goodfellow, that he wants a positive outcome for the town of Chelan, that it's basically part of the family legacy that has been in courts for a long time," he explained, "knowing that they will not make everybody happy in the community, what they want to do is the greater good for the community." While there is nothing definitive for that property, there is a lot of potential and possibilities. "I feel very optimistic. I feel that it will be something of a betterment, that people will use it," suggest Cooney, "I'm confident that I know what Steve Goodfellow is thinking well enough that it will turn out to be a win for the town. I've not seen him be anything different than a civic-minded land owner that wants to do something good for the town."

FILE PHOTO

The "Three Fingers" on the south side of Lake Chelan for over 50 years will remain.

Steve Goodfellow expressed that the family feels good about the ruling, "we felt all along that those fills were put in legally and have been legal ever since they've been put in," he stated, "the fills were put in prior to 1969," expressed Goodfellow, "so it's pretty nice to finally have it over." The court process had been long and difficult, he voiced, "and I also feel that it's caused some problems just within the community, it's become kind of a divisive issue," he stated, adding, "it's been a part of the community of Chelan forever, I'm just glad it's over."

Looking into the future of the three fingers landfill, there is nothing set in stone at this time, explained Goodfellow, "because of the cloud that's been over them, we really haven't been able to go over any concrete plans." A year or so ago, he explained, Mayor Cooney held a meeting in regard to development around the city in general, and Christopher Martin, nephew to Goodfellow, showed preliminary plans. The plans displayed cottage style homes and a possibility of a small commercial-type area on the "finger" closest to town, he explained. At the meeting, drawings were displayed visualizing two and three-story condos on the fingers, he explained. "We aren't looking at doing anything like that down on the fingers," he laughed, "I have no idea where those came from ... we have never intended to do any of that, and that's one of the sad things," he stressed, "there's been so much misinformation put out into the world about our development plans. Never, have we ever thought about developing anything there that we wouldn't come together with the city and the community to try and come out with something that everybody felt good about."

"We are still trying to work out a way for Chelan Airways to have a home again," Goodfellow offered, "whether it be with the previous operator or a new operator, because I think the community would like to see a float service back and forth to Stehekin again." While keeping the seaplane in mind with plans, there's plans for development on another area of the three fingers property that frequently gets overlooked, he said. "The focus is always on the fingers, but we have the property above the fingers, up on the bench there ... and we're looking at probably doing some development up there," he added, "but the main thing ... is all of the land in between the fingers and the highway, the city and the mayor in particular have been working with us to come up with a plan where that's a very nicely landscaped walking trail or bike trails, maybe a restroom facility, but really try to make that whole frontage something that would kind of welcome people to Chelan." In conversations with Mayor Cooney, Goodfellow said that one of the Mayor's voiced goals has been to try and improve the entrance to Chelan, "so, as a part of whatever we do," he said, "we're looking at trying to do some things with the city to try and enhance that."

"I hope that, as a part of this process, as we go forward and we work together with the city, and we work together with the community, to get the community input on this, that in the end all that goes away and it's just part of history," he highlighted, "I'd rather focus on the future than focus on the past."

Editor's Note: GBI has an office in Wenatchee.

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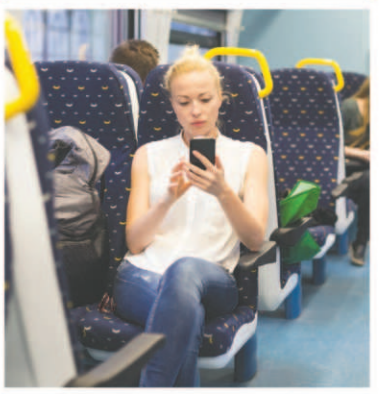

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BNCW's April Nothing But Networking Event

On Thursday, April 19th, BNCW members and guests gathered for a very enjoyable evening of networking at Wenatchee Valley Glass' new showroom, located in Cashmere.

Guests learned that Wenatchee Valley Glass specializes in new construction and replacement windows, replacement of broken and failed insulated glass units, screens, mirrors, shower doors and other related services.

Attending BNCW members and their guests not only toured their showroom, but enjoyed winning some very nice door prizes, while enjoying some great food, drinks, and an abundance of networking, too!

Our thanks to BNCW members and owners of Wenatchee Valley Glass, Robert and Jessica Guerin, for all of their hard work in putting it all together! The evening turned out fantastic!

If you missed the NBN and would like to learn more about Wenatchee Valley Glass, visit their website at www.wenatcheevalleyglass.com, or give them a call at (509) 293-0270.

The next BNCW Nothing but Networking event will be held on Thursday, June 21st at Numerica Credit Union in East Wenatchee! You may RSVP for this event online at www.BuildingNCW.org, or simply call the BNCW office at (509) 293-5840!

Need a Meeting Room?

As a valued BNCW member company, you're welcome to utilize the BNCW conference room if you require a place to meet with clients or prospective clients, or simply need access to a meeting room. The room will seat up to 16 people comfortably, has wireless internet access and other amenities. Please contact Kim Fenner at (509) 293-5840 to make the necessary arrangements. This is a membership benefit and is available to you at no additional cost!

BNCW MEMBER HIGHLIGHTS

Welcome new BNCW members!

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

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

NCHBA NORTH CENTRAL HOME BUILDERS ASSN.

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

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

MAY 2018 ASSOCIATION NEWSLETTER PAGE 2

BNCW's: From A Different Perspective

Lotsa Leverage

"As house prices relentlessly rise, the percentage of conventional loans this past winter going to borrowers with debt-to-income (DTI) ratios above 45% hit 20%, almost triple what the percentage was 12 months ago, but less than the housing boom peak of 36%. Meanwhile the share of buyers with DTIs between 46% and 50% is near where it was in 2004-05 but remains well under the 2007 top. I'm slightly concerned."

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

BNCW's April Membership Dinner

On Tuesday April 17th, sixty BNCW members and guests joined in at the Convention center for an evening of networking, fun and an intriguing learning opportunity all of which was sponsored by Ag Supply.

There was opportunity for members to catch up and chat during the meal. As dinner was wrapping up, Al Sanow, the GM of Ag Supply spoke for a few moments. Thanking all of his hard working staff and mentioning some of the new fuel and account services that they are offering as well as thanking BNCW for our efforts supporting small business in the valley.

The entertainment for the evening was BNCW's version of "Name that Tune". BNCW staff selected four categories of five songs each; movie theme songs, current songs, TV theme songs, and the oldies (which was changed to the classics due to Ed Gardner's protest of the word 'oldie'.) Members had 10-second clips of each song and raced against one another to be the first to correctly name the tune and earning the point! Let's just say that it got pretty competitive!

Wrapping up the evening, Andrew Wendell and Teka Sellers, with Chelan County PUD, provided a very interesting presentation on a growing concern here in the Valley – cryptocurrency mining.

Andrew discussed how these mining activities require enormous blocks of power and how this is affecting both the PUD, its ratepayer owners, and the potential effects on future economic development.

Additionally, he addressed the dangers that miners who fail to properly secure authorization present to the infrastructure and how the PUD has responded to this issue.

The topic was so intriguing to our members that the presentation ran over 40 minutes and not a single person left before Andrew was done speaking! Thank you, Andrew and Teka for a great presentation!

It was a very informative and enjoyable evening! Many thanks to Al Sanow and his staff at Ag Supply Hardware & Feed for sponsoring the event! We so value their membership and support!

If you would like more information about Ag Supply, visit www.Ag-Supply.net or stop by the newly remodeled store at 1115 N. Wenatchee Avenue – your one-stop-shop for all things hardware and feed!

Congratulations
to BNCW's Executive Assistant

*Recently, **Kim Fenner** – Executive Assistant – celebrated a very big milestone with BNCW. Kim marked her twenty-year anniversary with BNCW. Wow!*

Congratulations, Kim! We're grateful and blessed to have you on the BNCW team!

As a side note, BNCW is proud to note that there is 49 years of combined service to our valued members on BNCW's professional staff.

Event Sponsored By: CWC Central Washington Concrete, WSG

BNCW Annual Golf Tournament • Highlander Golf Club • Friday, May 18th

Registration.....11:30 - 1:00 PM
Shotgun Start..... 1:00 PM
Brats will be provided on both front and back 9

AFTER TOURNAMENT PLAY

Million Dollar Hole-in-One will be held on hole #9...
sponsored by **Velocity Insurance Group**

Raffles & Awards in the Clubhouse to conclude the event.

1ST, 2ND & 3RD PLACE LOWEST NET

BEST DRESSED TEAMS- 1ST & 2ND PLACE

- Teams will be judged prior to shot-gun start

GAMES AND EVENTS WILL BE HELD THROUGHOUT THE COURSE AT SPECIFIC HOLES

ABSOLUTELY NO OUTSIDE ALCOHOL IS ALLOWED AND WILL BE CONFISCATED. NO EXCEPTIONS!!

$1,000,000.00 *Hole-in-One*
Nationwide is on your side – The Dave Shoults Agency
The FOUR (4) closest to the pin on hole #9 will have a chance at winning!

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

Dinner Sponsored By: Noble Truss & Lumber, Inc – Wenatchee, WA

UNABLE TO GOLF?
Consider a Sponsorship or Raffle donation

Green Sponsorship Packages are Just $175
Raffle and Hole Prizes are also needed!

Building! North Central Washington
MEMBER MESSENGER
"Driven to Promote and Protect Small Business"
MAY 2018 ASSOCIATION NEWSLETTER PAGE 3

The high cost of housing - *causes and solutions*

Part One

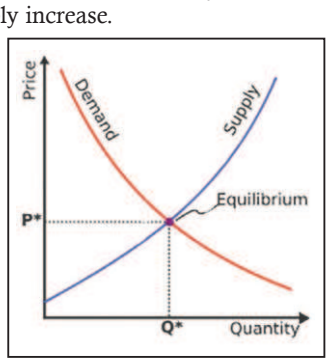
By Dan Beardslee, BNCW Policy Analyst

Over the next several months, this author will analyze the issue of housing affordability, its causes and offer some ideas on how to incrementally create a more balanced market. Particular attention will be given to the Chelan County / Douglas County marketplace.

To begin with, we need to take a look at the very fundamental reasons that market prices change, in general.

The immutable effects of marketplace economics are what always drive prices up or down. As a basic refresher, we need to understand that as supply of any commodity is restricted, for whatever reason, and demand stays the same or increases, prices inevitably increase.

The basic model we have all seen is this:



We can say this in various ways:

1. As prices increase, demand decreases
2. As demand increases, prices increase
3. As supply increases, prices decrease
4. As demand decreases, prices decrease

This model works when the demand for a commodity is "elastic." What does that mean?

Examples are the best way to illustrate elasticity. For instance, air is something we all must have to survive. The demand for air is perfectly inelastic. In other words, since we absolutely must have air, it makes no difference what the price is – we must have air.

On the other hand, something like candy is very elastic. We don't have to have it so when a seller of candy increases price, demand drops quickly in response. It matters a great deal what the price is.

Housing falls somewhere in the mid-range of elasticity. We must have shelter of some kind, and most folks would prefer to own a home, but the range of shelter options is vast – from tents under the freeway to mansions. Given that shelter is a must, housing demand is relatively inelastic. In other words, prices rise rather dramatically when supply is restricted.

This, of course, is what we have seen in markets where artificial restrictions result in the decrease in supply of housing. And the artificial restrictions are manifold in our area. What are those restrictions, you ask – well here are a few:

1. Washington's Growth Management Act (RCW 36.70A) is probably one of the primary culprits. A very scholarly and rigorous economic analysis was published by University of Washington economist Theo Eicher, which concluded that,"Using new, consistent, and comparable land use regulation data reveals that land use regulations are correlated with housing price increases across 250 major US cities. The data indicate that aside from demand effects, statewide regulations and growth management are associated with increases in housing prices." And "The restrictiveness and the effects of land use regulations vary substantially across five cities in Washington State, ranging from an estimated increase of $203,000 in Seattle to $73,000 in Vancouver, WA. The largest share of this increase is not due to municipal regulations, but due to the effects of statewide regulations."

And this was published in 2010, while the housing market was in a deep slump and we all know what has happened with housing prices since then.

2. Local zoning and other land-use regulations (some of which are mandated by the Growth Management Act) dramatically restrict supply by severely limiting the amount of land that can be developed to react to demand.

3. Washington water law severely limits the availability of domestic water, resulting in any medium to large scale development limited to properties served by municipal water systems.

4. Environmental regulations, including the Shoreline Management Act, critical areas regulations (part of Growth Management), and the State Environmental Policy Act all act to further restrict supply by making creation of housing very difficult and as a result, expensive.

5. Building codes have become increasingly more restrictive. Such things as the energy code, seismic requirements and the like, as well as electrical and plumbing codes dramatically effect cost of construction. Each little added regulation in and of itself doesn't have much of an effect but taken together the effect is substantial. Death by a thousand cuts.

Next month – more analysis of causes, and the start of a discussion of solutions.

Training provided by:

NICA

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This class meets the training requirements for Powered Industrial Trucks (Forklifts) Operators in Washington State (WAC 296-863).

Receive a customized training for your company!

- Forklift Operations
- Fueling Safety
- Load Capacity
- Equipment Stability
- Operating Limits
- Surface Conditions
- Pedestrian Concerns

Hands on evaluation, called a "Forklift Rodeo" on class 4 and class 7 forklifts is included.

Participants successfully completing the operating checklists and test will receive a Forklift Operating Certification Card that is good for 3 years.

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Forklifts provided by:

PAPÉ Rents

SPACE IS LIMITED—RESERVE TODAY!

Date: **May 17, 2018**
Location: BNCW Conference Room
Address: 2201 N. Wenatchee Avenue

Time: 9:00 am – 3:00 pm
Price: $125 BNCW Member / $150 Non
Registration: www.BuildingNCW.org

Includes off-site training specific to Class 4 (solid tires) and Class 7 (pneumatic tires) forklifts

ATTENTION BNCW EMPLOYERS!

The Outdoor Heat Exposure Rule is now in effect as of May 1. Employers must provide training to workers so they understand what heat stress is, how it affects their health and safety, and how it can be prevented.

The Outdoor Heat Exposure Rule *WAC 296-62-095* applies to all employers with employees performing work in an outdoor environment **from May 1 through September 30**, every year, when exposures are at or above a specific temperature as denoted in the matrix below.

To determine which temperature applies to each worksite, select the temperature associated with the general type of clothing or personal protective equipment (PPE) each

SEE **ATTENTION BNCW EMPLOYERS!**, PAGE 14

BNCW Health Choice

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

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

Call our office today to receive your Free Health Insurance quote!

509-293-5840

Aetna · Assurant · Cigna · Delta Dental Washington Dental Service · Dental Health Services · GroupHealth · Health Net · Kaiser · LifeWise · Premera · Regence · Starmark · United Concordia · UnitedHealthcare · VSP

Building! North Central Washington
MEMBER MESSENGER
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MAY 2018 ASSOCIATION NEWSLETTER PAGE 4

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

APPROACH management services SMART PITB

Group Retro Program

WHAT IS RETRO?

The Washington State Department of Labor and Industries began its Retrospective Rating program (Retro) as a financial incentive program to assist Washington employers in cutting the cost of their industrial insurance premiums. Enrollment in a retro requires your active participation to help control costs. By keeping claim costs to a minimum, you have an opportunity for a financial refund.

Retro gives you a financial incentive to increase your safety awareness, reduce workplace accidents and get more involved in minimizing the costs of the claims that do occur. In addition to helping you earn retro refunds, you'll be reducing your experience factor and premium rates.

WHO IS ELIGIBLE?

Your company can participate in retrospective rating on its own or through "group plans" sponsored by many trade associations. Minimum premium levels are usually required for group participation and will vary by Association.

HOW DO REFUNDS WORK?

L & I adjusts each retro plan year three times. The first adjustment is 11 months after the end of the plan year, with the second and third adjustments each following a year and two years after that. A percentage of the refund is distributed to the individual retro participants at the first adjustment, based on the recommendation of the participants in the retro group. At the time of final adjustment, all remaining refund monies are distributed to retro participants on a premium/performance ratio compared with the rest of the participants in the group.

The group's refund is based on a comparison between the standard premium paid by the group to the Washington State Department of Labor and Industries and the claim losses incurred by the group within the plan year.

BNCW AFFILIATED RETRO GROUPS

BNCW is proud to be able to offer our member companies access to a few high-quality Retro groups sponsored by both the **SMART** and **PITB** organizations. Both SMART and PITB groups utilize **Approach Management Services (AMS)** as the third-party administrator for their programs. AMS' history with group refunds is an exceptional one.

The SMART Retro programs include a fantastic Retro group designed specifically for general contractors and sub-contractors. In addition, SMART has a group designed specifically for the retail, wholesale, and professional service industries, too.

The PITB Retro programs include Retro group options for member companies in the transportation, manufacturing, and food processing industries.

To learn more, please visit **www.BuildingNCW.org** or, contact BNCW at (509) 293-5840 to see if your company might qualify to participate in one of these quality Retro groups.

New silica rule from labor & industries

Compliance will be required beginning October 1, 2018

This rulemaking creates chapter 296-840 WAC, Respirable Crystalline Silica, and amends WAC 296-841-20025, Permissible exposure limits (PELs), and WAC 296-307-62625, Permissible exposure limits of air contaminants. These amendments update references to the respirable crystalline silica rule.

Examples of industries or activities where harmful silica exposures may be present are:

- Abrasive blasting with sand or when blasting against materials containing crystalline silica,
- *Agriculture:* Using mechanized equipment that creates airborne dust from soil,
- *Construction:* Cutting, sawing, drilling, and crushing of concrete, brick, block, rock, and stone products,
- Foundries using sand products,
- Granite countertop production,
- Manufacturing glass, cement, brick, concrete block and many other products and materials,
- Repairing and replacing refractory brick furnace linings,
- Tunneling and mining

The department's Respirable Crystalline Silica rule covers construction and general industry in one rule (chapter 296-840 WAC), whereas OSHA has separate rules for each. The new Silica chapter addresses and limits worker exposure to respirable crystalline silica in workplaces, with the intent of curbing lung cancer incidents, silicosis, chronic obstructive pulmonary disease and kidney disease in Washington workers.

The effective date of the rule was April 23, 2018, and the compliance dates are as follows: *For occupational exposures to respirable crystalline silica in construction work, employers must comply with all obligations of the rule by October 1, 2018.* For all occupational exposures to respirable crystalline silica other than construction work, employers must comply with all obligations of the rule by July 1, 2019.

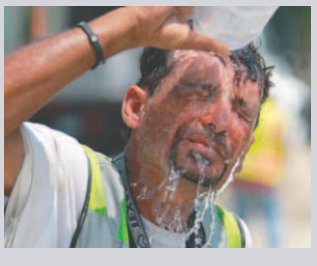
For more information log onto the BNCW website at www.buildingncw.org. Over the next few months, BNCW will be working to gather resources designed to assist our valued members to comply with this new rule.

Continued from page 13

employee is required to wear.

Outdoor Temperature Action Levels	
All other clothing	*89°*
Double-layer woven clothes including coveralls, jackets and sweatshirts	*77°*
Nonbreathing clothes including vapor barrier clothing or PPE such as chemical resistant suits	*52°*

For further information about the Outdoor Heat Exposure Rule requirements, visit L&I's website or visit the Members' Only Resources area of BNCW's website. For more information on how to ensure that you're meeting the requirements of this rule, we invite our valued members to call us at (509) 293-5840.



BNCW EVENTS

BNCW's May Board of Directors Meeting

■ May 16, 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 May CPR & First Aid Training

■ May 10, 2018, from 4:00pm to 6:00pm
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee

$45/person, includes Continuing Ed credits and is good for new and recertification.
Call BNCW at (509) 293-5840 to Register!

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

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

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

You may also register online at BuildingNCW.org.

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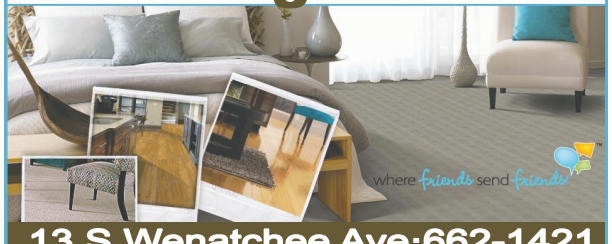
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Keeping up with People

Cordell, Neher & Company hires Allison Nathe

Allison Nathe

Allison joined our firm in March 2018 with twenty years of experience as a Wealth Management Assistant and Registered Client Associate providing wealth and financial solutions. She passed the FINRA Series 65 exam and is currently working to re-earn her Series 7 and equivalent Series 66.

Learn more about Allison at financial.cnccpa.com/our-team.

The Salcido Connection adds DeLancy to team

The Salcido Connection is pleased to announce the addition of Tad DeLancy as an Apprentice Electrician.

DeLancy is completing his Electrical Technology Certificate from Perry Technical Institute, where he has earned President's List Honors, and has spent the last two years learning the foundations for electrical work and building knowledge of electrical codes. Previously, he spent eight years with Alcoa as a Head Tapper and Furnace Operator until the facility's curtailment in January of 2016. "Tad's former employment in a large industrial facility as well as his formal education make him a highly-qualified addition to our team," explained COO Rob Fritz.

Founded in 2001, The Salcido Connection designs and installs reliable, efficient building systems, excelling in mechanical, electrical and facilities development work.

Esparza Law: Newest law firm in town

A new law firm designed to meet the needs of clients in North Central Washington has opened.

Ruth Esparza an experienced litigation attorney with over 12 years experience in practicing law in the Wenatchee area will be opening her own law practice.

Ruth Esparza

Ruth is also a City of Wenatchee Councilmember. As a city councilmember Ruth actively serves on the following boards: Downtown Association, Tourism Promotion Area, and Wenatchee Valley Chamber of Commerce. She also participates in various other boards and committees, which work on issues in her community. Ruth has previously served on the Wenatchee Community Center Board and the Volunteer Attorney Services Board. Having worked in a wide variety of boards for many years, Ruth's experience allows her to bring a broad perspective for decisions affecting our entire community. She also understands the importance of citizen involvement and makes herself available with an open mind to questions and concerns.

Ruth's mission is to empower her clients, protect their rights, and achieve fair results. She attended Wenatchee Valley College earing her Associates of Arts Degree in 2000. She graduated from Gonzaga University with a Political Science Degree in 2002. At Gonzaga University School of Law, Ruth earned a Juris Doctorate Degree in 2005. Ruth is also a Guardian Ad Litem for the State of Washington.

Esparza Law, PLLC will be focusing on general civil litigation including family law, landlord/tenant, wills/estates, contracts, personal injury, and immigration.

Ruth, can be reached by email at esparzalawoffice@gmail.com or by phone at (509) 881-5153. Located at 113 Second St. Suite 300 Wenatchee, WA 98801.

Joy Juelson

Joy Juelson retires

"We wish Joy the best in her new adventures. said Barbara Carrillo, Office Manager/Program Assistant & Outreach for the Upper Columbia Salmon Recovery Board in Wenatchee.

Joy's last day was April 13th.

Lynette Smith's photos wins honors at State Competition

Lynette Smith, of Lynette Smith Photography in Wenatchee, was awarded several awards at the Professional Photographers of Washington's (PPW) 71st Annual Educational Conference and Print Competition held March 23 through 27 in Lynnwood.

A case comprised of four images was submitted for judging. All four of Smith's prints earned a PPW merit, and three images also earned a PPA merit. Merited images have been judged according to 12 elements that are the "gold standard" of photography.

The image, "Wrangler in the Dusty Morning Light", and "Dusty Rays of Heaven", were on display at the PPW Print Competition and Educational Conference.

COURTESY OF DALISA JO PORTRAITURE

Lynette Smith

"Dusty Rays of Heaven" earned a Judges Choice Award, and "Wrangler in the Dusty Morning Light", earned an Honor Court award (reserved for a handful of photographers with the highest scoring entries), and a Judges Choice award.

Smith also won the Best of Show trophy for the best single entry from all divisions as determined by the jurors, the Roger Dudley Trophy (for best single entry from the commercial division), and the Commercial Division Best Unclassified Portrait award for her "Dusty Rays of Heaven" print. She also won the Portrait Division Best Unclassified Portrait, for "Wrangler in the Dusty Morning Light" and the Russ Clift Trophy (best mixed case, split entry aggregate score).

Award Winning Images were selected from entries submitted by Professional Photographers throughout the Western United States.

In recognition of the achievement, the Professional Photographers of Washington Inc., awards merit certificates that are applied toward professional degrees granted by the association.

Smith is currently working on her Masters in Photography.

The Professional Photographers of Washington, Inc., (PPW) is a professional trade association, formed in 1952, to foster and encourage the free exchange of creative concepts, and imaging technology, among its members; and to advance the art and science of photographic imaging, as-well-as promote a public awareness of the value of professional photography. All images are viewable on the Professional Photographers of Washington website at (ppw.org).

PPW is an affiliate of the Professional Photographers of America (PPA).

North Cascades Bank
Division of Glacier Bank

North Cascades Bank announces recent promotions

Jody Steele

MacKenzie Harmier

North Cascades Bank, division of Glacier Bank, is pleased to announce that **Jody Steele** and **MacKenzie Harmier** have recently been promoted to Corporate Teller Trainer and Branch Manager, respectively.

Steele has worked for the bank since 1999 and most recently was the Operations Manager at the Brewster branch. Steele now leads the bank's newly created training department, working at the Chelan branch administrative office.

Harmier started at the bank in 2014 as a Personal Banker, and now serves as Manager of the bank's Brewster branch.

"We are proud that the growth of North Cascades Bank has allowed us to expand and create new opportunities for advancement. Jody has excelled managing her staff in bank operations, and is now poised to train new and existing tellers to her high standards. MacKenzie's ambition and passion for customer service makes her an excellent choice for branch leadership," said Kyla Allen, Director of Retail Banking and Marketing for North Cascades Bank.

Steele was born in Waterville and raised in Brewster, and has lived in Bridgeport for 34 years where she and her husband raised their children.

Harmier was born in Seattle and moved to Brewster in 2008 where she graduated from Brewster high school in 2013. She currently resides in Bridgeport where she is raising her family.

North Cascades Bank is a division of Glacier Bank of Kalispell, Montana. Glacier Bank is a subsidiary of Glacier Bancorp, Inc. (GBCI), a regional bank holding company headquartered in Kalispell, Montana, operating fourteen bank divisions including North Cascades Bank. These bank divisions provide financial services to individuals and community based businesses throughout Montana, Idaho, Colorado, Utah, Washington, Arizona and Wyoming. Additional information about the bank can be found at www.northcascadesbank.com.

AppleSox pick Norman for communication posts

AppleSox owner Jim Corcoran announced last month the hiring of **Joel Norman** as the team's new radio play-by-play broadcaster and director of communications.

"I'm humbled and thrilled to become the next communications director and play-by-play broadcaster of the AppleSox. Trevor Williams left behind big shoes for me to fill, so I'm looking to live up to the example that he left behind and make my own mark with the AppleSox. I'm excited to move out to Wenatchee and get to know the community this summer."

Norman will come to Wenatchee after completing his undergraduate education at West Virginia University. Most recently he has served as a communications intern for the Pittsburgh Penguins Radio Network, while also holding positions as a beat writer for the Daily Athenaeum, sports reporter and baseball producer for WWVU FM in Morgantown, technical assistant for the WVU IMG Sports Network, and sports reporter for Pirates Breakdown.

Joel Norman

Norman's previous baseball experiences include stints with the Pittsburgh Riverhounds and Butler Blue Sox. He also has served as a hockey play-by-play broadcaster at WVU each of the past two seasons.

"We're confident that Joel will carry on a tradition of providing excellent radio broadcasts for the AppleSox. We've assembled one of the largest networks of radio coverage in the northwest and we know our fans love to listen to the games throughout north central Washington. Baseball on the radio creates a special experience for listeners, and I know Joel Norman will paint those pictures with skill and passion. We're glad to have him on our team."

Fans can hear Norman broadcast WCL Baseball on the AppleSox Radio Network, and flagship station Sunny FM. Wenatchee will carry all games, home and away, live throughout the 2018 season.

The Wenatchee AppleSox open their 19th season of play June 1 at the Victoria Harbourcats, and play their home opener in Wenatchee June 5 against the River City Athletics.

For more information, fans can visit applesox.com.

About the Wenatchee AppleSox

The Wenatchee AppleSox Baseball Club is part of the West Coast League, one of the premier wood-bat summer collegiate leagues in the country. The AppleSox provide affordable family entertainment for baseball fans throughout North Central Washington, and an excellent environment for college players from around the country to develop their skills.

The AppleSox were founded in 2000. The team has won five WCL Championships (2005, 2006, 2009, 2010, and 2012) and one PIL Championship (2003). Nine AppleSox alumni have reached the major leagues, and multiple currently play at the MLB level, including Jason Hammel (Kansas City Royals), Trevor Brown (San Francisco Giants), and Tommy Milone (Milwaukee Brewers). In 2016, the AppleSox had 18 current, former, or future players taken in the MLB Draft; it was the highest total of WCL teams which turned out a record 83 picks.

GARY BÉGIN/NCW MEDIA

Cashmere Valley Record Reporter Kyra Planetz poses in front of the CVR office.

Kyra Planetz welcomed as Cashmere Valley Record reporter

Kyra Planetz is the newest member of the NCW Media family of newspapers. Planetz' mother grew up in Cashmere and her dad in Waterville. She spent many summers working at a Lake Chelan resort – Watson's Alpenhorn Café. "I'm excited to be working for the same newspaper my mother grew up with," said the newest reporter for the 111-year-old Cashmere Valley Record.

Planetz' forte is writing feature articles and government affairs reporting, but she'll be right on top of Bulldog sports as well.

After graduating high school in 2015, Planetz covered the Bellingham City Council as part of her new career.

"I spent three years at Western Washington University studying 'visual journalism' while writing and shooting photos for the **Western Front** student newspaper," Planetz said.

Planetz said she was excited to get the Cashmere community and all its many facets, into the weekly publication.

For story leads, photo opportunities or just to give her a shout out, call Kyra at 253-244-1115 (cell) or 509-782-3781(office) or email her at reporter@cashmerevalleyrecord.com or visit the CVR office, 201 Cottage Ave., Suite 4.

Business hours there are 9 a.m. - 5 p.m. Monday through Friday.

Besides the CVR, NCW Media publishes the Lake Chelan Mirror, Leavenworth Echo, Quad City Herald and the Wenatchee Business Journal. For exciting opportunities to place your advertisement from Leavenworth to Brewster and all points in between, call Advertising Manager Carol Forhan at 509-548-5286.

LAKE CHELAN COMMUNITY HOSPITAL & CLINICS

*Lake Chelan Hospital hires **Steve Patonai** as interim CEO*

By Celeste Thomas, LCCHC

Steve Patonai

CHELAN – **Steve Patonai**, who has more than 25 years of senior healthcare executive experience, started as interim CEO at Lake Chelan Community Hospital & Clinics (LCCHC) in March. He replaces LCCHC CEO Kevin Abel, who left for a new CEO position with North Valley Hospital in Whitefish, Montana. Patonai will serve as CEO while the LCCHC Board looks for a permanent CEO to replace Abel.

Patonai comes from Houston, Texas, where he worked as CEO for two major hospitals. His experience also includes executive experience in a variety of hospitals, from smaller organizations to tertiary medical centers, providing him with a diverse wealth of expertise, including hospital operations, physician recruitment and hospital construction.

"We are very pleased to have Steve on board as our interim," said Mary Signorelli, LCCHC Board chair. "We look forward to working with him on all of the projects we have begun and feel confident that he will serve our community very well."

Patonai, who began his medical career as a pharmacist, has a personal interest in local healthcare. He and his wife Sharon own property in the valley and are currently building their retirement home near Rocky Point. He first visited Chelan when working as CEO of Auburn Regional Medical Center outside Seattle more than 15 years ago.

"Lake Chelan Hospital is very well positioned," he said, "and Kevin Abel has done a great job. With the new hospital building project, it's an exciting time to be part of local healthcare, and I hope I can have a positive impact."

Patonai looks forward to working in a smaller hospital where he can interact more closely with staff and patients. "It gives me an opportunity to return to the roots of why I got into healthcare in the first place," he said, "to help people."

STIFEL
Investment Services Since 1890

*Cashmere's **Kristen Taylor** makes 'Chairman's Council'*

Stifel Financial Corp. (NYSE: SF) today announced that **Kristen Taylor** of Cashmere qualified for the firm's 2017 Chairman's Council.

Kristen Taylor

Ms. Taylor is a Senior Vice President/ Investments in the Wenatchee, Washington, Private Client Group office of the firm's broker-dealer subsidiary, Stifel, Nicolaus & Company Incorporated.

This year's Chairman's Council consists of 193 of Stifel's top-producing financial advisors.

Stifel currently employs approximately 2,300 financial advisors nationwide.

With more than 30 years of experience, Ms. Taylor is committed to educating her clients about managing their wealth and delivering the highest-quality client experience.

She holds an M.B.A. in Finance and Marketing from the University of Washington, serves as an Elder in the Cashmere Presbyterian Church, and is a member of the Cashmere Rotary Club.

Stifel's Wenatchee office is located at One 5th Street, Suite 300. She can be reached by calling (509) 663-8604.

Stifel Company Information

Stifel Financial Corp. (NYSE: SF) is a financial services holding company headquartered in St. Louis, Missouri, that conducts its banking, securities, and financial services business through several wholly owned subsidiaries.

AgForestry LEADERSHIP

Deborah Moore retires from AgForestry Leadership

Deborah Moore

After 11 years working devotedly as Program Director and Vice President for the Washington Agriculture and Education Foundation (AgForestry). Deborah Moore, a resident of Wenatchee, is set to retire on May 13.

Deborah, a graduate of AgForestry Leadership Class 16, believes in the value of trained leadership and the importance of public service. Her leadership career began by serving on a local library committee when she heard the library was going to be torn down to make way for a parking lot in her community. She was then appointed to and subsequently elected to serve as a City Council member for seven years, followed by eight years as a County Commissioner in Grant County.

In 2007 Deborah took over as a Program Director for the Washington AgForestry Leadership Program. Of all the positions she has held, she believes that mentoring participants of the AgForestry program as they develop confidence, improve speaking skills and take on leadership roles in their communities, industries and government has been the highlight of her career. As Program Director she has also overseen the development of new and expanded AgForestry seminars in Washington state, the nation's capital and ten different countries.

In addition to service in elected office, Deborah has also served on numerous boards and commissions including The Ruckelshaus Center Board, the Washington State Sentencing Guidelines Commission and the North Central Regional Library Board. For sixteen years Deborah has participated as a member of the national Council on Agricultural Research, Extension and Teaching (CARET).

Sheryl McGrath, Foundation President says, "Deborah has been an encouraging leader and an effective, empowering mentor who has enhanced the AgForestry Program and inspired many. She will be missed."

A farewell for Deborah will be held during AgForestry Leadership's Graduation Celebration for Class 39 on April 27, 2018 at the Wenatchee Convention Center.

About AgForestry

Recognized as the premier leadership development program in Washington State, the Washington Agriculture and Forestry Education Foundation began its first class in 1978 to develop leaders. The program offers hands-on learning experiences to achieve our Mission: To cultivate leaders in agriculture, forestry and natural resources who communicate, collaborate, inspire and serve.

Betsy Loomis, CENTURY 21 Exclusively Sales Affiliate, earns Masters Ruby Award for 2017 Sales Production

CENTURY 21 Exclusively is pleased to announce that Century 21 Real Estate LLC recently recognized **Betsy Loomis**, sales affiliate with the office, as a top-producer nationwide when it honored her with the coveted CENTURY 21 Masters Ruby Award.

Betsy Loomis

"Betsy places her real estate wisdom and passion for life into her everyday business, helping to make clients more comfortable with the real estate transaction as they make what may be the most significant purchase of their lives," said Howard Syria, broker/ owner of CENTURY 21 Exclusively.

"Betsy is a valued and trusted real estate resource for the Wenatchee community and a major contributor to the overall success of CENTURY 21 Exclusively and the CENTURY 21 System as a whole."

"It is truly an honor to receive the Masters Ruby Award and be recognized among such talented and dedicated group of real estate sales professionals," said Loomis.

CENTURY 21 Exclusively is a full-service brokerage located at 135 N Mission and specializing in Residential and Land properties.

Scott Leavenworth Real Estate hires Tilton

Julia Tilton

John L. Scott Leavenworth Real Estate would like to proudly welcome **Julia Tilton**, the newest member of our team! She has recently joined our office from the John L. Scott Mill Creek Real Estate office. Julia received her realtor's license in August of 2017.

KEEPING UP WITH **PEOPLE**

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

Dryden man ordered to restore damage to Wenatchee River floodplain and shoreline

Submitted by Curt Hart

Jeffrey L. Kinzel of Dryden, Washington, has been fined $100,500 for illegally placing fill dirt in the Wenatchee River and removing vegetation along the shoreline. By disrupting how the river would flow naturally, his actions threaten nearby private properties and public roads, bridges and other structures while hampering downstream salmon recovery efforts.

The Washington Department of Ecology levied the penalty against Kinzel for illegal construction in the river channel without getting all necessary plans, permits or authorizations. During the last decade, Kinzel has faced fines and restoration orders for past illegal construction activities in the river.

Along with the civil penalty, Kinzel has been ordered to obtain all necessary permits and remove the unpermitted development, including the fill placed in the river and along the shoreline. He must also replant vegetation to re-establish the river buffer along his shoreline property. The order and penalty follow a notice of correction issued in January 2018.

Fully functioning shorelines and associated floodplains provide a place for rivers and streams to safely fluctuate, protecting properties downstream. They also are places where fresh organic material and organisms can settle, creating rich habitat and feeding areas for threatened salmon and other resident fish species.

Chelan County has worked closely with Ecology and other state agencies to adopt local policies and regulations that protect people, their homes and structures, and the shoreline environment. For instance, the county has a comprehensive plan for managing local flood hazards in the county.

Since 2005, Chelan County has removed 10 fish migration barriers and created seven new fish and wildlife habitat areas on the Wenatchee River. Recently, Chelan County approved a new set of regulations to manage development along and protect its lake, stream and river shorelines.

Kinzel has 30 days to file an appeal with the states Shoreline Hearings Board, www.eluho.wa.gov/Board/PCHB>.

New contractors Chelan-Douglas

Name	Adress	City
3-D CONSTRUCTION & DESIGN LLC	2500 CORDELL ST	WENATCHEE
A AMERICAN GENERAL CONTRACTOR	1800 SUNSET HWY UNIT 21	EAST WENATCHEE
AASGARD CONTRACTING	PO BOX 1621	WENATCHEE
ABARCAS WINDOW & GTTR CLNING	1014 N DOLFAY LN APT #6	EAST WENATCHEE
AIRWAY EXCAVATION & CONST LLC	2612 HALVORSON CANYON RD	WENATCHEE
APPLE VALLEY GUTTERS LLC	615 N JEROME LANE	EAST WENATCHEE
ATOMIC OUTDOOR DESIGN LLC	1983 LEGENDARY LN SE	EAST WENATCHEE
BATTIS CONSTRUCTION LLC	703 N NILE AVE	EAST WENATCHEE
BIG CHIEF HANDYMAN SERVICES	12606 ICICLE LANE	LEAVENWORTH
BIGHORN TREE CARE LLC	615 KING ST	WENATCHEE
BLACK DOG CARPENTRY LLC	248 PARK AVE	LEAVENWORTH
C GODBEY CONSTRUCTION	1123 FULLER ST	WENATCHEE
CASAS DRYWALL	1633 RIDGEVIEW DR	WENATCHEE
COLUMBIA HOME REPAIR & REMODEL	1124 KITTITAS ST	WENATCHEE
COUNTRYMAN GENERAL CONT LLC	214 A EASTRIDGE DR	EAST WENATCHEE
DAKOTA KID DRYWALL LLC	PO BOX 2891	WENATCHEE
DAVE'S HOME CON & HNDYMN SRVCE	9796 DYE RD	LEAVENWORTH
DUCK CONSTRUCTION	24613 SPUR ST	LEAVENWORTH
EAGLE ROCK CONCRETE LLC	701 SCHONS PL	WENATCHEE
FLOYD D BUTLER PAINTING	123 N KENTUCKY AVE	EAST WENATCHEE
GREEN LAND MAINTENANCE	201 CASCADE VIEW CT	EAST WENATCHEE
H2O CONNECTIONS NW	PO BOX 59	CASHMERE
HAMMER TIME CONSTRUCTION	1717 MAIDEN LN	WENATCHEE
J C MULTI SERVICES LLC	412 WALKER AVE	WENATCHEE
JAKE OF ALL TRADES	16845 2ND CREEK RD	LEAVENWORTH
JAMES PAINTING LLC	PO BOX 532	MONITOR
JOATMON CONSTRUCTION	9636 ENTIAT RIVER ROAD	ENTIAT
JOE'S NRSRY & LNDSCP DEV LLC	420 ROCK ISLAND RD	EAST WENATCHEE
L&R CONSTRUCTION	PO BOX 394	BRIDGEPORT
LEGION CONCRETE SERVICES LLC	PO BOX 139	ORONDO
LG CONSTRUCTION	401 MARIE AVE	WENATCHEE
MKW FURNITURE	PO BOX 223	PESHASTIN
NAVARRETE CONSTRUCTION LLC	1717 S KENT PLAZA	EAST WENATCHEE
NCW SERVICES LLC	3960 KNOWLES RD	WENATCHEE
NU-CLEAR BUILDING MAINTENANCE	402 N MARILYN AVE	WENATCHEE
OLD SCHOOL DETAIL PAINTING	4395 NO 2 CANYON RD	WENATCHEE
PEREZ IRRIGATION & LNDSCPG INC	2820 AKAMAI WAY	EAST WENATCHEE
PLUMB SQUARE CONSTRUCTION	4269 STEMILT HILL RD	WENATCHEE
PNW BUILDERS LLC	1611 S METHOW ST #5	WENATCHEE
PRADO DRYWALL	1135 S BRADLEY ST	CHELAN
PRECISION PEST SOLUTIONS LLC	PO BOX 2330	WENATCHEE
RAINBOLT CUSTOM EXTERIORS	510 LINCOLN ST	WENATCHEE
RIPLEY AND SONS EXCAVATING LLC	735 ROAD G NW	WATERVILLE
SALVADOR DIAZ LDSCG/YD WRK LLC	1721 NORMAN STREET	WENATCHEE
TBCC LLC	138 25TH ST NW	EAST WENATCHEE
THE THREE LAKES LANDSCAPING	4097 TOKAY AVE	MALAGA
TOP QUALITY ROOFING LLC	1559 TYBEAU RD	WENATCHEE
TW ZERO WELDING & MECHANICAL	PO BOX 146	CASHMERE
WATERFALL RAIN GUTTERS LLC	1223 N BAKER AVE	EAST WENATCHEE
WENATHEE REMODELING/CONST LLC	1611 S METHOW ST	WENATCHEE

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*Fiery Independent **Lee Duncan**: 'First line of defense against bureaucratic red tape, property rights'*

Marijuana grower seeks seat on Chelan County Commission

By Gary Bégin

The Wenatchee Business Journal sat down with businessman Lee Duncan recently at Tastebuds Coffee & Wine restaurant in Wenatchee to discuss his candidacy for a seat on the Chelan County Board of Commissioners.

Duncan has announced he is vying for the soon to be vacated seat of Keith Goehner. In an exclusive interview with NCW Media, Duncan said he wants to help "deregulate" the bureaucratic red tape he feels stifles entrepreneurs and private citizens throughout the county. "I consider myself the first line of defense for people, helping them overcome regulatory barricades," Duncan said.

Duncan said he does not want to be known as just the "pot" candidate because "he understands the plight of the small businessman and how best to help them."

Presented here is the Q&A from that interview:

WBJ: **Are you running as a Democrat, Republican or Independent?**

Lee Duncan: Independent. I feel it is unnecessary to bring political partisanship into a position that needs experience and leadership. To try and use political ideology to elect local leaders is just further dividing our communities and leaves us with the wrong people in charge.

GARY BÉGIN/WBJ

Lee Duncan

WBJ: **What is your political philosophy as compared to the typical Republican commissioners Chelan County has had for many years?**

Duncan: I feel there is a fundamental difference in philosophy between what we have seen for many years now and what I believe the County Commission should be. I believe the duty of the Commission is to foster cooperation and compromise. For years the Chelan County Commission has unilaterally increased its authority to regulate and control its citizens rather than assisting them. They ignore the recommendations of their own Planning Commission, ignore the public comments of their citizens and simply pass whatever regulations they want. Their recent amendment to their Title 16 Enforcement and Violations code is a perfect example of this. The amendment allows the County to take legal action against anyone in violation of any county code without having to go through the administrative process first. The code is set up to make sure everyone is in violation of something.

They have become very good at dividing the community, pitting neighbor against neighbor. What they did to the local cannabis industry is the perfect example of that! The Commission should be the agency which brings people together despite their differences rather than exploiting those differences to justify more regulations. It today's world nothing is black and white. There are always pros and cons and each side must understand them in order to come to a compromise. Everyone should have an equal voice when it comes to our community and we should not be beholden to the few voices the Commissioners seems to listen to.

As Commissioner I would change the adversarial type approach the County takes with its constituents. Reviewing the County Code to reduce bureaucracy and fees, making personal changes, moving code enforcement away from a complaint driven process and reigning in wasteful spending spent on lawsuits is the only way to fundamentally change the current philosophy of Chelan County.

WBJ: **Tourism and agriculture are the main economic driving force in the county. Do you have any projects or policies that will benefit that sector?**

Duncan: It is important for us to preserve our agricultural roots and economy. Our agriculture is part of what drives our tourism. This area is a recreational destination for people from all over the globe. As Commissioner I would obviously stay engaged with both industries to ensure they have the support they need. I believe making the fundamental changes at the County will ensure both industries continue to thrive.

WBJ: **You have a large family, you run more than one business and you have a private life. How will you be able to handle all these hats if you get elected?**

Duncan: You are right. I have my farm and Duncan Business Services (DBS) where I provided environmental consulting as well as marketing service geared towards the cannabis industry. Unfortunately, over the last couple of years I have had to focus so much time, money and energy trying to save my farm, as well as 40 other farms, I have not been able to grow DBS like I envisioned. In fact, I don't do anything with it right now. The local cannabis industry has been so decimated I really don't think it is worth putting effort into it. Depending on whether the County will give me a Conditional Use Permit for my farm I may have all the time in the world to focus on the job of Commissioner. The impact of them shutting down the cannabis industry goes well beyond just closing 40 farms. It has affected the ancillary businesses as well. For every farm that must close down there are numerous local businesses that will lose business.

If my farm does somehow survive I will happily hire an additional employee to take over for me. There are a lot of experienced local cannabis farmers looking for a job right now! As far as may private life, I am helping raise five kids. My fiancé and I are both active in the school system. I have and will always wear many hats in my life. Putting the Commissioner hat on is just another way I can ensure my kids have as many opportunities as possible as they grow up.

WBJ: **Tell the readers of the WBJ how you will ensure that Chelan County government will become** more transparent than it has been?

Duncan: Again, I go back to changing the mentality of the County. Transparency will be a natural part of that change. Once we have a fair system of governance transparency will be inherent in that system. We must restore order to the internal structure, get the right people in the right positions. This will allow transparency back.

WBJ: **Where did you get your inspiration to run for office in the first place?**

Duncan: I worked for Chelan County Natural Resource Department for almost a decade. What inspired me in that job is the same thing that inspires me to run for office, bringing people together to improve our community. I facilitated and managed watershed management committees. I was able to bring together all the different stakeholders of an area from irrigation districts and individual farmers/property owners to environmental groups and various state and federal agencies. All with their own special interests and agendas. I was always able to find common ground among the different groups and ultimately come to consensus on how to best manage and improve watershed conditions. I am excited about using this skill set to find

See **DUNCAN ON CCC**, Page 18

City of Wenatchee
New Business Licenses – *April 2018*

▶▶▶ CONTINUED FROM PAGE 16

Washington Media LLC Dba The Wenatchee World 14 N Mission, 3 Ninth Street Wenatchee, WA 98801 (509) 663-5161	Francis Wick Newspaper Publishing, Commercial Print
Veteren Window Cleaning, LLC Wenatchee, WA 98801 (509) 741 9258	Brandon Danielson Commercial and Residential Window Cleaning
Fractured Ink Studio Wenatchee, WA 98801 (360) 269 1884	Larry Gay Artwork
Balanced Therapy by Trish 222 ½ N Wenatchee Ave Wenatchee, WA 98801 (208) 818 8814	Trisha Wulfman Fascial Stretch Therapy and Pilates.
Little Squirts Child Care & Preschool LLC Wenatchee, WA 98801 (509) 881 9174	Heather Smith Child Care and Preschool Services
Mar's Cleaning Services Wenatchee, WA 98801 (509) 433 4528	Marisol Leon Home and Office Cleaning Services
Lyons Construction Wenatchee, WA 98801 (509) 387 -3407	Patrick Lyons General Contractor
Chief Fitness LLC 118 S Columbia St Wenatchee, WA 98801 (509) 679 -1065	Heath Frazier Fitness Club
TNT Irrigation Wenatchee, WA 98801 (509) 663 – 6203	Thomas Mason Landscaping/Irrigation
Gaspachos&Fruteria El Boulevar 619 S Mission St. Wenatchee, WA 98801 (509) 699 -5257	Maria P Soriano Fruit & Vegetable Markets
Saddle Rock Mining LLC 6A 5th St Wenatchee, WA 98801 (206) 724 - 9869	James Baxter Computer and Graphic, Card Testing, Repairs, and Storage.
Abarca's Window and Gutter Cleaning East Wenatchee, WA 98802 (509)630 6127	Jaime Abarca Window Cleaning Gutter Cleaning
Countryman Hastings Painting LLC East Wenatchee, WA 98802 (509) 679 2306	Mark Countryman General Contractor
Saybr Contractors, Inc Tacoma, WA 98409 (253) 531 -2144	Karen Say-Valadez General Contractors
Meyer Sign Company Mount Vernon, WA (360) 424 -1325	Ken Hitt Install Signs
A Man Handy Gabriel Cashmere, WA 98815 (509) 423-1712	Gabriel Bouffiou Handyman
One-Way Construction NW Leavenworth, WA 98826 (509) 860 0085	Robert Sorensen General Contractor
J & E Meza Plastering, Inc. Pasco, WA 99301	Juan A Meza General Contractor

Marijuana grower seeks seat on Chelan County Commission

Continued from page 17

consensus on the issues facing the county.

WBJ: **Are you doing anything special to appeal to younger voters and inspire 18-35-year-olds to gut up and change the status quo?**

Duncan: I plan on conducting voter registration drives to inform them of the issues effecting their generation. I would like to think what is going on with national politics would be enough, but my guess is it is not. The reality is the decisions of local government impacts our day to day lives more directly than any national issues. Making sure young voters know that as well as educating them about what the local issues are will hopefully get them motivated. The impact the County has had on the cannabis industry is a perfect example. There are now around 500-600 less job opportunities in a brand new industry in Chelan County. The opportunity for a young person to be part of the innovative local cannabis industry has been taken away by three individuals who likely in no way represent their values. Making sure they know that hopefully will help. Getting ahead in today's world takes thinking outside the box. Limiting people's opportunities to think outside the box goes against what Americans are all about! Younger Americans are not just the community leaders of tomorrow but should and can be the leaders of today. If nothing else they need to realize without their voices being heard their future will be dictated to them.

WBJ: **What do you feel is the most important issue facing Chelan County and what do you plan on doing to fix it?**

Duncan: The most important issue right now for the County is the lack of leadership. There does not seem to be any forethought in anything it does. Everything seems to be a knee jerk reaction. In today's world, not everything can be fixed through increased regulations and zoning. The first thing that needs to be done is getting the right people in certain positions. In the last dozen years there have been six or seven Community Development Directors and Interim Directors! This department is the heart of the County, but they don't seem to be able to find anyone to "lead" it for more than about 24 months. This is probably due to not wanting someone in that position who will question their decisions.

The next thing is to empower certain employees and rein in other ones. As someone who worked for the County for nine years I know exactly what the positions are that need this. I was a Union rep for my department and represented the employees at Union negotiations with the County. I guarantee I will be the only candidate that can say they have already worked for the County AND its employees!

Once the right people are in the right positions and they are actually allowed to do their jobs without having to worry about pleasing the "good Ol'boys club" the County can start to function once again. It must become pro-active when it comes to topics such as nightly rentals, affordable housing, preserving agriculture and balancing property rights and land use. Trying to figure out solutions to potential problems before they are problems is the role of the Chelan County Commission.

WBJ: **What plans do you have to help all Chelan County businesses and residents?**

Duncan: I would have a review of the current county code to determine what fees, permits and other red tape can be eliminated. The county code is set up to be used as a deterrent to local business rather than assisting them. A business or individual can spend thousands of dollars just to have a proposed project reviewed plus it takes weeks just to get a pre-application meeting! That is all before you even submit a business application. There are multiple departments that must review business applications and they each have their own process and fees. This is the definition of wasteful government bureaucracy. Streamlining the County Code and process is a must.

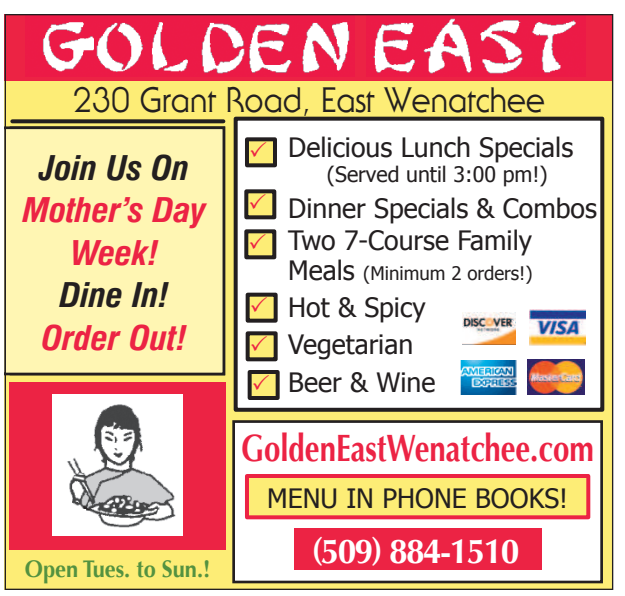
Reducing the control the County has over private property must happen as well. Right now, if you own property with any type of stream/waterbody on it the County has the authority to limit what you do on your property. The Commission adopted setbacks for streams from 100 to 300 feet wide. This means if you have a stream like Chumstick Creek on your property you can not build anything within 150-ft from the creek. That is 150-ft on either side. A total of 300-ft by the length of stream on your property is the amount of your property you don't have control over. Having done the stream typing for the county for nine years I am in the unique position to re-assess the stream buffers and assign buffers that protect the streams, but allow property owners maximum utilization of their land. Chelan County is made up of 88 percent publicly owned land. For the County to further restrict land from being utilized knowing we are all fighting over 12 percent of the available land is yet another example of government overreach.

Changing the code enforcement process from a complaint driven process to a code compliance process is vital as well. Currently anyone with a grievance can use this process to make there issue the County's, and therefore the taxpayers' issue. If you don't like a business owner or individual all you have to do is call and complain about their smell, noise, parking, fill in the blank. If the County does not like that person, they simply use the "complaint" as justification to prosecute them. The recent Title 16 amendment gives even more legal jurisdiction to an outdated, corrupt process. The code enforcement officers do not even have the ability to write citations. Everything must be run through the prosecutor's office. So, we forego prosecuting real criminals for prosecuting local farmers for smells.

I would replace this process with a system in which code compliance officers work WITH businesses and individuals to make sure public health and safety concerns are dealt with, which is the intent of the County code. I would give the authority to compliance officers to deal with problems rather than bogging the legal department down with violations for overgrown weeds and parking issues. This authority would include allowing a business or individual to remedy the situation in a reasonable amount of time. If there are no corrective steps taken, then a citation could be issued. This allows for a much more even and fair playing field for everyone. The current system caters to corruption and personal vendettas.

I moved my family here over a dozen years ago to work for Chelan County. For almost a decade I worked in this community to help restore and manage the natural resources of the area which we all rely on in one way or another. I was successful in securing millions of dollars of grant funding for irrigation infrastructure improvements, water storage projects and water quality improvement projects. In an area with so many competing interests for water I was always able to find common ground and compromise among the many stakeholders. I understand the different opinions and interests of farmers, private landowners, special interest groups, businesses and industries when it comes to natural resource management. Everyone's interests must be taken into account. Ultimately it is in everyone's best interest to work with one another and that is what we did. The County must start buying into this philosophy. The arbitrary and capricious nature of how they apply and enforce County code and run our local government must stop! Getting elected will defiantly send a message that the citizens of Chelan County are ready to take their County back. I am what Chelan County needs!!!

Wenatchee Business Journal's Restaurant Guide



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or Lindsay Timmermans, 509-860-7301

Joel Frank

FRANK TALK

Protect your sensitive financial data

Hackers, identity thieves and cybercriminals are continuously coming up with new ways to compromise sensitive financial information, so it's important to make a regular practice of protecting your online data. Here are a few ways to help keep your digital details safe and secure.

Pick a financial aggregation tool.

It's a good idea to use different passwords for different accounts and to monitor your financial activity regularly.

While keeping track of everything can be time-consuming and downright annoying, there are several aggregation services available that allow you to compile all your information into one easy-to-review dashboard. This allows you to easily view all your accounts at once.

Start using two-factor authentication.

As sophisticated algorithms and phishing scams make it easier to hack passwords, many websites and companies are introducing two-factor authentication.

This login process involves entering a one-time code (probably sent to your mobile device) on top of your usual password.

Yes, it's an extra step, but the additional layer of security makes it well worth the effort.

Automate alerts and updates.

Most banks and financial institutions offer electronic alerts to ping you via email or text when unusual activity occurs.

Stay informed and secure by customizing your settings so that you'll be alerted to things like foreign transactions or charges that exceed a preset dollar amount.

Finally, since many operating system updates contain critical security measures meant to guard against the latest hacking trends, consider enabling automatic updates to ensure your phone and computer are always up to date.

Taking a few minutes to secure your online information could save you lots of trouble in the long run.

Please reach out if you have any questions.

New couples must talk finances

New couples have plenty of fun things to talk about, but what about the tricky-but-necessary topic of finances? Instead of avoiding the conversation, it's better to tackle money issues early on in order to avoid problems later.

Here's how to discuss finances in a constructive way.

Values and Emotions

Understanding your new partner's history with money as well as the emotions involved can help you better understand them.

Beyond talking about how the restaurant bill should be shared, ask how their family handled money or what their biggest financial hardship has been.

This conversation can easily segue into one about how you can improve your saving habits together or overcome any financial insecurities.

Future Plans

Once your relationship becomes serious enough to discuss the future together, sit down with your partner to talk about your plans and goals.

Do either of you see yourself relocating to another state or country? Are you planning to start a new business or career? When do you want to retire?

Also discuss what you'd do if one person lost their job or received an unexpected inheritance.

You may be surprised by what this conversation reveals – all the more reason to have it sooner rather than later.

Finding Balance

It's also worth speaking honestly about what would make both people happiest when it comes to spending and saving. Some couples keep most finances separate, others eventually merge completely, and many fall somewhere in the middle.

You may not be ready to make any changes yet, but it doesn't hurt to start off on the same page.

Money is a common source of tension in many relationships, even when things are still new. By taking the time to talk things through now, however, you can set the tone for success.

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

The Trump Tariff Tussle

Over the last month, the tariff tussle between China and America has heated up. So far, all the action has been confined to big words and big threats, which is where Trump really shines. But what will happen next?

If the result is that China opens its economy to more American products and stops stealing our technology – the whole world will benefit. In other words, this has the potential to be a wonderful thing for the global economy and stock market.

MARKET UPDATE
Brad Blackburn

However, that potential reward comes with a lot of potential risk. Trump claims that China has more to lose than us in a trade war. In a way, he's right. China sells a lot more stuff to us than we do to them (which is part of the problem of course). Therefore, we have more targets to hit with tariffs.

However, China has advantages too. The biggest one might be the tough negotiating position Trump is in. The tougher he talks, the more he scares the business world and stock market. Already, Trump and his economic advisors have softened and assured the world that this is all just a negotiation – which isn't a particularly effective way to negotiate.

The problem is that Trump can't afford to cause much economic pain because there's a mid-term election coming up, and a Presidential election in 2020. On the other hand, Chinese President Xi Jinping is essentially President for life. So, China can make a short-term sacrifice. In addition, China's economy is growing at nearly 7%, so they can afford a little economic pain.

For that reason and more, this trade war (or negotiation) will not be easy to win. However, Trump should get some credit for his courage. For years, China has crossed the line with their trading policies, and Trump is the first President willing to make a fuss about it. He has brought this issue to a head. In the coming months, it's going to go one way or another.

If I had to make a prediction, I think it will work out okay. China knows they've been pushing the limits, and I think they are ready to change - although Trump may push them to do it more quickly.

China's economy has matured, and they aren't as focused on selling cheap stuff to the world. In fact, they are aiming for a much more "America-like" economy built on consumers. So, I think Trump might have picked the right time to pick this fight with China. Unfortunately, I'm still worried he'll mess it up.

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Risk management protection

Being in business has its risks. Identifying and mitigating those risks is referred to as Risk Management. This article speaks to potential risks and how to protect yourself.

BETTER BUSINESS
David S. Murray

Four types of risks can turn into losses for a business. These are:

- Financial risks because of claims and liability judgements.
- Operational risks from labor disputes or employment challenges
- Outside risks from weather related issues or political unrest.
- Policy risks from non-compliance of government regulations.

In order to help avoid being subject to any of these four risks, your first course of action is to set a culture in your business that is proactive on the following five fronts:

- One, focus on internal methods in your standard operating procedures that help reduce claims of all sorts by resolving each claim posthaste.
- Two, eliminate employee frustrations with a strong open door policy to resolve employment issues.
- Three, put into practice a continuation plan for those risks that come unexpectedly such as fire, earthquake or flood.
- Four, develop an employee handbook that includes harassment of any type.
- Five, develop and implement an employee training program based on the job description and the safety rules within that position.

These five basic items are often referred to as risk prevention or risk reduction. They serve to reduce the frequency of losses and the severity of the loss. When these procedures are in place, it often aids to reduce your insurance costs.

Once the basics have been addressed, your second course of action is to adequately cover the risks identified in your business. Your best approach in this arena is to make contact with a well-respected and knowledgeable insurance broker. Not a hot shot looking for his next commission, but a well-seasoned professional. Invite them into your whole operation so they can understand your business and how it functions. There are well over 40 different insurance policies for businesses that address risk management. A selection of 14 are listed below that I feel should be considered for all businesses.

- *general liability*
- *product liability*
- *errors and ommissions liability*
- *truck/auto insurance*
- *fire and theft insurance*
- *business interrution insurance*
- *personal disability*
- *key-employee insurance*
- *shareholders or partnership insurance*
- *workers compensation coverage beyond state*
- *survivor income life insurance*
- *boiler and machinery insurance*
- *employment law insurance*
- *it data breach insurance*

You, as well as your insurance broker, must recognize the potential risks in all areas of your business. Not all of the insurance policies listed above will suit your business. As an example, a doctor would want malpractice liability insurance and not necessarily boiler and machinery coverage.

Measure where the risk lays in your business and then measure your risk tolerance. Meaning, if you should have a claim can you afford the deductible you select or should the deductible be lower. You should also not overlook self-insurance or offshore grouped insurance programs. Both of these alternative methods of insuring your firm risks should involve your broker, your CPA, and an attorney specializing in insurance issues.

Risk management is an ongoing process in identifying and analyzing the threat of the exposure, then the financial burden on the company to mitigate any loss potential. In its' simplest form, risk management is all about anything that can prevent and preserve the company in achieving its goals. Risk management becomes a mindset of your management team.

I leave you with a quote by author Charles Tremper; "The first step in the risk management process is to acknowledge the reality of the risk.

Denial is a common tactic that substitutes deliberate ignorance for thoughtful planning." A most recent example of risk management are the two deaths associated with self-driving vehicles, Tesla and Volvo. Even if they are not at fault they will need to defend themselves against any legal challenges. That's where insurance comes into play.

Plan where your risks are and develop a plan. Without a risk management plan in place the financial prospects could sink your business.

Dave Murray is a retired CEO, COO and VP of Sales and Marketing now living in Wenatchee. He is associated with several organizations along with a private consulting firm. He may be reached at tmtdm4@aol.com. His views and opinion expressed or implied should be reviewed by a recognized professional prior to any implementation. This article is not intended as a substitute for professional business advice.

Proposed Tariffs on Steel and Aluminum:
President Trump's First Major Economic Mistake

GUEST OPINION
Dr. Mark Hendrickson

President Donald Trump's announcement that he plans to impose tariffs of 25% on steel imports and 10% on imported aluminum is the first major economic policy error of his presidency.

What is the president's motive? I firmly believe that Mr. Trump's primary goal as president is to help American workers. Both his tax cut and his regulatory rollback were done for that reason, and workers are benefiting. By contrast, tariffs would not help workers but would cause other problems.

Let's start with basic economics. A tariff is a tax on imports. That tax is paid by every American who buys the now-more-expensive product. A higher price for one good means less money to buy other goods. This is not a formula for prosperity.

Proponents of tariffs say, "Yes, American consumers have to pay higher prices, but American jobs will be saved." That is incorrect. The problem isn't just a tradeoff between American consumers and American workers. Earlier tariffs on steel did, in fact, save jobs in the American steel-producing industry, but destroyed many more American jobs in steel-using industries. Tariffs don't save American jobs; they merely redistribute where the jobs are lost.

One final comment on the economics of tariffs: In 1850, Frederic Bastiat wrote in his classic essay, "The Law," that tariffs are a step toward socialism. In his words, "...protectionism, socialism, and communism are basically the same plant in three different stages of its growth." All three call for government to intervene in the marketplace to influence who gains and who loses.

Now let's look at the geopolitical implications of tariffs. The tariff proposals spooked the stock market. This surprised no one who knows history. In 1930, the stock market was recovering nicely from the 1929 crash until President Herbert Hoover signed the Smoot-Hawley Tariff Act. The stock market plunged, a trade war erupted, and the country slid into the Great Depression. At a minimum, implementing Trump's tariffs could slow our economy; at worst, with retaliation from abroad, the tariffs could negate all the economic gains that Trump's other policies have generated.

Some people defend the proposed tariffs on the ground that something needs to be done in response to China's abuses of trade. Indeed, the Chinese have been terrible global citizens. They cheat. Their government rejects free trade by subsidizing gross overproduction of steal and turning a blind eye to Chinese theft of American intellectual property.

If tariffs are to send a message to China, then Trump should have stipulated that the tariffs would apply only to China. Instead, he adopted a scorched-earth approach, saying that the tariffs would apply to every country. Since Canada exports far more steel to the United States than China, it seems reckless and unfair to impose major pain on our friendly neighbors to the north if our goal is to rap China's knuckles. More plausible is that the purpose of the tariff threat is to induce Canada to make concessions in the NAFTA negotiations.

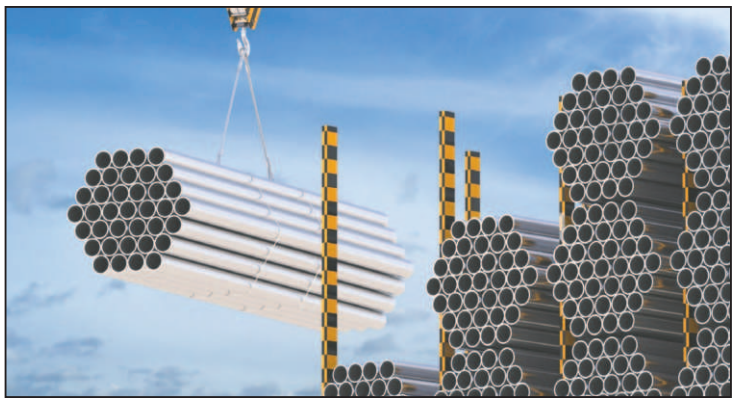
Trump seems oblivious to the fact that international trade has had enormous economic benefits for Americans. Yes, some jobs are lost, but the overall increase of prosperity includes the creation of millions of new jobs. From 1945 to 2000, increased trade raised the average household income of Americans by $10,000 per year. In 2015, the Council of Economic Advisers reported that American consumers gain 29% of their purchasing power from trade.

Besides the faulty economics and risky geopolitics of the proposed tariffs, there is a third problematical aspect to Trump's proposal. The constitution of the United States gives Congress the prerogative "to regulate commerce with foreign nations" (Art. I, Sect. 8, para. 3). No president has constitutional authority to unilaterally impose tariffs. Congress should resist this usurpation of power. And if that fails, the Supreme Court needs to uphold the constitution.

Wouldn't it be ironic if Trump-appointed Associate Justice Neil Gorsuch someday provides the decisive vote for the unconstitutionality of a policy instituted by the president who appointed him?

But let's hope it doesn't come to that. President Trump misfired on this issue. He should drop his threat of tariffs and find other, more effective and less disruptive ways to boost the fortunes of America's workers.

Dr. Mark W. Hendrickson is an adjunct faculty member, economist, and fellow for economic and social policy with The Center for Vision & Values at Grove City College.



GUEST OPINION
Dr. Glenn Mollette

This column is about something I've thought about doing before and that's just saying the heck with it. Some of you might say it a bit differently.

When I was a pastor I would get so sick and tired of the same old people whining and complaining about the same old stuff that never amounted to anything. Yet, they seemed to relish in having something to complain about.

Most of us have been there and done that. We have whined or just got tired of hearing others whine.

Chances are you are there right now. You've done all you can to help somebody and you can't do it anymore. You've hung onto something that you wished you had walked out of a long time ago. You've showed up at a job that you've hated for years. You've carried on in different tasks that you are tired of doing because it all seems so futile. Nobody would probably blame you much if you made a change. For good or bad the person you always have to deal with is you. You have to decide if you can live with your decision to give up.

Fifteen years ago I didn't know how I was going to eat let alone pay the mortgage. I was trying to start a practical way for ministers around the planet to study the Bible and earn a ministry degree at home.

After two years it was pretty dead and going zero. I was so jobless that I was interviewing with a nursing home for a job that paid really nothing. The interviewer wanted to know what my current job was and I said, "President of Newburgh Theological Seminary, Newburgh, Indiana." She said, "That sounds like a better job." I replied "I would like it more if it at least paid a little something." I was ready to quit but one tiny small success eventually led to another and that was fifteen years and at least 6,000 students ago. I'm glad I didn't quit but nobody would have blamed me if I had.

I'm certainly by no means saying life is roses. Not everything turns out pie and cream in life. I've had plenty of failures. I have failures going on right now. I suppose the only way I can escape failing at stuff is to stop trying to do anything. I've thought about giving up this column. About the time I start having this thought I'll get email from different people telling me that something I wrote was meaningful to them. An editor will write me and thank me or somebody will hate something I wrote and write something ugly. At least then I know I'm being read. So, I'm going to stay with it for awhile. Who knows what will happen.

Today, maybe the whole point of all of this is to help you stay with it a little longer or maybe just one more day. When you look back you never feel that great about anything if you just quit.

Dr. Glenn Mollette is the author of 12 books. His syndicated column is read in all 50 states. read his new book - "Uncommon sense"
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Learn more at glennmollette.com
Like his facebook page at facebook.com/glennmollette.

Independent **Diamond** vies for Condotta's empty seat

CONTINUED FROM PAGE 7

That's what got me started, I put together an advisory committee of doctors and hospital administrators to meet with one of our state representatives who didn't seem to know exactly what was going on. He refused to face the facts and continued to talk about hospital closures that didn't exist. At that point you realize you're wasting your time and you can either shut up and go back to work, or you can step up and try to represent what you know is happening in healthcare in the region.

CVR: **What issues are you passionate about and what are you hoping to change if elected?**

Diamond: Certainly healthcare, but I also love that there's more collaboration for work on public lands and the effort to decrease fuels. My region has been – well the entire region, has been affected by mega fires and we need to reduce fuels and also use it to our economic advantage by harvesting timber that otherwise will burn. If we want people to live here than we need to find a way that they will survive. I'm also interested in affordable housing and workforce housing. I think housing is going to be a big part of how we're able to recruit businesses and technology, and certainly other individuals, who want to work in this region. Right now, you can't move here easily – there's no place to live. You can't work in a region if you don't have a roof over your head.

CVR: **How do you think running both as an independent and a physician will benefit you or affect your decision making?**

Diamond: I want to work in health and wellness, I feel like I have credibility as a physician, I think if you're going to do policy about healthcare it'd be nice to have a healthcare professional involved. In terms of independent, I think it'd be very difficult if we had a state house that was all republican or all democrat – but we don't, so I think one vote matters. As an independent, I would like to try to pull together a bipartisan caucus of some sort. Hopefully on issues there will be bipartisan support and not just party support. I'm excited, I think an independent could make a difference, otherwise I wouldn't do it.

CVR: **What is your strategy for beating 15-year republican incumbent, Cary Condotta?**

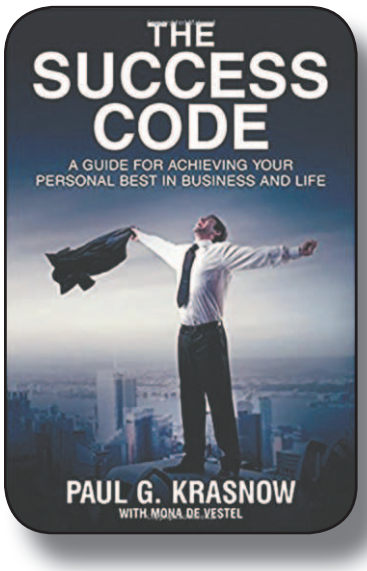
Diamond: My strategy is to learn this district; hear what people have to say, as much as I can, and running independent I really want to hear from people who may or may not agree with me. I will change my mind if somebody can convince me that there's a better way of doing things. But I also believe there's common ground and if we can find what that common ground is, we can pull in the same direction instead of in opposition to one another. One of things about eastern Washington is that it's very small-town community oriented, people are accustomed to getting along and accomplishing things with people they don't necessarily agree with. We need to get back to that instead of playing party politics.

Editor's Note: Washington's 12th Legislative District is one of forty-nine districts in Washington state for representation in the state legislature. The mostly rural 12th District in north central Washington contains all Chelan and Douglas and parts of Okanogan and Grant counties.

> "I owe my success to having listened respectfully to the very best advice, and then going away and doing the exact opposite."
> — *G. K. Chesterton*

The Skill Set of the Future:

7 essential habits for greater success



By Paul G. Krasnow

In today's competitive business climate, you've got to work harder than ever to stay relevant and in demand in any industry. Author Paul G. Krasnow reveals the habits that will help you achieve your personal best and thrive in business and in life.

The business world gets more competitive every day. To stay in demand in this tough environment, you need to perform at a higher level than ever before. You have to get better results (and get them quickly), instantly recover from missteps, and garner the confidence to thrive in times of uncertainty.

To do this, you need a modern-day skill set that gives you the edge over your competitors and helps you efficiently reach your goals.

Successful businessman and author Paul G. Krasnow says there's no time like the present to start focusing in on the qualities that can make you more successful than you ever dreamed possible.

"In today's business climate, you've got to give your peak performance 100 percent of the time while upholding your values and building trust with your clients and associates," says Krasnow, author of The Success Code: A Guide for Achieving Your Personal Best in Business and Life (J & K Publishing, 2018, ISBN: 978-0-692-99241-8, $24.95). "It's no longer enough to just show up and put in your time at the office. Employers today expect more from you...and so do clients."

In addition to perfecting the hard skills you need for your industry, Krasnow says you must also focus on developing trust and engagement, two components lacking in many business interactions today.

"And there's absolutely no room for timidity or fear," adds Krasnow. "You must be confident enough to bounce back when things don't go as planned."

Krasnow – who doesn't believe in the word "try" – is no stranger to adversity and loss.

Following early success in the clothing industry, he experienced a financially devastating bankruptcy that forced him to rebuild his life from scratch. He went on to join Northwestern Mutual Life Insurance Company, where he created an impressive financial portfolio and won multiple "Top Agent" awards.

In The Success Code, Krasnow lays out the no-fail formula that took him to the top of his industry. The best thing about the habits he outlines? Anyone can master them. Whether you're just starting out in your career, looking for a better job, or already dominating in your industry, they will help you thrive and surpass your own expectations.

Keep reading to learn Krasnow's best practices that will bring you unprecedented success.

Finetune your focus. Today's employees have greater responsibility and less time to complete their work. This forces them to multitask, yet most people are terrible at multitasking. Plus, they are constantly interrupted by email, smartphones, and social media.

Krasnow says success often comes down to your ability to tune out all of this "noise" and get focused.

"To help you stay disciplined, get rid of distractions and temptations until your work is finished," says Krasnow. "Turn off media, remove clutter from your desk, and limit office chitchat anytime you have a task to complete. This creates an environment that best allows you to serve your clients and get your work done."

Engage with your clients. Building and nurturing solid client relationships is the cornerstone of any successful business. To foster engagement, Krasnow says to commit to a personal code of integrity to ensure clients that you will work hard for them and that they are in good hands.

"Strive to be honest and authentic with your clients and your associates," says Krasnow. "People will always be able to tell if you're being friendly just to make a sale or establish a connection. You will earn your clients' trust if you are upfront about products they don't need and honest about the products they should use. Finally, show up for them in thoughtful ways. Get to know your clients and show genuine interest in their lives, and check in even when you have nothing to sell them."

Get some grit. From time to time, you will inevitably fail, lose, or experience some kind of a professional or personal setback. When this happens, Krasnow insists that you've got to deal with the loss and move on. There's no benefit in wallowing or succumbing to fear or anger.

"If you are resilient, you can bounce back from anything and get on with your life," says Krasnow. "You have to believe that you can overcome anything, and then put that belief into practice. Take a short amount of ➤➤ time to mourn your losses and process your emotions – just don't dwell on them. Next, take responsibility for where you are today and resolve to address any behaviors that need to be changed. Finally, get back to your normal routine, and do it better than ever."

Work smarter, not harder. Krasnow recommends doing an audit of how you currently spend your work time. Take a moment to identify your most important recurring tasks, determine how long they take, and identify tasks that could be completed more quickly. Then, learn to prioritize your daily goals. Create a to-do list and divide your tasks into three categories: critical, high-priority, and low-priority. Tackle each task in order of priority.

"Another good rule of thumb is to stop reinventing the wheel," adds Krasnow. "Make a habit of reusing and modifying resources already at your disposal."

Never stop competing...with yourself. Krasnow recommends using a practice he calls "the push-up principle" to achieve personal goals by starting at your current skill and ability level and consistently moving up from there. This process naturally leads to self-improvement through small, manageable steps.

"If you can do only five push-ups today, try doing six push-ups tomorrow," says Krasnow. "The push-up principle is incredibly simple, but it can create a long legacy of achievement. Set some reasonable goals and immediately start working to achieve them. Once you've proven to yourself how simple it is to execute your goals, your confidence level will begin to rise, and you can continually build on this momentum."

Hone an ideal image. Your appearance should reflect the quality of your services, says Krasnow. Therefore, it pays to think of your health and wellness as an investment in your success. Without a strong, fit body, it's difficult to have the stamina to do your best at work.

"Be sure you are getting enough sleep, eating healthy, exercising regularly, and have given up bad habits like smoking or excessive drinking," says Krasnow. "Then, once you've got your health under control, build a wardrobe that communicates the exact message you want to send to clients and associates. You don't have to spend a fortune, but your clothing should fit well, and your eyewear, briefcase, purse, phone, and other accessories should be stylish and contemporary. Remember, everything matters."

Become a whole person. Your success, and ultimately your happiness, lies in your ability to become a "whole person." Krasnow says this means having a balanced and rich life in all areas of your existence. No matter how much fulfillment you get from your career, you still need to expand your life and enjoy all it has to offer.

"When you are happy in life, it shows in your confidence and in your work performance," says Krasnow. "Make time to be present with your spouse, your kids, and your network of friends. Develop a few hobbies outside of work and find some ways to enjoy the fruits of your labor. If you want to give something back, you can even do some volunteer work. Another great way to round out your life and find deeper meaning: explore your spiritual side through worship, prayer, or meditation. It's a great way to connect to your purpose."

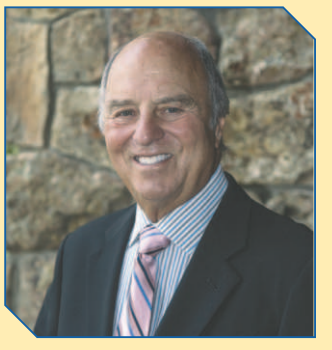
"No matter where you are in your career right now, you will absolutely benefit from adopting the habits that lead to a successful life and career," concludes Krasnow. "You really can unlock your potential and be as great as you dare to be. Stop waiting and start becoming the best you yet."

About the author

Paul G. Krasnow is the author of The Success Code: A Guide for Achieving Your Personal Best in Business and Life.

He is a financial representative at Northwestern Mutual Life Insurance Company, where he has been a top producer for 40 years.

For more information, please visit paulgkrasnow.com.



Norlin visits Vegas

COURTESY PHOTO

Karen Norlin, Loan Officer at Cornerstone Home Lending, Inc. attended the annual conference for the National Association of Professional Mortgage Women in Las Vegas April 4 - 6.

Industry experts representing Fannie Mae, Freddie Mac and USDA spoke of recent and upcoming changes in the mortgage industry.

Credit reporting and cyber security in the finance profession were "hot topics". Karen represented the Wenatchee Valley chapter.

Wenatchee County (Chelan and Douglas Counties) Labor Area Summary - February 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 February 2017 and February 2018) and average annual (between 2017 and 2018) changes in the labor market.

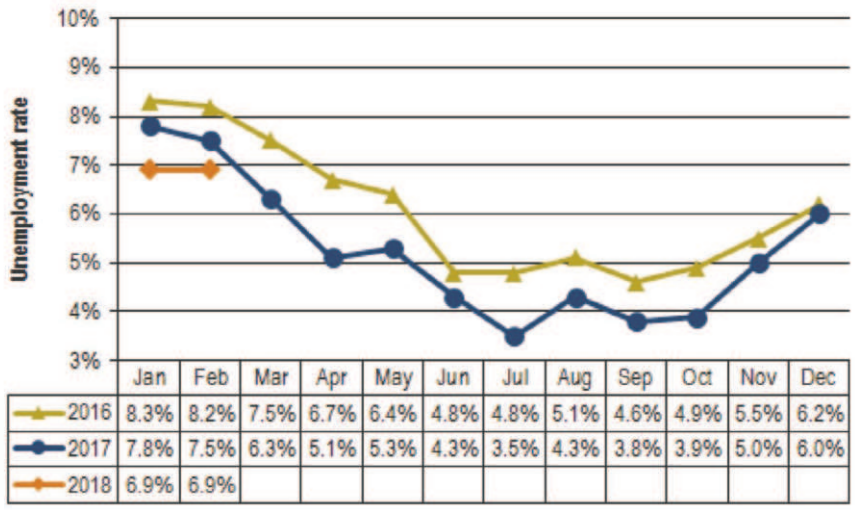
Unemployment rates

Preliminary Civilian Labor Force (CLF) data show that Washington's not seasonally adjusted average annual unemployment rate fell five tenths of a point between 2016 and 2017, from 5.3 percent to 4.8 percent. Between the Februaries of 2017 and 2018 the rate dipped one tenth of a point, from 5.4 to 5.3 percent.

In the Wenatchee MSA, the annual average unemployment rate fell from 6.0 to 5.2 percent between 2016 and 2017, an eight-tenths percentage point decrease

The rate also dropped between the Februaries of 2017 and 2018, from 7.5 to 6.9 percent, a six-tenths percentage point downturn, as the labor force expanded slightly while the number of unemployed contracted substantially.

Unemployment rates, not seasonally adjusted
Wenatchee MSA, January 2016 through February2018
Source: *Employment Security Department/WITS; U.S. Department of Labor, Bureau of Labor Statistics, Local Area Unemployment Statistics (LAUS)*



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2016	8.3%	8.2%	7.5%	6.7%	6.4%	4.8%	4.8%	5.1%	4.6%	4.9%	5.5%	6.2%
2017	7.8%	7.5%	6.3%	5.1%	5.3%	4.3%	3.5%	4.3%	3.8%	3.9%	5.0%	6.0%
2018	6.9%	6.9%										

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

Total nonfarm employment

Between 2016 and 2017, Washington's labor market provided 81,300 new nonfarm jobs, an annual average increase of 2.5 percent.

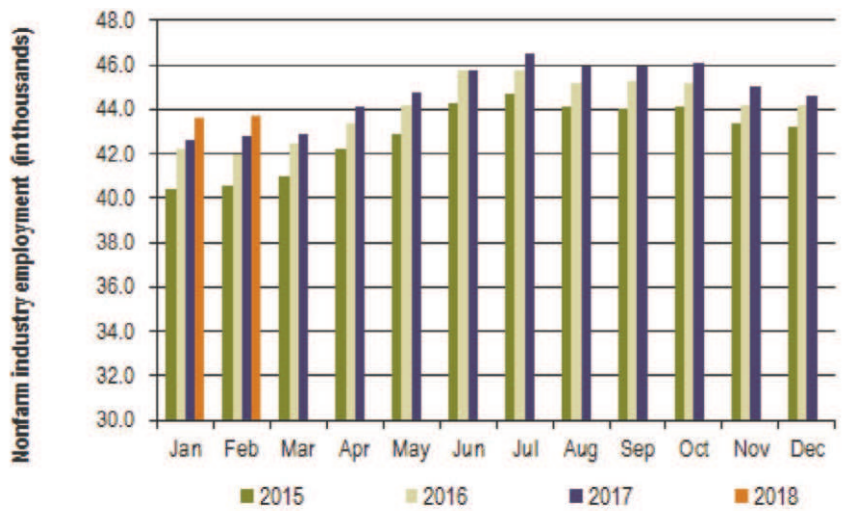
In February 2018, businesses and government organizations across Washington supplied 3,351,200 nonfarm jobs (not seasonally adjusted), compared to 3,252,100 jobs in February 2017, a 3.0 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 89 consecutive months (October 2010 through February 2018).

The Wenatchee MSA's nonfarm labor market provided 600 new jobs between 2016 and 2017, an increase of 1.3 percent, less than Washington's 2.5 job growth rate during 2017.

Total nonfarm employment in the two-county, Wenatchee MSA increased or stabilized, year over year, during each of the 70 months from May 2012 through February 2018. Between the Februaries of 2017 and 2018 the number of nonfarm payroll jobs advanced by 2.1 percent.

Nonfarm industry employment Wenatchee MSA, January 2015 through February 2018
Source: *Employment Security Department/WITS*



Nonfarm employment in the Wenatchee MSA showed rose 2.1 percent between the Februaries 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 49 months (February 2014 through February 2018). In February 2018, Washington's CLF tallied 3,763,800 residents versus 3,685,135 in February 2017 equating to 78,665 more Washingtonians in the labor force (up 2.1 percent).

The Wenatchee MSA's CLF grew from 63,931 residents in 2016 to 65,355 in 2017, a 2.2 percent upturn. The labor force has registered year over year growth for the past seven months (from July 2017 through January 2018). The CLF increased a modest 0.4 percent between the Februaries of 2017 and 2018 as 237 more residents entered the MSA's labor force while the number of unemployed dropped by 309 residents (down 6.8 percent). Hence the unemployment rate fell from 7.5 to 6.9 percent between the Februaries of 2017 and 2018. The current, 6.9 percent rate for the Wenatchee MSA is the lowest reading for the month of February since electronic records were implemented in 1990 (28 years ago). Also, rates have been declining for the past 17 consecutive months (since October 2016) – excellent economic news.

Nonfarm industry employment

Between the Februaries of 2017 and 2018 nonfarm employment rose 2.1 percent, from 42,800 to 43,700 jobs in Chelan and Douglas counties (the Wenatchee MSA) while Washington's nonfarm employment expanded 3.0 during this timeframe. Highlights of year-over-year changes follow:

◆ In the mining, logging and construction category most jobs are in "construction." Year over year, the pace of job growth in the Wenatchee MSA's construction industry has surpassed the pace of growth statewide from July 2017 through February 2018.

Construction provided 2,200 jobs across Chelan and Douglas counties in February 2017 versus 2,600 in February 2018, a strong 18.2 percent upturn ranking it as the fastest growing local industry in the Wenatchee MSA this February. There were 25.8 percent more home or condo sales (i.e., closed sales) in the first two months of this year versus January and February 2017 in the Wenatchee market (i.e., in Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island, WA) according to the February 2018 Real Estate Snapshot newsletter published by Pacific Appraisal Associates. Specifically, the number of single ➤➤ family homes or condominiums sold from January to February 2018 was 122 versus 97 closed sales Year-to-Date (YTD) in February 2017. The number of active listings however, declined from 151 YTD in February 2017 versus 123 during the first two months of 2018 (down 18.5 percent). Meanwhile the median sales price of homes/condos sold in the Wenatchee Market continued to climb, from $275,000 in January and February 2017 to $306,375 YTD in February 2018, up 11.4 percent.

◆ Year over year, the Wenatchee MSA's private education and health services industry has added jobs for the past 53 months (October 2013 through February 2018). Numerically, it is primarily comprised of private health services providers. This industry tallied 7,200 jobs in February 2017 and 7,600 in February 2018, a 400 job and 5.6 percent upturn in employment.

◆ Year over year, local leisure and hospitality employment virtually stagnated from July through October 2017 before bouncing back and adding jobs from November 2017 through February 2018. What caused the "softness" this past summer in this Chelan and Douglas counties' tourism-based industry? The main reason appears to be the smoke generated by the numerous wildfires that raged during the summer of 2017 across neighboring British Columbia and throughout Washington. Leisure and hospitality accounted for 6,100 jobs (primarily at hotels and restaurants) in February 2017 versus 6,500 jobs in February 2018, a 6.6 percent increase. Washington's leisure and hospitality industry has added jobs for 89 consecutive months (October 2010 through February 2018).

◆ Across the Wenatchee MSA, the number of state government jobs has decreased or stagnated, year over year, for the past ten months (May 2017 through February 2018). Year over year, state government employment in Washington posted modest year-over-year decreases in December 2017 and in February 2018.

Agricultural employment

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 September 2017 revised annual average QCEW data for calendar year 2016 became available.

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Grant County
Labor Area Summary - February 2018

Overview

This report provides an update on the Grant County economy incorporating not seasonally adjusted, nonfarm employment and civilian labor force data. Analysis focuses on year-over-year (between February 2017 and February 2018) and average annual (between 2016 and 2017) changes in the labor market.

Unemployment rates

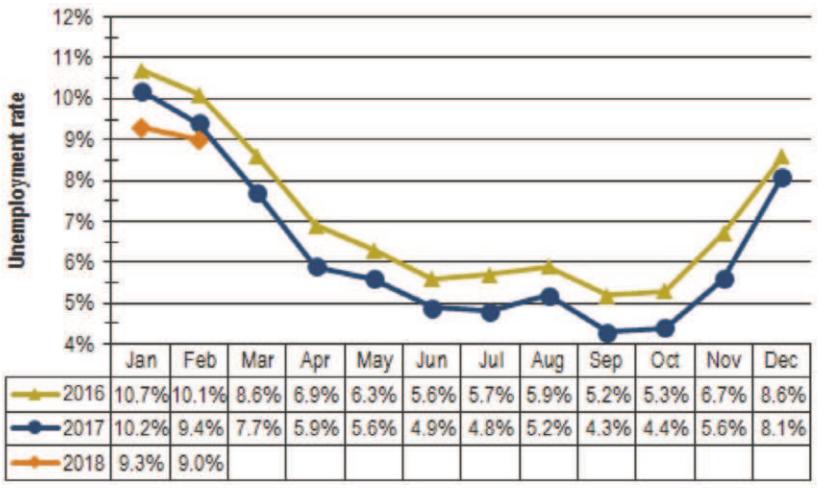
Preliminary Civilian Labor Force (CLF) data show that Washington's not seasonally adjusted average annual unemployment rate fell five tenths of a point between 2016 and 2017, from 5.3 percent to 4.8 percent. Between the Februaries of 2017 and 2018 the rate dipped one tenth of a point, from 5.4 to 5.3 percent.

In Grant County, the average annual unemployment rate fell eight-tenths of a percentage point between 2016 and 2017, from 7.1 to 6.3 percent.

The rate has been declining, year over year, for the past 18 months (September 2016 through December 2017).

Between the Februaries of 2017 and 2018 the rate decreased four-tenths of a point, from 9.4 to 9.0 percent as the civilian labor force expanded minutely while the number of unemployed residents decreased.

Unemployment rates, not seasonally adjusted
Grant County, January 2016 through February 2018
Source: *Employment Security Department/WITS; U.S. Department of Labor, Bureau of Labor Statistics, Local Area Unemployment Statistics (LAUS)*



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2016	10.7%	10.1%	8.6%	6.9%	6.3%	5.6%	5.7%	5.9%	5.2%	5.3%	6.7%	8.6%
2017	10.2%	9.4%	7.7%	5.9%	5.6%	4.9%	4.8%	5.2%	4.3%	4.4%	5.6%	8.1%
2018	9.3%	9.0%										

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

Total nonfarm employment

Between 2016 and 2017, Washington's labor market provided 81,300 new nonfarm jobs, an annual average increase of 2.5 percent.

In February 2018, businesses and government organizations across Washington supplied 3,351,200 nonfarm jobs (not seasonally adjusted), compared to 3,252,100 jobs in February 2017, a 3.0 percent year over year employment increase. The state's economy has posted year over year nonfarm employment increases for the past 89 consecutive months (October 2010 through February 2018).

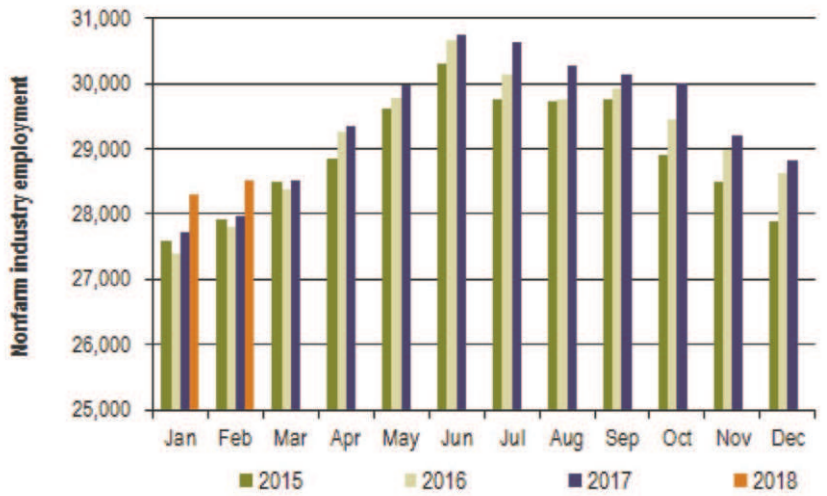
Between 2016 and 2017 Grant County's economy provided 270 new nonfarm jobs, an average annual increase of 0.9 percent, less robust than the 2.5 percent statewide growth rate.

Between the Februaries of 2017 and 2018 local nonfarm employment advanced 1.9 percent (from 27,980 jobs to 28,510 jobs) trailing the statewide 3.0 percent growth pace during this timeframe.

Monthly year over year growth rates in Grant County have lagged growth rates across Washington for 35 months (April 2015 through February 2018).

Between the Februaries of 2017 and 2018 the number of nonfarm payroll jobs advanced by 2.1 percent.

Nonfarm industry employment Grant County, January 2015 through February 2018
Source: *Employment Security Department/WITS*



Nonfarm employers in Grant County provided 28,510 nonfarm jobs in February 2018, a 1.9 percent upturn since February 2017.

Employment and unemployment

Washington's Civilian Labor Force (CLF) expanded by 89,522 residents (a 2.5 percent upturn) from 2016 to 2017. The state's labor force has grown, year over year, for the past 49 months (February 2014 through February 2018). In February 2018, Washington's CLF tallied 3,763,800 residents versus 3,685,135 in February 2017 equating to 78,665 more Washingtonians in the labor force (up 2.1 percent).

Grant County's CLF expanded by 731 residents (a 1.6 percent increase) from 2016 to 2017. In February 2018 there were only 41 more residents (up 0.1 percent) in the CLF than in the corresponding month one-year prior. Fortunately, there were 195 fewer residents unemployed this ➤➤ February (3,817) than in February 2017 (4,012), as shown in Figure 3. Hence, the local unemployment rate was 9.0 percent in February 2018 - the lowest reading for the month of February in Grant County since electronic records were implemented by our agency 28 years ago (in 1990). The rate has been shrinking year over year now for 18 consecutive months (i.e., since September 2016) – good economic news.

Nonfarm industry employment

Estimates indicate that Grant County's nonfarm employers provided 530 more jobs in February 2018 than in February 2017, a 1.9 percent upturn, slower that Washington's 3.0 percent growth pace. The following paragraphs highlight changes in four local industries between the Februaries of 2017 and 2018:

◆ Grant County's construction industry has been experiencing a slight hiring slowdown in four of the past five months (October 2017 through February 2018). Only between the Januaries of 2017 and 2018 did employment rise - by 2.8 percent. However, between the Februaries of 2017 and 2018 this industry slipped by 30 jobs and 2.6 percent as employment declined from 1,170 to 1,140. Across Washington, construction has been adding workers for the past 72 consecutive months (from March 2012 through November 2017).

◆ Local nondurable goods manufacturers (primarily food processors) netted 100 more jobs in February 2018 than in February 2017, an advance of 3.7 percent. In calendar year 2017, this Grant County industry netted about 20 more jobs than in 2016, a modest 0.7 percent upturn. In 2017, more than half (58.6 percent) of all of Grant County's manufacturing jobs were tallied under the "nondurable" goods category (versus "durable" goods). Washington's nondurable goods manufacturing employment has been growing for 62 consecutive months (January 2013 through February 2018).

◆ Employment in Grant County's professional and business services industry has been rising for 17 consecutive months (October 2016 through February 2018). This employment category consists of a diverse set of niche industries, ranging from computer systems design and accounting/tax preparation services to landscaping and janitorial services, legal services and temporary employment services. Within professional and business services, temporary employment services is likely accounting for much of this employment growth - an encouraging economic indicator. This industry provided 40 more jobs countywide in February 2018 than in February 2017, rising from 1,640 to 1,680. In calendar year 2017 professional and business services generated 200 new jobs and accounted for 74.1 percent of the 270 nonfarm job increase.

Agricultural employment

The Bureau of Labor Statistics' Quarterly Census of Employment and Wage (QCEW) program, conducted by the Washington State Employment Security Department provides agricultural and nonagricultural employment and wages for firms, organizations and individuals whose employees are covered by the Washington State Employment Security Act. Frequently termed "covered" or "QCEW" data, this information provides a reliable data set for comparing employment and wage trends in major industries at the county level. In September 2017 revised annual average QCEW data for calendar year 2016 became available.

FILE PHOTO

Judge Tom Warren in Kyrgystan

In Memoriam - *Tom Warren*

By Gary Bégin

Chelan County's business, social, cultural, religious and legal communities lost a true servant of the people in April with the passing of "semi-retired" Tom Warren. Warren was a lawyer, Chelan District judge, U.S. Army Vietnam Veteran, Rotary member, Lake Chelan Community Hospital Board member, devoted husband, father and grandfather. He was also a key member of the Lake Chelan Methodist Church and a world traveler among many other things.

This photo of "The Judge" was taken during a recent trip to Kyrgystan as a goodwill ambassador. Warren's family has been deeply involved in the Wenatchee/Chelan community for many decades. The "Warren" building, downtown Wenatchee is still in use. This brief article doesn't do him justice, so those wishing to pay respects should attend a Celebration of Life at the Chelan High School Performing Arts Center, 11 a.m. Saturday, May 12.

I spent many hours with Warren while watching him administer justice from the courthouse in Wenatchee or talking about praising God as a member of the Methodist Men's Club in Chelan while we all met at The Vogue (Mayor Cooney's place) early in the morning.

I have seen him as a participating member of the the Lake Chelan Rotary during lunchtimes at Sorento's Ristoranté and spoke to fellow Chelan VFW members during the evening about how "Tom" really cares about his fellow vets.

I make no claim on being unbiased when I talk about Warren. He was always generous, kind and yet still mentally sharp and shrewd until the end.

He was also a man one could trust with casual conversation whether eating hot dogs in Chelan or at McGlinn's Public House in Wenatchee.

When I first met Tom in '14 he invited me to his home for Thanksgiving Dinner because he knew I was alone. A decent man in deed and spirit.

Our community will miss him, no matter what hat he wears "upstairs."

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Pybus Cheese Shop caters to Vegans too!

Would you believe that one of the premier vegan shopping and dining venues in the Wenatchee Valley happens to be a cheese shop? Well it is! The Pybus Cheese Shop is proud to offer a wide variety of menu options to suit people with different dietary and lifestyle needs. They've carried an array of cashew-based cheeses since February 2017, and have recently added some exciting new soy-based vegan cheeses and meats from an amazing all-vegan butcher shop located in Minneapolis, Minnesota called The Herbivorous Butcher. As a matter of fact, The Pybus Cheese Shop is only the second location in Washington State to offer products from this cutting-edge facility.

Vegan products aren't just for vegans though – anyone looking to maintain a healthier diet would do well to consider plant-based foods to supplement their regular menus. Plant-based food products are cholesterol-free and often lower in calories than their animal-based counterparts. Plus, many vegan food products are based from either soy or vital wheat gluten, which are both whole proteins. And with the popularity of vegan diets consistently on the rise, vegan food production methods have become increasingly sophisticated, so the flavors keep getting better, and harder to differentiate from the "real" thing.

The Pybus Cheese Shop also uses vegan meats and cheeses to create delicious vegan-friendly panini sandwiches! As of now they can make any of their regular sandwiches vegan or vegetarian friendly with a few simple substitutions. One of their most popular new sandwiches, the "Faux-BLT," includes diced tomato, spinach, a creamy soy-based smoked gouda, and a soy-based hickory bacon. You can also enjoy a dairy-free cheese and cracker plate with any of the vegan cheeses, including cashew-based double-cream chive spread, fresh mozzarella, or aged cheddar; or soy based smoked gouda, garlic-pepper Havarti (a best seller!), or dill Havarti.

"We were a little skeptical at first on how well dairy-free cheeses would be received by the masses at a cheese shop, but after numerous customer requests we decided to add the first cashew-based cheeses to the case. We've been amazed at how quickly these products have been flying off the shelves! As such, we've gradually expanded our selection to include more cheeses and even vegan-friendly meat products," explained Christy Temple, general manager of The Pybus Cheese Shop.

You can now pick up soy-based honey ham, turkey, pepperoni, or hickory bacon by the pound at The Pybus Cheese Shop. They also carry a meatless shredded chicken made out of jackfruit! The shredded chicken is used on their popular BBQ "Chicken" panini sandwich, along with the delectable garlic-pepper Havarti and James Gang Whiskey barbeque sauce.

They also carry a selection of other vegan-friendly foods, like their vegan beef jerky, vegan nacho cheese sauce, and vegan mushroom alfredo sauce. The store plans to keep adding new and different options to their dairy-free inventory, so if they don't have what you're looking for now, put in a request and keep checking back!

The Pybus Cheese Shop is located at Pybus Public Market at 5 N. Worthen St, Wenatchee WA, 98801.

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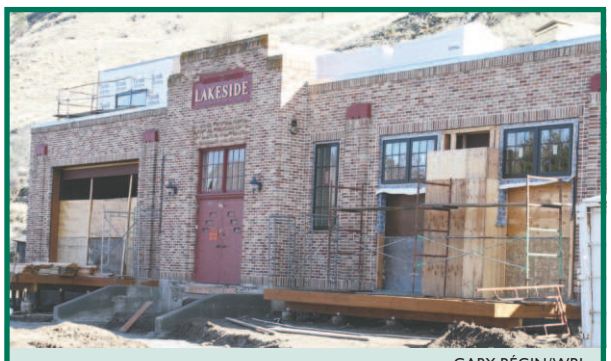
Pybus May Events

- May 5, Rugrat Nation 3 on 3 Basketball Tournament 2-6 p.m.
- May 6, Pybus Art Lovers, "Artists at Work" 10 a.m.-4 p.m.
- May 11, Friends of the Wenatchee Public Library Book Pre-sale 5 p.m.-8 p.m.
- May 12, Friends of the Wenatchee Public Library Book Sale 8 a.m.-5 p.m. and Dahlia Tuber Sale 8 a.m.-2 p.m.
- May 12, 19, and 26: Wenatchee Valley Farmers Market 8 a.m.-1 p.m.
- May 18, Girls on the Run of Columbia Valley, pre-packet pick up 4-6 p.m.
- May 19, Girls on the Run of the Columbia Valley starts at 10 a.m.
- May 20, Foster Care Fair 1-4 p.m.
- May 24 and 31, Writing for Clarity: 1-2:30 p.m.
- May 26, Time Warp-Back in Time Vintage Van Show and Shine, 10 a.m.- 2 p.m.
- May 28, Memorial Day Flag Ceremony at Noon

For more activities go to
PybusPublicMarket.org



GARY BÉGIN/WBJ

Lake Chelan community looks forward to new venue

The old Lakeside School on Lake Chelan's south shore is getting a major facelift and addition from new owner Brian Winn. The project should be finished in a few months and will provide the destination-resort city with a needed extra venue for a variety of special events.