

Lawmakers kill Public Records Act

Local representatives Michael Steele, Cary Condotta, Senator Brad Hawkins vote in favor

By Josh Kelety

WNPA Olympia News Bureau

State lawmakers from both sides of the aisle succeeded Friday in passing a bill to exempt themselves from public records requests.

The move comes on the heels of a court ruling that the Legislature is required to adhere to the state's open government laws.

The bill, SB 6617, directly amends the state's Public Records Act to explicitly exempt the state Legislature – this includes its employees, agencies, and members – from the law's disclosure requirements retroactively and starting immediately. The legislation was passed by veto proof margins of 41 to 7 in the Senate and 83 – 14 in the House.



Rep. Michael Steele



Rep. Cary Condotta



Sen. Brad Hawkins

The bill exempts disclosure of records such as correspondence between lawmakers and anyone they consider to be constituents, which is broadly defined as individuals who aren't registered as official lobbyists or people who employ registered lobbyists.

In January, Thurston County Superior Court Judge Chris Lanese ruled against

the Legislature in a lawsuit filed by several news organizations, including the Washington Newspaper Publishers Association. The judge ruled that the Legislature is subject to the Public Records Act. The lawmakers promptly appealed the ruling to the state Supreme Court, which has not yet decided the matter.

The lawsuit came after news organizations' records requests for any documentation of sexual assault complaints against the 147 lawmakers were denied last year.

The bill, introduced on Wednesday, Feb. 21, was sponsored by Senate Majority Leader Sen. Sharon Nelson, D-Maury Island, and Senate Minority Leader Mark Schoesler, R-Ritzville.

In a rare joint statement, leadership from both parties praised the bill as a compromise between government transparency and the privacy of people's correspondence with lawmakers. In the statement, Sen. Nelson said that the bill is a "middle ground approach" that "strikes

SEE THE BILL SB 6617, PAGE 2

Pacific Security gets \$62K Leavenworth 'no bid' contract: Overnight rentals targeted for investigations, enforcement

By Ian Dunn

The Leavenworth City Council has approved a new professional services agreement with Parker Corporate Services, which does business as Pacific Security. There are three items for this contract, said City Administrator Joel Walinski, at the Jan. 23 city council meeting.

"One is for onsite security services in the Leavenworth downtown commercial area and surrounding residential areas," Walinski said. "We also have the officers from Pacific Patrol do the parking enforcement. The final thing is, we've used Pacific Patrol to do investigations and enforcement of overnight rentals."

The total of the contract for 2018 is \$62,000, which is a not-to-exceed amount. The contract runs from May 1 to Sept. 30. Walinski said they patrol the downtown primarily, but two years ago, they also had them patrol the parks, Waterfront, Enchantment.

"We also have them, two or three times a night, jump in their car and drive through the residential

neighborhoods and also the school areas. They perform that task, definitely Friday and Saturday nights," Walinski said. "The have two officers. The first officer starts about 5 p.m. The second officer comes on at 10 p.m. and they work until 2 or 3 a.m."

This project started as a way to break up the after hours drinking in parking lots in the downtown area after the bars closed. Walinski said that was successful.

"We've also noticed since we've had security patrols, we've reduced the amount of nuisance damage, pulled down flower baskets, tipped over trash cans and those types of things. That's a good thing," he said.

Pacific Security also does parking enforcement, both for pay parking lots and also enforcement for parking in yellow zones, timed parking zones, parking on the sidewalk, basically to assist Chelan County Deputies.

The cost of the enforcement actually pays for itself through tickets and fees, Walinski noted.

SEE PACIFIC SECURITY, PAGE 10

Cashmere Convalescent Center sold for \$1.5M

By Mikaila Wilkerson

CASHMERE – Having been operated for many years by the Dronen family, the Cashmere Convalescent Center Nursing Home was sold to the Wester brothers, Cale and Josh, on the first of this new year.

"We met the Dronens two years ago and we just wanted some kind of family facility and it's been in their family since the beginning," Cale Wester said. "We're a small, family-run company as well and we just have two facilities. So for us, seeing what they (the Dronens) have done and seeing the role they play in the community and everything, it really aligned with our vision as far as being a small, family-run company where we can have a connection with the community."

The Westers are both licensed nursing home administrators who have a lot of experience under their belts. The nursing home's name has also been changed to the Cashmere Care Center and the company's logo has been revised as well.

"We put 'care' in the center



MIKAILA WILKERSON/WBJ

The Cashmere Convalescent Center, now the Cashmere Care Center, was sold to the Wester brothers, Cale and Josh, at the start of the year. From left to right: Josh Wester, Lexy Lieurance, and Cale Wester.

and that's where it should be - resident centered care," Lexy Lieurance, the center's licensed nursing home administrator, said. "What do our residents need? If we think of them as our best friends, how would we care for our best friends? That's our

approach because that's really what Cashmere is about; we're neighbors and we're friends."

Lieurance manages the daily operations of the center and reports to the Westers.

Having gotten a degree in

SEE NEW OWNERS AT NURSING HOME PAGE 7

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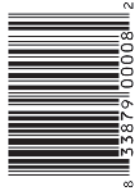
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\$2

WENATCHEE
BUSINESS
JOURNAL

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201 Cottage Ave., Suite 4
Cashmere, WA 98815
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NEWS LEADS
509-571-5302

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

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

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Safeway, 501 N. Miller St.

East Wenatchee
Fred Meyer, 11 Grant Road
Safeway, 510 Grant Road

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130 Titchenal Way
Cashmere Valley Record,
201 Cottage Ave., Suite 4

Leavenworth
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The Leavenworth Echo,
215 14th St.

Chelan
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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

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



Chelan Fire and Rescue hires Asher to coordinate volunteers

BY Erin Rossell

CHELAN – Chelan Fire and Rescue 7, Entiat Fire District 8 and Orondo Fire District 4 was approved for a second safer grant in 2017. The new, 4-year safer grant would provide the funds for the cost of 20 new sets of bunker gear for new recruits each year, but also the salary for a volunteer recruitment coordinator.

During December's regular commissioner's meeting, it was announced that the position was offered to Brandon Asher, who, at the time, was serving as Fire Captain with Arlington Fire Department, which included responsibilities in volunteer services and recruitment. He comes to Chelan and Douglas Counties with his Associates Degree, Bachelor's Degree in Fire Management and Fire Protection Technology Degree.

Son of Chief Mike Asher with Entiat Fire/Chelan County Fire District 8 (CCFD 8), Brandon started as firefighter in 1993, after his graduation from Entiat High School. Moving on to Wenatchee Valley Community College, he re-ceived is EMT training and certification in 1995, then went on to a residency program within Shelton Fire and Spokane Fire, before setting in with the

City of Moses Lake, officially starting his firefighting career. In 2003, Asher lateraled to Arlington, where he would be promoted to Fire Captain in 2009, and was part of the county Technical Rescue Team and Hazmat Team for his nearly 15 years there.

"I've responded to some pretty major calls," Asher explained on experience brought, which include responding to the 2014 Oso Slide as on-duty captain, and the Marysville School shooting just a few months later, "there's no way to describe it (the feelings in those moments)," he stated. Asher also brings an abundant knowledge

of the area and has worked with wildland a lot over the years, he explained. "I put the whole wildland program together in Arlington," he stated, "they didn't have anybody certified to fight wildland fires, so I wrote a grant, pulled a brush truck and got it certified, and the first fire they went to was the Chelan Complex fire," he expressed, "I had just gotten everybody trained... (but) that's really what got that program off the ground."

"I've always kind of kept my eye on paid positions over here," Asher explained on his

SEE NEW VOLUNTEERS COORDINATOR, PAGE 7



Brandon Asher

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THE BILL SB 6617 Lawmakers kill Public Records Act

CONTINUED FROM PAGE 1

a good balance between privacy, transparency and the legislature's ability to do its job."

News organizations and government transparency advocates quickly lambasted the proposal as a way for lawmakers to get around the court's ruling by not only shielding the Legislature from the Public Records Act, but also applying the exemption retroactively – which would cover the sexual assault records that newspapers originally requested.

"It's really despicable what they're doing," said Michele Earl-Hubbard, the attorney who represents the news organizations in the lawsuit. "It's clearly trying to get the four leaders who are party to the lawsuit out of the existing decision."

Toby Nixon, president of the Washington Coalition for Open Government, said that the speed at which legislators pushed the bill and the lack of stakeholder input is "shameful."

"We think that the lack of transparency in this bill process is kind of indicative of how the legislature feels in general about public participation in the legislative process," he said

While most policy bills that don't affect the budget had cut-off deadlines in early February, this one features an emergency clause which technically allows lawmakers to move it regardless of the deadlines. The bill was introduced on Feb. 21 and it received a floor vote in both chambers on Friday, Feb. 23.

Nixon said that legislative leadership has the "thumb screws" on its caucuses and is pressuring them to pass the legislation.

Six people were allowed to comment on the bill in a joint work session held by members of the House

and Senate committees concerning state government on Feb. 22. The testimony was unanimously opposed.

"It's breathtaking to have a bill show up this late in session on this most important issue and have the legislature step in on this ongoing lawsuit," said Rowland Thompson, a lobbyist representing the Allied Daily Newspapers of Washington and the Washington Newspaper Publishers Association.

Publisher of The Tacoma News Tribune and The Olympian, David Zeeck, said that there would have been 20 newspaper publishers at the Capitol to testify against the bill, had they had more notice.

"All other legislative bodies in this state operate in a much more open fashion than you're prescribing here. The present governor hasn't even used executive privilege," he said. "You're running the risk of demonstrating to the people that you're setting up an imperial legislature that is not subject to the people."

Gordon Padget, a Vancouver Washington resident who drove to Olympia to testify, said the bill makes the government seem less transparent. "Everything about the way this bill is being handled makes the average citizen leery of the legislation and leery of everyone in the Legislature," he said, adding that the bill's purpose is to "cover the legislators' collective backsides."

At a press conference on Feb. 21, Governor Jay Inslee said that while he hadn't seen the bill, lawmakers can be effective while being transparent. "Legislators can succeed in their duties while being fully transparent in state government," he said.

In 2013, Inslee declared that he would not use executive privilege to hide records from his office.

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Newhouse concerned over rising national debt

Story and photos
courtesy of Dan Newhouse

Congress voted to end a six-hour shutdown of the federal government by passing the Bipartisan Budget Act of 2018.

This bill provides a raise in discretionary spending caps that is larger than the last three raises combined. It suspends the debt limit without spending controls, and it retroactively extends dozens of tax credits and deductions - effectively undermining the historic comprehensive and simplified tax reform that Congress passed with the Tax Cuts and Jobs Act.

On February 6, I voted in support of a Continuing Resolution that would fund the government through March 23, 2018, while fully funding the Department of Defense for the remainder of fiscal year.

This legislation, which was approved in the House of Representatives, provided a two-year extension for Community Health Centers. However, when the Bipartisan Budget Act of 2018, that was passed out of the Senate, came before the House for a vote, I was not able to support it.

The legislation that was agreed to in the House and the Senate essentially writes a blank check to enable the

federal government to continue to accumulate debt. I have been a vocal proponent of addressing the federal government's out-of-control spending, and as the former Chairman of the Joint Chiefs of Staff warned, our growing debt is the greatest threat to our national security.

We must find ways to rein in our national debt. The people of the 4th Congressional District demand better and expect their representatives to promote fiscal responsibility - not advance policies that borrow over \$1 million a minute.

While there are many provisions within the bill that I support, such

as providing the critical funding that our troops and our military deserve and the extension of funding for Community Health Centers, the House of Representatives has already passed legislation doing so.

This package simply does not address important priorities for Central Washington.

The House of Representatives has passed all 12 Appropriations bills for Fiscal Year 2018, and the Senate has yet to consider any of them.

Congress cannot continue to fund the government in short spurts or with large packages that do not responsibly address America's crippling debt.



Drex Gauntt, of Kennewick, representing the Washington State Hay Growers Association met with Congressman Newhouse in Washington, D.C.



Micah and Elizabeth Trautman, of Moses Lake, at the Washington State National Prayer Breakfast in Washington, D.C.



Central Washington's representatives in the National Council of Agricultural Employers meet with Dan Newhouse.



Washington Wheat Growers and Washington State Director of Agriculture Derek Sandison meet with Dan Newhouse in Washington, D.C.

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House passes Reichert bill to bring tariff relief to American businesses

WASHINGTON, D.C. – Representative Dave Reichert (R-WA) led debate on the House floor on H.R. 4979 last month, a bill to extend the Generalized System of Preferences (GSP) and to make technical changes to the competitive need limitations provisions of the program. The bill passed the House by a vote of 400-2.

“By renewing GSP and providing tariff relief, we are creating opportunities for American businesses to grow and re-invest here at home and to compete globally. At the same time, we are strengthening our partnerships with developing countries and ensuring that our trading partners meet the standards of the GSP program. This tariff relief and accountability help our workers, manufacturers, and businesses succeed at home and abroad,” said Chairman Reichert.

“In my home state of Washington, GSP saved companies about \$11 million in import duties in 2017 – up 30 percent from 2016. As just one example, TRInternational, a small but quickly growing veteran-owned chemical distributor in Seattle, relies on GSP to obtain certain chemical raw materials at globally competitive prices. Our last renewal of GSP in 2015 allowed TRI to hire more employees in my state and invest in equipment. Many of TRI’s customers are U.S. manufacturers, and TRI’s use of GSP to obtain raw materials at lower prices also makes these manufacturers more competitive. For TRI, and for other Washington companies like Rain City Music that use the GSP program, GSP provides significant opportunities to their employees, and reduces costs for American consumers.”



GARY BEGIN/WBJ

Hospitality Ministries gets donation from Ameriprise Financial

Paul Hughes, executive director of Hospitality Ministries, accepts a bag full of toiletries from Sherry Gustin of Ameriprise Financial Services.

Gustin told the Wenatchee Network Group (WNG) recently that she had travelled many places and accumulated the cache from staying at hotels and thought it would be a fitting gift for the Hospitality group, which operates a men’s shelter (Hospitality House).

It also runs a shelter for single mothers (Haven of Hope) as well as a youth “Hangout” (Solomon’s Porch). Hughes’ Ministries group is also a member of the WNG.

The group meets every Wednesday at the Eagles Club on Wenatchee Avenue across the street from the Salvation Army at noon and is open to guests and new members depending on profession or occupation.

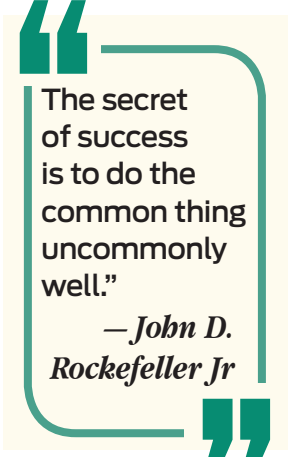


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The secret of success is to do the common thing uncommonly well.
— *John D. Rockefeller Jr*



Chelan PUD top brass reviews 2017 performance

Chelan PUD news release

More than 85 percent of the 232 items on last year’s plan are on track or complete. On projects ranging from Public Power Benefit safety improvements at the Plain Substation to efficiency programs that saved enough power for 700 homes to major investments at Chelan PUD’s hydro projects, General Manager Steve Wright reported last month that District staff are on track or completed 85 percent of the 2017 performance plan.

Many of the uncompleted 2017 projects are multi-year projects, ongoing efforts or required schedule changes into 2018 to respond to other unexpected work and competing priorities. Chelan County PUD commissioners Monday reviewed the utility’s performance on 232 tracked actions that support its seven strategic objectives.

PUD senior managers report on progress every three months. Monday’s year-end wrap-up focused on status changes and items completed in the last three months of 2017. For energy efficiency, customers who took part in PUD conservation programs helped the utility meet its 2017 stretch goal for saving 2.1 average megawatts, reported Andrew Grassell, Energy Development/Conservation manager.

That is enough to power more than 700 Chelan County homes. Much of those savings – about 12 million kilowatt hours – went to efficiency improvements at businesses and government buildings. In particular, two large projects with fruit company Stemilt secured reaching the goal. The savings are valued at \$5.8 million over the life of the conservation measures.

Wright also noted that the 2018 performance plan has 100 more actions than last year. Many of the measures focus on projects in 2018’s capital plan, which is the District’s largest in at least the last 20 years, he has said in earlier discussions. In other business, commissioners:

◆ Heard that 2017 net wholesale revenue and other energy-related revenue of \$123.9 million came in about \$2 million more than budget. Janet Jaspers, Energy Planning and Trading manager, said “specified source” sales, recognizing hydropower’s carbon-free energy, were \$4.6 million, which was \$1.5 million above budget.

◆ Jaspers also reported on the early forecast for Columbia River flows past Grand Coulee Dam, upstream of the PUD’s Rocky Reach and Rock Island dams. Based on snowpack so far this winter, forecast flow for January-July 2018 is 110 percent of average. Forecast runoff into Lake Chelan for April-July is 104 percent of average.

◆ Changed the May board meeting schedule by moving the May 7 meeting to April 30 and the May 21 meeting to May 14 so commissioners can attend utility conferences later in the month.



MIKAILA WILKERSON/WBJ

Agave Azul was named Cashmere’s 2017 Business of the Year. From left to right: Chamber of Commerce Manager Gina Imperato, Agave Co-Owner Daniel Acero, Manuel Estrada, Veronica Ochoa, Maria Medrano, and Chamber of Commerce President Josh Price.

Chamber recognizes 2017 Business, Citizen of the Year

By Mikaila Wilkerson

CASHMERE – The Cashmere Chamber of Commerce has revealed the newest recipients for the Citizen and Business of the Year awards. The 2017 Business of the Year Award was presented to Agave Azul, a Mexican Restaurant co-owned by brothers Daniel and Omar Acero located at 128 Cottage Avenue.

“It’s a pretty exciting moment,” Daniel Acero said as he was presented his award. “We’re grateful for the community of Cashmere and thank (them) for this opportunity to be the Business of the Year.”

JoAnne Prusa, who’s involved in various boards and committees around town including the Friends of the Library Committee and the Cashmere Museum Board, has been recognized as the 2017 Citizen of the Year.

The Chamber of Commerce’s annual Auction and Recognition Dinner, which formally honors and celebrates the Awards recipients, will be held on Friday, March 30 at the Riverside Center beginning at 5:30 p.m.

Community members can also become table sponsors at the Recognition Dinner, which gives people the chance to support the community and advertise your business to all the people who will be in attendance for the event.

Options for table sponsorship packages include \$400 per table, which includes eight tickets, or \$150 per table, which includes two tickets.

Tickets may also be purchased for \$35 and includes entrance as well as a dinner buffet.

Donations for the silent/live auction are also accepted.

Contact the Chamber at 782-7404 for any additional questions about the upcoming Annual Auction and Recognition Dinner.

Chelan PUD mulling bitcoin solutions

Chelan PUD staff outlined its approach for responding to the seven requests for large amounts of power that have recently been received. If realized, these requests would double the amount of PUD retail service.

The plan is based on an assessment of risk, including impacts to existing customers, and how to manage those risks. “Large amounts of service translate into potentially large amounts of dollars of risk,” General Manager Steve Wright said. “We are carefully thinking through pricing strategies that are fair to existing and new customers.”

These strategies build on the high density load rate adopted last year for below 5 megawatt load. Chelan PUD has requests from seven operators who are seeking from 5 to 100 megawatts each, staff reported. The total amount of power sought is more than double Chelan PUD’s average local load of 180 to 200 average megawatts.

PUD staff has fielded more than 75 inquiries about service since the price of bitcoin spiked late last year. Many of the service requests are assumed to be for cryptocurrency mining.

Requests for such large amounts of power raise issues for managing power generation, transmission and distribution.

The PUD’s approach for responding to requests of more than 5 megawatts will include:

- An expanded application process to gather more information
- Payments in advance for work to be performed
- Defining contract options, including rates

The timeline for processing service requests for more than 5 megawatts will be set after the expanded application process is in place and there is a decision on the scope of needed studies.

In other business, commissioners:

- Heard the good news that the District ended last year with a \$105 million positive bottom line, \$20 million better than budget. Cash reserves increased \$28 million to \$511 million. However, forecasts show declining wholesale prices will mean lower bottom lines in the future, said Chief Financial/Risk Officer Kelly Boyd. Forecasted reserves are currently strong even as cash is used to reduce debt and invest in core assets. With less revenue and additional investments required, borrowing and managing revenue will be needed in the 2020s. Commissioners concurred with staff recommendations to stay the course on strategic priorities. They also will consider using reserves to set aside additional funds for future facilities construction.
- Reviewed the results of analysis to determine the least-cost approach to achieve state carbon reduction goals in the

electric sector. Tracy Yount, External Affairs director, said a study sponsored by Northwest utilities including Chelan PUD, found that a tax on carbon would offer the most reduction in greenhouse gas emissions in the electric sector for less cost than alternatives such as increases in the state’s renewable portfolio standard. This approach also recognizes the value of Chelan County’s carbon-free hydropower. Chelan PUD has taken no position on pending legislation and is providing information for the public to understand electric sector impacts of various carbon reduction strategies. (01:30)

■ Heard an update on Chelan Rotary’s proposal to install “Planet Walk” signs in Riverwalk Park. A community survey found more than 70 percent of respondents were interested in the 12-sign display, with information about the planets placed in relation to their location in the galaxy. Parks staff and Rotary members worked out permit terms to resolve previous concerns. Russ Jones, club member, said plans are to start installation by early summer.

■ Were alerted that the PUD’s customer satisfaction survey begins this week. Chelan County residents might be getting a call from the PUD, as the biennial survey starts around Feb. 21. The survey will take about 10 days. Results are expected in late March.



Waste Management earns certification from Wildlife Habitat Council

The Wildlife Habitat Council has awarded the Greater Wenatchee Regional Landfill its prestigious certification for environmental stewardship. “This honor recognizes Waste Management is meeting strict requirements to support sustainable ecosystem management at the Greater Wenatchee Regional Landfill,” said Margaret O’Gorman, president of the Wildlife Habitat Council.

Central to Waste Management’s stewardship work is the 80 acres of endangered shrub-steppe habitat that the company manages as an outdoor learning laboratory.

WM also provides water for mule deer and birds, which is particularly important since the landfill is in the “rain shadow” of the Cascade Range. In addition, WM uses natural

controls to manage plants and wildlife.

“This is a major accomplishment for our local team,” said Dave Lowe, director for WM’s post collection operations for the Pacific Northwest. “We work very hard to be good stewards of the environment and have rigorous procedures and measures in place to ensure we are steadfast in this commitment.”

The Greater Wenatchee Regional Landfill provides communities and businesses with professional disposal services that are safe, convenient and environmentally sound.

The landfill systems meet or exceed rigorous government regulations and are subject to highly regulated monitoring and reporting requirements.

The Wildlife Habitat Council promotes

and certifies habitat conservation and management through partnerships and education.

The Council is involved with wildlife habitat and conservation education programs in 47 states, the District of Columbia and 22 countries.

For more information, go to www.wildlifehc.org

About Waste Management

Waste Management is the leading provider of comprehensive recycling and environmental services across the Pacific Northwest and North America.

For communities in North Central Washington, Waste Management collects recycling, yard waste and garbage. The company also provides public education about recycling and operates a transfer station. For more information, go to www.wmnorthwest.com

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Grant County labor stats

County-level employment figures and unemployment rates for December 2017 were released by the Washington State Employment Security Department today (Tuesday, 23 January 2018).

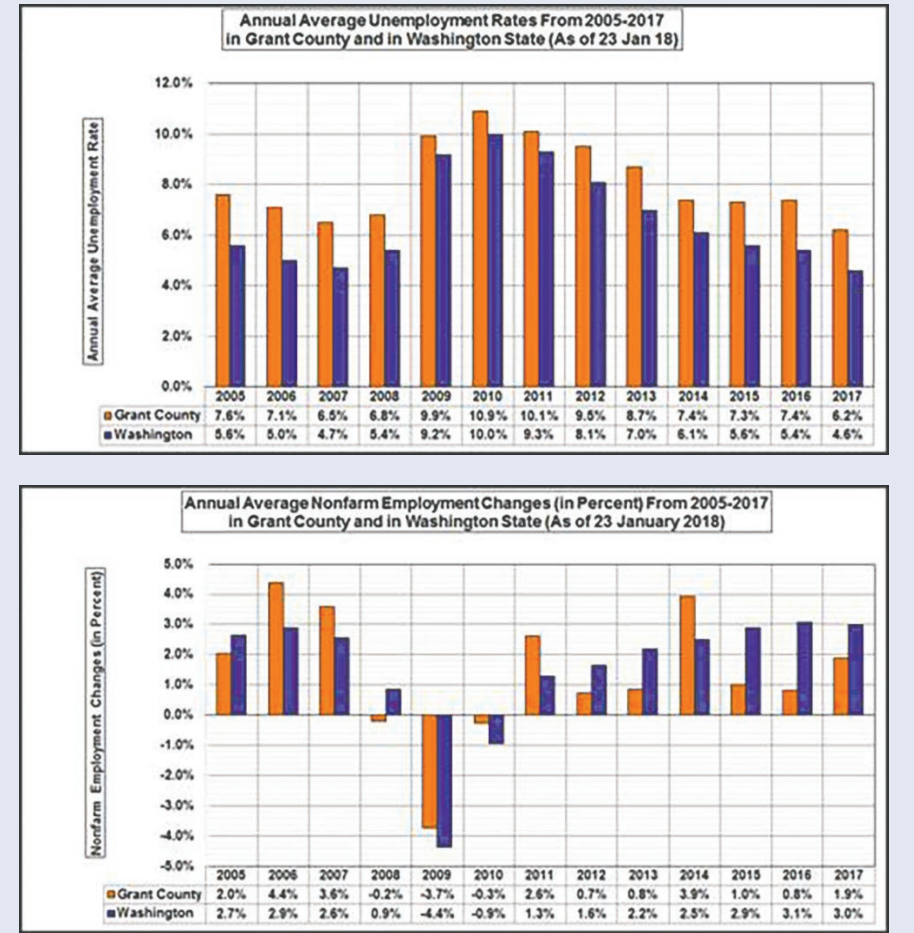
The attached four-page, December 2017 edition of the Grant County Labor Area Summary (LAS) analyzes these not seasonally adjusted nonfarm employment and civilian labor force figures, focusing on year-over-year (between December 2016 and December 2017) and average annual trends (between 2016 and 2017).

Please note that the most current (December 2017) economic estimates show that Grant County's unemployment rate dropped substantially from 9.6 percent in December 2016 to 8.1 percent in December 2017. In fact, the December 2017 unemployment rate for Grant County is the lowest reading for the month of December since electronic records were implemented in 1990 – 27 years ago.

January 2018 county-level employment figures and unemployment rates for Washington State's 39 counties will be released on Tuesday, 13 March 2018.

Nonfarm Employment Changes for Washington State, Counties, MDs, and MSAs: From 2016-2017				
Ranked (As of 23 Jan 18)				
	Annual Avg in 2016	Annual Avg in 2017	2016-2017 Change (in # of Jobs)	2016-2017 Change (in % of Jobs)
Asotin County	6,180	6,570	390	6.3%
Lewis County (Centralia MC)	24,460	25,630	1,170	4.8%
Clark County	154,775	161,708	6,933	4.5%
Klickitat County	5,840	6,100	260	4.5%
Wahkiakum County	710	740	30	4.2%
Island County (Oak Harbor MC)	16,060	16,720	660	4.1%
Jefferson County	8,370	8,710	340	4.1%
Yakima County (Yakima MSA)	83,200	86,483	3,283	3.9%
Cowlitz County (Longview MSA)	38,408	39,900	1,492	3.9%
Seattle-Bellevue-Everett MD (Includes King and Snohomish counties)	1,644,108	1,693,967	49,859	3.0%
Skagit County (Mt. Vernon-Anacortes MSA)	49,100	50,567	1,467	3.0%
Washington State Total	3,242,258	3,338,758	96,500	3.0%
Grays Harbor County (Aberdeen MC)	22,220	22,860	640	2.9%
Kittitas County (Ellensburg MC)	16,480	16,930	450	2.7%
San Juan County	5,600	5,750	150	2.7%
Thurston County (Olympia MSA)	112,917	115,800	2,883	2.6%
Pierce County (Tacoma MD)	306,525	313,975	7,450	2.4%
Kennewick-Pasco-Richland MSA (Includes Benton* and Franklin* counties)	110,292	112,950	2,658	2.4%
Spokane-Spokane Valley MSA (Includes Spokane, Stevens*, and Pend Oreille* counties)	240,575	245,883	5,308	2.2%
Grant County (Moses Lake MC)	29,180	29,730	550	1.9%
Kitsap County (Bremerton MSA)	89,325	90,958	1,633	1.8%
Clallam County (Port Angeles MC)	22,920	23,290	370	1.6%
Adams County	5,760	5,810	50	0.9%
Wenatchee MSA (Includes Chelan* and Douglas* counties)	44,217	44,600	383	0.9%
Whitman County (Pullman MC)	22,390	22,580	190	0.8%
Lincoln County	2,590	2,600	10	0.4%
Whatcom County (Bellingham MSA)	90,808	90,958	150	0.2%
Pacific County	5,960	5,960	0	0.0%
Mason County (Shelton MC)	13,760	13,720	-40	-0.3%
Ferry County	1,710	1,690	-20	-1.2%
Okanogan County	12,890	12,720	-170	-1.3%
Skamania County	2,200	2,160	-40	-1.8%
Garfield County	710	690	-20	-2.8%
MC = Micropolitan Statistical Area				
MD = Metropolitan Division				
MSA = Metropolitan Statistical Area				
* = County data not available separately from MSA				

Following are two graphs comparing annual average unemployment rates and total nonfarm employment changes in Grant County and in Washington during the past 13 years (2005-2017, inclusive). Also included a table ranking Washington's counties, Metropolitan Divisions (MDs), and Metropolitan Statistical Areas (MSAs) by nonfarm job growth rates in 2017.



Information courtesy of **Donald W. Meseck**, Regional Labor Economist – Serving Adams, Chelan, Douglas, Grant, Kittitas, Okanogan, and Yakima Counties – Washington State Employment Security Department – Yakima WorkSource, 1205 Ahtanum Ridge Drive, Union Gap, WA 98903 – (509) 573-4564 or esd.wa.gov/labormarketinfo.



COURTESY PHOTO

Mike and Laurie Hilton and family.

Bear Creek Golf Course welcomes new management

METHOW VALLEY – Ash and Linda Court of Winthrop, owners of Bear Creek Golf Course, are excited to announce that the operation of their property will be taken over by Mike and Laurie Hilton of Winthrop, that began in January.

The Hiltons moved their family and their construction business from Seattle to the Methow Valley in February of 2005. They have raised their three daughters in the Methow Valley while running their custom design/build business, Hilton Construction, Inc.

They will continue to maintain their construction business, but will only take on limited client work.

Mike is originally from Houston, where he received a degree in Landscape Architecture from Texas A & M University. Laurie is from Traverse City, Michigan and has an undergraduate degree in French and Business from Western Michigan University, as well as a Master of International Management degree from Thunderbird School of Global Management in Glendale, Arizona.

Mike began golfing at a young age in Houston. He has casually maintained his golf game over the years, but ramped up his frequency after having introduced his three daughters to the game.

Willa (16 yrs. old), Daisy (15 yrs. old) and Adele (12 yrs. old) are going on their sixth golf season.

They began their careers with the Bear Creek Junior Golf program and have participated in regional Drive, Chip and Putt competitions, as well as Washington State Junior Golf Association tournaments.

Laurie's prior professional career was in Marketing for Brooks Sports, Bayliner (boating industry) and Sonicare.

The Hiltons plan to make their operation a family affair, raising children while operating the course.

Their main focus will be on maintaining and improving the quality of the greens while also increasing the reach of their membership.

The Hiltons are committed to offering a fun and challenging course for experienced golfers, and they are also hoping to attract new players.

They plan to host clinics with experienced golf professionals and are also hoping to resurrect a high school golf team.

The Hiltons hope to be able to keep this Methow Valley gem alive and successful for the benefit of the community. Visit bearcreekgolfcourse.com for membership information and pricing for the 2018 season.

Wenatchee Applarians meet in Olympia

Wenatchee Applarian Chancellor Bryan Campbell and 1st Lady Jody attended the Northwest Festival Hosting group meeting in Olympia in January, along with 1st Vice Chancellor Robin Huffaker and husband Keith.

The annual meeting is an assembly of festival dignitaries that engage in strategic planning for the upcoming festival season.

The Washington State Apple Blossom Festival will be from April 26 to May 6.

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

The group also provides the annual Queen's Scholarship and participates in other local charitable events and out of town parades throughout the year.

For more information go to: appleblossom.org/2018-applarians.

COURTESY PHOTO

Bryan Campbell and 1st Lady Jody

NEW OWNERS AT NURSING HOME

Cashmere Convalescent Center sold for \$1.5M

CONTINUED FROM PAGE 1

gerontology, Lieurance has combined business administration and gerontology throughout the years. Since the age of 16, Lieurance has been a nursing assistant and has been working at the nursing home since November.

“It’s really my passion,” Lieurance said. “I’m excited to be here.”

Serving the community is a top priority for those at the center as they emphasize on wanting to keep family as the main focus of the facility.

“I think one of the things that Josh and Cale were attracted to, like they said, was the Dronen family and making it a family business,” Lieurance said. “Going from one family to another. It’s not a corporation, it’s not a nameless, faceless situation. We’re all right here, we’re very accessible and we’re all people who have been in health care for a long time.”

The Cashmere Care Center currently has 60 residents, but they are licensed for 65 beds altogether.

According to Lieurance, the nursing home has four specific care neighborhoods.

One works with memory care, two deal with rehabilitation and the last one focuses on expanded health care services. “That (expanded health care) is a specialty of caring for

people that maybe had Down Syndrome and now they’re aging,” Lieurance said. How do we handle that when somebody has dementia or Alzheimer’s? What about somebody who has obsessive compulsive disorder and they were functional and now they’ve gotten to be a senior and they’re fighting some other processing problems with aging? How can we help them through those hurdles of aging?”

Lieurance worked as an administrator in Chelan for six years and knew Chuck Dronen for quite some time. She reflected on how Dronen had called her up one day to let her know that he was planning on selling the nursing home and had invited her to get onboard with the center.

“As time goes on I’m looking forward to being active in community events,” Lieurance said. “I was active with the Lake Chelan Rotary for many years so maybe we’ll be involved in Rotary or the Chamber, or other ways that we can give back to the community because I think that’s really important.”

Lieurance would also be open to bringing intergenerational programs to the center sometime in the future.

“I’d maybe have some of the high school students come and do some work here,” Lieurance said. “At one facility I was at years ago we had our seniors

from our senior class adopt seniors at the nursing home and they threw a senior homecoming and prom. So we had a senior king and queen at the nursing center. I had the students come and for a lot of their English and history papers they interviewed the seniors so it was really cool to do that. Maybe we’ll have something like that here.”

According to the Chelan County Assessor’s Office website, the sales price was \$1.5 million.

NEW VOLUNTEERS COORDINATOR

Chelan Fire and Rescue hires Asher to coordinate volunteers

CONTINUED FROM PAGE 2

transition, “I didn’t want to be a firefighter, (so) it was going to be more of a career step.” Unaware that the three regions had applied for the grant together, when it opened up and he was approached on the position, he was a bit surprised, he said, add-ing his thoughts in that moment, “the opportunity came, and I did have goals to get back over here.”

There’s a budget that

Asher has received as part of the safer grant from the government. “So, what I’ve been doing right now is just making the foundation of the promotional material,” he began, explaining the promotional banners, fliers and brochures he has placed throughout the valley, “and it’s for all three agencies... the grant is for 20 people a year, for three years in a row, and that’s for all three agencies as well.”

Asher has high hopes for the success of the program. “The ultimate goal is to try and get our 20 volunteers a year,” he explained, “but hang on to them. Because sometimes you get people that go through and get the training and find out that this is just too hard, or this isn’t for them ... (so) the goal is to get them, not only on the fire side, but if they wanted to go to EMT school, (to help them be able to do that). Retention is a big deal, so we’ll be looking at different way to keep them motivated and active.”

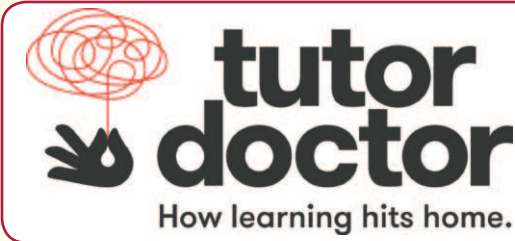
In discussing the next steps and the future of the grant, Asher expressed the importance of this year’s Levy re-request. “It’s really important that we pass this Levy coming up,” he explained, “because we’re going to lose our safer grant firefighters if we don’t pass that,” there’s also various equipment that is in need of replacement, ex-plained Asher. “We’ve applied for grants for new firetrucks, we’ve applied for grants for

new air packs, and those are all regional as well, so Chelan, Entiat and Orondo will all have the same air packs,” he explained.

Asher, as outlined in his position, is a regional responder, moving between each of three agencies, and able to respond to calls within any of those agencies. Together, he explained, the three districts will be working together to “standardize and regionalize” the training with all three departments, in the way they operate or set up their equipment, so there’s a bit more of a common feeling and process amongst them.

The safer grant is focused on volunteer recruitment and retention, Asher explained, “It’s pretty difficult anywhere now days to find volunteers,” he supplied, “and then with the added call load with the staff that was already here, (as well as) training, inspections and everything else, they basically joined up with Entiat and Orondo to apply for this grant.” Currently two stations out of the five really don’t have any volunteers right now, he explained. Those two stations being Chelan Falls 72 and Airport 74, “and so we’re making a big push to get volunteers out there.”

For more information on volunteering, contact Assistant Chief Brandon Asher at 509-682-4476 or email at bash-er@cfr7.org.



Free SAT practice test for local high school students

Students can practice for the SAT college entrance exam and get a detailed score report to help them identify areas of success or improvement.

Tutor Doctor, in collaboration with the Wenatchee Public Library, is offering a free proctored SAT practice test for local high school students the first Monday of each month.

Our next practice test is Monday, March 5. The test is held in the auditorium of the library. The official College Board practice test is used.

“This is a great way for college-bound students to know where they stand and create a focused plan

for improvement. We are fortunate to be able to offer this once a month at the local library,” said Tutor Doctor representative Kathleen McNalty.

Students can enroll online at the Tutor Doctor website. tutordocor.com/wenatchee-valley/about-us/free-sat-practice-test/

Tutor Doctor is a locally owned academic tutoring service that provides one-on-one tutoring for students of all ages.

Next free SAT is Monday, April 2, 4 pm. Call or email Kathleen McNalty, Education Consultant, at 509-470-6499 or 1-800-4-tutors (1-800-488-8677).



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Wells Fargo donates \$3.3M to support Washington nonprofits in 2017

Wells Fargo & Company (NYSE: WFC) announced that in 2017 the company donated \$3.3 million to support hundreds of nonprofit organizations across Washington state. Wells Fargo team members in Washington also showed their commitment by volunteering 36,000 hours with nonprofits, schools and community organizations, and by personally donating \$808,000 through the company’s annual Community Support Campaign last September.

“Wells Fargo has a rich 160-year history of investing in our Washington communities,” said Northwest Senior Community Relations Manager Stephanie Wall. “We encourage every team member to serve as a leader in our communities, working hand in hand with nonprofit leaders who give their all to make Washington a better place today than it was yesterday. All of us at Wells Fargo are deeply committed to helping change lives for the better.”



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Costco CEO may invest more due to Trump tax cuts

From a submitted FEP news release

BELLEVUE – At the annual meeting of Costco investors held here in January, Costco CEO Craig Jelinek said the company will evaluate the full benefits of the tax plan and likely invest more in its business and employees – perhaps even finding a way to decrease the company’s already famously low prices.

Jelinek’s statement, made moments before President Donald Trump touted the success of his recent tax cuts during his first State of the Union address, was prompted by questions from a representative of the National Center for Public Policy Research’s Free Enterprise Project (FEP). National Center General Counsel and FEP Director attorney Justin Danhof, attended the Costco shareholder meeting and spoke with Jelinek.

Danhof stated U.S. House Minority Leader Nancy Pelosi called the new tax law a “scam” that “does violence to the vision of our Founders.” Senate Minority Leader Chuck Schumer called the day the tax bill passed “one of the darkest black-letter days in the long history of [the] Senate,” and said the



bill was designed to stuff “money into the pockets of the wealthy and the biggest corporations.”

According to Danhof, Washington’s two U.S. Senators lambasted the

conservative plan to lower taxes. Senator Maria Cantwell claimed the Republican tax plan was a giveaway to what she calls “big oil.” Senator Patty Murray claimed it was a “high-priced giveaway to millionaires, billionaires and the biggest corporations.”

In response, Jelinek suggested those who are simply “throwing stuff out there” haven’t been “thoughtful.” Danhof asked Jelinek, “Can you tell us how you anticipate this change will impact Costco’s employees, customers and investors?”

In response, Jelinek was quick to tout Costco’s continuing investment in its workforce – which already pays its starting employees much higher than the minimum wage.

He further suggested the tax cuts may also benefit Costco customers through lower prices.

The 2018 annual meeting of Costco shareholders was held at the Maydenbauer Center in Bellevue, Washington January 30.



Crunch Pak enters licensing agreement with Nickelodeon

CASHMERE – Crunch Pak, the sliced apple specialist headquartered in Cashmere, entered into a relationship with Nickelodeon, the number one entertainment brand for kids, that allows the company to feature characters from the network’s popular preschool series PAW Patrol on healthy snacks trays sold at Walmart stores nationwide.

The line will launch with two snack pack trays, one contains apples, Cheddar cheese, caramels and cinnamon dog bone cookies; the second includes apples, string cheese, grapes, and cinnamon dog bone cookies.

“Crunch Pak is thrilled to begin this new relationship with Nickelodeon,” said Megan Wade, marketing and product manager. “PAW Patrol is sweeping the nation; the positive impact can be seen across the store. It’s a fun way to teach children healthy food choices.”

The snack trays started shipping in January and were featured in the “Bright Ideas New Product” showcase at the South East Produce Council Southern Exposure in Tampa, Florida held the first week of March.

For more information about the company visit crunchpak.com.

About Crunch Pak

Crunch Pak is the industry leader in fresh sliced apples. Founded in 2000, Crunch Pak is committed to providing the highest quality organic and conventional sliced apples in the market.

billion apple slices at plants in Cashmere and New Jersey.



Crunch Pak introduces new snacking item for kids

CASHMERE – Crunch Pak, the sliced apple specialist headquartered here, is starting the new year with new nutritious snacking items for kids.

The company is extending its snacking line with Disney and adding an organic Snacker for distribution at Costco, that will include organic apple stix, cheddar cheese pieces and pretzels

in a three-pack option with bright, fun graphics, said Megan Wade, marketing and product manager.

“We want to provide preschool-age children with fresh snack options that they find appealing,” Wade said. “The power of Disney and the characters is immeasurable. We think it’s a great, fun way to teach children good food choices.”

Since forming a relationship with Disney in 2010; the company has launched 20 items in a line that is sold in grocery, club, mass and convenience stores nationwide.

This is the second organic Crunch Pak item now carried by Costco.

For more information about the company visit crunchpak.com.



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5 years = 25% growth at local ‘waterworks’ supplier

Story and photos
by Gary Bégin

Consolidated Supply Company opened in Wenatchee in 2013 at 1100 Walla Walla St. after taking over the building from the out of business United Pipe & Supply Company.

They provide plumbing and waterworks fixtures to local plumbers and contractors on a wholesale basis. Consolidated Supply Company’s motto is that it “takes pride in doing ordinary things extraordinarily well.”

According to a company press release, “as a family business, we are invested in our employees. The Wenatchee branch has a combined 125 years of experience in the industry and they’d be able to share a wealth of insights about the importance of wowing customers and community involvement, as well as the future of B2B industries like plumbing.”

Local Branch Manager Jeff Burchett, who has a degree in civil engineering from University of Washington (Seattle), is proud to give kudos to his staff and stated, “Two of our employees are prior service, one army National Guard and one a Navy Seabee. One of our salesmen was a circus performer for nine years and continues to be a trainer for the last 12 years for the Wenatchee Youth Circus. Several of our employees are or were recently involved in local hockey, wrestling, baseball, football and basketball playing, coaching or as referee. We also have a few avid hunters and fishermen in our crew.”

Burchett himself is retired as a major from the Army National Guard after 22 years and spent most of his time as an infantry officer.

Burchett said his company’s Scholarship Program (The Karl E. Neupert Memorial Scholarship) donates \$2,000 to selected



Consolidated Supply Branch Manager Jeff Burchett poses by a load of huge PVC pipes as well as by one of the company delivery trucks that cover the entire North Central Washington area.

college students that are the children or grandchildren of Consolidated Supply employees. “This is indicative of the owner’s commitment to education in our industry and communities,” he said.

Wenatchee’s Consolidated Supply Co.’s employees are passionate about community involvement and giving back. Their yearly fundraisers have supported local homeless shelters, the humane society and youth circus as well as the American Red Cross and Upper Valley Mend. Some employees have spent more than two decades coaching local youth sports.

Burchett is a proud manager for many reasons including the new “Business Growth Program” and points to the company’s “25 percent growth over the last five years even though the margins have stayed tight.”

Burchett said that every year, Consolidated treats special customers with an all-expense paid trip to exotic locales like Hawaii based

on their monthly points accumulation.

“Next fall we are going to Cancun. The company brought 225 couples on the Hawaii trip in February to thank them for their loyalty and to show them our appreciation for their business. These trips allow us to get to know our customers over a five-six day period with plenty of quality time so we can develop personal relationships,” Burchett said.

“Our monthly points program for loyal customers has been very successful,” he said.

“People buy from people and personal relationships are vital to our success,” Burchett said. Although he has a civil engineering degree, he states that he never actually became a civil engineer.

However, the education does give him special insights into many types of

construction projects, whether it be excavating, underground utilities or road building. He said his degree is of “tangential help” when approached by contractors for building solutions.

“We do not give engineering advice, but we can point to many different products that may be better in some projects. We also offer express shipping service with a discount if the customer gives us the whole order, he said.

Burchett’s branch services the entire North Central Washington as the nearest other branches are in Spokane and Kennewick.

Burchett was also proud to point out that a new and improved company website is coming online soon that will help guide customers to select the right solutions for their specific projects. “We will be pushing our new ‘e-commerce’ solutions site as an important internet presence.”

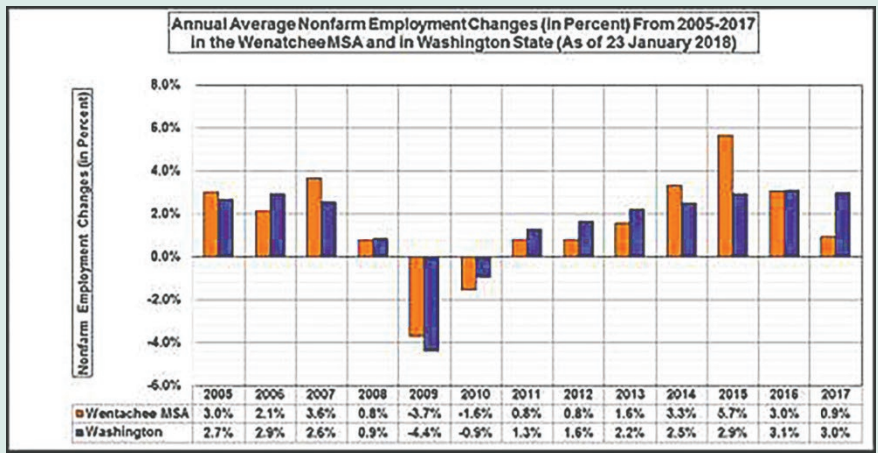
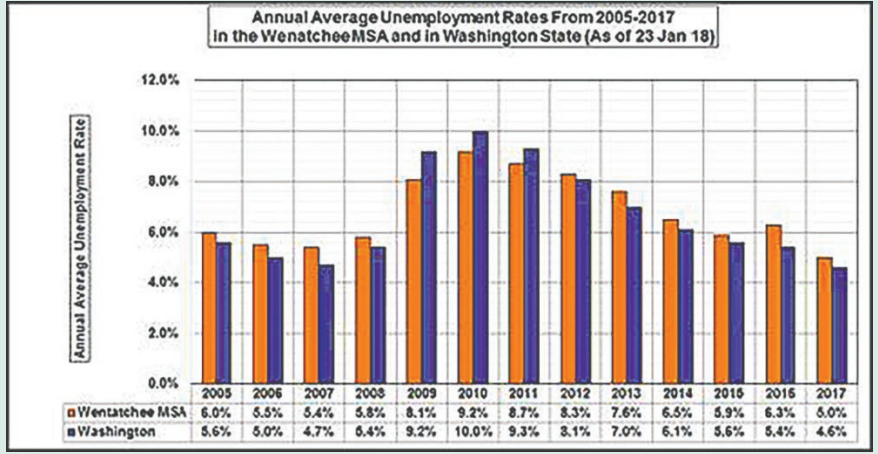
Burchett said, “We need to stay relevant in light of the impact of technology on our industry and so we have launched a “consultative selling” program that will help contractors with bidding estimates, billing and solutions to their specific construction needs.”

The family company has 17 branches in Oregon and Washington and is headquartered in Tigard, Oregon (south of Portland) and is owned by the Neupert family, headed by Carolyn Neupert. It was founded in 1928.

For more information on your “waterworks” needs call 509-662-7128 or go to consolidatedsupply.com or thefixturegallery.com.

Latest Wenatchee Metropolitan Statistical Area statistics - Chelan, Douglas counties

Following are two graphs comparing annual average nonfarm employment changes in the Wenatchee MSA (Chelan and Douglas counties) and in Washington during the past 13 years (2005-2017, inclusive):



Information courtesy of **Donald W. Meseck**, Regional Labor Economist – Serving Adams, Chelan, Douglas, Grant, Kittitas, Okanogan, and Yakima Counties – Washington State Employment Security Department – Yakima WorkSource, 1205 Ahtanum Ridge Drive, Union Gap, WA 98903 – (509) 573-4564 or esd.wa.gov/labormarketinfo.

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Pacific Security gets \$62K Leavenworth ‘no bid’ contract: Overnight rentals targeted for investigations, enforcement

CONTINUED FROM PAGE 1

There are six, three-hour shifts, which are randomized. There are at least one or two patrols every single day.

“The final one is we set aside \$10,000 to assist the city with the overnight rental enforcement. That provides us with a 24-hour hotline if anyone wants to report overnight rental activity. Then it provides us with investigative services,” he said.

If the city gets a tip or report on overnight rental activity, they can send it to Pacific Security.

“They do internet search, do a drive by, then whatever search to collect information. We also have dollars set aside if we need to take the next step to do undercover observation or undercover rental,” Walinski said.

Last year, the city set aside \$60,000 to combat illegal overnight rentals.

“We didn’t spend hardly any of that. I think more credit goes to Nate (Nate Pate, Development Services Manager) and his crew in terms of sending out lots of public education to homes or properties we thought were doing overnight rentals,” Walinski said. “I think it changed them to long term rentals or they

went very deep underground. That’s what we have set up for the year. This is a one year contract. It starts Feb. 1 and runs through Jan. 31.”

Councilman Jason Lundgren asked if there had been any kind of bid process to select Pacific Security. Walinski said they did a few years back, but not recently. Mayor Cheri Kelley Farivar said the bid process is difficult because there is only one local service.

Lundgren asked if Ram would be a viable option.

“There is another company called Ram. That might be something to look into next year, which might help with the pricing,” Walinski said.

Councilman Elmer Larsen said their first year, Pacific Security apprehended somebody in the parking lot of Der Hinterhof with a couple of expensive bikes in the back of a pick-up. Larsen said they also get good feedback from the merchants.

“They walk into businesses and say hi. They go to the motels and check in. They do what we would

want the local law enforcement to do. The sheriff provides some of that,” Larsen said. “Basically, we’re talking about somebody stretched out between Stevens Pass and Blewett Pass. They are spread so thin. This gives a presence in town, gives a real feeling of security.”

Farivar said Pacific Security reports on the activity, something the sheriff’s department does not do.

Pacific Security sends reports every month about what they did while they were in town, she said.

“They saw where they were, what they observed in the park, observed in the school ... and what they did about it. We’ve never, as much as we’ve tried, been able to get the Chelan County Sheriff’s Department

to report to us where they really do spend their time,” Farivar said. “It’s a refreshing difference. It feels to me this has been money very well spent.”

The chamber has started using them for festivals, like around the Glüvein tent at Christmas time. They have become an important part of Leavenworth’s face,” Farivar said.

Councilwoman Mia Bretz asked if the \$10,000 set aside would enough if the city had to pursue legal action to stop overnight rentals.

“We would do the investigation and do the initial enforcement, in terms of notifying them of possible fines. Then, if we are going to take some serious steps, we would have a conversation with council because that’s where we would take court action,” Walinski said. “I think this \$10,000 gives us enough. I don’t anticipate spending it all. If we get that one that wants to push back, it’s give us enough of a start.”

After having things go “swimmingly” last year, Bretz said

she did not want to back off.

“I think that’s why it’s important to maintain the continuity. I’ve asked to reconsider sending out the information through our newsletter,” Walinski said.

Councilwoman Sharon Waters asked if letters should be sent to realtors, so they can tell people that overnight rentals are illegal.

“I think it is fair to say there are a lot overnight rentals in the county and people have been purchasing those with expectation they can be used for overnight rentals. The realtors were not disabusing them on this, telling them it can be done inside the city limits too,” Farivar said. “We felt it was important to send that out to the realtors so they are on notice as well.”

Walinski said they’ve also sent notices to property maintenance companies.

“I’ve had a conversation with Almost There Property Care. They told me, ‘we had clients inside the city limits, but we dropped them. We are not going to get crossways with the city.’ It helps to have that attitude. It’s okay to do it in the county, but not in the city limits,” Farivar said.



AWB

Association of Washington Business

Washington State's Chamber of Commerce

Report examines growing urban-rural economic divide

OLYMPIA — A significant portion of Washington’s economy is falling behind while urban areas thrive, a new report from the Association of Washington Business shows.

Job growth in rural areas is about half compared to urban areas, median home prices are lower, and unemployment is higher, according to AWB’s first-ever Rural Jobs Outlook report.

Yet the health of Washington’s rural economy remains important to the state overall, which includes about a quarter of all jobs statewide.

The report can be accessed here on AWB’s website at bit.ly/RuralJobsOutlook2018.

“Rural Washington is the foundation for many employers and its health is critical to the overall health of our state economy,” AWB President Kris Johnson says. “Agriculture, manufacturing, transportation and many family businesses create jobs and pay taxes that support public schools, law enforcement and other services across the state.

Our rural communities face challenges, but we believe they are worth investing in.”

Report highlights include:

- **The urban-rural economic divide** has grown more pronounced since the Great Recession.
- Washington’s rural areas lag behind urban centers in area like unemployment, job growth, median wages and home prices.
- Job growth in urban areas was 1.5 percent from 2012-2016, and 0.8 percent in rural areas for the same time frame, according to the state Employment Security Department.
- Median home prices in urban Washington averaged about \$106,000 more than rural areas in 2016.

To address this challenge, AWB hosted two Rural Jobs Summits in 2017 to convene employers, state lawmakers, chambers of commerce, ports and others to work on solutions.

The summits produced five top concerns, including:

- **Workforce.** Skilled workers are often hard to recruit and retain in rural areas
- **Tax fairness.** Manufacturing needs a tax system that applies incentives fairly
- **Regulatory reform.** Reforming the regulatory climate is needed to spur economic development in the rural areas
- **Infrastructure.** Expanding and maintaining infrastructure in rural areas is critically lacking
- **Broadband.** There is a significant gap in reliable and accessible broadband in rural infrastructure across the state

To learn more about AWB’s rural jobs work, please visit awb.org/rural-jobs/.

Jess Auto, Ford Motor Company donate \$1,700

COURTESY PHOTO

Brewster Boys and Girls Club (BBGC) Director Brian Paine, left, accepts a check from Cody and Cassidy Jess of Jess Auto during last year’s Thanksgiving-Christmas holiday season.

Jess Auto, in conjunction with the Ford Motor Company, presented the \$1,700 donation to the BBGC as part of the Ford Focus on Hunger Campaign that helps provide healthy meals and snacks for youngsters and their families during the holidays.

About the Association of Washington Business

Formed in 1904, the Association of Washington Business is Washington’s oldest and largest statewide business association, and nearly 7,000 members representing 700,000 employees. AWB serves as both the state’s chamber of commerce and the manufacturing and technology association. While its membership includes major employers like Boeing, Microsoft and Weyerhaeuser, 92 percent of AWB members employ fewer than 100 people. More than half of AWB’s members employ fewer than 10. For more about AWB, visit awb.org.

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March Chairman's Corner

As the New Year gets rolling, BNCW has been busy! The 15th Annual BNCW Home Show was a huge success by all accounts. Attendance at this year's event was up significantly and reports from vendors were very positive!

Thanks to all of the BNCW staff and volunteers for their hard work in putting on another great show! And, to all of the vendors and sponsors, too!

BNCW has also been actively involved in Chelan County's Wildland-Urban Interface Code proposal better known as the WUI. At the end of January, several BNCW members participated in the WUI Code builder workshop with Chelan County officials regarding the proposed WUI Code.

There were discussions about the challenges faced by firefighters when wildland fires make their way into populated areas. Some topics of discussion were:

- Steps that could be taken to mitigate those challenges.
- How the WUI code proposes to address those issues.
- How the WUI code may be interpreted and the challenges that may be created for builders.
- The potential costs as it relates to new home construction and remodels.
- What effect the WUI code would really have on the county as a whole if implemented.

There was pretty unanimous agreement among experienced firefighters that a combination of few things could have prevented or seriously reduced the loss of homes and structures during the 2015 wildland fires in Chelan County. A few of those points were:

1. The Firewise recommendations are a huge factor, keeping debris, combustible materials and vegetation away from homes and structures is of paramount importance.
2. Noncombustible roofs are of equal importance.
3. Addressing house venting to keep hot embers from being sucked inside the structure is another mitigating factor.

When it came to costs, there was no clear answer to what the potential costs increases could be, though estimates ran as high as 25%, depending on how the code was interpreted.

Adoption of the WUI code as written would undoubtedly add yet another layer of planning to the process of building a home, costing more time, money and effort. It is also unclear how the WUI may affect remodels of existing homes.

There are already dozens of proposed amendments to the WUI code, including the removal of two complete sections relating to water availability and road and driveway standards, as they are already addressed in the current county code.

This brings me to the big questions. First, what effects will the WUI codes really have? And, second, do we really need to adopt an entire new book of codes to accomplish the goals the county is seeking to address?

At current rates of growth, if every new home in Chelan County were to be built to the 2018 WUI Code standards, in 50 years we're only talking about affecting 10% of the total homes in the county. But we would see an immediate increase in housing costs in a market that is already beyond the reach of the average working family in Chelan County.

In reality, many of the items included in the WUI are already in the Chelan County building and development regulations. In my opinion, there are a handful of changes to the existing code that could make our communities safer while not creating unnecessary burdens on home builders, buyers and owners.

BNCW and its members will remain engaged in this process to its conclusion.

Also this month, BNCW members attended a "town hall meeting" hosted by 12th District Senator Brad Hawkins regarding the Carbon Tax bill currently in the State Senate.

Unfortunately, there was no public announcement of this "town hall meeting" and BNCW was only made aware of it by some astute members!

With only a couple days' notice, BNCW sent out an action alert and several members were able to attend. Senator Hawkins seemed surprised by the turn out of approximately 40 people when they had only anticipated 13 guests!

Senator Hawkins briefed the audience on the bill as it stood at that point in time, gave an explanation of his committee vote of "no recommendation" (essentially voting "I have no opinion") and touted the language he was able to get included in the bill – tailored primarily to funneling grant money to 12th District PUDs.

This was repeatedly referred to as, "benefits" to the District, and likened to "hitting a double." Basically, the Carbon tax boils down to a 12-cent per gallon fuel tax that increases a minimum of 2-cents per year until 2030.

Steve Wright, of the Chelan County PUD, took an official position that they don't have an official position on the Carbon Tax bill, but expressed concern that a hastily fashioned initiative could have a negative impact on the PUD's bottom line, therefore, the Carbon Tax bill coming from the legislature could be less detrimental to the PUD.

SEE CHAIRMAN'S CORNER, PAGE 12

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!

■ Red Bench LLC Christa Michel 509-423-7172	■ The Fireplace Guys Alan Bentley 509-885-9034	■ TC Slingers Todd Carter 509-393-1244
■ Wenatchee Electric Jordan Dovich 509-393-9800	■ Chadderton Tax and Financial Services Victoria Chadderton 509-884-2402	■ modFORM LLC Duff Bangs 206-902-8232

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

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

LOCATED AT:
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PHONE: (509) 293-5840
FAX: (509) 665-6669

Email us for more information:
Info@BuildingNCW.org

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www.BuildingNCW.org



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

MARCH 2018 ASSOCIATION NEWSLETTER

PAGE 2

BNCW's:

FROM A DIFFERENT PERSPECTIVE

Employed Elderly

The prime-age population, those persons 25 through 54, number 125 million, of which 100 million are in the labor force. They comprise 63% of the labor force. Since 2000, about 17 million net new jobs have been created. And, all of them have come from the ranks of those aged 55 and older! During this time, the number of employed over age 54 has risen from 18.5 million to 35.5.”

Elliot F. Eisenberg, Ph.D.
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elliott@graphsandlaughs.net
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4th Annual BNCW Designer Face-Off Competition

Once again, we want to thank this year's two competing designers that participated in BNCW's 4th Annual BNCW Designer Face-Off Challenge – Diana Hoyt, Deep Water Home & Electronics and Kari Kollmeyer, KMK of Chelan Home Center.

Both designers did a fantastic job in creating two very unique and appealing kid's room themed displays at the BNCW Home Show.

As always, Home Show attendees were tasked with casting their vote for their favorite design. When the

Show closed on Sunday and the last ballot was counted, it was 2017's returning champion – **Diana Hoyt** – that was again crowned our 2018 BNCW Designer Face-Off Challenge winner.

Congratulations to Diana Hoyt, Deep Water Home & Electronics!



March Chairman's Corner

CONTINUED FROM PAGE 11

Douglas County Commissioners, Sutton and Steinberg, as well as Chelan County Commissioners, Goehner and England, gave statements in strong opposition to the Carbon Tax bill. As did Douglas County PUD commissioner Ron Skagen, Vicky Malloy, and Shiloh Schauer, Executive Director of the Wenatchee Valley Chamber of Commerce. No one in this meeting took a position of support for the Carbon Tax bill, and most that spoke were in opposition to it.

Shiloh Schauer pointed out that there are several democrats and a few republicans, in addition to Senator Hawkins, that are on the fence over the Carbon Tax bill. However Senator Hawkins sees that he has 3 options:

1. To not support the bill and disengage from the process.
2. Not support the bill but continue trying to negotiate for changes that could “benefit” the District; which he felt would be difficult if he didn't support the bill.
3. Support the bill and continue trying to get more “benefits” for the district, repeatedly stating he may be able to “hit a grand slam” for the District by taking this approach.

A fourth option was also offered by attendees:

- Oppose the bill, take the feedback he had received from his constituents and use it to lobby those democrats and republicans that are on the fence to oppose the bill! I wouldn't count on the fourth option! I see no benefit to the citizens of NCW in this Carbon Tax bill.

We the citizens will pay all the costs of this tax, some government entities may see some grant monies and the reduction in carbon emissions will literally be immeasurable! I urge you to contact all of your elected representatives and let them know how you feel about these issues!

BNCW Offering Worker's Comp Retro Programs!

Building North Central Washington is very pleased that our Association is able to offer qualified member companies access to a few high-quality, proven worker's compensation retro programs!

The SMART A-TEAM group retro program is designed for general contractors and sub-contractors who want to take advantage of a group retro program consisting of a large premium group.

A-Team participants are committed to accident prevention and keeping injured workers on salary for no less than 30 days. In addition, by returning injured workers to light duty as soon as possible, they are able to keep their costs low. In the past, some of the firms in this group may have had challenges with safety and/or claims, resulting in higher costs. With the support from SMART A-Team and Approach, they are improving their safety record by lowering their experience factor.

The SMART A-Team has averaged between 25 and 35 percent group refunds since its inception in 1996. The refund is distributed 75 percent based on performance (premium vs. losses) and 25 percent premium. Even if a participant's losses exceed their premium, they

it is their goal to lower each participant's experience factor and prevent accidents so that all workers can return home safe to their families every day.

BNCW will also be offering our qualified member companies access to participation in the SMART Advantage Retro program.

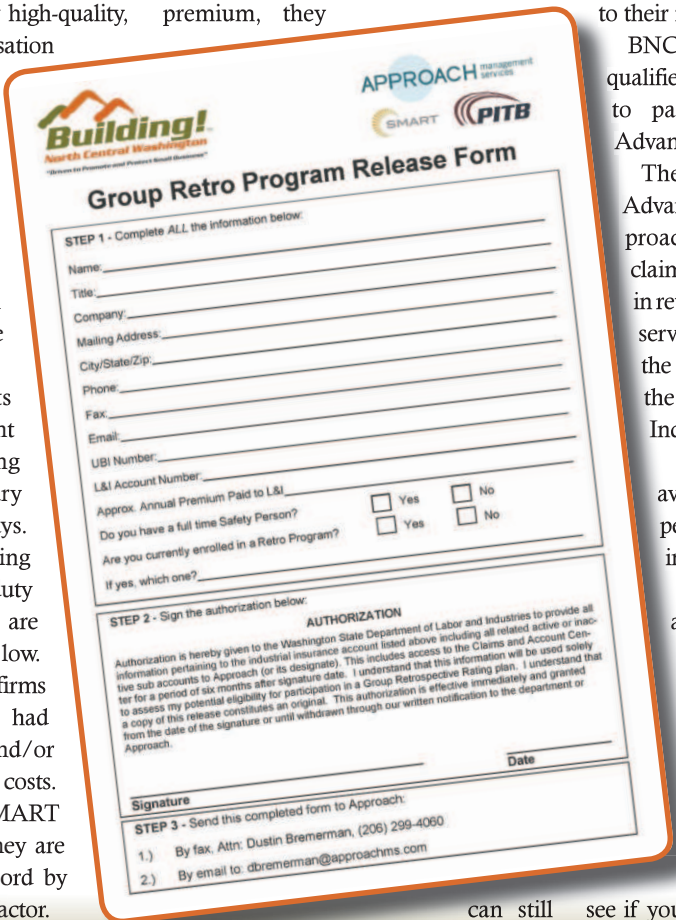
The goal of the SMART Advantage retro group is to provide proactive workers' compensation claim management for companies in retail, wholesale, and professional service industries, while lowering the amount of premium paid to the Department of Labor and Industries (L&I).

SMART Advantage has averaged between 30 and 38 percent group refunds since its inception in 2004.

Also, BNCW has access to a Retro program for qualified members in the transportation, manufacturing and food processing industries through the PITB Association (Pacific Inland Tariff Bureau).

For more information about these quality worker's comp retro programs and to see if your company may qualify to get some of your hard-earned dollars back, please contact BNCW at (509) 293-5840, or go online to www.BuildingNCW.org for more information.

can still get some refund monies depending on the amount of premium paid into the group's premium pool. While the SMART A-Team enjoys high refunds,



The form is titled "Group Retro Program Release Form" and includes logos for Building! North Central Washington, APPROACH management services, SMART, and PITB. It is divided into three main sections: STEP 1 - Complete ALL the information below, STEP 2 - Sign the authorization below, and STEP 3 - Send this completed form to Approach. STEP 1 includes fields for Name, Title, Company, Mailing Address, City/State/Zip, Phone, Fax, Email, UBI Number, and L&I Account Number. It also has checkboxes for "Approx. Annual Premium Paid to L&I" (Yes/No) and "Do you have a full time Safety Person?" (Yes/No). STEP 2 is an authorization section where the participant grants permission to the Washington State Department of Labor and Industries to provide all information pertaining to the industrial insurance account listed above including all related active or inactive sub accounts to Approach for its design. STEP 3 provides instructions on how to send the form to Approach, either by fax or email.



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”



Each year, the BNCW and Sangster Motors Home Tour & Remodeling Expo draws thousands of people out to enjoy touring through beautiful homes and getting some one-on-one time with the builders and other industry professionals!

As an industry leader, this is a one-of-a-kind opportunity to highlight a building professional's product to a very targeted and qualified group of consumers.

For those who have not participated in the Home Tour & Remodeling Expo before but have considered

Calling all builders & remodelers!

doing so, now's the time to begin giving it serious thought.

Are you building a custom or spec home? Maybe you are completing a full-house remodeling project. Perhaps, you are not sure if your home owners would want to have their home in this year's Tour.

There are plenty of incentives for your homeowners to consider. Discounts on things like appliances, fixtures, materials and much more are available when local providers know that their products and services will be featured in the BNCW Home Tour & Remodeling Expo.

This can save your homeowners thousands of dollars! Discounts are also available for spec homes, too.

Yet another important intrinsic benefit to participating homeowners is the value that comes from being able to market their home in the future as a previous Tour home.

BNCW's Home Tour & Remodeling Expo attendees are more likely to be serious prospects, who are in the market to buy, build, or remodel.

Again, this means that participation in this event provides industry professionals access to the perfect targeted audience.

In turn, the three-day event provides consumers the unique opportunity to meet industry leaders, face-to-face, in an informal setting, while gaining access to invaluable information – all the while helping to

establish relationships that other forms of marketing simply cannot match.

The BNCW Home Tour & Remodeling Expo is one of the most effective methods for matching up industry professionals with consumers seeking trusted

professionals!

This year's Tour takes place September 14-16. Participation in the 2018 BNCW and Sangster Motors Home Tour & Remodeling Expo is limited. So, if you're considering participation this year, we

encourage you to act early!

For more information about how you can be a part of this keystone event, please call the BNCW office at 509-293-5840 and speak with Lindsay Everhart, Membership and Events Director!



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- Bath Fitters
- Boyer Mountain Door & Pool, Inc.
- Boys & Girls Club
- Brimma Solar, LLC
- Budget Blinds of NCW
- Builders FirstSource / ProBuild
- Cascade Mechanical
- Cascade Welding Services
- Cashmere Valley Mortgage
- Chadderton Tax and Financial Services
- Chelan County Fire Dist 1
- Chelan County PUD
- Christiansen Distributing
- Chuck Strawn Landscape Design
- Clean Air Connection
- Community Glass Co.
- Complete Design, Inc.
- Custom Construction & Cabinetry
- Deep Water Home & Electronics, LLC
- Draggoo Financial
- Eagle Fence Store
- E-Z Way Restoration
- Firewise
- Foresters Financial
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Co-Chair: Jeff Story, Story Construction, LLC



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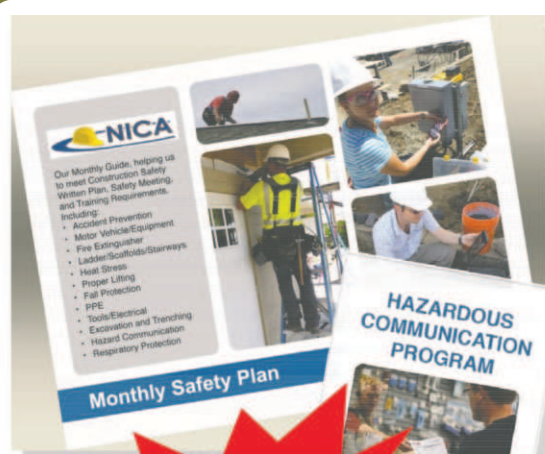


MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

MARCH 2018 ASSOCIATION NEWSLETTER

PAGE 4



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- **Date:** April 4, 2018
- **Location:** BNCW Conference Room
- **Address:** 2201 N. Wenatchee Avenue
- **Time:** 8:00 am - 1:00 pm
- **Price:** \$125 BNCW Member / \$150 Non
- **Registration:** www.BuildingNCW.org

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BNCW EVENTS

BNCW's March Board of Directors Meeting

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

The Board of Directors is the policy-making body of the Association and is responsible for the business affairs of the Corporation according to BNCW's bylaws.

Our Directors meet the Third Wednesday of each month in the boardroom of the BNCW offices.

These meetings begin at 7:00am and are open to any BNCW member to attend. If you wish to contact any of the officers or directors, please visit the BNCW website for their contact information.

BNCW's March CPR & First Aid Training

- March 21, 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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Express Employment hires Henderson

Express Employment Professionals hired **Jennifer Henderson** last year after she had a long career in sales on the westside of the state.



GARY BÉGIN/WBJ

Jennifer Henderson

She believes in helping companies unite with their perfect employee as well as helping those looking for a great company to work for. EEP owner Jay Smith said Henderson has been a great asset to the company and truly cares about helping companies and people reach their goals.

Henderson is a member of the Cornerstone Christian Church in Wenatchee.

Email: jennifer.henderson@expresspros.com or call 509-662-5187 or 509-668-7767 for more information.

Noma newest member of Thomason Law and Justice legal team

Arian Noma, the newest member of the legal team at Thomason Law and Justice introduced himself to Chamber members and spoke about his new position at the Thomason Pateros office.

According to his profile on the website thomasonjustice.com, is a litigator who represents his clients in immigration, criminal, family law, and business disputes, and by his record, a good one who has not lost a jury trial since May 2017.



Arian Noma

Noma is a University of Washington graduate who was a general and special education teacher in the Washington, D.C. area before earning his Juris Doctor from the University of the District of Columbia David A. Clarke School of Law. By his second year of law school, Arian was working as a Rule 9 attorney in the D.C. Superior Court specializing in child custody, guardianship, and social security.

Following graduation, Noma clerked for Judge Sheryl M. Long and practiced family law for a year prior to joining the Baltimore City State's Attorney's Office.

Noma joined the Carroll County State's Attorney's Office in 2007 where he prosecuted a range of felonies and misdemeanors from armed robbery to trespass during his four-year tenure.

Noma left public service to form the Noma Firm and focused on immigration, criminal and litigation issues. He assisted small business in contract, liability, real estate, and personal injury matters.

With roots in rural Mississippi, Noma is a descendant of the American melting pot with a heritage linked to Native American, slave, and immigrant traditions. He chose to settle in the Okanogan Valley out of his love for this small community and its diverse citizenry.

Noma met the love of his life, Kenita, while she was a criminal investigator for the Criminal Justice Act Panel, and convinced her to move from Maryland to Pateros, where they now raise their family.

North Central Educational Service District adds to team

North Central Educational Service District (NCESD) has announced that **Cathy Meuret** has joined the team as the School Nurse Corps Administrator.

Meuret brings over 37 years of industry experience to the position. In this role, she encourages the Washington State Legislature to set aside funding in support of the School Nurse Corps program, supports registered nurse services in schools, and provides orientation, training, mentoring, and professional development to program nurses and to all school nurses in NCW school districts. Meuret is one of nine School Nurse Corps Administrators in the state.



Cathy Meuret

“It was an honor being selected to fill the School Nurse Corps Administrator position for North Central ESD. I'm excited to serve school nurses and administrators in their efforts to support and improve student health,” explained Meuret.

In addition to her duties at the NCESD, Meuret serves with

the School Nurse Organization of Washington (SNOW), the National Association of School Nurses (NASN), the American Public Health Association (APHA), and the Washington State Public Health Association (WSPHA). In 2011 she was selected as the recipient of the North Central Washington Nurse of the Year Award for Excellence in Teaching and was nominated for a NurseWeek Excellence Award for Teaching in 2010. She is also a member of multiple local and regional health coalitions focusing on population health improvements.

Windermere Lake Chelan welcomes top producing agent Rhett Crow



Rhett Crow

Windermere Lake Chelan is proud to announce and welcome **Rhett Crow**, Managing Broker, leading its brand-new location in downtown Lake Chelan. Rhett joins Windermere from Coldwell Banker Lake Chelan Properties where he was the top producing agent for eight consecutive years, selling over \$40 million in residential and commercial real estate in both 2016 and 2017. He continues to be the #1 ranked real estate agent in the Lake Chelan Valley.

Rhett is accompanied by his real estate assistant, **Megan Benson**. An Escrow Officer of nine years and now a Broker, Megan joined Rhett in November 2016 to help manage his marketing, contract processing, and client relations.



Megan Benson

When asked about his decision to join Windermere, Rhett said “it came down to one question – what was the best move for my family. I'm confident I made the right choice and I'm looking forward to this new opportunity.”

Keith Wells, owner of Windermere Lake Chelan, expressed similar enthusiasm about Rhett's decision. “We're excited to welcome Rhett and Megan to our team. They both have an excellent reputation in the industry and always put the client's needs first. That focus falls right in line with our core policy at Windermere, so it was a natural fit.”

Windermere Real Estate/Downtown is located at 142 E. Woodin Ave. Suite B201. Rhett Crow can be reached at 509-714-7118 and rhett@rhettcrow.com.



Nicole Begin

Scott Real Estate hires Nicole Begin

John L. Scott Wenatchee Real Estate would like to proudly welcome **Nicole Begin**, the newest member joining our team!

As a newly licensed Real Estate Broker, Nicole has a background in interior design.

Morger honored for food bank efforts



GARY BÉGIN/WBJ

Doug Morger

Eagle Home Mortgage executive **Doug Morger** was honored in mid-January by the annual North Central Washington Association of Realtors at their annual installation dinner for his dedicated and selfless volunteer efforts on behalf of the Realtor food drive.

The collected food is distributed to local food banks. Morger has helped organize and collect non-perishable items for the last 10 years. More than 7,000 pounds of food was collected during the last drive. Morger, pictured above, sports the new jacket he was given as a tribute.

Community Action Council hires Alan Walker

The Chelan-Douglas Community Action Council is proud to welcome Alan Walker as its new executive director, overseeing all program operations for the local non-profit organization.

Walker joins Community Action Council with over 19 years of non-profit leadership experience, most recently as the executive director of United Way of Chelan and Douglas Counties. Before that, Walker served as the executive director of the Ellensburg Chamber of Commerce.

Joanne Palmer, board president for CAC stated, “We are excited to have Alan join our team and look forward to working with him as he leads Community Action Council”.



Alan Walker

The CDCAC was created in 1965 as part of America's “War on Poverty.” CAC assists individuals and families to move out of poverty into a lifestyle that promotes a safer and healthier living environment, leading to self-sufficiency. CAC works with other social service agencies, public agencies, community organizations, businesses and churches to coordinate services.

Its mission is to connect low-to moderate-income residents to resources which create opportunities to reach and maintain self-sufficiency. CAC's purpose is to facilitate federal, state, and local resources and engage local communities and businesses in meeting the needs and interests of the economically disadvantaged.

CAC's goal is to make the entire community more responsive to the needs and interests of the low-income population by mobilizing resources and bringing about greater institutional sensitivity.

CAC's programs include energy assistance, weatherization, utility assistance, Intermountain AmeriCorps, Retired and Senior Volunteer Program, VISTA program, Literacy Council, an asset building program that offers tax preparation and financial education training and the Food Distribution Center that delivers food to nine area food banks in Chelan and Douglas counties. CAC also owns and operates fifty units of affordable housing and manage the Wenatchee Community Center.

The CDCAC is located at 620 Lewis Street in Wenatchee, Go to cdcac.org or call 509 662-6156 for more information or email alanw@cdcac.org.

Gossage earns ‘Specialist Designation’



Kay Gossage

Century 21 Exclusively is proud to announce **Kay Gossage**, with the Wenatchee office, recently added a Resort, Second-Home, Luxury Home Specialist (RSPS) to her professional offerings.

Kay successfully completed the RSPS Designation, which is geared towards agents who wish to enhance their representation skills with buyers looking in resort, luxury homes and second-home markets. Completing this designation provides proof to prospective buyer-clients of her proficiency at servicing their special needs.

“By earning my Resort, Second-Home, Luxury Home Specialist Designation, I have enhanced my ability to add value to each real estate transaction and ensure Century 21 Exclusively clients receive the professional real estate services they expect and deserve. I am proud of this designation and reaching out to a market need for my clients,” said Kay.

Luchini earns new ‘valuation’ credential

Mariette ‘Pete’ Luchini, CPA, ABV, a CPA valuation expert with Cordell, Neher & Company, PLLC has recently been awarded the Accredited in Business Valuation (ABV) Credential by the American Institute of Certified Public Accountants (AICPA).



Mariette ‘Pete’ Luchini

The ABV Credential, established in 1998 by the AICPA, is granted to qualified CPAs with considerable professional experience in business valuation. The ABV is key to providing the training, education and support for Luchini's litigation support practice which includes working closely with attorneys in the divorce arena, wrongful termination and other damage calculations.

Luchini met the requirements to earn the ABV credential, which include passing a rigorous exam, demonstrating significant business experience in the area of financial forensics as well as completing a minimum of 75 hours of life-long learning and education activities in the area of valuation.

CPAs who have earned the ABV Credential must be recertified every three years to maintain their credential. Learn more about Luchini at cnccpa.com.



Numerica hires Clay for area business development duties



Jessica Clay

Numerica Credit Union announces the hiring of **Jessica Clay**, Business Development Officer for the Wenatchee Valley region. Clay has over 20 years of experience in the radio broadcast industry. Most recently, she was a certified radio & digital marketing consultant and on-air talent at Alpha Media. Community involvement is important to Clay as well. She volunteered with the Les Schwab Community Toy Drive and has contributed to the Apple Valley Honda's Coats for Kids. She has been a member of the Junior Service League of Wenatchee and Wenatchee Business & Professional Women's Organization. Clay is on the promotions committee for the Wenatchee Downtown Association and served as event chair and publicity chair for the Chelan/Douglas Relay for Life benefiting the American Cancer Society.

Numerica Credit Union currently has over 135,000 members throughout Central and Eastern Washington and Northern Idaho and \$2 billion in assets. It offers a full line of financial products and services, including mortgages and business products, and is committed to giving back five percent of their earnings to the community each year.



The Salcido Connection announces promotions

The Salcido Connection is pleased to announce the promotion of two key team members. **Rob Fritz** has been promoted to Chief Operating Officer and **Michelle Hoffman** has been promoted to Chief Financial Officer of the mechanical, electrical, and facilities development company.

A 20-year electrical industry veteran, Rob Fritz handles the daily operations of The Salcido Connection, including management oversight and production coordination with all areas of the company. Fritz joined The Salcido Connection four years ago, and in his new role develops growth strategies that align with company goals and values and ensures the highest levels of customer satisfaction. Fritz holds a Washington State Electrical Administrator license. A 10-year member of The Salcido Connection team, **Michelle Hoffman** oversees and manages all accounting and financial operations, implements operational best practices, manages budgets and employee benefits for The Salcido Connection. She holds degrees in accounting and computer applications and has training in employment law.

"I'm thrilled to announce these two key promotions. Both members of The Salcido Connection team have proven themselves to be invaluable to our growth," explained Founder and CEO Malachi Salcido.



Rob Fritz



Michelle Hoffman

Founded in 2006, The Salcido Connection designs and installs reliable, efficient building systems, excelling in Mechanical, Electrical and Facilities Development Work.



501 Consultants hire Straub, Brezicha

Katlyn Straub and **Julie Brezicha** have joined 501 Consultants. Straub, a Chelan native, recently moved back to the valley from St. Louis, Missouri and serves as Communications Manager. Originally from Olympia, Brezicha made her way back to Washington from Denver, Colorado and was hired as the Communications and Logistics Assistant. 501 Consultants, Inc. is based here and partners with nonprofits and their leadership throughout the area to help solve the most pressing strategic challenges.



Katlyn Straub



Julie Brezicha

City of Wenatchee New Business Licenses February 2018	
DSJ Electric Coulee City, WA 99115 425-355-5347	Dean & Shelly Johnson Electrical contractor
Aaron Jones Construction LLC Wenatchee, WA 98801 509-264-8004	Aaron Jones General Contractor
Buddy's Home Furnishings 239 N Wenatchee Ave Wenatchee, WA 98801 863-687-1844	Michael Greene furniture retail
Horizon Retail Construction Inc 1500 Horizon Dr Sturtevant, WI 53177 262-638-6000	Patrick Christensen General Contractor
Rosali Construction & Roofing Malaga, WA 98828 509-860-2899	Rosali Vasquez Contractor
Skaug Brothers Inc 222 E 3rd Ave Moses Lake, WA 98837 509-766-0351	Howard Skaug Contractor
Young Actors Studio of Wenatchee 850 Methow St Unit A Wenatchee, WA 98801 509-264-8572	Aaron Foreman acting lessons
Bright Engineering Inc 1809 7th Ave Ste 1100 Seattle, WA 98101 206-625-3777	Ade Bright Engineering services
Wenatchee Kennel Club 301 Yakima St Wenatchee, WA 98801 509-886-3647	Louise Day dog training
Gregory Excavation LLC Richland, WA 99352 509-670-4472	Marnei Pickett Excavation contractor
Bernies Burgers and Suds 603 N Wenatchee Ave Wenatchee, WA 98801 509-662-5118	Bernadette & Phil Herper restaurant
Gerick Inc Kennewick WA 99336 509-421-1117	Gary & Carol Erickson General Contractor
Mamas Little Helper East Wenatchee, WA 99802 509-630-3519	Karen Keebler Housecleaning
Tender Heart Home Care Wenatchee, WA 98801 509-881-4039	Mindy Brady in home care assistance
Gangle Material Supply Wenatchee, WA 98801 509-668-0050	Larry Gangle broker for fruit industry materials
Bobbie's Bookkeeping Services Wenatchee, WA 98801 509-860-1999	Bobbie Austin Bookkeeping services
Good Old Boys Yard & Tree Wenatchee, WA 98801 509-670-0821	Ricky Thorneberry Landscaping
Funk Regenerative Med Clinic 5 S Wenatchee Ave Ste 206 Wenatchee, WA 98801 509-763-9716	Jum & Doug Funk Naturopathic doctor


WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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TOP PROPERTIES

January 2018

Buyer	Seller	Price	Address	Street		City	Acreage	Sq ft	Year Built	Bedrooms	Bathrooms	Pool
BJARNASON GREGORY & STACY	CHELAN ASSOCIATES	\$1,495,000	152	SPADER BAY	DR	CHELAN	0.2000	968	1986		3	N
NORTON SABINA K & JOHN M	GAYTE CHRIS & CINDY	\$1,135,000	12570	S LAKESHORE	RD	CHELAN	0.0800	1360	1993	4	2.5	N
DOUBLE S ORCHARDS LLC	DARRELL COLLINS FAMILY LLC	\$1,054,700	4519	KELLY	RD	MONITOR	23.3200	1782	1967	3	2	N
MC CLENDON MELISSA	BEEM JON	\$855,000	411	APLETS	WAY	CASHMERE	0.4800	856	1930	2	1	N
SILVERS HEATHER M	ERICKSON FLOYD J JR & MARTHA R	\$799,000	658	MAJESTIC VIEW	DR	WENATCHEE	5.5600	2766	2006	5	3.5	N
CHRISTIANSON MARK S & AMY S	DAFFE ETAL BELLEMY	\$690,000	494	BOYD	RD	CHELAN	2.0000	1582	2004	3	2	Y
HEPNAR GERALD J & COLLEEN R	WINDSOR ANNE-MARIE	\$675,000	2600	TUSCANY	LN	MALAGA	0.4200	3894	2013	4	3	N
RUSSELL DAVID W & SHARON J	GIBBONS ALEC	\$630,000	8725	EAGLE CREEK	RD	LEAVENWORTH	22.4300	1800	2007	3	2	N
WHITFORD MATHEW S & STEPHANIE A	GOULDIN DARRELL & KIM TRUSTEES	\$575,000	2823	FAIRVIEW CANYON	RD	MONITOR	2.2300	1861	1990	3	2	N
ROBERTSON BRIAN & CHO BONNIE	ALDRICH JOHN	\$539,000	7382	RIDGEVIEW	DR	CHELAN	0.7100	768	1979	3	2	N
HISEL STEVEN R & TANNEBERG-HISEL MARY E	FEDERAL NATIONAL MORTGAGE ASSN	\$537,000	1825	MULBERRY	LN	WENATCHEE	1.1800	3436	2001	2	1	N
THURMAN MICHAEL T & PAIGE E	JOSE PHILLIP A & PATRICIA M	\$520,000	19290	WESTSIDE	DR	LEAVENWORTH	1.3500	1932	1997	2	2	N
BROWN GARY L & JANET M	SILVERS HEATHER M	\$510,000	472	LAURIE	DR	WENATCHEE	0.3000	2433	2014	3	2	N
FNWD DEER HAVEN LLC	ARMSTRONG M H RAYMOND	\$499,900	1716	PINE	ST	WENATCHEE	0.8800	1717	1954	5	1.5	N
UPTON MIKE W & BRENDA L	THE BANK OF NEW YORK MELLON	\$485,500	4311	SUNNYBANK	DR	CHELAN	2.1600	4419	2002	3	5.25	N
BARATTA JUDITH AP & PEMBERTON THOMAS C	LANGE CONSTRUCTION LLC	\$483,260	1767	BRAMBLING BRAE	LN	WENATCHEE	0.2100	0	0			N
ANDREWS STANLEY & NANCY	ENGLAND DOUG & JAMA	\$470,000	2881	LAKESHORE	DR	MANSON	0.3300	1709	1997	2	2	N
AMUNDSON WALLACE L & CHRISTINE C	HERRING DEL R	\$455,000	753	KINGS	CT	WENATCHEE	0.3500	2103	1998	5	3	N
DOUGLAS ENGLAND & JAMA	BARKLEY FREDRICK G	\$450,000	576	UPPER JOE CREEK	RD	MANSON	26.7100	3864	2010			N
COMPTON WILLIAM R & SHELLY R	COREY SHAWN D	\$441,000	12469	W SHUGART FLATS	RD	LEAVENWORTH	0.4900	1560	1968	1		N
CLARK JASON D & ANNETTE L	JUETTEN SCOTT & ROCHELLE	\$430,000	298	PORCUPINE	LN	CHELAN	0.2000	0	0			N
SULLIVAN DANIEL E & CYNTHIA K	ROBERTS CONSTRUCTION LLC	\$429,900	1711	BRAMBLING BRAE	LN	WENATCHEE	0.1800	0	0			N
BALL ROBERT D & STEPHANIE S	BENDSTEN KATHLEEN S ETAL	\$417,750	5161	BINDER	RD	CASHMERE	2.3100	2010	1977	4	3.5	N
FIORDA JAMES & BETH	JERALD TYSON A & KATHERINE M	\$401,580	211	SAN REMO	LN	CHELAN	0.1600	1484	2000	3	2	N
SANTA CRUZ FARMS LLC	ADAMS MARGARET M	\$400,000	515	S MISSION	ST	WENATCHEE	0.1800	576	1920	1	1	N
CAUDILL LANNA & DENNIS JR	RIVERVIEW TERRACE 55+ LLC	\$373,000	3050	RIVERVIEW	LN	MALAGA	0.4400	2054	2017			N
BELL BRIAN M & STEPHANIE N	HOPKINS ERIK W ETAL	\$369,900	2076	METHOW	ST	WENATCHEE	0.1700	2375	2008	3	2.5	N



Judgments Filed

When a business doesn’t pay its tax obligations, the state can file a lawsuit against that business or individual and obtain a judgment. *Judgments are filed in Chelan County Superior Court.* Readers should be aware that some or all of these judgments may have been satisfied (paid) since the filing:

Unpaid Labor & Industries taxes by date

- Western Saddlerock Home, Inc., 1/26, \$1,950
- Brett & Son, Inc., 1/26, \$13,009
- Milne Orchards, LLC (Gregg L. Milne), 2/9, \$1,980
- Cesar Adiel Herrera, 2/13, \$5,366

Unpaid Dept. of Revenue taxes by date

- Hitching Post, (Trisha M. Weiler), 1/18, \$5,241
- Wenatchee Custom Cycles, LLC, 1/18, \$1,404
- Mow Time Landscaping, 1/25, \$1,189
- KPS Painting, Inc., 2/9, \$5,960
- Junk In The Trunk (Peterson & Fletcher), 2/9, \$1,920
- Mid State Electronics (Robin D. Feil), 2/9, \$1,590
- Dependable Door of Wenatchee, LLC, 2/12, \$1,440

Overpaid Benefits – Employment Security

- Shawn P. Gilmore, 2/5, \$2,507
- Artemio Salas, 2/5, \$1,618
- Andrew M. Jones, 2/21, \$5,974
- Angelica Garibay, 2/21, \$2,364

Warrant for Unpaid Taxes Employment Security

- Sergio P./Elena Hernandez, 1/24, \$20,715, 1/29, \$20,675



Real Estate Funds Raising Less Capital Due to Climbing Property Prices

By Orest Mandzy

According to Preqin, \$111 billion of equity was raised on behalf of 265 commercial real estate investment funds last year, marking the second annual decline in the amount of capital raised in the sector. In comparison, \$126 billion was raised in 2016 and \$136 billion was raised in 2015, the most since 2008.

The London research firm attributed the decline to concerns among investors that asset pricing has gotten too high and that interest rates will continue to increase.

While aggregate capital-raising declined by 11.9% year-over-year, the average size of funds actually increased from \$414 million to \$450 million,

which means the sector is becoming further concentrated.

However, Preqin found that the 20 largest funds were responsible for 42% of the capital raised last year, while the 10 largest funds accounted for 29%. In contrast, the 10 largest funds raised 37% of all capital in 2016 and the top 20 raised 48%. Of the funds that held their final closings last year, 52% exceeded their capital-raising targets.

Funds with a North American investment strategy remained the most popular, accounting for \$69.7 billion, or 63% of the amount raised last year. One-third of that total, or \$36.5 billion, was earmarked for opportunistic funds. Another \$34.9 billion, or 31.4% of the total, went to value-add funds.

Meanwhile, \$27.9 billion went toward debt-investment funds. The latter figure is an impressive increase from as recently as 2014, when \$20 billion was raised for debt funds.

Only \$7.3 billion, or 6.6% of the total raised in 2017, went to core or core-plus funds, which might indicate that investors are leery of plowing capital into properties whose prices might be at their cyclical peak. Property prices climbed by another 0.62% in January 2018 and were 8.14% higher than their levels from a year earlier. They’re also nearly 88% higher than they were during their trough in May 2010 and 21.3% higher from their previous peak in July 2007. While the higher prices make it more challenging for managers to find

compelling investments, they also contribute to increases in assets under management.

All told, real estate remains a sought-after asset class among institutional investors. Preqin noted that real estate investment managers had \$811 billion of assets under management as of last June, up from \$780 billion a year earlier.

Dry powder, or the amount of capital ready to be invested, had climbed from \$245 billion in June 2017 to a record \$249 billion by the end of 2017. A total of \$148 billion of that is earmarked for investments in North America.

The reason for the increase in dry powder is the challenging investment climate, with too many deep-pocketed managers chasing too few attractive deals.

Chelan PUD sets course for 2018 includes largest capital investment in decades

Chelan County PUD commissioners reviewed and concurred with a 2018 District Performance Plan that includes major investments in the dams and the electric grid to provide customer value including low-cost, carbon free and highly reliable electric service, other utility services, lake and river access from popular PUD parks and Public Power Benefit projects. (At 01:25 on the board audio recording.) General Manager Steve Wright introduced the plan, noting it will be a challenge to

accomplish. The 321 objectives include outcomes and timelines – and are in addition to the District’s core utility work. Organized by the seven objectives in the 2015 strategic plan, the plan also ties to the District’s Balanced Scorecard. The seven objectives support Chelan PUD’s three strategic priorities to:

- Invest in assets and employees
- Reduce debt - by another \$24 million in 2018 to reach the target 35-percent debt to equity ratio, and
- Continue Public Power Benefit

projects such as broadband network expansion and day use parking passes for PUD parks operated by the state. The plan outlines 321 objectives; 144 listed a top priority; 161 as a second-level priority; and 16 noted as “stretch” projects. Many of the projects are in the District’s 2018 capital plan, which is the largest in at least the last 20 years, Wright has said earlier. “We are focusing on accelerated work at our dams and other assets to get our infrastructure into good shape, providing the resiliency needed to plan for an uncertain wholesale energy market

Chelan PUD sets course for 2018 includes largest capital investment in decades

CONTINUED FROM PAGE 17

future,” Wright has noted. The District has had a number of good revenue years recently as predicted. However, the long-term wholesale electricity markets – used to keep customer-owner rates low – have changed dramatically. Lower prices are forecast to affect revenue in the 2020s. Wright also noted that other priorities might arise during the year. One issue that may put the plan at risk is the changing load growth trends for the county.

Electric load growth: First quarter update

Commissioners heard earlier in the day

about the changing load growth trends for the county that are affecting Chelan PUD’s forecasting to serve growth. Chad Rissman, Distribution director, and Andrew Wendell, Customer Service director, said the county’s strong economy, along with high-tech and cryptocurrency service requests and the county being a recreation and retirement mecca are among factors that require reevaluation of how the PUD forecasts and plans to meet new load. In the last month, the PUD has received multiple requests for service to loads larger than 5 megawatts (MWs). These will require new policies and timelines. PUD staff will return to the board in

the future to consider how best to address the workload impacts including impacts on the District’s performance objectives.

To deal with growth in loads under 5 MWs, the PUD is adding staff and pursuing technology including advanced meters, accelerating plans for new substations and distribution lines and taking a deep look at revenue sources, rates, policies and service offerings. (00:47)

Orondo River Park

Commissioners also approved an interim operating plan for Orondo River Park that will keep it open this year for day use only and boat launching, overseen by the Port of Douglas County. The Port Commission has not yet approved the interim plan. As proposed, camping will close for

the year to allow work on safety improvements. The move also will provide time to plan for long-term park operation, said Michelle Smith, Hydro Licensing/Compliance director. (00:05)

In October, Douglas Port Executive Director Lisa Parks asked Chelan PUD to take full ownership and operating responsibility for the park. The park, built by the port in 1972, has been a PUD recreation site since 1976 under terms of its license to operate Rocky Reach Dam. It is on both port and PUD property. Smith said plans are to return to the board in May to seek a decision on long-term park operation and ownership through 2052, the term of the federal Rocky Reach Dam license. In the meantime, PUD staff will work with the Port to develop long-term

plans for operations and maintenance and on agreements to start 2019. In other business, commissioners:

- Approved a rate for municipal LED streetlights that will lower power costs for cities in Chelan County that install the energy-saving lamps. The new rate reflects the energy savings of LED lamps. Andrew Grassell, Energy Development and Conservation manager, said staff at the cities endorsed the proposal. The rate also will make it possible for the cities to apply for grants to help pay for installation.
- Heard from Nathan Clark, East Wenatchee, who outlined support from a grassroots group that would eliminate cryptocurrency mining because of the impacts on PUDs and the cost of service requests from cryptocurrency operations.



Technology helping move freight in Washington faster, more efficiently

Truck drivers have new option to bypass weigh stations

OLYMPIA – Commercial truck drivers now have another option for bypassing state weigh stations – by opting into a system that saves time and money.

A new agreement allows drivers in Washington to use the PrePass weigh station transponder, doing away with having to carry several transponders for in- and out-of-state travel.

The Washington State Department of Transportation and HELP, Inc., – a nonprofit public/private trucking industry partnership that provides PrePass transponders – reached the agreement in December. Drivers can now register PrePass transponders for Washington weigh stations.

Transponders allow trucks to bypass weigh stations by electronically verifying a truck’s legal weight, safety rating and credentials as the truck travels at freeway speeds.

Based on the transponder, and scales embedded in the freeway, drivers receive either a green light to continue driving or a red light indicating they must report to the weigh station for closer inspection. Transponder usage keeps safe and legal trucks on the road and reduces travel time.

Use of the WSDOT’s in-state transponder system saved the industry approximately 111,000 hours of travel time and \$12.8 million in 2016. Washington is the second most trade-dependent state in the nation per capita and one of WSDOT’s roles is to support economic vitality, including

the efficient movement of freight.

Previously, truck drivers in Washington purchased a transponder from WSDOT that also worked in several other jurisdictions.

The WSDOT transponders could be added to the PrePass system – if requested by the driver – but general PrePass transponders could not communicate with WSDOT weigh stations, meaning some drivers had to carry two transponders. The new agreement means drivers can just carry one transponder if they choose. WSDOT will continue to sell transponders.

“The goal is one transponder that will work everywhere,” said Anne Ford, WSDOT’s commercial vehicle services administrator. “We are pleased our partnership with HELP, Inc. helps achieve that goal.”

“We are excited to be entering into this partnership with Washington and look forward to working with WSDOT through this mutual agreement,” said Karen Rasmussen, president and CEO of HELP, Inc. “Safe fleets and drivers appreciate the time and fuel savings of PrePass as well as opportunities for interoperability of their transponders.” To use PrePass transponders in Washington, carriers should contact the PrePass Customer Service Center online or at 1-800-PREPASS (1-800-773-7277), weekdays from, 4 a.m. to 6 p.m. Pacific Standard Time.

Drivers will be required to submit a signed waiver of HELP’s data privacy policy to PrePass.



United States Bankruptcy Court Eastern District Of Washington					
Case No.	Party Info	Judge Trustee	Dates		Other Info
17-03080-FPC7	KATHLEEN F ARNDT	Corbit	Filed:	10/19/2017	Office: Spokane/Yakima
	Attorney for Debtor: John W Beuhler, Jr	Anderton	Entered:	10/19/2017	Disp: Standard Discharge
			Discharged:	02/07/2018	Assets: No
			Closed:	02/13/2018	Fee: Paid
					County: CHELAN-WA
					Voluntary
					Nature of Debt: Consumer
					Type of Debtor: Individual
17-03122-FPC7	AUSTIN MCCURDY	Corbit	Filed:	10/24/2017	Office: Spokane/Yakima
	Attorney for Debtor: David A Kazemba	Anderton	Entered:	10/24/2017	Disp: Standard Discharge
			Discharged:	02/07/2018	Assets: No
			Closed:	02/12/2018	Fee: Paid
					County: CHELAN-WA
					Voluntary
					Nature of Debt: Consumer
					Type of Debtor: Individual
17-03142-FPC7	ALAN J GREENFIELD AND LINDA L GREENFIELD	Corbit	Filed:	10/26/2017	Office: Spokane/Yakima
	Attorney for Debtor: Roberto H Castro	Anderton	Entered:	10/26/2017	Db disp: Standard Discharge
	Attorney for Joint Debtor: Roberto H Castro		Db discharged:	02/07/2018	Jdb disp: Standard Discharge
			Jdb discharged:	02/07/2018	Assets: No
			Closed:	02/08/2018	Fee: Paid
					County: CHELAN-WA
					Voluntary
					Nature of Debt: Consumer
					Type of Debtor: Individual
17-03268-FPC7	RANDI MICHELLE LEE AND AUSTIN MOSER	Corbit	Filed:	11/07/2017	Office: Spokane/Yakima
	Attorney for Debtor: Charles R Steinberg	Anderton	Entered:	11/07/2017	Db disp: Standard Discharge
	Attorney for Joint Debtor: Charles R Steinberg		Db discharged:	02/07/2018	Jdb disp: Standard Discharge
			Jdb discharged:	02/07/2018	Assets: No
			Closed:	02/13/2018	Fee: Paid
					County: CHELAN-WA
					Voluntary
					Nature of Debt: Consumer
					Type of Debtor: Individual
17-03302-FPC7	VERLIN T BLANCHFIELD AND MELISSA K BLANCHFIELD	Corbit	Filed:	11/10/2017	Office: Spokane/Yakima
	Attorney for Debtor: John W Beuhler, Jr	Anderton	Entered:	11/10/2017	Db disp: Standard Discharge
	Attorney for Joint Debtor: John W Beuhler, Jr		Db discharged:	02/07/2018	Jdb disp: Standard Discharge
			Jdb discharged:	02/07/2018	Assets: No
			Closed:	02/09/2018	Fee: Paid
					County: CHELAN-WA
					Voluntary
					Nature of Debt: Consumer
					Type of Debtor: Individual
17-03317-FPC7	MANUEL G CISNEROS	Corbit	Filed:	11/14/2017	Office: Spokane/Yakima
	Attorney for Debtor: Steve A Zimmerman	Anderton	Entered:	11/14/2017	Disp: Standard Discharge
			Discharged:	02/07/2018	Assets: No
			Closed:	02/09/2018	Fee: Paid
					County: CHELAN-WA
					Voluntary
					Nature of Debt: Consumer
					Type of Debtor: Individual

Another budget deal bites the dust

Back in September I wrote about our “ethically challenged” democratic system. I said, “We are caught in a downward, self-destructive [debt] spiral.”



**GUEST
OPINION**
Dr. Mark
Hendrickson

If you doubted me then, those doubts should have been exploded last week. Congressional leaders agreed to increase federal spending by nearly \$300 billion above the already-rising limits stipulated by the Budget Control Act of 2011, and President Donald

Trump signed the deal into law last Friday morning.

We’ve seen this picture before: Congress and the White House feel a twinge of conscience, enact a law to end deficit spending, and struggle to adhere to it for a few years.

Inevitably, though, political pressures to spend more become too great, the floodgates of federal spending are opened wider, and the anti-deficit law is swept away.

Following are several earlier versions of this process:

1. Congress passed Public Law #95-435, The Bretton Woods Agreement Act, on October 10, 1978. Intended originally to amend the U.S. Treasury’s collaborations with the International Monetary Fund, Congress added Section 7. It explicitly states, “Beginning with fiscal year 1981, the total budget outlays of the Federal Government shall not exceed its receipts.” Voilà! End of deficits, right? Alas, if only... The actual federal government deficit for FY 1981 was nearly \$79 billion. That was the last year until 1997 that the federal deficit was less than \$100 billion.

2. Congress tried to legislate itself into fiscal responsibility again in the mid-1980s. It passed the verbosely named “Gramm-Rudman-Hollings Balance Budget and Emergency Deficit Control Act of 1985,” followed by the “Balance Budget and Emergency Deficit Control Reaffirmation Act of 1987.” As already noted, those long-abandoned laws never succeeded in getting annual federal deficits below \$100 billion.

3. The Omnibus Budget Reconciliation Act of 1993 (alternatively known as the “Deficit Reduction Act of 1993”) is sometimes given credit for the four-year interlude from red ink in FYs 1998-2001. (Actually, there were only two small on-budget surpluses in those years. In the other two years, the “surplus” appeared

only by adding the Social Security surplus to the regular federal budget.) However, it wasn’t the 1993 act that achieved a short-lived reprieve from massive deficits. Instead, it was a one-time, never-to-be-repeated “perfect storm” of confluent events that I have explained elsewhere.

4. Another anti-deficit law was the plainly labeled Deficit Reduction Act of 2005. Although the federal deficit did decrease for three years after the passage of this law, bottoming out at \$160 billion in FY 2007, the financial crisis that started that year blew that law to smithereens as federal spending and deficits skyrocketed to as high as \$1.4 trillion in FY 2009 (the year of the Obama “stimulus” plan).

5. The 2011 law that last week’s law supersedes did not even pretend to be working toward a balanced budget. It had the more modest goal of reducing annual deficits. Yes, the growth of federal spending slowed for a few years after FY 2011, and with the slow but steady economic recovery, federal revenues increased enough to reduce deficits. The deficit bottomed out at \$438 billion in FY 2015. Now, with last week’s law, both parties have consented to burgeoning deficits that could soon approach \$1 trillion again.

The lessons are clear: **First**, no law, or even constitution, has the power to thwart the will of a people who don’t want to abide by that law.

Second, the political reality is that deficits are here to stay – at least, unless the financial system (and possibly the political system) blow up from the accumulating financial stress, although as hyper-indebted Japan has shown, such an absurd situation can persist for a surprisingly long time.

Third, neither of the two major parties can be counted on for fiscal responsibility. Democrats believe that the government should oversee economic activity, and so there is no limit to what they want to spend. Some Republicans understand there are economic and ethical reasons for limiting government spending, but ever since the Nixon presidency over 40 years ago, they’ve learned that the American electorate has no stomach for “austerity” or “belt-tightening.”

Thus, when push comes to shove, their political survival instinct kicks in and enough Republicans will cave to public pressure and give the voters what they want—more spending and the large deficits that go with it.

Given those partisan dynamics, red ink is here to stay and the mountain of national debt will continue to grow.

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.



Who will be the next Cliven Bundy or Dwight and Steve Hammond? Or, for that matter, Wayne Hage? It appears that bureaucrats fear the people who live on the far side of nowhere worse than the anarchists.



**GUEST
OPINION**
Hank Vogler

Could it be the independence and self-reliance of rural people that offends the government more than mob rule in the streets? Or is it that rural people seem to have calm, fulfilling lives? Or is the issue just that there are so few people left feeding the masses that rural folks have become easy targets?

The statistic that astounds me is that there are only 76,000 people producing 80 percent of the food and fiber that not only feeds America, but also helps balance the trade deficit. Agriculture, and its total processing and distribution, is still the largest industry in America, yet the actual producers are minuscule. These producers’ average age is higher than most retirement communities. A little flu epidemic could grind food production to a halt.

Over the years my observation has always been that people look upon farmers as simpletons with a straw hanging from the corner of their mouths and tobacco drooled on their bibs.

These same people think that the skills that production people have spent a lifetime honing can be replicated by any educated city dweller. The more sophisticated the doctor or lawyer or accountant, the easier it is to move to a rural area and reinvent the wheel.

Jealousy also plays a role in this fictitious view of the good life, no hustle or bustle, only serenity. If you work for a lifetime putting something together, you were just lucky or you held it together for generations, you didn’t earn what you have and, last but not least, the second guessers know they can do better.

Lots of wasted talent that should be participating in the good life of easy living on the farm should show up on a farm around February 1st in a snowstorm at 25 below zero with the wind howling and a heifer calving in a snowdrift and the calf has a leg back and tell me how easy it is!

I grew up in the ’60s. We were taught about our Constitution and how we welcomed people to

America but they had to become citizens to participate in our government. We were taught to be proud of being an American.

We no longer had dated newsreels at the Saturday matinee; we had the graduating seniors going to Southeast Asia. Every night Walter Cronkite showed us that war wasn’t very glamorous.

The youth questioned authority and the power of the elites to get special treatment. Ironically, today we, the old ’60’s people, are in charge and are making the same mistakes. The news is even more sophisticated and the propaganda from all sides is enormous. The lobbyists can spin straw into gold.

My learning curve went straight up after graduation. I watched the government ignore the law. People who had invested a lifetime in ranching were taken down with a stroke of a pen. I saw U.S. Fish & Wildlife Service agents destroy one of the most productive marshes in the Pacific flyway. It destroyed dozens of ranchers who used what became the Malheur National Wildlife Refuge for part of the year to supplement livestock grazing and winter feed. Ironically, the lack of cattle ruined the wildlife habitat as well. No bureaucrat lost his job for blatant failure.

I saw private ranchers drowned out by the refuge not using the water rights they had. I also saw Dwight and Susie Hammond get control of a little water from the FWS as it had abandoned its water rights. The Hammonds signed their own warrant from that day forward as marked enemies of the state.

I was one of the drowned rats that were forced to leave as a result of the artificial raising of Malheur Lake.

Going to Nevada, the driest state in the nation, I met Wayne Hage. The Constitution long ago mentioned swift justice from a jury of peers, not years of litigation and unimaginable expenses.

The elites have our money to fight us with. We are approaching three decades in court and generations in the Hage family trying to resolve this issue which proves that hell has no fury like a bureaucrat scorned.

Whether you agree with what the Bundy family has tried to do makes no difference now. The genie is out of the bottle. They took a stand. I was in China when I saw the refuge in Burns, Ore., taken over by the Bundys.

You could look across

Malheur Lake and see where I grew up on my grandfather’s ranch. Couldn’t understand the Chinese newscaster, but it was monumental. More effort was given to this standoff with 16 planted infiltrators for the government inside the standoff and rude, rude behavior by law enforcement. Per participant in the standoff there was a greater presence per capita than there was in Ferguson, Missouri, or Baltimore, Maryland. The Bundys had watched their ranch and lifetime of work being destroyed, in their eyes being destroyed for nothing and without due process.

The federal government along with the state allowed ranchers to claim Great Basin water and with that implied or specifically allowed them to use the range for proving up on that water.

The elites once again are punishing the great unwashed for fear that it could turn into an epidemic after the public response and support for the Hages, the Hammonds, and the Bundys.

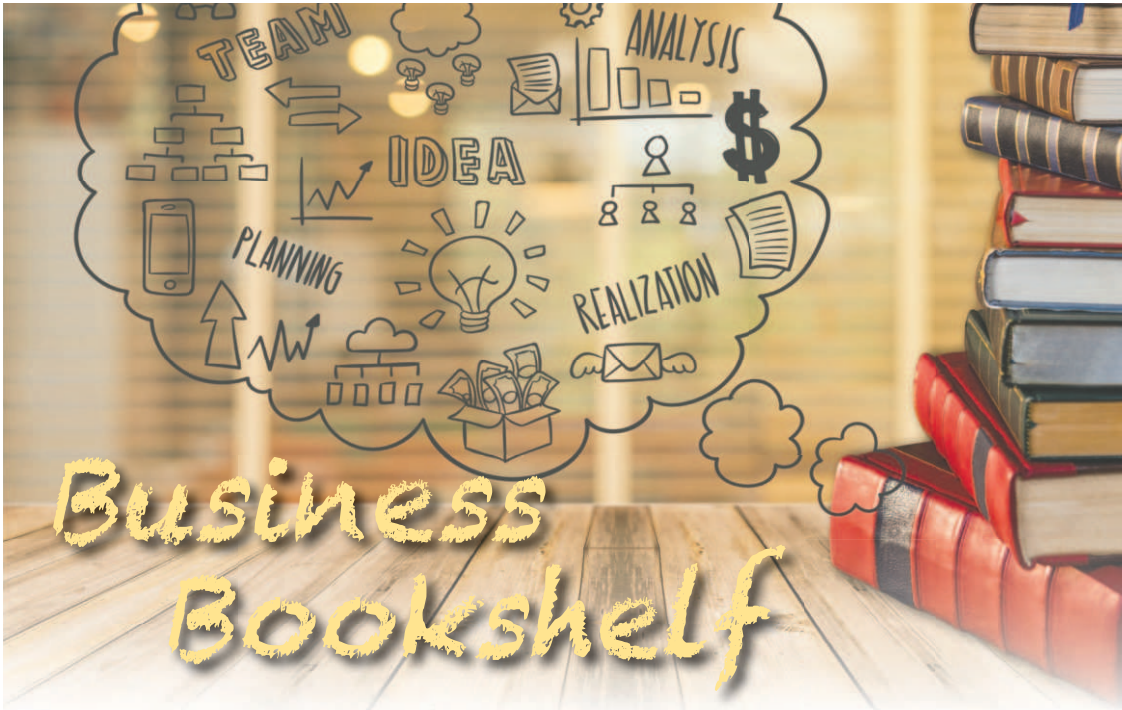
So who is next? Will it be me for asking too many questions? Will it be you, not unlike the Hammonds, who could have turned over their private land on Steen’s Mountain to the government and never spent a day in jail? Will the government decide that a new federal monument needs a 700,000-acre “view shed,” wiping out multiple use? Will it be because you dare to question fires and preventing them with grazing or the Endangered Species Act wipes your family ranch off the map?

When you possess the double recessive mutant gene to be in agriculture, you think differently. The bloated government can’t stand individualism. With our instant news we watch the elites get special privileges, not unlike the people holding the crown seal in colonial times. Read history please! We fought the Revolutionary War over these same infractions by the British government.

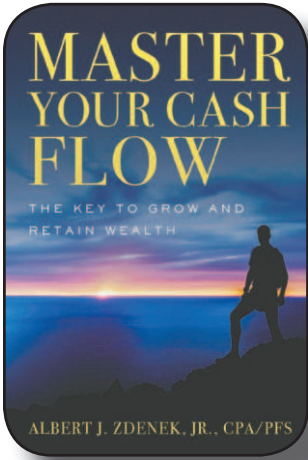
Hang and rattle.

Hank Vogler is a humorist, satirist, author, radio personality and a frequent contributor to RANGE magazine. When not nipping at the heels of bureaucrats, the college-educated Vogler’s day job is tending his Need More Sheep Co. in eastern Nevada.

Editor’s Note: This story reprinted from the Winter 2018 issue of RANGE magazine, with permission. Call 1-800-RANGE-4-U to subscribe or for a sample copy.



Master Your Cash Flow: The Key To Grow And Retain Wealth



By Al Zdenek

and lack basic finance literacy and comprehension. In other words, they are basically an employee with their name on the door. But you must approach your business with the mindset of a Chief Financial Officer. A small business may not be able to afford a CFO, but someone has to take on that role and use those skills that many owners do not possess.”

According to the Small Business Administration, only about half of all start-ups survive at least five years, and only 30 percent last 10 years. Experts attribute many failures to poor management in areas such as finance, purchasing, production and hiring. Paying heed to these departments as the de facto CFO can pay off for the small business owner in the long run.

Zdenek gives four reasons why an owner with a true CFO mindset can succeed:

- Finding more money. This doesn’t happen by looking under a mattress, but in a variety of ways through a smarter operation of the business. Reducing expenses, being creative, and landing more favorable deals can make a big difference in your daily cash flow. “You need to find cash flow from the every-day decisions you make,” Zdenek says. “Some examples

include negotiating better deals with vendors, or even switching vendors, weighing the plusses of renting or buying office space, negotiating a lower rent, incorporating new products into your business, and raising the prices of your goods or services.”

- Setting clear targets on profitability. A successful business requires that clear, specific goals are in place. Additionally, goal-setting means having a series of steps to make those goals a reality. “It’s especially important to include expense control goals as well as revenue goals; when you’re trying to increase revenue from the previous year, your expenses might go up,” Zdenek says.

- Keeping business systems in sync. Reaching profitability goals requires a regular monitoring of each part of your business. “As you hire people, update your marketing and sales approaches, track inventory, it’s all tied back to you and keeping on top of every aspect of your company,” Zdenek says. “From there, you should build a championship team of experts inside your organization and also work with a championship team on the outside. But it starts with you as CFO.”

- Tracking your results. Keeping track of your business’ progress or regression is crucial in terms of organizing and managing your business. “It gives you accuracy and clarity, allowing you to know when and how to adjust your practices and goals, where you need improvement,” Zdenek says. Effective ways of tracking include a visual, such as a calendar or wall chart. Surveying customers for their input is important.

“Most business owners are running their business with a mentality that if there is enough money in the bank, the business will stay afloat,” Zdenek says. “But there’s so much more to it if you want to be around at the end of five or 10 years.”

About the author

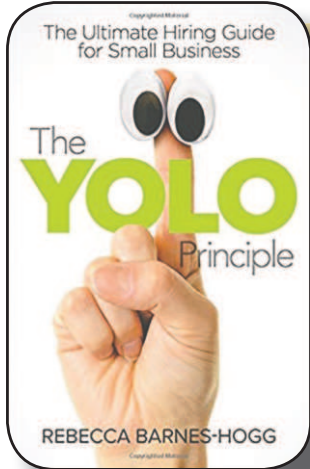
Al Zdenek (AlZdenek.com) is the president, CEO and founder (1982) of Traust Sollus Wealth Management, a boutique wealth management firm dedicated to empowering people to transform their lives and live the life they wish now and in the future.

This is done by consistently making the best financial decisions. His book, Master Your Cash Flow: The Key To Grow And Retain Wealth, and his upcoming book, Master Your Cash Flow: The Key To Grow A Valuable Business, shows readers how to achieve the wealth they need and then find additional cash flow and, if saved, build wealth sooner, work less years or have more wealth to live the lifestyle they desire now and forever.



Al Zdenek

The YOLO Principle The Ultimate Hiring Guide for Small Business



By Rebecca Barnes-Hogg

seven bite-sized chapters full of insights, case studies, worksheets, and awful poetry that will cure hiring headaches by teaching you to:

- Unleash your inner artist to create a purple unicorn (ideal employee), so you can stop settling for Lazy Larry or Diva Debbie.

- Ask Insightful Interview questions to learn the truth about your candidates instead of relying on rehearsed answers.

- Keep the keys away from employees who drain your time, sanity, and money.

An easy-to-implement guide for small business owners to find and hire top talent. In a refreshingly simple way, Rebecca serves up

About the author

Rebecca is a serial connector of small businesses with their ideal employees.

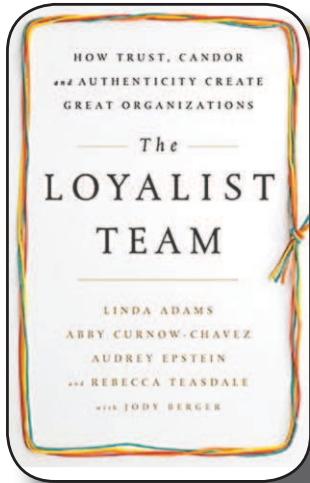
A former corporate HR executive, she is now the founder and principle of YOLO Insights.

Her recruiting insights have been featured in Business News Daily, U.S. News & World Report, CBS Small Business Pulse, MarketWatch, and more.



Rebecca Barnes-Hogg

Why you need to stop talking to start leading



By Rebecca Teasdale

reached new, alarming levels. Social interactions no longer seem to be two-way

Whether with friends, colleagues, new acquaintances and even family members, the common courtesies of asking questions and listening have given way to an urgent need to speak and be heard. In my work as an executive coach, I try to talk no more than 30% of the time, giving my clients the majority of the airtime. When I am talking, I’m mostly asking questions. By giving my clients that airtime, I’m able to understand their challenges, relate to their needs, and extend the empathy they badly want and need. For me, listening is how I learn.

For my clients, it’s a way to show I value them. A recent Harvard study zeros in on the scale of this problem: People spend most of their time during conversations talking about their own viewpoints and tend to self-promote when meeting people for the first time. In contrast, high question-askers – those that probe for information from others – are perceived as more responsive and are better liked.

Of course, being liked is not the main goal of conversation but it can be the starting point for healthy relationships. The people in our lives want to feel valued and validated. And asking people questions does this and more. In my work with

Recently, a colleague and I were at a dinner function with a group of leaders from a client company. We found ourselves seated at a table with a new member of the executive team who we were meeting for the first time. Waiting for the plated meals to arrive, we eased into the conversation with small talk about sports and weather and then we went deeper inquiring about his family, his career, his thoughts on the industry.

When the dinner wrapped up 45 minutes later, my colleague and I had learned a lot about him. We had learned about his years working abroad, his days as a partner at an IT consulting firm, and his time on Wall Street. Yet, he had learned nothing about me or my colleague. In 45 minutes of conversation, he hadn’t asked either of us a single question. Sadly, this common, self-absorbed style of relating has

Okanogan County Labor Area Summary - December 2017

Overview

This report provides an update on the Okanogan County economy incorporating not seasonally adjusted, nonfarm

employment and civilian labor force data. Analysis focuses on year-over-year (between December 2016 and December 2017) 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 eight tenths of a point between 2016 and 2017, from 5.4 percent to 4.6 percent. Between the Decembers of 2016 and 2017 the rate dipped four tenths of a point, from 5.3 to 4.9 percent.

Okanogan County's not seasonally adjusted unemployment rate decreased two-tenths of a percentage point between 2016 and 2017, from 6.9 to 6.7 percent.

Between the Decembers of 2016 and 2017 the rate also dipped two-tenths of a point, from 8.4 to 8.2 percent. Although the civilian labor force declined 4.2 percent between the Decembers of 2016 and 2017 (bad news), the number of unemployed contracted at a 5.8 pace (good news) causing this two-tenths point dip in the rate.

year job losses for the past ten consecutive months (March through November 2017). In December 2017, manufacturing provided only 360 jobs countywide versus 570 in December 2016, a 210 job and 36.8 percent downturn. As announced in the local media, in January 2017 a major Okanogan County's manufacturer closed. According to a Worker Adjustment and Retraining Notification (WARN) received on 8 December 2016 by Washington's Employment Security Department, 217 employees at Okanogan County's largest manufacturer (Omak Forest Products) were scheduled to be laid off on 29 January 2017. (Please see the Employment Security Department website at: <https://esd.wa.gov/about-employees/WARN>.) These layoffs were completed on 15 February 2017 – a sad ending for Okanogan County's largest manufacturing firm. Statewide, manufacturing employment had dipped for 18 months (from June 2016 through November 2017) before stabilizing in December 2017.

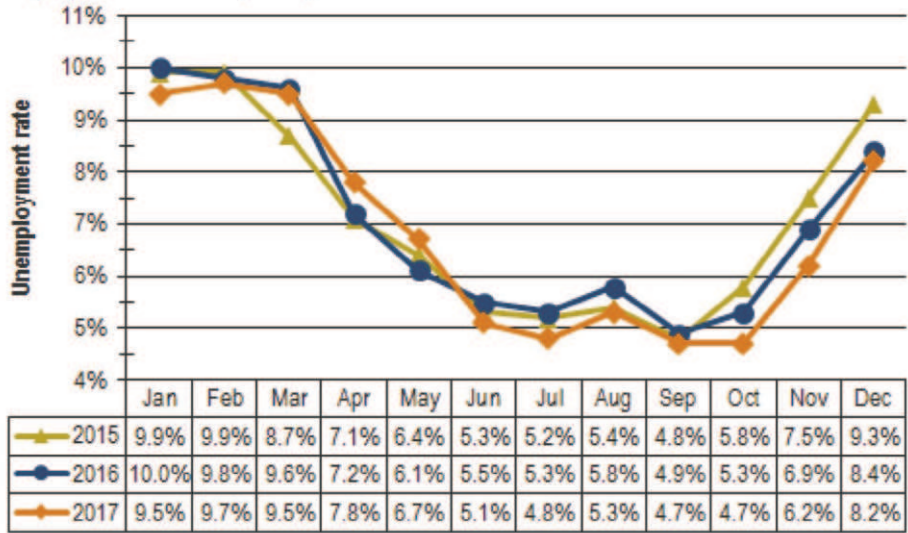
Leisure and hospitality (primarily hotels and restaurants) businesses in

Okanogan County provided 1,340 jobs countywide in December 2016 compared with 1,300 in December 2017, a 40 job and 3.0 percent decrease. This industry has posted year over year job losses for the past six months (July through December 2017). Conversely, Washington's leisure and hospitality industry has added jobs for 87 consecutive months (October 2010 through December 2017). A rule of thumb is that 70-75 percent of all leisure and hospitality jobs across Washington are in "food services and drinking places."

In December 2017 state and local government education provided 1,770 jobs versus 1,730 in December 2016, a 40-job and 2.3 percent increase. On an average annual basis, state and local government education netted 50 new jobs (up 3.0 percent) in 2017, rising from 1,670 jobs in 2016 to 1,720 in 2017. Government (federal, state, and local) was the major growth industry in Okanogan County last year, averaging 110 new jobs, with state and local government education accounting for 50 of these 110 new positions.

Unemployment rates, not seasonally adjusted Okanogan County, January 2015 through December 2017

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



The Okanogan County unemployment rate dipped two-tenths of a point between the Decembers of 2016 and 2017.

Total nonfarm employment

Between 2016 and 2017, Washington's labor market provided 96,500 new nonfarm jobs, an annual average increase of 3.0 percent.

In December 2017, businesses and government organizations across Washington supplied 3,383,300 nonfarm jobs (not seasonally adjusted), compared to 3,287,800 jobs in December 2016, a 2.9 percent year over year employment increase.

The state's economy has posted year over year nonfarm employment increases for the past 87 consecutive months (October 2010 through December 2017).

Okanogan County's nonfarm labor market averaged 12,720 jobs in 2017,

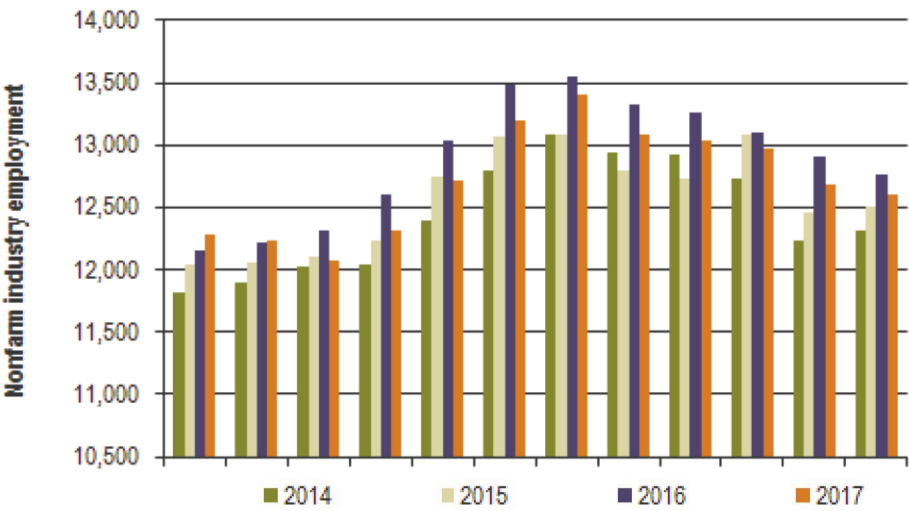
an average annual decrease of 1.3 percent and a net loss of 170 jobs from the 12,890 job average in 2016. The County's nonfarm labor market has

registered year-over-year job losses for the past ten months (March through December 2017). Employment decreased by 1.3 percent between the

Decembers of 2016 and 2017, as the number of nonfarm jobs slipped from 12,770 to 12,610 – certainly not good economic news.

Nonfarm industry employment Okanogan County, January 2014 through December 2017

Source: Employment Security Department/LMPA



Okanogan County nonfarm employment was 12,610 in December 2017, a 1.3 percent decrease since December 2016.

Employment and unemployment

Washington's Civilian Labor Force (CLF) expanded by 75,389 residents (a 2.1 percent upturn) from 2016 to 2017. The state's labor force has increased, year over year, for the past 47 months (February 2014 through December 2017). In December 2017, Washington's CLF tallied 3,735,835 residents versus 3,666,401 in December 2016 equating to 69,434 more Washingtonians in the labor force (up 1.9 percent).

Okanogan County's CLF contracted by 1.9 percent in 2017. Year over year, the County's labor force has contracted for the past five

months (August through December 2017).

Between the Decembers of 2016 and 2017 the labor force shrank by 4.2 percent, declining from 19,712 residents to 18,884 (meaning that there were 828 fewer residents in the local labor force during this timeframe). Fortunately, the number of unemployed decreased at a more rapid pace during this period; decreasing from 1,649 in December 2016 to 1,553 this December (meaning that 96 fewer residents were out of work). Hence, the County's unemployment rate dipped by two-tenths of a point, from 8.4 percent in December 2016 to 8.2 percent

in December 2017.

Nonfarm industry employment

Preliminary estimates indicate that Okanogan County's nonfarm employers netted 160 fewer jobs in December 2017 than in December 2016, a 1.3 percent downturn.

Conversely, Washington state's nonfarm market expanded at 2.9 percent clip during this period. Following is a summary of recent over-the-year changes in Okanogan County, by major industry:

Mining, logging and construction employment (with the majority of these jobs in construction) in

Okanogan County provided 600 jobs in December 2017 versus 720 in December 2016, a 120 job and 16.7 percent downturn.

Okanogan County's construction industry employment has retrenched December 2017 Okanogan County Labor Area Summary Employment Security Department in each of the past 16 months (September 2016 through December 2017). Statewide, construction has been expanding for 70 consecutive months (from March 2012 through December 2017).

Okanogan County's manufacturing industry has registered year over



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‘Flywheel Investment Conference’ comes to Civic Center

GWATA (Greater Wenatchee Area Technology Alliance) is pleased to announce that the Flywheel Investment Conference, an annual one-day conference held in the heart of downtown Wenatchee, on Thursday, April 19 at the Stanley Civic Center.

The Flywheel Investment Conference is directed by GWATA and made possible through the generosity of sponsors. Presenting sponsors for the 2018 Flywheel Investment Conference are Moss Adams, Ogden Murphy Wallace, Confluence Health and Microsoft.

The Flywheel Investment Conference is a unique opportunity for angel investors, venture capital and private equity firms, entrepreneurs, startups and community members to come together to connect, learn, and develop resources for building companies.

The conference will be a dynamic and exciting day with programming running from 9:00am-8:00pm.

The conference includes educational seminars, speaker panels, a premier luncheon, investment competition, and evening celebration.

Peter Fraley, of Ogden Murphy Wallace shared “Ogden Murphy Wallace is excited to be a sponsor of the Flywheel Investment Conference. Wenatchee is a wonderful location for entrepreneurs and investors to connect. We are in the midst of an amazing time for new ideas, concepts and enterprises and truly look forward to seeing the presentations and everything the Conference has to offer.”

One of the highlights of the conference is that attendees will have the opportunity to watch as startups pitch their company to a group of investors in a “shark tank” style presentation.

These startups will be competing for the chance to receive an investment award funded by angel investors from North Central Washington (NCW).

Startups interested in competing are encouraged to apply for the 2018 Flywheel Investment Conference online. The application period for startups to apply is through March 9.

“The Flywheel Investment



GWATA Executive Director
Jenny Rojanasthien

Conference is a dynamic opportunity for startups to present their unique ideas and compete for a chance to win over \$100,000 in investment money,” said Randy Fenich, Partner at Moss Adams. “This is North Central Washington’s driving force behind innovation and growth.”

Jenny Rojanasthien, Executive Director at GWATA added “Wenatchee has a rich entrepreneurial climate with the capacity to grow.

With the launch of a new investment fund for early stage companies, along with a network of angel investors – we can further support companies with resources that they need to thrive.”

Ticket Sales: Tickets to the 2018 Flywheel Investment Conference are on sale now and available for the public to purchase online at flywheelconference.com.

Company Applications: Applications for early stage companies to compete at the 2018 Flywheel Investment Conference are open now until March 9. All industries are considered. The only requirement for applying for the chance to compete during the conference is that you are a Washington State Business. Up to eight companies will be selected for the investment competition.

GWATA’s mission is to bring people and technology resources together to create a thriving community. As a 501(c)3 our focus is on technology, entrepreneurship, and STEM Education. GWATA serves 100+ business members and hosts over 3,000 attendees through our various events annually. In addition, GWATA serves as Co-Director of the Apple STEM Network which is focused on developing pathways for students in STEM, therefore opening the doors to new opportunities and careers in our valley.



About the Flywheel Investment Conference

The Flywheel Investment Conference seeks to generate momentum and resources for early stage companies.

Since 2016, GWATA has led a team of local and statewide advisors who are passionate about providing resources to local entrepreneurs as well as attracting early stage companies and satellite offices to NCW.

GWATA hosted the first Flywheel Investment Conference in May 2017.

The 2018 Conference will feature expanded programming, resources, and investment opportunities.



Starting a food business is one of the most challenging businesses to get into. The following tips will help you start, operate and grow your food business successfully and within the law:

1. **Do your research.** Define your target market, niche opportunity and identify your greatest risk factors to build a strong business case and move forward. Don’t try to be all things to all people.
2. **Start small.** Test your idea with a pop-up location - this gives you an opportunity to try your idea without all the risk. Many food businesses started as a hobby at home and once they outgrew the space they moved to something bigger.
3. **Build a business plan.** A business plan is essential when it comes to communicating with others such as customers, partners and investors.
4. **Get financing.** Not all businesses need investors to get started, particularly if you start small. There are ranges of options from microloans to more comprehensive small business

loans. Read about SBA financing options.

5. **Start your business the right way.** Whatever your business type, you must take care of the fundamental regulatory and legal steps involved in starting a business. From tax ID numbers to licensing make sure everything is in order.

6. **Know your food laws and regulation.** Understanding labor and food safety laws and achieving compliance with legal and regulatory requirements can have a big effect on your success.

7. **Find a business mentor.** Talk to your SBA Seattle District Office to get a referral to an expert business mentor from our expansive network.

Read this full post at sba.gov/blogs.

Want more hands-on assistance to start your food business? Join the SBA for a free two-hour workshop which focuses on starting a food business: Monday, March 5 | 6:30 - 8:30 p.m. Lakewood Pierce County Library.



GARY BÉGIN/WBJ

Wenatchee Network Group welcomes new members


The Wenatchee Network Group, which meets every Wednesday at noon at the Eagles Club on Wenatchee Avenue across from the Salvation Army, welcomed four new members recently.

They are from left, Cole Worrell of Icycle Home Inspection, Mike McComas of Leavenworth Electric & Excavation, Ceinwyn Rudnick of Veritas Accounting Solutions and Nikki Davis of Wenatchee Errand Services.

The club welcomes new members and guests to its meetings and is incredibly inexpensive to join as compared to other networking groups.

The Eagles Club offers excellent “American-style” food and a full bar as well. Ice tea is complimentary. Contact Gary@ncwmedia.net to schedule a visit or just show up.

The group meets in the back meeting room of Eagles Aerie 204.



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Pybus March Events

- Saturday, 10 - Firewise Day 9 a.m. - 2 p.m.
- Saturday, 16 - Friday Night Music: The Roberts Perform from 7 p.m. - 9 p.m.
- Sunday, 17 - Health and Wellness Fair 9 a.m. - 1 p.m.
 - Wenatchee Irish Dance at 7:40 p.m.
 - St. Patricks Day Parade Awards Ceremony at 8 p.m.
- Saturday, 23 - Friday Night MusicL Lance Tigner Performs from 7 p.m. - 9 p.m.
- Sunday, 24 - Non Profit Day 10 a.m. - 2 p.m.
- Saturday, 30 - Family Game Night Hosted by Pacific Crest Church
- Sunday, 31 - Weinstein Beverage "Beat the Buzzer" Finalists Competition.

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STATE REPRESENTATIVE
Cary Condotta

Condotta says new revenue forecast supports call for property tax relief

The Washington State Economic and Revenue Forecast Council gave budget writers and lawmakers some good news recently.

Revenue for the next two budget cycles will bring in more than \$1.2 billion than previously forecast for the next two budget cycles.

Rep. Cary Condotta said some of that good news should be extended to the taxpayers of Washington state in the form of property tax relief, House Bill 2303.

"Homeowners are opening their property tax bills this month and I am sure some are a little shocked or surprised," said Condotta, R-Wenatchee.

“With the latest revenue forecast we have the ability

to offset the increase from the McCleary education funding plan and take the state property tax back from 81 cents to 50 cents where it started. I was certain we could do it with existing revenue before the forecast council's announcement, and the additional revenue now supports what I have been saying all session – it's time to give back to the taxpayers."

The revenue forecast has been increased by \$647 million for the 2017-19 budget cycle and by \$671 million for the 2019-21 budget cycle.

The latest report reflects changes since the last revenue forecast on Nov. 20. There is also an anticipated \$200-plus million in

reduced caseload costs or entitlement programs.

Condotta's bill is in the House Finance Committee, but has not had a public hearing.

The bill has bipartisan support, as does the Senate companion, Senate Bill 6004.

"... revenue forecast has opened some eyes, and legislators are starting to hear from constituents who have received their property tax statements," said Condotta.

"There will be a big push and a lot of discussion to get a property tax reduction done in the final few weeks."

The Legislature is scheduled to adjourn the 60-day session on March 8.

Business Bookshelf

The loyalist team

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leaders and teams, I've learned that asking genuine questions and listening to what people have to say can have these benefits:

- Improve engagement by showing we value the views of others
- Improve the quality of decisions by understanding multiple perspectives on an issue
- Improve collaboration and buy-in by inviting dissenting views that may otherwise go unheard
- Increase influence by involving others in decisions and direction setting
- Develop stronger workplace relationships leading us to want to invest in the success of others.

The job of the leader is to ensure that bad news surfaces fast. The sooner the toughest issues get raised, the sooner they get fixed. Yet many leaders I observe put more energy into telling

and convincing than into listening and learning. Leaders are often mistakenly viewed as the experts who have all the answers. At higher levels, the worse it seems to get. Many of the CEOs and SVPs I work with are shielded from the real issues. They have failed to create a culture of openness and candor, which must start with their own curiosity and interest in others – with their willingness to ask and listen. These same leaders often seek counsel from their coaches asking, “How do I develop better relationships with my people? How can we increase employee engagement? How can I show people they are really valued? How can we create a culture of learning and innovation?”

Fortunately, there's a simple approach that doesn't require a big budget. Here are four ways to get started:

- *In your meetings, observe what's going on.* How much

are people talking and positioning versus asking, listening and learning? What is your own tendency?

- *Try not to talk first.* Force yourself to let others go first. Don't jump in too quickly to fill the silence.
 - *Make a habit of asking questions that increase learning* like, "Tell me more about your recommendation. What am I missing? What are we not thinking of? What are some other ways we can approach this challenge? What's our real purpose in this?"
 - *Go deep by asking follow up questions.* Model showing curiosity about others' views.
- As a leader, you are well served to ask the right questions versus always having the right answers. Try it for a couple of weeks and see what happens.

Rebecca Teasdale is a Leadership Development expert and co-founder of the Trispective Group. She is the co-author of *The Loyalist Team: How Trust, Candor, and Authenticity Create Great Organizations*.