

# Cycle Central buys Performance Footwear

Story and photo by  
Gary Bégin

A new powerhouse in the world of Wenatchee recreation has just taken form in the guise of fun and fashion. It is the purchase of Performance Footwear by Cycle Central and the marriage seems to be made in heaven.

After all, what more could active feet want than to be merged with the perfect bike pedals on a trail or road course somewhere in beautiful North Central Washington?

Now the owners of both stores, Greg and Carmen Frislie, have given the Wenatchee community special options available only those savvy enough to grab the opportunity of savings served from both ends of the block.

The Frislies took a moment from their twice as busy day to answer a few questions posed by the Wenatchee Business Journal recently.

**WBJ: Why did you do purchase Performance Footwear?**

**Frislies:** When Carmen and I were looking to move to Wenatchee six years ago, it really was about adopting a community, caring for it and serving it the best way we



Carmen and Greg Frislie, new owners of Performance Footwear.

knew how. Performance Footwear allows us to spread our arms out a lot wider then before, serving more people and doing our part to make our community a happier place to live. We are both on the same page about guest experience, showing people they matter and taking necessary time to do life with our guests. It really never has been about the money to us. Don't get me wrong, everyone likes to have some money in their pockets, but it

really isn't as satisfying as making a difference in someone's day.

**WBJ: How will this purchase help your bottom line with the bike shop?**

**Frislies:** Both stores have a lot of the same customer base we have discovered. We will offer quite a bit of cross marketing opportunities for our guests to enjoy both locations. Cycle Central is what we would consider to be seasonal although with snowboards, skis

and gear added this year it has smoothed out our major slow period. Performance Footwear is more consistent. This will be nice as we like to keep everyone employed throughout the year and minimize the seasonal employee model at Cycle Central.

**WBJ: Will you keep staff in place or take a personal hands on position at Performance Footwear?**

**Frislies:** We love the staff at

Performance Footwear and we hope they stay. They are extremely knowledgeable about all the great brands we carry and we love that they understand how to serve and seem to be very excited about the plans we have presented to them. Regarding a hands on position, I will be putting the bulk of the time in initially and then both Carmen and I will have a tag team approach after several months jumping back and forth between stores.

**WBJ: Will the two shops coordinate special sales events in the future?**

**Frislies:** No question. We really look for ways to reward others who support us and this will be one of them. We are very excited about the possibilities here.

**WBJ: Anything to add about the future?**

**Frislies:** Regarding the future, the sky is the limit, it just takes good people that want to grow with you, and more importantly, understand your mission/vision. Like we always tell our team at Cycle Central, if you are going to do something be the best at it, even if you aren't, try like you are. Stay tuned to see what the future holds.

## Guy with gun seeks lasting relationship

By Gary Bégin

There are over 320 million firearms in America, which means millions are located right here in Washington state. On average, one of three homes have a gun. Chelan, Douglas, Grant and Okanogan counties most likely have more than the average given the rural environment and our penchant for hunting and self protection while hiking, camping, fishing, et al. Home, personal and business safety affects all of us every minute of everyday whether we know it or not.

Let that reality sink in a bit and it might seem like a dangerous environment around the homes, businesses and streets of Omak, Wenatchee, Quincy, East Wenatchee and Brewster, Chelan,

Pateros, etc. Readers, do not despair, because there's a "Guy" with a gun who'd like to calm your nerves and begin a mutually beneficial relationship.

Former Marine Corps Major Guy Miner is that "guy" and his mission is to show residents across the state the safe way of handling firearms, whatever caliber and intended purpose the owner may have.

"I started my business (GMM Defense) for a few different reasons and have learned a lot, mostly that running a small business is not easy," he said in a recent and exclusive Wenatchee Business Journal interview.

The 20-year Wenatchee Police Department veteran has been retired from the force for four years now after



PHOTO BY TRACY VALDEZ

Miner is an enthusiastic outdoorsman.

also serving 10 years in the Corps before that. He served on SWAT and gang violence mitigation units, as a firearms instructor and domestic violence unit as well as running the Citizen's Police Academy, public speaking outreach

and many other duties too numerous to mention.

While in the Marines he was an intelligence officer in a variety of duty stations, but realized he wasn't seeing

SEE VET OWNED BUSINESS, PAGE 7

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to Chelan**

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**NEWSSTAND LOCATIONS**

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

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

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

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

**Chelan**  
Safeway, 106 W. Manson Rd.  
The Lake Chelan Mirror,  
310 E. Johnson Ave.  
The Vogue,  
117 E. Woodin Ave.

**Pateros**  
Howard's Super Stop,  
245 Lakeshore Drive

**Brewster**  
Brewster Harvest Foods,  
907 Highway 97  
Triangle Exxon,  
405 Highway 97

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Olympia news from Rep. Mike Steele

**Capital budget approved, a solution for Hirst**

One of this session’s most important legislative debates has ended. Last week, a water rights solution for Hirst was signed into law.

**Update | Hirst solution approved**

The state Supreme Court’s Hirst decision threw decades of case law and legislation into a tailspin, putting the water permit process out of balance, and impeding economic growth in many rural areas. Property without water is worthless. After Hirst was decided by the court, many property owners and business developers suffered severe economic loss due to the collapse of the value of their land. My colleagues and I were determined to see the people of our state provided with the relief they need and deserve.

After months of intense negotiations, I’m happy to report the recently approved solution takes away the uncertainty many property owners, homebuilders, banks and counties have faced since the court’s decision about the drilling of permit-exempt wells.

The new Hirst fix will allow for the drilling of new wells and water usage of 950 – 3,000 gallons per day, depending on the watershed area. All existing wells are “grandfathered in.” Stock watering and water for wildfire buffers is also allowed. This solution will provide the framework needed so property owners can develop and build on their land. It’s a big win for the people of the 12th District, and the state.

**Update | Capital budget approved**

The long awaited 2017-2019 capital budget was also approved last week. With \$4.17 billion in total spending and \$2.72 billion in bonds, the newly approved budget also leaves \$211 million for supplemental capital budget planning in 2018.

This strong bipartisan construction budget funds infrastructure projects throughout our state. As a member of the House Capital Budget Committee, I worked hard to ensure several local projects were included. Capital budget funding for the 12th District totals more than \$68 million.

Here’s a list of some of the projects in the budget:

- ◆ Lake Chelan Community Hospital - \$300,000
- ◆ Twisp Civic Building – \$750,000
- ◆ City of Brewster Manganese Abatement – \$752,000
- ◆ Chelan County Emergency Operations Center – \$1 million
- ◆ Miller Street re-alignment and storm repairs – \$4.82 million
- ◆ Mid-Columbia Grand Coulee – \$3 million
- ◆ Wenatchee Valley Wells Hall replacement – \$2.72 million
- ◆ Lake Chelan State Park (moorage dock pile replacement) – \$1.51 million

SEE REP. MIKE STEELE, PAGE 16



Letters to the Editor

Dear Editor

I want to take a few moments to comment on the positive changes that I see in the January issue of the “Wenatchee Business Journal”. While we have subscribed to this publication for many years, lately we have been considering the decision to not renew our subscription. It just seemed like the quality and quantity of the content in the publications kept changing and shrinking. However, the January issue was a breath of fresh air. The news articles were informative, the human interest stories were interesting, and the changes to the format for “Top Properties, Bankruptcies, Business Licenses, and Judgments Filed” were concise and easy to read.

I would also support Judge Warren’s suggestion of renaming this publication to “Central Washington Business Journal” as it does provide great coverage for areas beyond just our Wenatchee Valley.

Thank-you and congratulations on the many positive changes that I see in the January issue of the “Wenatchee Business Journal”.

Sincerely,

Linda Page  
Kerry’s Body Shop, Retired Owner

Dear Mr. Bégin

My name is Ken Ulrich, we moved to Wenatchee last Feb. and I have enjoyed The Wenatchee Business Journal each month. I have never written an editor before but after reading your article in the January issue I just had to drop you a note and pass along Super Kudos on your article. (Give Wealth a Chance to Develop in 2018)

I appreciate your efforts in support of our president. I am so tired of reading in the newspaper and watching TV on all the negative comments on him let alone the comments from Hollywood. If it was not for Fox News you would think the world was coming to an end. Sure I don’t really like President Trump tweeting on some of the things he says. Sometimes it feels like he has a knee jerk reaction on some issues which he should have given a little thought, but who am I to judge?

As far as I am concerned, the Democrats have been disgraceful and un-American in their comments. All the accomplishments that President Trump has made is incredible in his short time as our leader. I will list just a few. Tax Bill, unemployment figures have continually gone down, stock market, wage increase, corporations moving back to the US and sharing the wealth with their employees, and the list goes on. I am going to stick with this man and when he runs again I will cast my vote for him.

Bottom line is in time, even the Dem’s are going to have to look at the numbers. Numbers tell it all.

Please continue to write positive articles.

Sincerely,

Ken Ulrich

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# Crunch Pak sponsors Apple Blossom Festival App

Crunch Pak, the sliced apple specialist, will support the Washington State Apple Blossom Festival by sponsoring the first official festival app starting with its release Jan. 15. From now through 2020, Crunch Pak will sponsor the app that provides users with an interactive destination for all things Washington State Apple Blossom Festival including all official events, parking and traffic information, contests and FAQs. One notable feature is that users will be able to participate in the



## 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. Crunch Pak's family of brands includes Crunch Pak with Disney and Crunch Pak® Organics. The primary distribution is via retail channels; annually Crunch Pak creates more than 1 billion apple slices at plants in Cashmere, Wash., and New Jersey.

Royalty Selection Pageant (Feb. 10) by voting via the app for the candidate who has the Most Original Speech.

“The Official Apple Blossom Festival App brought to you by Crunch Pak is a great way to support our community in a tangible way,” said Megan Wade, marketing and product manager.

Crunch Pak will also be attending several festival events handing out product at Keyes Youth Parade, the Funtastic Shows Carnival, the 23rd Annual Apple Blossom Golf Tournament, and Memorial Park Food Fair. Darci Christoferson, festival administrator, said, “We rely on partners like Crunch Pak to help create a bigger and better festival experience every year. The new app is a way to make it even easier for people to attend festival events and have all the information at their fingertips.

For more information about the app and download instructions visit [appleblossom.org](http://appleblossom.org); for more information about the company visit [crunchpak.com](http://crunchpak.com).



# Port of Chelan County launches new web site

*ChooseChelanCounty.com*, an innovative new web site, was launched in late September by the Port of Chelan.

The site puts access to powerful business decision information only a mouse-click away. Using Geographic Information System (GIS) Software, *ChooseChelanCounty.com* provides immediate access to in-depth information that previously took weeks to research and analyze. Now, a comprehensive database of available Chelan County Commercial and Industrial properties is available instantly, along with dynamic demographic data, industry breakdowns, and community profiles.

Over 97 percent of site selection screening is done online. *ChooseChelanCounty.com* provides immediate access to critical business intelligence that decision makers use to make investment decisions. The information provided goes beyond available sites and buildings and includes layers of data from educational



attainment, consumer expenditures by category, to labor force.

Companies searching for a site can set their criteria such as minimum lot size, building ceiling height, price and other criteria to find a list of available real estate in Chelan County, increasing the opportunity to locate new or expanding businesses within the county.

According to Commission President Donn Etherington, “*ChooseChelanCounty.com* gathers economic, planning, infrastructure, geographic, and demographic information often sought by businesses looking to relocate or expand into a consolidated, user-friendly business portal. It allows users, including the Port of Chelan County, to find

available properties with the data that supports locating in Chelan County.”

To add your Commercial or Industrial property to the system at no cost or get more information on *ChooseChelanCounty.com*, contact Business Development Director Craig Larsen via email: [craig@portofchelancounty.com](mailto:craig@portofchelancounty.com) or call him at 509-663-5159.

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# No electric increase for 6th straight year

Chelan County PUD commissioners unanimously approved a 2018 budget that supports strategic priorities of investing in key assets including major work at Rock Island and Rocky Reach dams, continuing to pay down debt and funding existing Public Power Benefit projects. There is no increase in retail electric rates for the sixth straight year. Since 2000, Chelan PUD electric rates have only gone up 9 percent while the consumer price index has risen by 39 percent. In the coming years, however, Wright said, the District will evaluate how long this can be maintained without creating risk of large rate increases in the future.

Next year’s spending plan continues the strategy of investing for long-term value, said General Manager Steve Wright. The 2018 capital budget is the largest in at least 15 years.

The significant capital projects in the 2018 budget will make sure Chelan PUD’s valuable hydro assets - that produce low rates and high reliability - are in shape to provide superior performance for decades to come. Wright said the District is in the midst of accomplishing roughly double the amount of major refurbishment work at its hydro projects than would occur in a normal five-year period. “It’s going to be a challenging year to get all this work done,” he said.

One example is rebuilding the bridge cranes inside the Rocky Reach Powerhouse. Brett Bickford, Engineering and Project Management director, reported on discovering additional wear on the 1950s-era equipment during scheduled maintenance. Doing the work now will save \$2 million over buying new cranes without the risk of design issues and provide another 40-50 years of life. Fixing the extra wear will add time and about \$550,000 to the project. (00:09 on the board meeting audio)

Despite aggressive energy-saving programs, electrical

use is growing faster than the national average. Aging substations need to be replaced and new ones added, plus other grid upgrades, to meet that growth. In addition, John Stoll, Customer Utilities managing director, reported inquiries related to cryptocurrency mining have spiked as the price of Bitcoin has rapidly increased. He said staff receives more than 20 calls in a week. “We’re in a dynamic period” for load growth, Stoll said. Chelan PUD expects to end 2018 with a positive bottom line of nearly \$72 million, down from the \$85 million forecast in last year’s budget. Expenditures of \$366 million include paying down debt by another \$24 million. Expenditures are up 7 percent from last year, reflecting the investment at the dams and in the power grid to serve forecasted growth in the county. Commissioners thanked staff for the months of work leading to passing the budget. “Today is an important day,” said Board President Randy Smith. (01:00)

On a majority vote, commissioners also authorized staff to move forward with advanced, two-way metering as a preferred alternative for future customer meters and as part of a new customer technology program. Commissioners reviewed extensive outreach and research done since 2005 and heard from seven customers who spoke at Monday’s meeting about health and safety concerns. Several asked for an “opt-in” provision rather than “opt-out” if an eventual decision is reached on installing the smart meters. (02:05)

Stoll, Customer Utilities managing director, said there is value for customers by combining the customer information system with features that use data provided by advanced meters that includes:

- Faster and more accurate outage notification and faster service restoration
- Faster response on

billing questions

- Ability to manage a PUD account from anywhere
- More accurate billing and fewer estimated bills
- Less need for a PUD employee to enter customer property
- Easier energy use management
- Help to decide if a conservation program will save money

Commissioner Ann Congdon said it was a difficult decision, but she voted against taking the next step toward advanced meters because “there are too many negatives, for my part, in terms of health effects.”

All board members thanked those who spoke for sharing their opinions and concerns. Commissioner Garry Arseneault urged them to take their concerns about the technology to other authorities with responsibilities for controlling the use of radio frequencies in our daily lives, too.

Wright said the board’s decision will aid the planning process, with details to be developed as part of system design and asking for proposals on specific equipment. Plans are to ask commissioners for a decision to proceed with a request for proposals for advanced meters in about a year.

In other business, commissioners:

- Reviewed the 2017 performance of the fiber network and telecom projects. Mike Coleman, Fiber and Telecom managing director, said the fiber network is stable, reliable and approaching 15,000 active connections. Public Power Benefit expansion added access for 1,068 locations this year – 1,798 total.

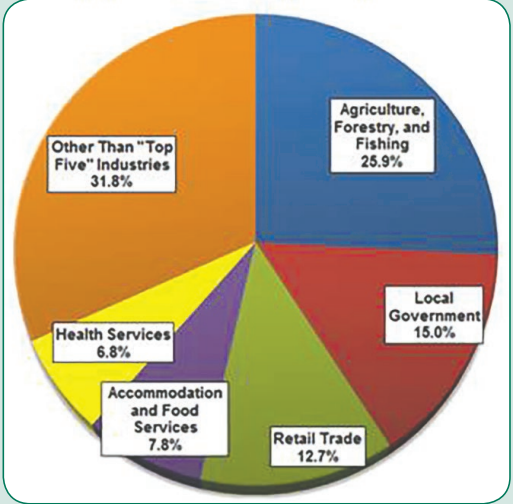
Plans are to reach 1,059 more locations in 2018. Expansion is planned along Chumstick Highway, in Merry Canyon, finishing Brender Canyon and along Manson Boulevard. Also planned is filling in access in Cashmere, Chelan and Plain. Marketing to increase awareness about the broadband network is planned to address results from a survey that found the most common reason for not signing up for service was not knowing it was available.

- Set a target for conservation savings of 2.44 average megawatts (aMW) for 2018-2019, as required by the state. The target is based on an updated 10-year conservation potential assessment. The PUD achieved its previous two-year target of 1.78 aMW.
- Rescheduled January board meetings to Jan. 8 and 22.

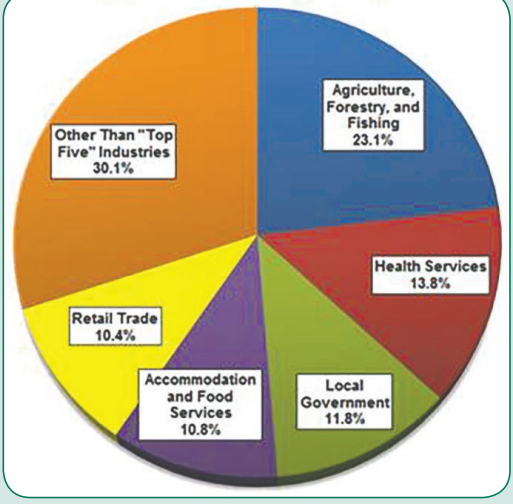
## Chelan-Douglas profiles loaded into Employment Security website

An 11-page Chelan and Douglas County Profiles - 2017 was posted in December to the Labor Market Info page of the Employment Security Department website at: [wa.gov/labormarketinfo/county-profiles/chelan-douglas](http://wa.gov/labormarketinfo/county-profiles/chelan-douglas).

### Douglas County: Top five industries by percent of total covered employment in 2016



### Chelan County: Top five industries by percent of total covered employment in 2016



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# Barns Etc Hard Cider Shed uses heirloom apples

By Mikaila Wilkerson

CASHMERE – Barns Etc Hard Cider Shed, located at 5420 Woodring Canyon Road here, has been around for five years and offers its customers heirloom blend hard ciders made locally at its orchard production site.

The cider is “made with heirloom apples, and that’s a commodity that isn’t easy to get anymore with the hard cider craze,” Owner Paula Frederick said.

The apples are all locally grown from Cashmere and Wenatchee Valley Orchards.

“What we started doing when we realized that we were going to jump into the adventure of making hard cider was we contacted a friend of ours who is an orchardist and he had this old section of heirloom apples,” Frederick said.

So the Fredericks started to make their own recipe for the hard ciders with the heirloom apples.

“Then we sought out a local master cider maker who’s very well known in the area, Tim Larson of Snowdrift Cider, who helped develop our recipe,” Frederick said.

The Fredericks use Winesap, Rome, Elstar and Empire heirloom apples for the base of their drinks along with a couple other apples depending on the cider that’s made.

This is the first year that the business has branched out as a cidery, and there will be a production area put in. They can now serve cider by the glass as well.

“We’ve got country elegance heirloom blends of dry, medium and sweet,” Frederick said. “The driest of the collection is made with the English dry technique and resembles an apple champagne.”

For the medium ciders, a Pink Lady Apple is added to the mix, which has brought an excellent taste to those drinks. The sweetest in the collection has Honeycrisp apple.

“People really like that medium,” Frederick said. “The medium and sweet ciders respectively include Pink Lady and Honeycrisp.”

Those three blends were the very start of the collection.

“We did that for three years and then we added a Pear Perry,” Frederick said.

“This is from an heirloom pear called the Seckel. It’s pressed and fermented and then put right into the bottles. It has a little bit of a cloudy look to it and it’s quite tasty. Ours runs on the dry side.”

According to Frederick, the cider shed started out as an art gallery about 12 years ago.

“I have done paintings of cabins and rustic things for quite a few years and, because the gallery is located at the Cashmere Cider Mill, many people were asking about the hard cider,” Frederick said. “So that is probably the seed that was planted to get us started.”

As a cidery, Barns Etc Hard Cider Shed is now offering a new cherry cider as of this season.

“Our cherry cider is a portion of the sweetest of our collection of apple cider along with the blend of pie cherries that are added to that,” Frederick said. “That’s been well received as well so you can get a nice, sweet start and then a pie cherry finish – a real kind of tart finish.”

For the new upcoming



MIKAILA WILKERSON/CVR

Barns Etc Hard Cider Shed, owned by Paula (middle) and Gary Frederick (left), has just become a cidery this year and is looking to make some new changes to their business.

season, Barns Etc Hard Cider Shed will open up on or around the first of May.

“We’re offering some of our ciders wholesale,” Frederick said. “That’s a whole new venue that we’re breaking into and that’s been another interesting step down the road.”

Outdoor Sip and Paints will also start being offered again beside the creek as the sun comes out and the snow begins to melt away.

Sip and Paint sessions

are by reservation and cost about \$35 per person. Refer to their website for more information and to contact Frederick.

“It’s just been a blast,” Frederick said about the business. “It’s been amazing to meet all the different people who come in, and people are very excited about hard cider.”


Starting this year, Barns Etc also has began selling their products through Broken Barrel in

Leavenworth and at the Wenatchee Valley Chamber of Commerce Visitor Center and Tasting Room.

“Our next goal is to see about some of the restaurants and if they would like to carry our cider,” Frederick said.

The Fredericks welcome anyone to come and share a full tasting experience with them when they reopen in the spring, or be sure to call to schedule an appointment.

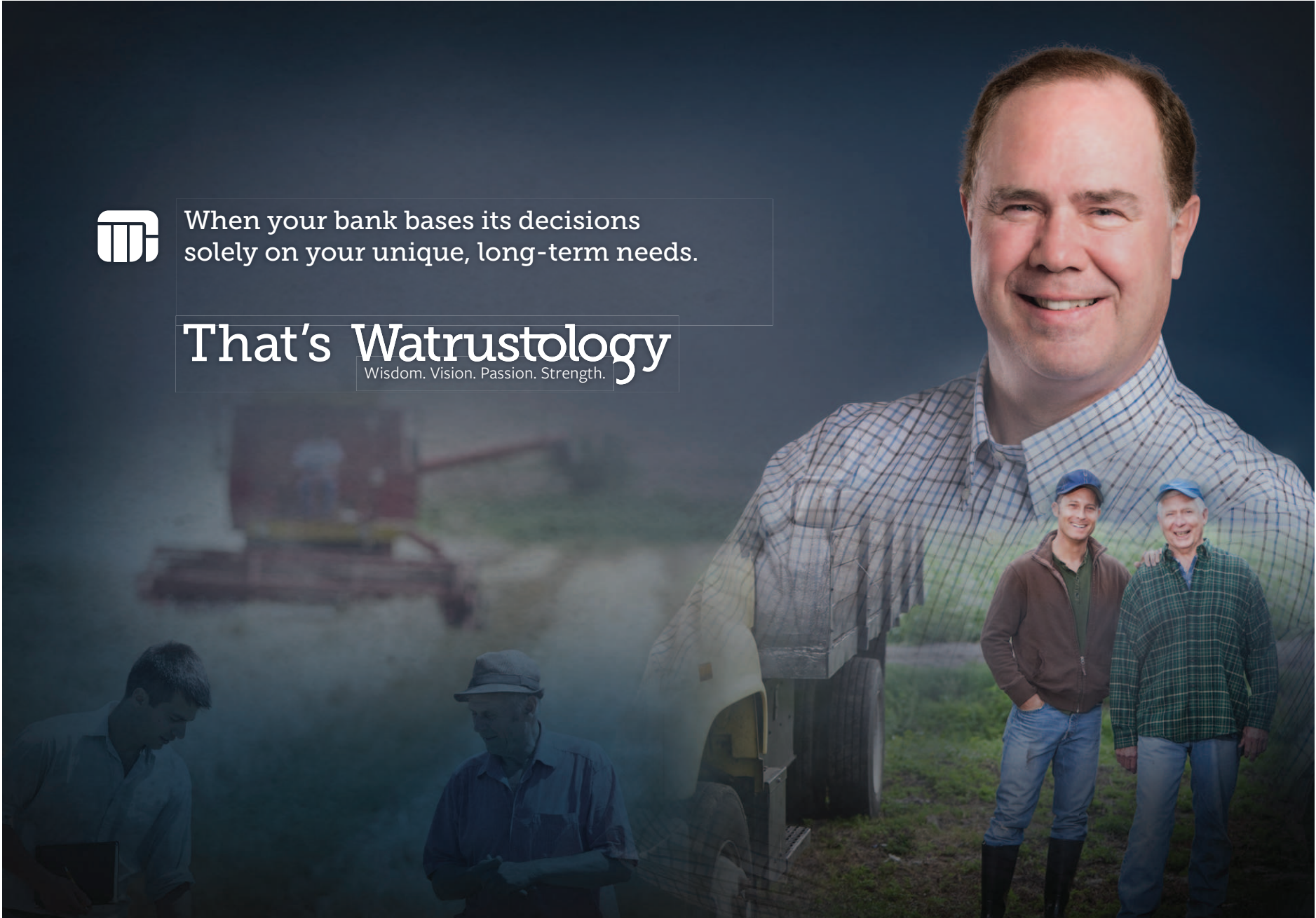
“We do special tastings all year-round,” Frederick said.



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# Wenatchee, Bellingham: Top 10 for best performing small cities

Opportunity Washington news release

State revenue collections continue to exceed expectations, as reported last week. In a new policy brief, the Washington Research Council examines the latest monthly report from the Economic and Revenue Forecast Council and provides some historical perspective.

The first forecast of the GFS revenue for the 2017-19 biennium (issued in Feb. 2014) was \$38,710 million. The current (Nov. 2017) forecast is 12.5 percent higher, \$43,566 million. Of the difference, about half is ascribed to “non-economic” factors such as changes to the state tax code and budget-driven revenue and about half is due to changes in the forecast of the economy.

Every collections update since the Legislature passed

the 2017-19 budget last June has shown revenues greater than forecasted.

The brief complements an WRC report on the state budget stabilization account, which reminded policymakers that there’s good reason to maintain a healthy reserve: good times don’t last forever.

The WRC reports that the state has... transferred or appropriated funds from [the BSA] in each biennium except 2011-13. Since 2013-15, the state has experienced “extraordinary revenue growth,” most of which is required to be saved in the rainy day fund.

Currently, about \$1.2 billion, or 2.7 percent of near general fund spending sits in the rainy day fund. With the addition of the unrestricted ending fund balance, reserves amount to about 5.7 percent of

spending. The WRC writes, Before the Great Recession, the rule of thumb was that states should have about 5 percent of their budget in reserves. Now, analysts believe that the right level of reserves may be different for each state and would be better linked to things like the state’s revenue volatility and economy...

One of the debates to watch this session involves whether lawmakers should tap reserves to accelerate full funding of teacher salaries, as the state Supreme Court has ordered. Washington is fortunate to enjoy both revenue growth and healthy reserves. The discussion should be interesting.

- Taxes and education funding are just a few of the issues lawmakers will be addressing in 2018.
- The U.S. Supreme Court accepted a closely-

watched case which will determine whether states can require online retailers to collect sales taxes even if they do not have a physical presence in the state. A number of states, including Washington, have passed legislation requiring remote sellers to collect the sales tax or comply with reporting requirements. The court’s decision to accept the case suggests that the uncertainty currently surrounding such laws will soon come to an end. A decision is expected by the end of June.

- Metropolitan Seattle’s economic vitality is a big part of the state’s strong economic and revenue performance. The Milken Institute ranks metro Seattle as the nation’s 17th “best performing city” on an index that “measures growth in jobs, wages, salaries, and technology output over five years.”



## 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:**
- Murillos Concrete, 12/13/17, \$3,100
  - Superior Install, 12/13/17, \$1,050, \$1,050
  - Steven/Laurie Scott, 1/3/18 \$2,366
  - K&R Quality Roofing, 1/4/18, \$18,760
  - Rock n Pools, LLC, 1/8/18, \$2,379, \$3,686
  - Marlin, LLC, 1/8/18, \$2,599, \$2,658
  - Rafael Amezcua, 1/16/18, \$2,210
  - Nicholas Reed Richard, 1/16/18, \$2,305
  - Cruz Services, LLC, 1/16/18, \$1,167

- Unpaid Department of Revenue taxes by date:**
- JTF Transport, 12/13/17, \$7,092
  - Gerbig Electric, Inc., 12/13/17, \$15,819
  - Stormy Mountain Concrete, LLC, 12/28/17, \$17,952
  - Wenatchee Dairy Queen, 12/28/17, \$7,889
  - Silk Screen Printers, 12/28/17, \$2,774
  - K&R Quality Roofing, 12/29/17, \$34,354
  - Chelan Boat Rentals, Inc., 1/2/18, \$6,716
  - Cedar Crest Wenatchee, Landscaping Co., 1/11/18, \$1,063
  - Rowe’s Towing Service, 1/11/18, \$1,852
  - Meagan Garibay, 1/11/18, \$2,208
  - Travs Restaurant & Lounge, 1/11/18, \$1,311
  - G a r r y / L y n e t t e Zacherle, 1/11/18, \$4,955
  - The Wine Thief/Stones Gastropub, 1/11/18, \$13,034
  - Chris/Maryann Wood, 1/11/18, \$1,589
  - Elite of Washington, LLC/Aire Serve of Wenatchee, 1/11/18, \$16,784

- Overpaid Employment Security benefits by date:**
- Berlin D. Fischer, 12/12/17, \$2,480
  - Kevin C. Brown, 12/12/17, \$7,506
  - David A. Moore, 12/12/17, \$3,134
  - Rodney D. Hancock, 1/2/18, \$1,813
  - Rodney K. Driver, Jr., 1/17/18, \$5,090
  - Kyle C. Morton, 1/17/18, \$1,514
  - Berlin D. Fischer, 1/17/18, \$2,365

- Commercial warrants issued:**
- Brunel Energy, Inc., 1/17/18, \$2,825 (unpaid \$1,127 (overpaid benefits) penalties)
  - El Fau, Inc., 1/8/18, \$1,127 (overpaid benefits) penalties)

- Miscellaneous**
- Against Kerry K. Moro, 11/8/17, \$14,557 in favor of Progressive Direct State of Washington – Insurance
  - Against Victor Gomez, 1/2/18, \$6,130 in favor of TANF reimbursement

## Everything you need to know about dentures

Whether you are considering getting dentures, already have them, or know someone with them, it’s very likely that you may have some questions about them. What follows is information on what dentures really are, what kind of care they require, and how dentures can improve your oral health. We hope to help you find the answers to all your denture queries and to find out, if necessary, whether dentures might be right for you.

### What are dentures?

Dentures are artificial teeth and gums that are formed to your mouth and created by your dentists to replace lost or removed natural teeth. Dentures can either be full or partial, meaning they can either replace all teeth on either the top or bottom gum line, or just a few that are missing. Regardless of what kind of dentures you may need, they will be custom designed to fit your mouth,

and visually matched to your existing teeth.

### What are they made out of?

In the past, the artificial teeth that make up dentures were made out of porcelain or plastic, but more modern dentures are generally made out of a hard resin. The materials used to make denture teeth are known to be more fragile than natural teeth and can easily chip or crack if dropped or otherwise uncared for. This material also wears down much quicker than natural teeth and thus must be replaced with a new set of dentures every five years or so.

The supporting structure of dentures that holds the artificial teeth in place and resembles the natural gum line is often made out of a similar resin used for the teeth, or a more flexible polymer material that fits snugly on the natural gum line.

### Why wear dentures?

Dentures not only improve the appearance of



a smile that has multiple missing teeth, but they also keep the structure of the mouth sound by supporting the structures around the cheeks and lips. Dentures also make it possible to eat foods that require chewing, making it possible to keep your diet the same and ensure that you are properly nourished.

Lastly, dentures are a viable solution to replace teeth that are causing serious pain and oral health issues, such as those with rotted roots or severe damage.

Having dentures fitted means that troublesome teeth are eliminated and

replaced with a strong and beautiful alternative.

### Partial dentures

Partial dentures are often used instead of other tooth replacement methods when the surrounding natural teeth are not strong enough to support structures such as dental bridges, or when more than one or two teeth are missing.



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THE DECK GUY	PO BOX 308	CHELAN
DRAGGOO BLD LLC	500 N WENATCHEE STE C	WENATCHEE
J&P CONSTRUCTION LLC	PO BOX 3152	WENATCHEE
M & B PAINTING	93 17TH ST NE	EAST WENATCHEE
ON TASK SERVICES LLC	PO BOX 524	ENTIAT
CONTINUED ON PAGE 18		



VETERAN-OWNED & OPERATED BUSINESS

Guy with gun seeks lasting relationship

CONTINUED FROM PAGE 1

much of his family. He left active duty as a captain and then after a stint in the reserves was promoted to major.

“I majored in Geography at Sacramento State University, but that was a long time ago. It came in real helpful while doing intel work in the Marines,” Miner said. “When I was leaving active duty, I knew I wanted to get into law enforcement and I wanted to live in the Northwest. I first saw the Wenatchee Valley in October, 1993, when I drove over the pass from Seattle to test for the job. By the time I’d reached Wenatchee, I knew I wanted to work, live and raise my family

here,” he said. “It’s been a great fit for my family. My sons and I are very active outdoorsmen.”

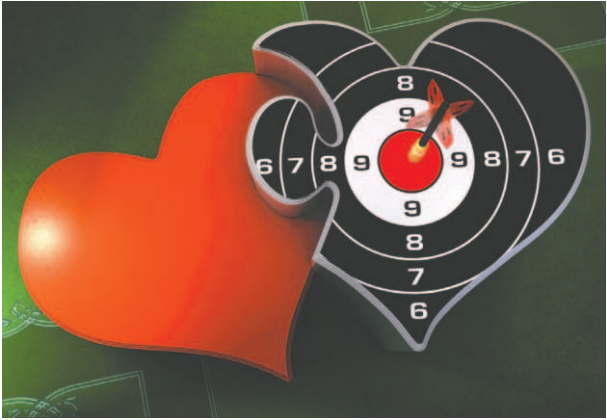
Miner decided to continue serving his country and specifically the Wenatchee-area community by taking action after retirement.

“After a career in law enforcement I was tired of seeing good people become victims and wanted to share knowledge about how they could avoid being victims,” he said. “Mama (his wife Kathleen) and I both agreed that I needed something to do after retirement.”

He offers a four-hour basic gun safety course at \$85 per as well as more advanced “carry and conceal” courses and even pepper spray classes. He is certified to do all of that



Kathleen Miner, Guy’s wife, training with her .38-caliber pistol as Guy gives her a few pointers.



and more by the National Rifle Association and SABRE (SABRE Security Equipment Corporation), a company providing a pepper spray product line used by law enforcement worldwide.

In his leisure time Miner enjoys being an outdoorsman. “I enjoy the heck out of hunting and fishing and sometimes that gets expensive and I needed more than a cop’s retirement pay to cover my expenses.”

“Most of my classes are the ‘Basic Handgun’ course. I do the ‘Concealed Carry’ course once a month or so. It’s much more intense and more expensive,” Miner said.

The first basic course for 2018 will be Sunday, Feb. 25 and the first “Concealed Carry” course is a month later, Sunday, March 25.

“As a police officer I worked extensively with SAGE, our local domestic violence and sexual assault victim’s center. Even to the point of training many of their staff and volunteers, which is something I continued doing after I retired,” Miner said. “I still assist with their security

planning and have trained their staff in recent years as well.”

Miner has worked with SAGE (Safety Advocacy Growth Empowerment) Director Jessica Johnson for about 15 years and calls her a “remarkable woman.”

Residents in this area are not the only ones relying on Miner’s expertise with weapons. He is also contracted to the Seattle Children’s Security Services to teach gun safety and goes there often. In fact Miner will go wherever the work is and is available to drive or fly to your training site depending on your needs and budget.

Miner also will do an assessment of the security needs of your business for under \$100 “from the perspective of a cop” emphasizing he is not about selling “alarms and locks.”

His four-hour basic course includes two hours of safety and weapon knowledge with two hours of target practice. “Safety first, accuracy second,” is Miner’s mantra.

Between his extensive personal weapons inventory, licenses and certifications and various

other business expenses, Miner has invested thousands of dollars into his one-man company, but isn’t complaining about that at all.

“I wanted to do something with low overhead where I could stay engaged in the community and experience the freedom of being my own boss,” Miner summarized.

His classes take place at the North Central Washington (NCW) Gun Club above Fancher Heights in East Wenatchee where he is also a board member.

The 61-year-old California native wants anyone reading this to understand one thing above all: “Everyone of us is responsible for our own safety.”

Whether you are a CEO, housewife or student.

Whether you own a .357-Magnum, .22 target pistol or 9mm, you and your weapon are in good hands with this “Guy with gun seeking lasting relationship.”

To contact Miner, call 509-885-5905 or email info@gmmdefense.com.

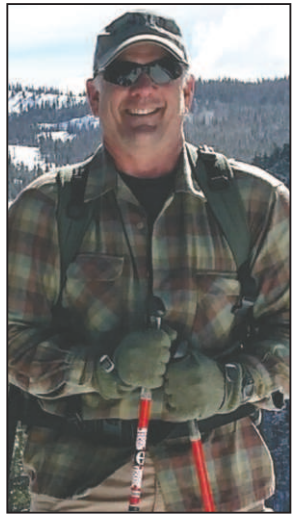


PHOTO BY TRACY VALDEZ

Miner is an enthusiastic outdoorsman

Need help dealing with an abusive relationship?

Are you, or do you know, a victim of domestic violence or sexual attack? Wenatchee is fortunate to have a group that can help - **SAGE**.

**SAGE** (Safety Advocacy Growth Empowerment) contact information and services provided:

- ✓ Emergency Shelter Services for women and children
- ✓ Medical Advocacy
- ✓ Rape Crisis Services
- ✓ Protection Orders
- ✓ Therapeutic, Individual Counseling
- ✓ Support groups
- ✓ Community education and Outreach
- ✓ Crime Victim’s Compensation

24 Hour Help Lines:

Domestic Violence	509-663-7446
Sexual Assault	509-663-7446
Child Advocacy Center	509-663-7446
Crime Victim & Trauma Center	509-663-7446
The Support Center	888-826-3221

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WASHINGTON STATE

**Mike Kreidler**  
Insurance Commissioner

**Kreidler fines Sears Roebuck \$100,000 for service contract violations**

OLYMPIA, Wash. – Last month, Insurance Commissioner Mike Kreidler disciplined and issued fines totaling \$145,200 against insurance companies, agents and brokers who violated state insurance regulations.

**Sears Roebuck and Co., Hoffman Estates, Ill.; fined \$100,000, order 17-0037**

Sears was a registered service contract provider in Washington state and was legally selling warranties to consumers. The insurance commissioner suspended the company’s registration in March 2016 because it didn’t fulfill its financial responsibility requirements according to state law. Effectively, the company’s net worth was too low to make the business financially viable.

The commissioner issued the fine because the company waited 15 months to disclose its financial difficulty, a violation of state law. During the 15-month period, Sears sold 4,171 jewelry service contracts and 2,836 service agreements to Washington consumers. The company has since transferred the service contracts to its financially solvent company, Sears Protection Co., which is authorized to sell service contracts in Washington state.



# Hawkins advocates for Saddle Rock trail

Dear Friends and Neighbors,

I know that many of us share a love of Saddle Rock, officially acquired in 2011 by the City of Wenatchee. It is not only an iconic Wenatchee landmark but also a popular outdoor recreation site for our area. I really appreciated everyone who joined us for our community hike up Saddle Rock, which concluded my first annual 12th District listening tour last fall.

During the listening tour,



Board members from of the Chelan-Douglas Land Trust joined my staff and me last fall at the Confluence Technology Center in Wenatchee. We discussed many things, including funding for the Saddle Rock project.

I met with representatives from the Chelan-Douglas Land Trust, a local organization that brings together businesses, organizations, and individuals to preserve and protect nature and recreational opportunities in our region. The Chelan-Douglas Land Trust started in 1985 with a small number of volunteers and has grown into an organization with talented staff and over 2,500 local members. I applaud the organization for its vision for future generations and its effectiveness in bringing diverse stakeholders together to create positive outcomes.

Board members shared with me last fall that the organization is fully prepared to improve trails to Saddle Rock, including the creation of an emergency access path. They have even raised the necessary funds to make the trail enhancements, but the City of Wenatchee cannot conduct or authorize any ground-disturbing activity as long as there are certain levels of hazardous substances in the soil. These substances are the results from rock waste and arsenic concentrations associated with past mining activity in the area.

Wenatchee obtained Saddle Rock from the state, which was a big win for the City of Wenatchee, but now I'd like the state to fund any cleanup work so that the city and its partners can

make further enhancements to Saddle Rock.

Since learning about this whole issue during my listening tour, I have been working to help secure necessary cleanup funds. Through the state's environmental cleanup law, grant money from a voter-approved tax on hazardous substances may be available to assist with this sort of project. If the Legislature considers any adjustments to the recently-approved 2017-19 Capital Budget, a prime opportunity may present itself to secure such funding for work at the Saddle Rock site (officially known as the Gold Knobs Prospects Project).

My office hosted Curt Soper, the organization's Executive Director, for part of his visit to Olympia last Thursday. I asked my colleague, Senator David Frockt (46th District, Seattle), who is now Senate leader on the capital budget, if he would meet



Hillary Clark, Membership and Education Coordinator for the Chelan-Douglas Land Trust (center), guided a snowshoe tour for families up Saddle Rock last Saturday along with Executive Director Curt Soper (left).

with Curt and me to discuss the project. He graciously agreed, and we had a very productive discussion about outdoor recreation, Saddle Rock, and cleanup funding. Curt was a great advocate, and we are hoping for a positive outcome should any budget adjustments be possible.

Last Saturday, just a couple days after our meeting in Olympia, my family and I participated in a guided snowshoe hike at Saddle Rock Park, hosted by the Chelan-Douglas Land Trust. It was a fun and educational day for many families, and the

weather cooperated with both weekend snow and sunshine. Saddle Rock is a beautiful asset – in spring, summer, fall, and winter!

I'm thankful for the amazing recreational opportunities it provides and am grateful to the state, City of Wenatchee, Chelan-Douglas Land Trust, and many others who have supported recent improvements, like the Gateway Trailhead.

We need to continue to enhance Saddle Rock for current and future generations. I'm hopeful we can take another big step forward this year.



# New phone scam targets Washington business

**Washington State Department of Revenue**

OLYMPIA – The Washington Department of Revenue is warning businesses to be aware of a new telephone scam.

The scammers fraudulently claim to be from Revenue and request over-the-phone payment to renew expired business licenses.

Revenue will never ask for or take payment for license renewals over the phone.

The department mails businesses a notice about six weeks before their renewal is due and a delinquent notice a week after the license expires.

License renewals should be made through a business's secure My DOR account.

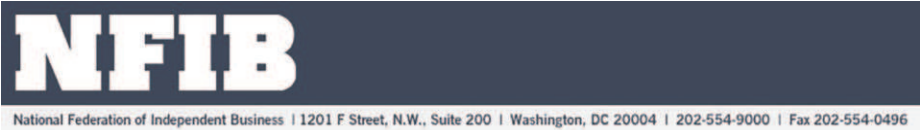
Businesses that receive one of these fraudulent calls and want to check their license status should visit the My DOR website at [secure.dor.wa.gov](http://secure.dor.wa.gov) and log

in to review their account information.

If a business is unsure about correspondence with the Department of Revenue or has questions related to this scam, they are asked to call 1-800-451-7985.

The Department of Revenue is Washington state's primary tax agency, nationally recognized for innovation and quality customer service. Revenue administers nearly 60 categories of taxes that help fund education, social services, health care, corrections, public safety, natural resource conservation and other important services counted on by Washington residents.

East Wenatchee residents may contact the local Department of Revenue Office at 509-885-9825 if you have any concerns.



# NFIB lauds GOP tax bill

WASHINGTON – The National Federation of Independent Business (NFIB) issued the following statement on behalf of President and CEO Juanita Duggan on the Senate's passage of Tax Cuts and Jobs Act last month:

"Small business owners have waited more than 30 years for Washington to pay attention to their biggest problem – high taxes. With Senate passage of the tax bill, America's small businesses are one step closer to the tax relief they deserve."

"We are grateful to Senate Majority Leader Mitch McConnell for his skillful leadership throughout the process. We are especially grateful to Chairman Orrin Hatch for making small business tax relief a major priority. We are proud of the Senators who kept their promise to small business owners by supporting the Tax Cuts and Jobs Act."

For more information about NFIB, please visit [nfib.com](http://nfib.com). Celebrating its 75th anniversary in 2018, the National Federation of Independent Business has been the Voice of Small Business, taking the message from Main Street to the halls of Congress and all 50 state legislatures. NFIB annually surveys its members on state and federal issues vital to their survival as America's economic engine and biggest creator of jobs. NFIB's educational mission is to remind policymakers that small businesses are not smaller versions of bigger businesses; they have very different challenges and priorities.

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— *Michael John Bobak*



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# Leahy lays groundwork for new hospital in Chelan

By Erin Rossell

CHELAN – Lake Chelan Community Hospital (LCCH) Project Manager Barry Leahy was the guest speaker at the Lake Chelan Rotary Club’s meeting in December at Tsillan Cellars here. Leahy boasts 36 years experience overseeing major construction sites, including the Chelan Lake House. He has been involved in the vital needs of LCCH for the past 13 years in one aspect or another.

Leahy stood in front of the Chelan Rotary member-filled dining area and began his introduction, stating a unique commonality shared with those in attendance. “I’m an old Rotarian actually,” he began, “Bellevue Breakfast Rotary Club, I was a member of that for almost 10 years,” he went on to mention that along with his decade of Rotary service, he also spent 12 years through the Seattle Downtown and Bellevue Kiwanis Clubs, “so, I am uniquely familiar with everything that Rotary does.”

Hired about 13 years ago, Leahy has been following the hospital’s need for remodel and, now rebuild, from the beginning. “If the first bond issue for the remodel was going to pass, I was going to construct it,” he explained, then described his qualifications to the attendees, “for 36 years I have traveled everywhere overseeing construction projects. Some people hire me to buy the land, other people hire me to develop a property and they can construct it themselves, and other people hire me to do the whole thing,” he stated. In the case of the hospital build, he will be overseeing the design and development of the multi-million dollar medical care facility. “Starting a project of this size takes some time because there’s a process,” he explained in regard to the timeframe of the build, “it has to be designed, and in this particular case, the Department of Health (DOH) has a lot of oversight, the USDA wants oversight, and our silent partner ... the city of Chelan.” Leahy addressed some talk of the build beginning before the winter of 2018, “frankly, I don’t believe in my heart of hearts

that’s a prudent decision,” he expressed. The plan, as of now, is to break ground around March of 2019 he explained, bringing an anticipated completion sometime in September or October of 2020.

Hospital staff and board members traveled to Seattle in November to meet with Collins Woerman, architect on the build, and Bouten Construction, the general contractor on the build, in an introductory meeting. Bouten Construction is based out of Spokane, and was selected as the general contractor through interview selection process conducted by a consultant out of Bellevue. Washington State laws allow a selection process in lieu of bidding out the job, and Leahy preferred this option over the option to bid out. When bidding out jobs, he explained, any contractor in the United States could bid on the project, which is not always beneficial to the community he said, “because what does a contractor from Oklahoma know about the conditions of Lake Chelan when it comes to weather? Zero. That’s the answer, zero.” He emphasized that during the process some “fairly sizeable people” had been



Project Manager Barry Leahy speaks to Rotarians at Tsillan Cellars.

*“Kevin (Abel) runs an excellent hospital, fiscally responsible... he has surrounded himself with very competent people.”*

— Barry Leahy

interviewed, after all was said and done, the available scoring revealed Bouten Construction as the best fit, “they are going to do a wonderful job for the citizens of Chelan,” he added confidently. “Bouten is a small, family-run business ... but they work in and around eastern Washington, they’re very familiar with the weather conditions here, they’re very familiar with the subcontractor community here that’s going to supply manpower and materials for this site.” A member of the audience asked Leahy how many health care facilities Bouten Construction has completed, which in turn got a response in the ballpark of 10 or 12, “that’s (health care facilities) their primary focus,” explained

Leahy, “They understand the environment of working in health care.”

The selected architect, Collins Woerman, is a firm that Leahy said he has worked with for the past 35 years, “I have done a tremendous amount of health care work with them,” he explained, “they’re very good, they’re very competent.”

For two days in December, the entire development team, including architects,

contractors, and management, collaborated in Chelan and met with the hospital staff, “and when I say staff,” Leahy joked, “I mean the entire staff at the hospital.” The goal for meeting with the staff was to get a realistic idea of the sizing needed to accommodate every aspect of the facility. “In the health care field, what drives the facility is technology,” he explained, “the doctors, the nurses and the staff need the most up-to-date technology. Unfortunately, sometimes that technology needs space.”

“There’s no way you can predict where the health care business is going past five years, but we’re going to try to design it,” Leahy stated. The hope is that the fully-designed facility will appropriate square footage needs in the new hospital. Once this step is complete, the process will move forward into formal designing and permitting by the DOH, USDA, and city.

In regard to design, a question was asked as to how the new hospital will keep up with the needs of the community? If expansion is needed, will it grow up or out? Leahy explained that both options are being explored at this time. There are cost concerns with “growing up” that need to be address at the time of build, such as the affordability of the cost of footings and columns now for an additional level, as well as factoring in elevators and many other factors that need to be considered. “One-story facilities work the best if you can do it,” he said, “here you have the land to do it. You’re talking about expansion, so we’re evaluating whether we can afford to do something that can support a larger level sometime, or, do we design a facility that we can add a wing on at a future time? I think the staff, not speaking for them, I think they would say they would rather have a wing.”

“So, basically 2018 is preparing our permit documents for those three entities ... and we’ll submit those to the city probably somewhere August or September of 2018,” he said.

## From killing varmints to saving souls, all in a day’s work for family entrepreneur

By Gary Bégin

QUINCY – David Kaylor spends his Sundays here talking about Jesus in front of groups of people, then spends the rest of the week sending bugs and rodents to varmint heaven.

He’s one of the area’s most successful new entrepreneurs as the owner, founder and lead technician

for Harvest Valley Pest Control and he’s also the Associate Pastor for Faith Community Church in Quincy.

As if that weren’t enough, Kaylor is also the father of five children, four boys and a girl ages 2 - 12.

“I like to think of myself as living in three worlds: family, business and

church,” said the 37-year-old former “westcoaster.” His company employs nine with David running most of the show and a service manager helping out.

When necessary Kaylor is licensed and trained to do whatever “killer” job comes his way, but mostly he gets to use his strategic brain and people skills to market his services in three counties.

With a few thousand in seed money, Kaylor has established “outposts” for his technicians in Moses Lake, Quincy, Leavenworth and Chelan along with the original HQ in Wenatchee. In these locations, Kaylor is able to stage a place



COURTESY PHOTO

David Kaylor poses in front of one of his work vehicles.

for technicians to access supplies, take a break from the rigors of service calls and handle administrative functions.

Kaylor is positive that having a local presence in any community is part of the key to growth in that area.

His company offers quotes over the phone and will handle anything from bed bugs to rats, roaches

to bees and other assorted nuisances.

To be sure, Kaylor has some help putting his “empire” together and believes firmly in the power of networking, partnerships and use of consultants in key areas of its business. Harvest Valley has joined local chambers of commerce and the Rotary club as well.

He credits financial planner and SCORE

volunteer Joel Frank, his wife Katie and his father-in-law Jess Slusher. Ever magnanimous, Kaylor also credits Jordan Lindstrom’s marketing skills stating, “Without him we wouldn’t be where we are today.”

To reach Harvest Valley Pest Control, go to: [hvalleypestcontrol.com](http://hvalleypestcontrol.com) or call 509-797-0090. Lindstrom can be reached also via [webguidesmarketing.com](http://webguidesmarketing.com).



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# Peoples Bank announces enhanced employee benefits in response to tax reform legislation

BELLINGHAM – In response to the newly passed tax reform legislation, Peoples Bank, [peoplesbank-wa.com/](http://peoplesbank-wa.com/), announced new investments in its employees.

Specifically, Peoples Bank will raise the minimum wage to \$15 for all hourly employees, effective February 1 and will increase its 401K match one point to eight percent for all eligible employees, effective immediately.

“These new employee benefits reflect our ongoing commitment to doing what is right at every step, and our People Come First philosophy which guides the decisions we make in



support of our customers and employees,” said Charles LeCocq, Chairman of the Board & Chief Executive Officer.

“The new corporate tax reform package is an opportunity to give back to our employees, and recognize their hard work and dedication to providing our customers with a full relationship banking experience and exceptional customer service.”

Peoples Bank will continue to invest in the communities in

bank with third generation family leadership, Peoples Bank is committed to building strong customer relationships, creating local job and economic opportunities, and giving generously to the Wenatchee Valley community,” said April Emry, Operations Manager at the Peoples Bank Wenatchee Financial Center, located at 901 N. Mission Street.

“We are pleased to be able to offer these enhanced benefits as part of our efforts to attract and retain the highest quality employees with job opportunities and benefits that exceed many of our larger competitors.”

## Wenatchee's Interwest on Inc. 5000 Fastest Growing Companies list

Interwest Communications Corp. was recently awarded as one of the Inc. 5000 Fastest Growing Companies in America (#2473 in 2017).

The Inc. 5000 highlights the fastest growing privately held companies from across the country that demonstrate the highest revenue growth over a 3-year period.

Interwest has grown by 144 percent over the last three years, with 13 employees a 2016 revenue of \$2.4 million.

Interwest was ranked the #27 among telecom companies, #1 among telecom companies in the state of Washington, and #57 overall in Washington state.

The Inc. 5000 list is a distinguished editorial award and a celebration of innovation. Some of the companies that have been featured on the Inc. 5000 list in the past include Pandora, Zappos, Toys R Us, and 7 Eleven.

“We are thrilled to have made the list of Fastest Growing Companies in America. This is a testament to our approach of building a team of extremely talented telecommunications and security professionals and a relentless focus on customer satisfaction,” said Aren Magnussen, President at Interwest Communications Corp.

*Learn more about Interwest's Inc. 5000 award at: [inc.com/profile/interwest-communications](http://inc.com/profile/interwest-communications)*



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# Community Foundation

Since 1986

## of North Central Washington

## Community Foundation Scholarship applications open

The Community Foundation of NCW has opened applications for its scholarship program since January 1 with the deadline for most scholarships due March 1.

The Community Foundation manages over 100 unique scholarships established by individuals and families who feel passionate about furthering education for local students.

Scholarship criteria varies and many do not require top academics or participation in specific activities. In fact, most scholarships seek to support students who have served their communities, show growth and potential, and demonstrate significant financial need.

Scholarships are available to high school seniors, current college students, and non-traditional students from North Central Washington who are planning to attend four-year colleges and universities, community colleges, and trade schools.

The application process is online and students can easily apply for multiple scholarships at once. The eligibility quiz feature helps students easily determine the scholarships that are right for them.

“We encourage every student planning to attend college in the fall to apply for scholarships,” said Erika Orsulak, director of education programs. “The eligibility quiz will help students find scholarships, and there are scholarships for every type of student. Each year the Community Foundation has scholarships that don’t get awarded, simply because students don’t apply – all students should consider applying today.”


For more information and to apply, visit [cfncw.org/](http://cfncw.org/) scholarships.

The Community Foundation of North Central Washington’s mission is to grow, protect, and connect charitable gifts in support of strong communities throughout Chelan, Douglas, and Okanogan counties. Established in 1986, the Community Foundation manages \$70 million in assets through 450 individual funds and has awarded over \$35 million in grants and scholarships.




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## A Message From BNCW's Chairman:

As we begin the New Year, I would like to reflect on some of the successes BNCW has had over the last couple of years. People often ask, "what does BNCW do?" and, "why should I be a member?" and often we give very generic answers about the Home Show, The Home Tour & Remodeling Expo, networking events and promoting small business, but we don't always give them real, tangible examples. So, here are just a few...

The Shoreline Master program adopted in Douglas County in 2009 contained many over-reaching regulations that impacted the value and use of property along the Columbia River.

In 2015, BNCW partnered

with the Shoreline Owner's Coalition and NCWAR (North Central Washington Association of Realtors) to encourage the County Commissioners to consider amending the most egregious of these regulations.

Many of the proposed changes were adopted by the county and forwarded to the Department of Ecology for final approval.

In 2016, East Wenatchee planning staff proposed a "Mandatory Minimum Density" ordinance that would have mandated smaller lot sizes for every project in East Wenatchee and the Urban Growth Area, whether it made any sense for a particular piece of property or not. This was set to be voted on in a joint session of the East Wenatchee City Council and the Douglas County Commissioners, with little to no prior public input.

BNCW again partnered with NCWAR to send out a mailer to all of the affected property owners notifying them of the potential ramifications and the scheduled meeting. Due to the overflow crowd and overwhelming opposition to the proposal and the process, the issue was tabled... only to be quietly added to the agenda a year later!

BNCW quickly sent out

text and email alerts to get people to the meeting and again this proposal was defeated.

In 2017, Chelan County was set to quietly approve a flawed Shoreline Master Program update that would drastically limit the use and value of shoreline properties throughout Chelan County.

BNCW urged county staff and the county commissioners to expressly notify affected property owners. When they declined, BNCW prepared to send our own mailers to property owners, letting them know their property rights were in jeopardy and we were again joined by NCWAR. Angry property owners responded by filling the Commissioners' Chambers, the hallway, and spilled onto the sidewalk! Commissioners got an earful and decided that more public input was needed before final adoption of the program.

In 2017, BNCW engaged the Douglas County Commissioners and helped them pass amendments to the land-use code that provided for certain types of boundary adjustments that had been previously denied by staff fiat. BNCW also worked with the commissioners to improve a very flawed application review process, and we continue to be engaged with the Chelan

County commissioners on similar issues.

BNCW is actively engaged with the Douglas County Commission to update their outdated subdivision code and reclassify storm water requirements. BNCW was represented in the process of hiring a new Chelan County Fire Marshall and is working with Chelan County to improve the permitting process and reduce wait times.

Additionally, BNCW is at the table in Chelan County as it considers adoption of a WUI code (Wildland Urban Interface Code).

In many ways, this is a knee-jerk reaction to the 2015 fires that will do little to make our communities safer, but will drastically increase housing costs (preliminary estimates are as much as 25% increase) driving more residents out of an already expensive market.

I could go on but, needless to say, I am proud of the leadership and staff of BNCW and proud to be a member of such a great organization.

We have many challenges ahead but I'm looking forward to 2018!

Until next month,

**Lee Pfluger,**

2018 BNCW Chairman

## 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](http://www.BuildingNCW.org) and click on the membership directory tab. Thank you!

■ **On Task Services, LLC**  
Marty Bandy  
509-237-9949

■ **Tiny House Cribbs**  
Cosme Hernandez  
509-551-9478

■ **Helton Builders, LLC**  
J. Curtis Helton  
509-663-6662

■ **Cascade Welding Services, LLC**  
Timothy Sparling  
509-701-5040

■ **P & P Remodeling Services, LLC**  
Rene Perez  
509-264-4976



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



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



**LOCATED AT:**  
2201 N. Wenatchee Ave.  
Wenatchee, WA 98801  
**PHONE:** (509) 293-5840  
**FAX:** (509) 665-6669

Email us for more information:  
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Visit us online at:  
[www.BuildingNCW.org](http://www.BuildingNCW.org)

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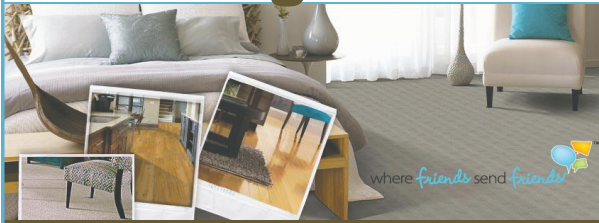
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# BNCW's:

## FROM A DIFFERENT PERSPECTIVE

### Disagreeable Debt

**T**he nation with the highest debt-to-GDP ratio in the world is Japan, where the ratio is an astonishingly high 240.3%. Greece follows with a ratio of 180.2%. Italy is third at 133% and then comes Portugal at 125.7%. While Spain was in fifth, its ratio has declined to 98.7% and it's now in sixth place. It's been replaced by, the USA with a ratio of 104%. Luckily, rates remain low."

Elliot F. Eisenberg, Ph.D.  
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elliot@graphsandlaughs.net  
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### BNCW Members

# SAVE

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## Chelan County Community Development Updating Forms

Recently, Chelan County's Community Development staff invited BNCW to provide insight and feedback on several land-use and building permit forms. Over the last several months, Community Development has been engaged in updating some of the department's forms. BNCW enlisted help from several of our member high-end users – those who are likely to be the most frequent Community Development customers (submitting both building and land-use permit applications).



Our premise and objective was to review each of the draft forms and provide feedback and suggestions aimed at improving efficiency, while removing redundant and unnecessary aspects of each application that ultimately cause unnecessary processing delays and frustration. We've forwarded our comments and suggestions on to Community Development staff with the hope that improved building and land-use application

forms result. Time will tell. We understand that the Board of County Commissioners will be reviewing these drafts as part of the approval and update process. We will keep you posted. BNCW is always grateful to have an opportunity to be engaged in a process like this and thanks the County for reaching out to us.

### Getting Involved Pays Dividends!

One of the best ways to leverage your BNCW membership, while establishing new relationships with other Association member companies, is to get involved in one of the many committees, events and leadership opportunities that are available!

In addition to being a fun way to help advance the mission of your Association, such opportunities have a way of leading to new relationships and new business opportunities, too!

It's important to note that we fully appreciate that our members' schedules vary widely, so, we seek member committee involvement at whatever level suits our members' wishes and comfort level; in other words, we want you at whatever level of involvement is comfortable for you!

Here are a few committee examples where we are seeking member involvement.

- 2018 BNCW Golf Tournament Planning Committee
- 2018 BNCW Home Tour & Remodeling Expo Planning Committee
- BNCW Membership Committee
- BNCW Communications Committee (newly forming)
- BNCW Government Affairs Committee
- BNCW Political Affairs Committee

For information on these and other opportunities to get involved, please contact the BNCW offices at (509) 293-5840.

*"Our company joined BNCW for the opportunity to gain market exposure within our industry through specific advertisement. What I later discovered is the opportunity is far beyond that. By becoming involved in various activities such as Nothing but Networking, the Home Tour & Remodeling Expo and the annual Auction, we have deepened relationships we never had. I would recommend everyone not only advertise through BNCW, but more importantly, become involved to have some fun and strengthen your business relationships."*

**Proud member, Patrick Davidson with New American Funding.**

# Many contractors are still risking substantial fines... Get certified



IF YOU'RE NOT LEAD-SAFE CERTIFIED, DISTURBING JUST SIX SQUARE FEET COULD COST YOU BIG TIME.

Does your business involve the renovation, repair or painting of structures built before 1978? If so, there are federal regulations in effect which may prevent you from performing your work. Under the U.S. Environmental Protection Agency's Lead-Based Paint Renovation, Re-pair, and Painting (RRP) Program construction firms must apply for and receive EPA Certification to disturb paint as part of their work in pre-1978 homes, childcare facilities and schools. In addition, all of these jobs must be performed by an EPA Certified Renovator (individuals who have completed an EPA-accredited, full-day training course) working for an EPA Certified Firm and specific work practices must be implemented to prevent lead contamination. Specifically, this training course is required for any contractor that is involved in any activity that will - or has the potential to - disturb six square feet of lead-based paint in a room, or 20 square feet on the exterior. The rule does not apply to minor maintenance or repair activities; however, window replacement is not considered minor maintenance or repair under the federal regulations.

**Who Should Take This Class?**

- ✓ Home Improvement/ Renovation Contractors
- ✓ Remodelers/ Carpenters
- ✓ Painters
- ✓ Plumbers
- ✓ Electricians
- ✓ Maintenance Personnel
- ✓ Residential Property Managers/ Owners

- ✓ Workers Removing or Modifying Painted Surfaces
- ✓ Anyone disturbing more than 6 sq. ft. (interior) & 20 sq. ft. (exterior) of lead-based paint.

**What:** EPA Certified Lead-Safety for Renovation, Repair & Painting Training

**Cost:** \$235 Members \$285 Non-Members

**Instructor:** NICA Staff

Class size is limited to 8 students

Pre-registration is required

- **When:** February 20, 2018
- 8:00am – 5:00pm w/ Check-in at 7:45am
- **Where:** BNCW Conference Room, 2201 N. Wenatchee Avenue
- **How:** Register online at [www.BuildingNCW.org](http://www.BuildingNCW.org) or call the BNCW office at (509) 293-5840.



 **MEMBER MESSENGER**  
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As many of our members know, BNCW is grateful to have a strong relationship with the Wenatchee Valley Technical Skills Center (WVTSC) - most specifically with the Construction Trades program.

Several BNCW members are proud to sit on the Construction Trades program advisory committee, helping Terry Fike – program instructor – to provide a conduit between his students and the local construction industry.

Terry is truly an inspiring and passionate instructor. In addition to teaching high school juniors and seniors important remedial skills that our member contractors seek when hiring entry-level employees, Terry also strives to teach these young people important “soft skills” like, being to work on time; being productive for your employer; the importance of being reliable and many other such traits that employers seek when hiring.

## Joint BNCW and WVTSC Construction Program Tiny House Project!

We’re excited to announce that, as a means for providing Terry’s students with another project to take the skills they learn in the classroom and apply them to a “real world” application, BNCW is working jointly with the WVTSC Construction Program to construct a 24’ Tiny House as a joint fundraising project for both Terry’s program and BNCW.

Terry will be guiding his students through the majority of the construction of the tiny house with BNCW member contractors providing oversight in areas such as wiring and plumbing.

The Tiny House project will be on display during the BNCW Home Show. Attendees will be able to not only see the house in its current stage, but learn more about the WVTSC Construction Program, too.

We anticipate completing this exciting project by the end of the school year in June. The tiny house will then be raffled off later this year, with some very lucky person winning a truly amazing house that includes

two separate sleeping lofts, a full kitchen and 293 sq. ft. of floor space!

Learn more about the raffle and the project by visiting BNCW and WVTSC’s booths at this year’s BNCW Home Show!





# MEMBER MESSENGER

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## FREE Member Classifieds

### BNCW Member Classifieds

Looking to fill an open staff position? Have something you wish to sell or purchase? Want to share information with other BNCW members? No problem! We can help! As a valued BNCW member you can post your information on the BNCW website for free!

There are two ways to make this happen. Feel free to choose whichever method is most convenient for you.

- You can contact the BNCW office at (509) 293-5840 and we'll take your information and posted it for you on BNCW's website, or
- You can login at [www.BuildingNCW.org](http://www.BuildingNCW.org) using your user name and password, and post your message directly in the classifieds section of the website.



## Schedule your 2018 NBN event now before they're snapped up!

BNCW's Nothing But Networking functions are a fantastic and effective way to showcase your business to fellow BNCW member companies, guests and others! Networking has become today's most essential way to make new contacts and relationships that help to grow your business! As a host of a networking event, you have a unique opportunity to share who you are and what you do – all in a fun, casual and engaging way! Don't have a retail or office location but would still like to showcase your company? No problem! We can help... just give us a call!

For more information about hosting one of the available NBN slots in 2018, please contact BNCW Membership and Events Director, Lindsay Everhart, at 293-5840 or via email at [Lindsay@BuildingNCW.org](mailto:Lindsay@BuildingNCW.org).



## DID YOU KNOW?

By law, when you advertise, solicit bids or offer to perform work, you must always include your contractor registration number. This includes business cards, Yellow Page ads, newspaper ads, estimates and bid proposals.



### BNCW EVENTS

#### BNCW's February Board of Directors Meeting

- February 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 February CPR & First Aid Training

- February 13, 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](http://BuildingNCW.org).**



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TOP PROPERTIES

October 2017

Buyer	Seller	Price	Address	Street	City	Acreage	Sq ft	Year Built	Bedroom	Bathroom	Pool
RADIFY LEAVENWORTH LLC	I IWORTH LLC	\$1,500,000	11798	US HWY 2	LEAVENWORTH	2.3000	3276	1946			N
GRESHAM SIMON & JILL	YEUM JOHN J & JOYCE J REV LIVING TRT	\$1,225,000	9284	ICICLE	RD LEAVENWORTH	2.2700	3237	1989	2	3.5	N
TALL ELDON & RONNIE ETAL	KRIESANT OPERATING COMPANY INC	\$1,050,000		NORTH	RD LEAVENWORTH	10.0400	0	0			N
MILLER TIMM W & ABRA S	GARZA JAVIER R	\$925,000	9991	BEECHER HILL	RD PESHASTIN	2.0800	3695	1910	5	1.75	N
CHAMBERLIN CHRISTIAN A	KLIEWER G LANCE	\$805,000	528	CASTLE HEIGHTS	DR WENATCHEE	0.5500	2613	2008	3	3.25	Y
HERDENER ANDREW R & MEGAN E	SWALLOW DANIEL J	\$760,000	15500	CEDAR BRAE	RD LEAVENWORTH	0.4500	1582	2006	3	3	N
LINDSTROM ERIC R & LISA A	BRAUN RICHARD E	\$700,000	17885	N SHORE	DR LEAVENWORTH	0.3000	1060	1978	4	2	N
JOHNSON ROBERT D & KATHY M	PARK GREGORY A & KATIE M	\$650,000	2220	N WESTERN+F49	AVE WENATCHEE	2.2100	4264	1985	2	3.5	Y
SWIDLER PETRA A & WARREN G KINNINGER	FELDMAN TAMLYN S	\$635,000	2018	BROADHURST	PL WENATCHEE	0.3800	3688	1997			N
VANDERHOFF DREW W & ROSE I	JACKSON KATHARINE & BAILEY SIMON	\$629,000	5664	AIRPORT	RD CASHMERE	1.5900	2620	1996	3	2.5	N
BP EASY ST LLC	WENATCHEE VALLEY FEDERAL	\$600,000	117	EASY	ST WENATCHEE	1.6700	0	0			N
NELSON TIM & LISA JORDAN	VANDERHOFF DREW W & ROSE L	\$585,000	9201	NAHAHUM CANYON	RD CASHMERE	19.5000	2800	1983	3	3	N
SCHNELLER BRUCE & CAROL A HART-SCHNELLER	GARROOD DENNIS J	\$585,000	208	ORCHARD VIEW	DR CHELAN	0.2900	2097	1981	5	2.5	N
TROTTER ADAM E & KAILEY B	CANALE JOSEPH & LORETTA LIVING TRUST	\$565,000	4344	ANNA	LN WENATCHEE	2.6000	2776	1990	4	2.5	N
KELLOGG-SMITH PETER & JENNIFER	NEIGHBORS O LYLE	\$550,000	12315	VILLAGE VIEW	DR LEAVENWORTH	1.0000	2232	1997	3	2	N
TORGESEN ALLAN K & P NYA L	RAINEY ROGER L	\$550,000	900	LOOP	AVE MANSON	2.5600	3713	2002	4	4.5	N
PROJEKT BAYERN A WASHINGTON CORP	PILKINTON ROBERT D	\$549,000	10402	CHUMSTICK	HWY LEAVENWORTH	6.5900	3024	1969	4	3	N
SMITH FRANCES & CHRISTOPHER M	NEFF MICHAEL J	\$545,000	1030	WESTMORLAND	DR WENATCHEE	0.5800	1996	1963	3	2.5	N
WILKIE JOHN D & ANITA M	PALMER RANDALL R & PATRICIA A	\$522,500	9220	DERBY CANYON	RD PESHASTIN	2.8000	1818	2004	2	2	N
BIBBEE ANN	ANDERSON MARY T	\$507,500	77	FOX HOLLOW	RD LEAVENWORTH	0.6000	1560	1990	2	2	N
HEGARTY KELLEY D & DOUGLAS G LAMMERS	DALE PETERSON ORCHARDS INC	\$504,000	1532	WASHINGTON	ST MANSON	4.8000	1386	2015	3	3	N
MORASKI JENNIFER	BOURNE STEPHANIE D	\$500,000	75	BJORK CREEK	LN LEAVENWORTH	1.0100	1488	1994			N
SMILEY RONALD & AMBER	KNIGHT KEN&CINDY	\$500,000	4145	SUNNYBANK	DR CHELAN	0.3000	2538	1987	3	2.75	N
HARRINGTON JOHN W JR & KERRY L	DEVRIES PETER D	\$498,200	1536	ALPENSEE STRASSE	LEAVENWORTH	0.2200	2432	1987	3	2.75	N
EIDER PROPERTIES LLC	C & C INVESTMENT PROPERTIES LLC	\$495,000	11300	FREUND CANYON	RD LEAVENWORTH	18.8700	3660	1993	3	2	Y
SWYSTUN MARK & LINDA	DOBBS DENNIS	\$487,500	401	LARS	LN WENATCHEE	0.2400	2559	2007	3	2	N
DE LEON MARY JEANNE S	BEATLEY TIMOTHY	\$485,000	1501	ALEXANDRIA	CT WENATCHEE	0.2400	1722	2015			N
GLEATON STEPHEN H & DANA M	PAULSEN CHARLES M	\$465,000	26425	WHITE RIVER	RD LEAVENWORTH	0.9000	936	1997			N
HANRAHAN CHRISTINE & BRIAN	PARK ETAL JAMESON & SUSAN J JEFFERTY JTROS	\$460,000	200	DIVISION	ST LEAVENWORTH	0	1217	0			N
SIMPSON SHEFFELS PROPERTIES LLC	SMALLBECK CHARLES	\$450,000	9725	MOUNTAIN HOME	RD LEAVENWORTH	2.0800	1248	1998	2	2.5	N
WILLIS CARLA ETAL	FELTIS JED	\$440,000	19189	BEAVER VALLEY	RD LEAVENWORTH	2.5000	920	2006	1	1	N
MERRITT MARVIN D & MARY R	ROBERTS CONSTRUCTION LLC	\$425,900	1731	BRAMBLING BRAE	LN WENATCHEE	0.1900	0	0			N
TAMURA HIROKUNI & KIROMI	PETERS JERRY	\$422,000	19280	BEAVER VALLEY	RD LEAVENWORTH	1.1000	1672	1994	3	2	N
MAAS JAMES B & TAMMI R	CONLEY LUCILLE V	\$420,000	3933	BURCH MOUNTAIN	RD WENATCHEE	0.3800	2626	1992	2	2	N
NORTHWEST PROPERTY EXCHANGE LLC	FABIAN DAVID M	\$420,000	916	MILLERDALE HEIGHTS	DR WENATCHEE	0.4900	1617	1994			N
C & C INVESTMENT PROPERTIES LLC	ANAYA PASTOR G	\$419,651	11300	FREUND CANYON	RD LEAVENWORTH	18.8700	3660	1993	3	2	Y
SMITH TROY R & SARAH S	JONES DON G	\$411,000	1915	ROCKLUND	DR WENATCHEE	0.5700	2134	1979	4	3.5	N
VICKERY DON & PATTY	MALMBERG GREGORY B	\$410,000	2953	MISSION RIDGE	RD WENATCHEE	0.6500	1490	1999	2	1.75	N
WHEATLEY JEREMY A & TERA R	ROSVOLD FAMILY TRUST	\$410,000	409	VALLEY VIEW	DR CASHMERE	0.2900	2099	1986	3	2	Y
CANTU MARIO	KUNTZ FRANK J	\$400,000	7	SUMMERCREEK	PL WENATCHEE	0.2300	2255	1992	3	2	N

Olympia news from Rep. Mike Steele

CONTINUED FROM PAGE 2

**My bills | Service animal legislation**

Service animals are trained to perform tasks for people with a disabilities. Typically these trained animals are used by people with vision or hearing impairments. Today, many of these service animals are also utilized by people with other impairments of mobility including; people prone to seizures, or with conditions like autism or mental illness. Regrettably, fake service dogs are becoming a problem. Some people try to pass their pet off as a service animal to gain access to places of business, like restaurants or hotels. These pets are not trained and often misbehave. This session, I've introduced a measure that would make it a civil infraction, with a \$500 fine, for the misrepresentation of a service animal.

House Bill 2822 is scheduled for a vote by the House Judiciary Committee on Thursday, Feb. 1.

**Student bill | Stopping scholarship displacement**

What’s scholarship displacement? The term is used when a student has won a private scholarship, and the college or university they are attending reduces their financial aid package by the amount of the new award. This is often unfair to students awarded scholarship funds.

It takes an extraordinary effort for a student to apply for and win a private scholarship. Many students lose college aid dollars as a result of winning private scholarship dollars. When a college reduces a student’s financial aid, it takes away the incentive to go after alternative awards.

My bill is about helping students. It stops public colleges and universities from reducing financial support when a student receives a private scholarship (those offered by private philanthropic organizations). The public college or university may only reduce its grant if the total amount awarded to the student (with private scholarship) exceeds the students demonstrated financial need.

I serve on a number of philanthropic boards that give away scholarship money to college and university students. People give their money with the hope their contributions will make it easier for struggling students to pay for college, not easier for a college to pay for aid packages.

House Bill 2823 is scheduled for a vote by the House Higher Education Committee on Friday, Feb. 2.

Contacting

me: Your feedback is always welcome. You can email or call my office anytime. Additionally, if you need assistance navigating a state agency or other state government related issues, please do not hesitate to call my office.

*State Representative Mike Steele*  
12th Legislative District  
*RepresentativeMikeSteele.com*  
122F Legislative Building  
P.O. Box 40600  
Olympia, WA 98504-0600  
*mike.steele@leg.wa.gov*  
360-786-7832  
*Toll-free: (800) 562-6000*



COURTESY PHOTO

Shane Tamngin traveled all the way to Olympia from Wenatchee to serve one week as a House page for the Washington State House of Representatives. Shane was a big help, I'm glad he had the opportunity to get a firsthand look at the legislative process!

WENATCHEE BUSINESS JOURNAL'S

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TOP PROPERTIES												
November 2017												
Buyer	Seller	Price	Address	Street	City	Acreage	Sq ft	Year Built	Bedroom	Bathroom	Pool	
CARLSON LON & JOAN	PATERSON TIMOTHY & PENNY L TRT	\$3,500,000	105	LORD ACRES	RD	CHELAN	0.9500	4271	2001	4	5.5	N
BLUEDUCK PROPERTIES LLC	DELVO JONATHAN P & ANGELA L	\$2,300,000	939	FRONT	ST	LEAVENWORTH	0.1100	8630	2000			N
MIDTOWN VENTURES	GELLATLY DAVID C	\$1,625,000		S WENATCHEE	AVE	WENATCHEE	0.6700	22184	1910			N
MDK INVESTORS LLC	SINGH INTERPRISES LLC	\$1,500,000	700	N WENATCHEE	AVE	WENATCHEE	0.6800	14264				N
OUTALHA SAMIR & JADE CHI NGOC LU	JOHNSON NOEL T	\$875,000	9800	S LAKESHORE	RD	CHELAN	0.1400	1580	2001	5	2.5	N
JENNINGS BRYAN D & JODY B	NONDORF PROVENE R & MICHELE D	\$865,000	303	CLOS CHEVALLE	RD	CHELAN	0.6000	2109	2014	4	3	N
SPRING HILL FARM LLC	WASHINGTON GRAND CRU PROJECT LLC	\$850,000		BUTLER	RD	CASHMERE	19.7500	0				N
MEYERSON RANDY & HILARY	MAC DONALD DAVID R ETAL	\$850,000	17369	N SHORE	DR	LEAVENWORTH	0.1800	2532	1943			N
SCOTT TIMOTHY M & BECKY K	RUMBLE ORCHARDS LLC	\$815,000	3221	FAIRVIEW CANYON	RD	MONITOR	42.0700	2076	1994	2	2	N
COCHRAN STEVEN T	EBERHART GREGORY D & LOUISE M TRUSTEES	\$795,000	955	GOLDEN CREST	DR	WENATCHEE	0.4800	2550	2007	4	2.5	Y
WINTERS RAYE & BRUCE NORDBY	ZIMMERMAN TAMBRA R	\$750,000	8950	CANAL	RD	LEAVENWORTH	0.7000	2010	1992	2	2	N
LARSON LINDSEY & VIOLET	CRAMER RAY L	\$750,000	3300	SR 150		MANSON	0.9800	1900	2011	2	1.5	N
NESIS CLAUDE D & MICHELLE K	CULLITON THOMAS K	\$715,000	17	HIGHPOINT	LN	CHELAN	2.2800	1968	1998			Y
LIEDTKE ERIC E & SHANNON L	DELUCA GENE L	\$685,000	100	E MOUNTAIN BROOK	LN	WENATCHEE	0.5500	2222	2005	4	4	Y
GERMANN RAINER & KELLY B	LONG MARK C	\$650,000	12620	SPRING	ST	LEAVENWORTH	1.1900	1823	1988	6	3	N
ANDERSON AARON M & NICOLE A	ECKERT BRADLEY D & AMY	\$640,000	850	AUTUMN CREST	DR	WENATCHEE	0.4700	1794	2015	5	2.5	N
BOYER THOMAS C & CINDY J	VAN WINKLE GERALD A & BEVERLY J	\$629,000	3754	SCHOOL	ST	WENATCHEE	0.5500	2630	2017	3	2	N
MC CAIN DONALD & LOIS	PICINICH ANTHONY J & KAY E	\$585,000	15328	LAKEVIEW	ST	ENTIAT	0.3000	2196	2005	5	4	N
BILLINGSLEY JERRY E & WANDA D	HEDVALL GERALD M & KAREN S	\$585,000	17282	S LAKESHORE	RD	CHELAN	0.4200	672	1964		1	N
RIERSON STEVEN & RIGEL T CAREY	WILLMAN LONDON P	\$577,000	12623	SPRING	ST	LEAVENWORTH	1.1900	2344	1975	4	1.75	N
POOLE GARY D & BONITA	BLODGETT KENNETH L & SHARON J	\$575,000	12245	SOUTH LAKESHORE	RD	CHELAN	0	6912	2008		8	N
PARKER JOSEPH R & KIRSTEN A	ASMUSSEN HOWARD H	\$557,500	3653	DIANNA	WAY	WENATCHEE	0.4800	3376	2004	4	3.5	N
LUNDH STEVEN B & SUSAN M	PENNY WADE L	\$540,000	1333	S HILLS	DR	WENATCHEE	1.2400	2834	1999	4	3	N
SECRETARY OF HOUSING AND URBAN DEVELOPMENT	PETERSON PHYLLIS A	\$529,040	3820	JIM SMITH	RD	WENATCHEE	3.5100	1754	1992	3	2.5	N
READ ANDREW A & VIRGINIA P	CHELAN COVE LLC	\$510,000	24	MELA	LN	MANSON	0.3200	0				N
WEEK JOSHUA M & KIERSTEN C	KUIKEN JASON & SARAH	\$485,000	432	ERIKA	LN	WENATCHEE	0.3300	2468	2013	3	2	N
ITTERLEY DAVID E & SHANNEN L	SPRADLIN JACK V	\$475,000	3209	BURCH MOUNTAIN	RD	WENATCHEE	0.2800	2120	1959	4	1.5	N
SPRADLIN JACK V & KATHY A	J AND P HOLDINGS	\$475,000	8103	ENTIAT RIVER	RD	ENTIAT	7.6700	1224	1975	2	2	N
PARMLEY PAUL A & AMBER L	BROCKWELL JUSTIN C & TARA K MOHR	\$450,000	2615	TUSCANY	LN	MALAGA	0.3200	2946	2010			N
DUESENBERG WILLIAM H & CYNTHIA B ETAL	NAUMES INC	\$437,778	117	GALA	AVE	CHELAN	1.3400	0				N
JAMES JENNIFER & PATRICK FARRAR	HILLYEAR-HILL JEANNE M	\$436,000	1624	OVERLOOK	DR	WENATCHEE	0.3800	2896	1965	3	2.5	N
NICOL ALLISTAIR W & URSULA M	TATEOKA ELIZABETH ANN	\$435,000	614	IST	ST	WENATCHEE	0.1700	1804	1916	5	2.75	N
WINDSOR ROBERT H & ANNE-MARLE	EVENHUS LAURIE A	\$435,000	1730	SKEENA	CT	WENATCHEE	0.1600	2234	2016	3	2	N
STEELE WAYNE W & CHRISTINE I	LANGE CONSTRUCTION LLC	\$433,500	1755	BRAMBLING BRAE	LN	WENATCHEE	0.1700	2330	2017	3	2	N
POLTZ TROY & JESSICA	WEHMEYER KYLE W & MALMANDY K	\$427,000	468	CHERRY	LN	WENATCHEE	3.2700	1635	1997	5	3.5	N
SIMON AARON L & HOLLY J	LEVY BRANDON M ETAL	\$416,000	328	TUMWATER	DR	LEAVENWORTH	0.1400	1814	2003	3	2.5	N
WULFF-NILSEN LLC	C L N DEVELOPMENTS LLC	\$415,000	3510	BURCHVALE	RD	WENATCHEE	10.1900	992	1965			N
NOBLE JESSE S & MAYRA A	WALTON ANTHONY L & KRISTIN D	\$410,500	552	CIRCLE	ST	WENATCHEE	0.2100	1964	2016	3	2	N
HETTINGER HANS P & THERESA B	CRATER WENDY & GEORGE	\$410,000	14121	IDLEWILD	RD	LEAVENWORTH	0.1300	1000	1978	2	1	N
PERYEA AMELIE M	LACHOWICZ STEVEN C	\$405,000	10	S GARFIELD	AVE	WENATCHEE	0.2500	1998	1930	5	2	N
SMITH ROBERT S & ANNE B	SAUBERAN JERRY & IRMA	\$400,000	415	PINE	ST	LEAVENWORTH	0.3200	2252	1989	3	2	N
WIGSTON ADRIAN JAMES	KIESO GLEN A	\$400,000	11455	CLARK CANYON	RD	LEAVENWORTH	2.6500	930	1976	3	2	N
PTBL LLC	INGRAM PAUL D	\$400,000	738	WAPATO LAKE	RD	MANSON	0.4500	1754	1924	3	1	N

December 2017

Buyer	Seller	Price	Address	Street	City	Acreage	Sq ft	Year Built	Bedroom	Bathroom	Pool	
SSM FORTY INVESTMENT INC	SUNSET MARINA LLC	\$3,000,000		W WOODIN AVE		CHELAN	0.0000	450	2017			N
PORTERS REAL ESTATE I LLC	CAMDEN HOLDINGS LLC	\$2,800,000	153	EASY	ST	WENATCHEE	0.8000	2800	1981			N
CASHMERE PROP CO LLC	CASHMERE CONVALESCENT CENTER	\$1,500,000	817	PIONEER	AVE	CASHMERE	2.7100	33360	1961			N
ECKROTH LIVING TRUST	STEVENS PASS MOUNTAIN RESORT LLC	\$1,488,000	1410	DEMPSEY	RD	LEAVENWORTH	4.3900	5392	2004	4	5	N
FINK DONALD E & TERI A	LUNING & ASSOCIATES LP	\$1,070,000	3945	CHELAN	BLVD	MANSON	0.7100	1425	1995	4	4	N
SANDQUIST LEE J & STACY	THROWER D LYNN ETAL	\$975,000	15884	S LAKESHORE	RD	CHELAN	0.3000	1193	2006	3	4	N
WERNER PAUL R & LISA M	REMMER STEVEN B & ADRIENNE A	\$870,000	10733	FOX	RD	LEAVENWORTH	21.4000	1328	2012	3	2.5	N
WALTER KYLE G & KELSEY M	RAYFIELD MICHAEL S	\$718,000	9641	NORTH	RD	PESHASTIN	2.4700	1920	2001	3	3	N
PIEPEL LAND HOLDINGS LLC	GRIFFITH JOHN H	\$675,000	4930	OLD MONITOR	RD	CASHMERE	9.3300	3760	2007			N
BETHEL DAVID & JEANIE	WHEATLEY JEREMY	\$615,000	7000	OLALLA CANYON	RD	CASHMERE	2.5300	2225	2010	3	3	N
WHEATLAND BANK	134 WOODIN AVE LLC	\$614,405	134	E WOODIN	AVE	CHELAN	0.0500	1600	1966			N
MOONEY SEAN D & JOY A	WAX DONALD R & SVETLANA Y RUDSTEIN	\$612,500	3570	WESTRIDGE	PL	WENATCHEE	1.3600	2238	2000	4	3.5	N
RYAN RICHARD C & JULIE M	GREEN EVERETT R & JESSICA	\$589,000	1869	BROADWAY	PL	WENATCHEE	0.2000	2392	2012		2	N
LAMBO MICHAEL J	SPRINGWATER HOMES LLC	\$589,000	3852	SKY CREST	LN	WENATCHEE	0.9400	1973	2017	2	1	N
PALMER BRENT & KAREN	SHAFFER JEANNINE M	\$535,000	627	GOLF COURSE	PL	CHELAN	0.4800	1152	1998	4	2	N
BARTH SUSAN M	BEAR MOUNTAIN RANCH HOLDINGS LLC	\$530,000	1290	MOWREY	RD	CHELAN	26.5900	2100	1900	4	1	N
MAYNARD JAMES & MAYNARD MARY	FINK DONALD E	\$523,000	1113	RUE JOLIE		WENATCHEE	1.0700	2493	1991	3	2	N
MILAN RUTH	DORAN ROBERT C & JEANNE M	\$510,000	8795	ICICLE	RD	LEAVENWORTH	0.3500	2176	1998	3	2.5	N
BURT CANDICE	SAUER MARLYN L	\$510,000	63	WINDY WILLOW	LN	LEAVENWORTH	3.0300	1788	1995	3	2.75	N
BURT CANDICE	SAUER MARLYN L	\$510,000	63	WINDY WILLOW	LN	LEAVENWORTH	3.0300	1788	1995	3	2.75	N
EHLERS RICHARD E & DEBORAH A	WHISKEY RANCH LLC	\$465,000	115	LORD ACRES	RD	CHELAN	6.7700	2175	1972	4	2	N
WARMACK MATTHEW S ETAL	COLLINS DOROTHY M	\$465,000	163	DIVISION	ST	MANSON	0.5800	1804	1981	3	1.5	N
SMOLINSKY RYAN A & JENNIFER L	DENNISON WENDELL R	\$459,000	3120	PINEHURST	PL	WENATCHEE	0.4300	1573	2004	3	3	N
BEAR FOODS LLC	HIGGINS W RODGERS TRUSTEE	\$450,000	127	E WOODIN	AVE	CHELAN	0.1700	7560	1916			N
MAGIC EARTH LLC	LEWIS HANSON AND COMPANY INC TRUSTEE	\$450,000	218	GRIFFITH RANCH	RD	MANSON	6.4500	0	0			N
LAMBERT DANIEL & GAIL J	MOUNTAIN VISTA HOMES LLC	\$450,000	416	LOMBARD	LN	WENATCHEE	0.2900	2111	2017	3	2.5	N
CHAMPION ORCHARDS LLC	FINDLEY-GROVES DAWN MARIE TRT	\$440,700		TOTEM POLE	RD	MANSON	3.9200	0	0			N
BEARD BRANDEN & STEPHANIE	SCHNELLER BRUCE & CAROL A HART-SCHNELLER	\$435,000	804	GOLF COURSE	DR	CHELAN	0.2600	1128	1987	2	2.5	N
RUNNING CHARLES E & GRUBB SHAREN A	MAGEE KEITH & MARILYN TRUST	\$428,000	628	KINGS	CT	WENATCHEE	0.3400	2464	1999	4	4	N
BELTON ANDRE J E & HILLARY B	K & L HOMES LLC	\$425,000	139	SUMMER BREEZE	RD	MANSON	0.4100	0	0			N
ERICKSON SCOTT & COLEMAN KYLE	COMMERCIAL STREET PROPERTIES OWNERS ASSOCIATION	\$423,000	1122	COMMERCIAL	ST	LEAVENWORTH	0.0200	1520	2013		2	N
STALDER CHAD E & CARRIE M	WALCKER DENNIS E	\$417,000	322	W WOODIN	AVE	CHELAN	0.0000	1380	0			N
ALBERTS AARON & LINDA	SCHMITTEN RAYMOND E	\$415,000	414	S DIVISION	ST	CASHMERE	0.2600	1893	1954	3	1.75	N
JACQUES JUDITH	HAYS FAMILY LIVING TRUST DATE JULY 5 2005	\$411,500	1416	BENOY	AVE	WENATCHEE	0.2300	1846	2005	3	2	N
VACATIO MICAH A & ZUMWALT KARI S	HESTER DONALD L & PEGGY F	\$405,300	1920	HIDEAWAY	PL	WENATCHEE	0.3300	2764	1997			N
SPARKS DERIEONTAY D & MOLLIE E	STORSETH ELBJORG O	\$405,000	121	STORMY MOUNTAIN	WAY	CHELAN	0.2300	1404	2006			N

The year finished with the Median Sales Price at \$290,000, up 7% over 2016. Total sales for 2017 were down from 1121 in 2016 to 1041 in 2017, a 7% decrease.

Wenatchee Area

December 2017

Real Estate **SNAPSHOT**

Provided by Pacific Appraisal Associates

Total Sales

67

▼ -27%

from Dec. 2016

92

Sold Last 90 days:

262

Closed Sales Year-to-Date

YTD:

2016

2017

▼

1121

1041

Avg DOM

85

Pendings

83

New Listings

58

2016 YTD

2017 YTD

Change

1322

1231

-7%

Active Listings

138

▼ -1%

From Nov. 2017

▲ 15%

From Dec. 2016

Dec.

2016

2017

120

138

Sold Trend - Residential Single Family

Median Sales Price

\$290,000

▲ 7%

YTD

from 2016 YTD

\$269,900

Last 90 days:

\$293,700

Average Sales Price

YTD:

2016

2017

▲

\$322,759

\$317,216

Building Permits - YTD

2016

2017

Single Family

225

242

Plex Units

16

12

Apartments (units)

22

28

Average SP to LP Ratio

(Sold Price to Original Listing Price)

98%

98%

YTD Average

6 Month Average

YTD:

2016

2017

97%

98%

Number of Homes Sold

YEAR END

Wenatchee Market - Single Family Homes / Condominiums

Price Range (thousands)	0-150	151-200	201-250	251-300	301-350	351-400	401-450	451-500	501-550	551-600	601-650	651-700	701+	All Ranges
Number of Active Listings & Pendings	11	9	26	28	39	27	17	22	6	10	6	6	14	221
Average Number Sold per Month	4.0	6.7	18.3	22.2	15.8	9.5	7.8	5.7	2.3	2.5	2.0	1.2	1.7	99.7
Indicated Mos. Present Supply	2.8	1.4	1.4	1.3	2.5	2.8	2.2	3.9	2.6	4.0	3.0	5.1	8.4	2.2

2017 vs. 2016:

-7%

Decrease in Number of Homes Sold

8%

Increase in Number of Single Family Building Permits

7%

Increase in the Median Home Sales Price

Current Rental Housing Vacancy

	2016	2017	Change
Condo	0%	3%	~
Single Family Homes	2%	3%	50%
Multi-Family	1%	3%	200%
Plex	1%	3%	200%
Overall	1%	3%	200%

Residential Market: Single Family Homes and Condos

For past Snapshot Issues, visit us at [www.pacapp.com](http://www.pacapp.com)

Pacific Appraisal ASSOCIATES PLLC

135 S. Worthen St., Suite 100

Wenatchee, WA 98801

Wenatchee Market: Wenatchee, Malaga, East Wenatchee, Orondo and Rock Island

NOTE: This representation is based in whole or in part on data supplied by the North Central Washington Association of Realtors or its Multiple Listing Service. Neither the Association nor its MLS guarantees or are in any way responsible for its accuracy. Data maintained by the Association or its MLS may not reflect all real estate activity in the Market.

Cashmere Area and Leavenworth Area

4th Quarter 2017

Real Estate **SNAPSHOT**

Provided by Pacific Appraisal Associates

Residential Real Estate Market

CASHMERE MARKET

	4th Quarter 2016	4th Quarter 2017	Percentage Change	YTD 2016	YTD 2017	Percentage Change
Closed Sales	18	13	-28%	65	60	-8%
Median Sales Price	\$267,500	\$365,000	36%	\$256,000	\$284,350	11%
Average Sales Price	\$299,611	\$314,838	5%	\$286,083	\$341,636	19%
Number Listed	14	11	-21%	57	61	7%
Average Days on Market	80	79	-1%			

Cashmere Market - Single Family Homes / Condominiums

Price Range (thousands)	\$0-150	\$151-200	\$201-250	\$251-300	\$301-350	\$351-400	\$401-450	\$451-500	\$501-550	\$551-600	\$601-650	\$651-700	\$701+
Number sold this quarter	1	0	5	3	1	0	1	0	0	0	2	0	0

Pendings (current)

2

Active Listings (current)

9

Cashmere Market Area: Cashmere, Dryden, Monitor

LEAVENWORTH MARKET

	4th Quarter 2016	4th Quarter 2017	Percentage Change	YTD 2016	YTD 2017	Percentage Change
Closed Sales	51	52	2%	191	204	7%
Median Sales Price	\$329,000	\$377,500	15%	\$323,750	\$388,500	20%
Average Sales Price	\$383,098	\$433,734	13%	\$371,788	\$442,202	19%
Number Listed	38	32	-16%	282	257	-9%
Average Days on Market	186	128	-31%			

Leavenworth Market - Single Family Homes / Condominiums

Price Range (thousands)	\$0-150	\$151-200	\$201-250	\$251-300	\$301-350	\$351-400	\$401-450	\$451-500	\$501-550	\$551-600	\$601-650	\$651-700	\$701+
Number sold this quarter	0	3	3	3	14	7	6	3	4	1	0	0	8

Pendings (current)

10

Active Listings (current)

36

Leavenworth Market Area: Leavenworth and Peshastin

Residential Market: Single Family Homes and Condos

(Note: This report no longer contains Mobile Home data)

For past Snapshot Issues, visit us at [www.pacapp.com](http://www.pacapp.com)

NOTE: This representation is based in whole or in part on data supplied by the North Central Washington Multiple Listing Service. The MLS does not guarantee nor are in any way responsible for its accuracy. Data maintained by the MLS may not reflect all real estate activity in the Market.

City of Wenatchee New Business Licenses January 2018	
Performance Footwear LLC	Greg & Carmen Frislie
24 S Wenatchee Ave	retail clothing & shoe store
Wenatchee, WA 98801	
509-662-2910	
Tyler's Bikerstown USA LLC	Tyler Fortner
611 S Wenatchee Ave	Service & repair motorcycles,
Wenatchee, WA 98801	ATV's and powersports
509-663-4500	
Economy Inn	MDK Investors LLC
700 N Wenatchee Ave	42 unit motel
Wenatchee, WA 98801	
509-663-8133	
Cardpool Inc	Talbott Roche
501 N Miller St	unmanned machine to
Wenatchee, WA 98801	purchase unwanted gift cards
916-333-2404	
AAC Construction	Anthony Collins
Tulare, CA 93274	General Contractor
559-358-1511	
Advanced Signs LLC	Jason Fenton
One 37th St NW Ste C	electrical sign service/install
Auburn, WA 98001	
253-987-5909	
Columbia Pediatrics	CVCH
933 Red Apple Rd	pediatric care
Wenatchee, WA 98801	
Wenatchee, WA 98801	
Soundwater Technologies	Jeff Peery
1751 N Wenatchee Ave Ste C	manufacture flow meters
Wenatchee, WA 98801	
509-899-7838	
Cruz Services	Jorge Cruz
Wenatchee, WA 98801	contractor
509-393-5099	
J&P Construction LLC	Jose Pacheco
Wenatchee, WA 98801	Roofing & Siding
509-387-2574	
McCall Stephanie Photography	McCall S Claridge
Wenatchee, WA 98801	onsite photography
509-387-1516	
Dempsey Design	Shon Dempsey
Wenatchee, WA 98801	graphic web design
509-433-7466	
JLS Custom Construction LLC	Jeff Stephens
Wenatchee, WA 98801	General contractor
509-886-3020	
SoClean Services LLC	Coby Trudell
23 S Wenatchee Ave	commercial/residential
Wenatchee, WA 98801	cleaning
509-426-7076	
Apple of My Pie	Shannon Johnson
1556 N Wenatchee Ave Ste A	coffee shop
Wenatchee, WA 98801	
509-860-8881	
PsychRenew Counseling	Holly Zvonec
200 Palouse St Ste 201-I	Mental health counseling
Wenatchee, WA 98801	
425-232-7997	
Cleaning Bee's	Kristine Lathrop
Cashmere, WA 98815	residential cleaning service
509-423-6861	
Alex's Nail Studio	Hung Hoany
227 N Western Ave	Pedicures & manicures
Wenatchee, WA 98801	
509-663-8044	
GR General Construction & Remodeling LLC	Sergey Grigorash
10029 S Tacoma Way E-7	Remodeling contractor
Lakewood WA 98499	
The Thai Restaurant & Bar	Sitti Rojanasthien
1211 N Mission St	restaurant & lounge
Wenatchee, WA 98801	
509-662-8077	
MH House Cleaning	Juau Jose Munoz
Malaga, WA 98828	house cleaning
509-8814-8056	
Columbia Sign & Lighting Inc	Mike Garland
Moses Lake, WA 98837	sign installation & service
509-764-8121	
Albert & Ariadna Ramirez	Albert & Ariadna Ramirez
1201 Poplar Ave	air bnb
Wenatchee, WA 98801	
951-315-2183	
Columbia Valley Legal Technician Services LLC	Priscilla Selden
23 S Wenatchee Ave Ste 124B	Legal services
Wenatchee, WA 98801	
509-560-4787	
BT Buildingworks LLC	Ben Taylor
Wenatchee, WA 98801	design/draft residential &
509-264-8978	commercial building projects
Axiom Brazilian Jiu-Jitsu	Jay Brtuz&James McWiggins
101 S Wenatchee Ave	martial arts studio
Wenatchee, WA 98801	
206-550-1833	
Scape NCW	Patrick Farrar
Wenatchee, WA 98801	Landscape design
509-670-4163	
Affinity Home Solution LLC	Tim McCamey
East Wenatchee, WA 98802	Backflow assembly testing
509-630-0456	
Don Evan Designs	Donald Crowell
109 Yakima St	Cosmetology
Wenatchee, WA 98801	
509-888-7300	



## The unemployment rate isn't phony

In 2016, Donald Trump called the official 4.9 percent unemployment rate “fake” and “phony,” and claimed the “real” unemployment rate was more than 35 percent. However, now that he's President, he's changed his tune and is celebrating the unemployment rate.



**MARKET UPDATE**  
Brad Blackburn

Trump should absolutely be celebrating – a 4.1 percent unemployment rate is a wonderful thing. But it was never phony.

Hopefully, he's learned his lesson and will show more respect to government number-crunchers in the future (the instant the numbers look bad, they'll be phony again).

But what exactly does a 4.1 percent unemployment rate mean? It all comes down to how you define “unemployed.” We can all agree that a baby who doesn't have a job shouldn't be counted in the official unemployment rate, but an able-bodied adult who can't find a job should absolutely be included. It's where to draw the line in between there is the tricky part.

The official unemployment rate we hear about most in the headlines is called the U3. For the U3 unemployment rate, you're

considered unemployed if you've looked for a job at any time over the last 4 weeks. So, when you hear that our current unemployment rate is 4.1 percent, that means 4.1 percent of Americans were actively trying to find a job over the last 4 weeks.

The problem is that the U3 rate leaves out a lot of people. What if you've searched diligently for a job, but became so discouraged that you stopped looking? Or what if you have a part-time job, but want a full-time job? Thankfully, there are other official unemployment rates that cover those people. The U5 rate includes “discouraged workers,” and the U6 rate includes part-time workers who want to be full-time. The U6 rate is the broadest measurement of unemployment we have. While it was never 35 percent like Trump said, it has dropped from a high of 17 percent in 2010, down to 8 percent now.

So, no matter how you define it, we've made a lot of progress in creating jobs here in America since the Financial Crisis. Trump should absolutely be proud. However, so should Obama.

*Brad Blackburn, CFP®, is the owner of Blackburn Financial, Registered Investment Advisor at 121 Cottage Ave., Cashmere. He can be reached at 509-782-2600 or email him at brad@blackburnfinancial.net.*

## How Grateful Leadership can impact you and your organization?

Learn how to be a positive catalyst of transformation through Acknowledgment.

Increase your Emotional Intelligence through the art of acknowledgment.

Learn how to engage in an Attitude of Gratitude and watch the magic permeate every area of your life.

Strengthen Interpersonal Relationships with mutual respect and appreciation.

Facilitate a culture of Trust throughout your organization.

Increase Employee Engagement, Commitment, and Retention

Happy Employees + Happy Managers = Increased Collaboration & Performance

The Power of Acknowledgment and Grateful Leadership will make a profound difference in your life as well as every person you interact with.

**Judith W. Umlas**, Sr. Vice President, Author and Trainer at International Institute for Learning, Inc. (IIL), a Global corporate training company and Founder/Author of Grateful Leadership and The Power of Acknowledgment.

## Trades shows, go or no go

Over the course of my career I have attended a number of trade shows both as an exhibitor and an attendee. Were they worth the time and expense? Yes. This article addresses why.

First, let's discuss the purpose of a trade show?

Although several things are involved, the two major benefits that stand out are ‘networking’ and ‘exposure’ (products and brand). Because trade shows are normally specific to an industry, networking at trade shows, whether you are an exhibitor or an attendee, gives you access to the highest concentration of people in your industry.

In all its forms, networking is key to gaining knowledge on the market, product advances, future trends and possible new staff members. Knowing what your friends and your competitors are doing is a necessity. I never came away from a trade show with less knowledge than when I arrived.

Exposure of your product or service offering is equally important. Let's say you're a builder and you attend the largest show geared to your industry. That trade show is named the NAHB (National Association of Home Builders) show. They just had their annual show in Florida this year with builder attendees totaling over 70,000. As a builder you must stay in front of product changes and new trends to keep your end product fresh. Shows like this do just that. They expose you to a world of products. Similar trade shows do the same for a variety of industries. One bit of advice from someone who has walked a lot of trade show is to visit the booths on the outside perimeter of the show. These are normally the lowest cost booths to rent so what you find is a whole host of new startup firms with new ideas and products. Visiting those first might pay dividends.

As an exhibitor there are 7 issues

that need to be evaluated before making the commitment to exhibit in a trade show:

- ♦ Is it the right show for your product or service target customer?
- ♦ What is your objective?
- ♦ What method will you use to promote the show?
- ♦ How will you create booth traffic?
- ♦ How will you capture leads?
- ♦ How and who will follow up on those leads?
- ♦ Who will conduct a post-show evaluation?

Selecting the right show for your firm is your first step. Confirm that your target market are those that have historically attended. Ask the shows management the total number of attendance over the last 3 or 4 years. A list of your competitors that are exhibiting and their booth size and location is important. Once you have these questions answered you can now decide if this is the right show for objective.

Your objective in being an exhibitor needs to be well defined or you will have no way of measuring the success, or failure, of your efforts. It could be your goal is to find new markets, introduce a new product not seen before, or to attract new customers. Whatever the objective it needs to be clearly defined.

Pre-show promotions are a very effective method of increasing booth traffic and building customer relationships. Some examples include a pop-up on your web page announcing the show and your booth number, email each current or past customer an invitation to the show, provide hall passes, and sometime an old fashion letter will do the trick. For major customers, picking up their expenses for flights and hotel goes a long way in continuing your relationship.

Creating booth traffic depends on a number of factors. First and foremost is its layout. It must be open and inviting. Your booth must be professionally constructed with correct signage. Another way to improve traffic is contests. In the case of a builder, it might be a pickup truck. Costly yes, but you can insure around large prizes. Giving

away premiums and informative material is also effective. Most important is the staffing. Staff only with knowledgeable, professional, well-groomed and product informed sales people.

Capturing leads has become automated in recent years with the attendee's floor pass being scanned at your booth. However there are those that would rather speak with your staff while in the booth. It is critical that your staff treats these contacts as any other lead.

A show sales lead sheet should be developed for these non-electronic contacts.

All leads must be followed up or you just negated your objective and wasted your money. Follow up should be swift and immediately after the show closes. If the lead just wants more literature, send it. If you promise to call them, do it. A lasting impression will be the benefit of your quick response.

Once the show has concluded, you need to evaluate the results to measure if your objective was met.

Develop a score sheet that would include: Show selection was correct for our market, pre-show promotion, booth location, booth design, booth flow, booth appearance, and booth better or worse than the competition, booth signage, staffing, number of leads, what customer commitments were confirmed, cost to benefit short term, and projected benefit long term.

Trade shows serve a valuable place in any business. What you display as an exhibitor is your image. What you seek as an attendee is knowledge. I encourage you to participate as either an attendee or an exhibitor.

*Dave Murray is a retired CEO, COO and VP of Sales and Marketing now living in Wenatchee. He is associated with several organizations along with a private consulting firm. He may be reached at tmtmdm4@aol.com. His views and opinion expressed or implied should be reviewed by a recognized professional prior to any implementation. This article is not intended as a substitute for professional business advice.*





Millions of Americans in states like California, Illinois and Kentucky are already in peril because of the horrendous government mismanagement of teacher's and state worker's retirement money.



**GUEST  
OPINION**  
Dr. Glenn  
Mollette

Americans are in further peril because we will face severe hardship in this country if the long-term path of our Social Security program continues. Our government leaders must take steps to resolve the road Social Security is on. We must pay back what has been borrowed from the fund and stop buying trillions of dollars in Treasury securities that we cannot pay back to ourselves.

We are the biggest owners of our National Debt.

America owes 20 trillion dollars. Our Social Security Trust Fund or our retirement money owns a big chunk of the national debt.

Our U.S. Treasury manages the U.S. debt through its Bureau of Public Debt. The debt falls into two categories: Debt Held by the Public and Intra-governmental holdings. The Intra-governmental is the portion of the federal debt owed to 230 other federal agencies. It totals about 5.6 trillion dollars. Why would the government owe money to itself? Some agencies like the Social Security Trust Fund, take in more revenue from taxes than they want to set aside and invest. Rather than saving the money, these agencies buy U.S. Treasuries with it. They do this because our federal government is so strapped for cash for the general fund. Someone will say our country

is investing our Social Security money. It's not an investment to loan money to someone who already owes 20 Trillion dollars.

By owning Treasuries, they transfer their excess cash to the general fund, where it is spent. One day they will redeem their treasury notes for cash - it is hoped. The federal government at that time will either need to raise taxes or issue more debt to give the agencies the money they will need and the agency will be desperate for it because it owns Treasuries. It's sort of like robbing Peter to pay Paul. The day will come when the financial crisis is so great that it will be very difficult to raise the payroll tax more and more to cover the demand to pay retirees.

Which agencies own the most treasuries? Social Security.

- Social Security Trust Fund and Federal Disability Insurance Trust Fund \$2.8 Trillion
- Office of Personnel Management Retirement - \$888 Billion
- Military Retirement Fund - \$670 Billion
- Medicare - \$294 Billion
- Cash on hand to fund federal government operations \$580 Billion

Here are the holders of public debt as of December 2016.

- Foreign \$6.004 Trillion
- Federal Reserve \$2.465 Trillion
- Mutual Funds \$1.671 Trillion
- State and local government including their pension funds \$553 Billion
- Banks \$663 Billion
- Insurance Companies \$347 Billion
- U.S. Savings Bonds \$166 Billion
- Other (brokers, bank personal trusts, individuals, government sponsored enterprises, corporate and non-corporate investors and other enterprises

\$1.662 Trillion

If you add up the debt held by Social Security and all the retirement and pension funds nearly half of the U.S. Treasury debt is held in trust for your retirement.

If the United States defaults on it's debt, China, Japan and Ireland would be very upset, but current and future American retirees would be hurt the most.

In October 2017 China owned 1.2 trillion dollars of U.S. debt. Japan owned 1.1 trillion. Ireland is third holding \$312 billion. Brazil holds \$270 billion. The Cayman Islands owns \$269 billion. Luxembourg is \$218 billion and Belgium \$116 billion. Switzerland, The UK, Hong Kong, Taiwan, Saudi Arabia and India hold between \$141 billion and \$254 billion. (Sources: Treasury Bulletin, Monthly Treasury Statement, and Table 6. Schedule D Investments of Federal Government Accounts in Federal Securities, U.S. Department of the Treasury, December 2016. "Treasury Bulletin, Table OFS-2 Ownership of Federal Securities" U.S. Department of the Treasury, December 2016.)

The numbers are always changing of course when it comes to our national debt. The numbers above don't add up to exactly what our current debt is because the numbers are always changing.

We have to reduce the size of government.

We must reduce spending money we do not have.

We must stop spending trillions of dollars on Iraq, Afghanistan and other foreign countries.

Reducing our financial support of the United Nations is a good move. Reducing our financial support to other countries is imperative. Especially the countries who now for years have burned our flag and demonstrated hate toward America.

We have to get our own house in order.

At the current trend a lot of our young Americans are going to be very hurt down the road.

Sources: Treasury Bulletin, Monthly Treasury Statement. Kimberly Amadeo

Dr. Glenn Mollette is the author of 12 books. His syndicated column is read in all 50 states.

# 5 REASONS to clean out your 'Financial Garage'

It's amazing how much stuff piles up in a family garage over the years. The stacks get higher every year because, presumably, the items within them hold value. It becomes harder to throw anything away.



**GUEST  
OPINION**  
Mark Fried

While ignoring all those old bicycles, cleaning supplies, and other odds and ends in your garage may not change your life, the same cannot be said for ignoring all the financial clutter accumulating in your bank accounts, 401(k)s, IRAs and other investment storage units. Eventually, your money, your investments and your financial plans need a good cleaning and reorganizing.

"Financial products, investments and plans have a shelf life," says Mark Fried, president of TFG Wealth Management (tfgwealth.com) and author of Road Rules for Retirement. "You have to be aware of that and focus on it. The reason they have a shelf life is because your life changes - you have kids, lose jobs, have parents to take care of, or you make a lot more money. Like items in an overstuffed garage, some things in your financial garage might be outdated - or need to be found and updated."

Fried lists five areas to reorganize in your financial garage:

## Your basic financial plan.

When younger, some people purchase a plan but put it aside. "For folks who have actually done one, they had it done probably because the person was trying to sell them something," Fried says. "Now it's sitting in the back of the garage under the car wax they don't use anymore. If you have a retirement plan, you've got to re-evaluate it and make sure it's something you can use and depend on."

## Old investments.

Investments that seemed to make sense years before should be re-evaluated. "You need to know why your money is where it is," Fried says. "Why did you buy that

partnership, or why did you buy this stock or this mutual fund? Now you're at a different stage of life, and the reason you had for buying it then isn't valid now."

## Missing money.

As in a garage, things go missing. The workforce of the 21st century is highly mobile, changing jobs on a regular basis. Every time you change a job there is a 401(k) or pension that has to be tracked. "Now there's an evolution of software packages where you can put in all of your information so you don't lose track of your investments or retirement accounts," Fried says. "You can easily track your old employer plans."

## All insurance.

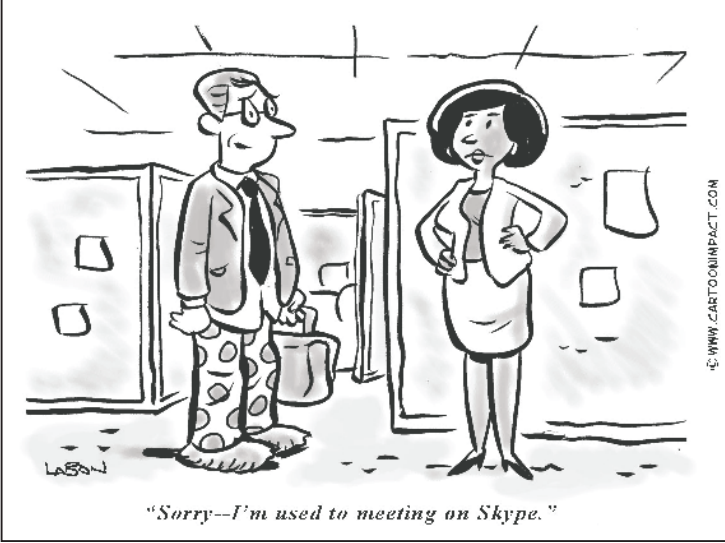
Policies for life insurance, health, auto and homeowners all are worth a careful review. Fried points out that these reviews can lead to money savings. For example: empty nesters may want to restructure their auto policy since the kids aren't driving the parents' cars anymore; or a whole life insurance policy could be tweaked to bring more value. "A good insurance agent is reviewing your policies every year," Fried says.

## Estate Plan.

Wills may need updating. "A lot of people have a will, but they did it when their kids were very young, and now the kids are 27 and 31," Fried says. "The estate laws change. The power of attorney language could be out of date, or maybe you have gotten divorced and not changed the beneficiary. It's got to all be coordinated."

"You've collected all this stuff over the years," Fried says, "and you need to see what serves a purpose and what does not."

Mark Fried, president of TFG Wealth Management, LLC (tfgwealth.com), is the author of Road Rules for Retirement. He is an Investment Advisor Representative, a Chartered Retirement Planning Counselor and an insurance professional. Fried has been a contributor to several publications, including Forbes, Morningstar and The Wall Street Journal. He has been a guest on Fox Business and NBC, and co-hosted the PBS special "How to Select a Financial Advisor."





# Preparing for retirement: a cornerstone of any financial plan

Preparing for retirement is a cornerstone of any financial plan, but a lot can change as you approach your golden years.

That’s why trying a “retirement dress rehearsal” well before you stop working can reveal items to be addressed or give you reasons to adjust your expectations.



**GUEST OPINION**  
Joel Frank

Double-check your financial details. Most people’s anxiety about retirement comes down to finances, so feeling comfortable and confident in the numbers can go a long way toward alleviating doubts or worry.

Use the 4 percent rule to quickly estimate a suitable nest egg amount, or explore free online retirement calculators to compare and contrast target goals based on your current age. Don’t just consider the big number, either. Make sure to review your budget and cash flow because every penny counts.

Consider your current and anticipated standard of living. Anticipating financial readiness requires making a few guesses in addition to your straightforward calculations.

Take time to consider how closely your retirement lifestyle will mirror your current lifestyle. If you anticipate relocating or caring for dependents during retirement (especially if children

or grandchildren will live with you), make sure to factor those additional costs into your financial projections.

Prepare for a major mental and emotional shift. Don’t neglect the psychological impact of retirement, especially when it comes to your social habits and sense of identity. Without built-in, on-the-job interactions with colleagues, clients or customers, it’s even more important to strengthen human connections.

Research suggests that loneliness and social isolation are a growing threat to public health, so be sure to invest time and resources to keep up with family, friends and activities to ensure continued well-being as you age.

# Navigating 3 stages of retirement

People often view retirement as just one more stage of life. But that’s not exactly the case. Retirement isn’t just one stage; it’s at least three – although all three do share something in common.

“Every stage of retirement requires planning,” says Jack Teboda, president of Teboda & Associates, a financial services firm. “Otherwise, you could end up running out of money, or your health might take a turn for the worse and negatively impact your retirement savings because you hadn’t planned for it in those early years of retirement.” It’s not easy to put exact ages on each of the three stages of retirement. That likely will vary from person to person, depending on their finances, health and family situation. Here’s what to look for in each stage:

**Stage 1**, adjusting to a new lifestyle. Many new retirees brim with excitement when retirement begins. They can golf, visit museums, play with their grandchildren, travel or catch up on their reading. Not everyone adjusts well, though. It’s not easy to flip the switch overnight after you’ve spent several decades reporting to work every day. Also, if your retirement income is largely dependent on your savings you’ll want to be careful that you don’t spend too much in those initial years. “Your adviser should be able to help you come up with a plan that will give you income for

life so you don’t have to worry about running out of money,” Teboda says.

**Stage 2**, staying socially connected. As the years pass, many retirees move closer to their children or move into a retirement community because it makes them feel more socially connected. “Sometimes at this point, especially if they haven’t planned well, people may start to have even more worries that they will outlive their money,” Teboda says. “One way they address that is to cut back on expenses. Some people even decide to get a part-time job to bring in extra money, and working becomes another way to stay connected.”

**Stage 3**, realizing you may need assistance. More than 70 percent of Americans older than 65 will need some form of long-term care at some point in their lives, according to the U.S. Department of Health and Human Services. “When people map out their retirement,” Teboda says, “they need to plan for that possibility because the cost of long-term care can be devastating to your finances.” He says people need to consider a number of factors

– taxes, longevity and market risks, among others – to improve the odds of a joyful retirement, which is one reason Teboda says his firm takes a team approach to advising, using financial professionals with different areas of expertise. For example, one team member, Amanda Jager, is an Associate Financial Adviser, and another, Kevin C. Sanders, while also an Associate Financial Adviser, is an attorney specializing in estate planning. “In each stage of retirement,” Teboda says, “it’s important to confer regularly with your adviser and to be ready to adjust your financial plans if necessary.”

*Jack Teboda, president and founder of Teboda & Associates (teboda.com), has more than 35 years experience helping people pursue financial independence through personalized investment strategies. His firm takes a team approach to providing advice to clients on retirement concerns and other financial planning issues. Teboda earned a bachelor’s degree from Iowa State University and a master’s degree from Northern Illinois University.*



# What is a creditor to do?

When a business customer fails to pay on his or her debts, the business – *the creditor*, has several available remedies to collect the debt from the customer – *the debtor*. So what about when the debtor files for bankruptcy? What is a creditor to do?



**GUEST OPINION**  
David Kazemba

As a bankruptcy attorney for debtors and creditors, I have helped many people get the fresh start they needed and have helped creditors protect their rights through the bankruptcy process.

Bankruptcy is for the honest but unfortunate debtor to get a fresh start. The bankruptcy discharge releases the debtor’s personal obligation, their “in personam” liability to pay the debts. However, some debts do not go away but require the creditor to take affirmative steps when it receives a Notice of Bankruptcy Filing. As a general matter, pay attention to all notices you receive from the court or otherwise, as almost all notices in bankruptcy will have a deadline.

On the Notice of Bankruptcy Filing, a creditor will be able to see the case number, what chapter the debtor has filed, and the contact information for the debtor’s attorney, the trustee, and the clerks’ office.

The Notice of Bankruptcy Filing also details where and when the Meeting of Creditors is scheduled and what the specific deadlines are for the creditor to object to discharge or exemptions. It is absolutely crucial that those deadlines are followed. Once you know the deadlines, it is important to contact an attorney who understands the debtor/creditor process. For a typical consumer case, you want an attorney who can tell you what those deadlines mean and if they apply to your particular circumstance. From there, the attorney can explain what the creditor can do to protect itself through the bankruptcy process.

On that note, I will offer some of the rules of the road that I think all debtors and creditors should know about the bankruptcy process:

## Should I contact the debtor?

No, upon filing of the bankruptcy case, a debtor is protected by the bankruptcy automatic stay and the creditor should contact their own attorney. An over-generalization is that the stay prevents any action against the debtor or its property. Willful violations of the automatic stay can subject a creditor to damages and attorney fees.

## Should I attend the meeting of creditors?

It depends on the circumstances. Creditors may attend but are not required to do so. Consulting a creditor’s attorney, if only briefly, can save a whole lot of time, energy and hassle down the road.

## What is a proof of claim?

A proof of claim is how a creditor gets paid through the bankruptcy process. It will state the amount of the debt, the type of debt, and whether that debt is subject to priority under the bankruptcy code. Although filing a proof of claim with the bankruptcy court is a simple process, filing an incorrect proof of claim without the advice of an attorney can lead to objections from the debtor’s attorney.

If the debtor is in a Chapter 7 consumer bankruptcy, look to paragraph 10 on the Notice of Bankruptcy Filing. This paragraph states: “No property appears to be available to pay creditors. Therefore, please do not file a proof of claim now. If it later appears that assets are available to pay creditors, the clerk will send you another notice telling you that you may file a proof of claim and stating the deadline.” To paraphrase, do not file a proof of claim in a chapter 7 consumer case until told to do so.

In a nutshell, pay attention to your notices and seek the advice of an attorney that understands the complexities of the bankruptcy code. My hope is that this short article has been helpful and that I can continue to write about a topic that has significant implications for all businesses and customers.

United States Bankruptcy Court Eastern District of Washington		
Report Period: 12/06/2017 - 01/29/2018		
Case Number / Title	Judgment Description	Judgment Date
09-04716-FPC7 Jeremy Lynn Moran and Denise Lynne Moran	Avoid Lien Document: 51	01/22/18
11-01347-FLK7 Sylvia Mendez	Avoid Lien Document: 27	12/29/17
	Avoid Lien Document: 28	12/29/17
11-04547-FPC13 Christine Jackson	Avoid Lien Document: 87	01/18/18
13-04258-FPC7 Rodney R. Throgmorton and Lori L. Throgmorton	Avoid Lien Document: 50	12/20/17
	Avoid Lien Document: 48	12/20/17
	Avoid Lien Document: 49	12/20/17
	Avoid Lien Document: 57	12/26/17
	Avoid Lien Document: 56	12/26/17
14-00088-FPC7 Nikos Milonas	Avoid Lien Document: 58	12/26/17
	Avoid Lien Document: 28	01/23/18
14-01336-FLK13 Angel ALVIZO and Leticia R. ALVIZO	Allowing Sale Free and Clear of Liens Document: 87	01/05/18
16-03520-FPC7 Kenneth L Blodgett and Sharon J Blodgett	Allowing Sale Free and Clear of Liens Document: 234	01/09/18
16-03788-FLK13 Jesus Rojas PACHECO	Allowing Sale Free and Clear of Liens Document: 52	01/05/18
17-02677-FLK13 Tina G. ORTIZ	Avoid Lien Document: 47	01/23/18
17-02834-FLK7 Darrel Eugene Spies	Avoid Lien Document: 21	12/29/17

# Grant County Labor Area Summary - November 2017

## Overview

This report provides an update on the Grant County economy incorporating not seasonally adjusted, nonfarm employment and civilian

labor force data. Analysis focuses on year-over-year (between November 2016 and November 2017) and average annual (between 2015 and 2016) changes in

the labor market.

## Unemployment rates

Civilian Labor Force (CLF) data show that Washington's not seasonally adjusted average annual

unemployment rate dipped two-tenths of a point between 2015 and 2016, from 5.6 percent to 5.4 percent. Between the Novembers of 2016 and 2017 the rate fell six-tenths of a point, from 5.1 to 4.5 percent.

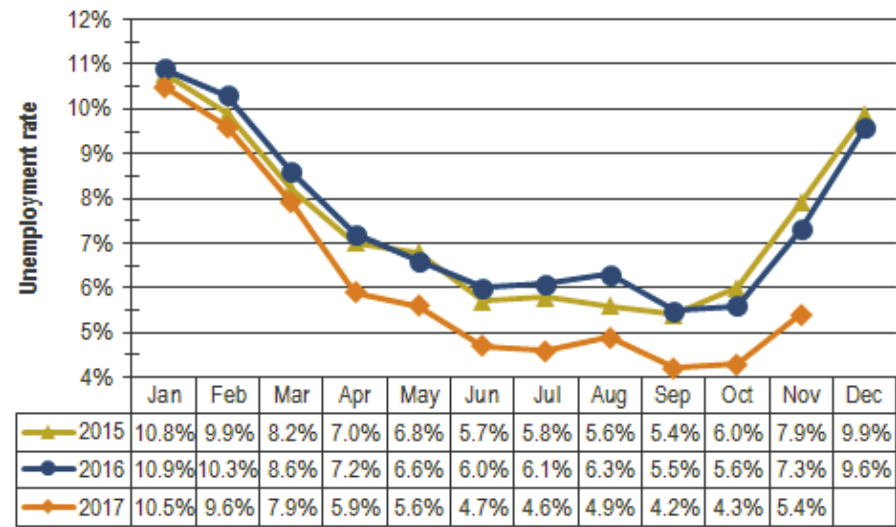
In Grant County, the average annual unemployment rate edged upward one-tenth of a percentage point between 2015 and 2016, from 7.3 to 7.4 percent.

However, the rate has been declining, year over year, for the past 14 months (October 2016 through November 2017).

Between the Novembers of 2016 and 2017 the rate dropped one and nine-tenths points, from 7.3 to 5.4 percent as the civilian labor force expanded modestly while the number of unemployed residents decreased sharply.

## Unemployment rates, not seasonally adjusted Grant County, January 2015 through November 2017

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



The Grant County unemployment rate declined one and nine-tenths percentage points between the Novembers of 2016 and 2017.

## Total nonfarm employment

Between 2015 and 2016, Washington's labor market provided 96,600 new nonfarm jobs, an annual average increase of 3.1 percent.

This November, businesses and government organizations across Washington supplied 3,389,600 nonfarm jobs (not seasonally adjusted), compared to 3,291,700 jobs in November 2016, a 3.0 percent year over year employment increase. The state's economy has posted year over year nonfarm employment increases for the past 86 consecutive months (October 2010 through November 2017).

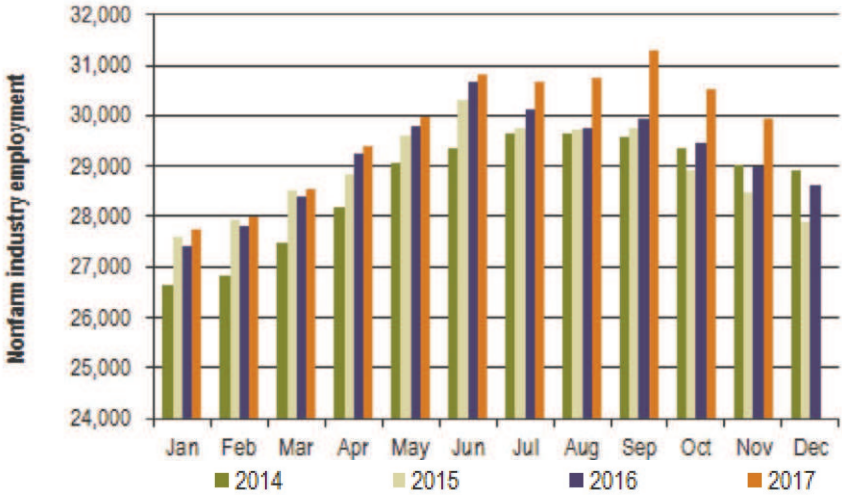
Between 2015 and 2016 Grant County's economy provided 240 new nonfarm jobs, a modest average annual increase of 0.8

percent, less robust than the 3.1 percent statewide growth rate during 2016. For the first seven months of 2017 Grant County's nonfarm economy continued to grow more slowly than

Washington's economy. However, the local nonfarm market has grown more rapidly than Washington's nonfarm market for the past four months (August through November 2017).

## Nonfarm industry employment Grant County, January 2014 through November 2017

Source: Employment Security Department/LMPA



Nonfarm employers in Grant County provided 29,930 nonfarm jobs in November 2017, a 3.2 percent upturn since November 2016.

## Employment and unemployment

Washington's Civilian Labor Force (CLF) expanded by 98,209 residents (a 2.8 percent upturn) from 2015 to 2016. The state's labor force has increased, year over year, for the past 46 months (February 2014 through November 2017). In November 2017, Washington's CLF tallied 3,775,995 residents versus 3,671,129 in November 2016 equating to 84,866 more Washingtonians in the labor force (up 2.3 percent).

Grant County's CLF expanded by only 126 residents (a 0.3 percent

increase) from 2015 to 2016. But, there were 569 more residents (up 1.3 percent) in the labor force this November than in November 2016. Local labor force growth rates had lagged statewide growth rates for from April 2015 through June 2017, but for the past five months, Grant County's CLF growth rates have been generally rising. However, between the Novembers of 2016 and 2017, local labor force growth (1.3 percent) lagged the statewide CLF growth pace of 2.3 percent. Fortunately, the County's monthly unemployment rate has

been declining for the past 14 consecutive months (October 2016 through November 2017). Why? Primarily because the number of unemployed has been contracting substantially. For example, in November 2017 there were 781 fewer Grant County residents out of work than in November 2016 (down 24.8 percent). The November 2017 unemployment rate of 5.4 percent is the lowest reading for the month of November since electronic records were implemented 27 years ago in 1990 – certainly encouraging economic news.

## Nonfarm industry

## employment

Estimates indicate that Grant County's nonfarm employers provided 930 more jobs in November 2017 than in November 2016, a 3.2 percent upturn, slightly faster than Washington's 3.0 percent growth rate.

■ Employment in Grant County's durable goods manufacturing industry has posted year over year gains for the past seven months

■ Grant County's non-durable goods manufacturers (primarily food processors) netted 220 fewer jobs in November 2017.



CENTER for RURAL AFFAIRS

## Local FARMS Act feeds rural economies

By Cora Fox

Where our food comes from matters – for our health, for the vitality of our communities, for our wallets, and for the environment.

One of the Center for Rural Affairs' goals is to connect the local people who grow and make food with the local people who eat it.

We work to bring together farmers and consumers through community food systems and farm to school projects, providing workshops, webinars, and technical support.

We have long supported local foods as an economic development tool in rural communities, working with community leaders to build healthy, sustainable, local food systems.

Recently, the Local Food and Regional Market Supply Act (The Local FARMS Act) was introduced in both the House (H.R. 3941).

Through an investment

in programs and policies that spur economic development, the act prioritizes the development of new markets for farmers and expanded healthy food access for American families.

Findings from the Agricultural Census in 2007 and 2012 show that farmers who market food directly to consumers have a greater chance of remaining in business than similarly sized farms that market through traditional channels.

In 2015, more than 167,000 U.S. farms produced and sold food locally through food hubs and other intermediaries, direct farmer-to-consumer marketing, or direct farm to retail. Those sales resulted in \$8.7 billion in revenue for local producers.

We stand with Congressional sponsors in calling for this critical investment in our food and farm future. The Local FARMS Act should be included in the 2018 farm bill.

Established in 1973, the Center for Rural Affairs is a private, non-profit organization working to strengthen small businesses, family farms and ranches, and rural communities through action oriented programs addressing social, economic, and environmental issues.

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Like a scene from Japan, this view of the One Brewing Company building, which it leases from the Jaechs, is indicative of the peaceful, yet pragmatic compound.



This view of the intimate, antique-furnished parlor, is but one aspect of the center.



Executive Chef Tyler Ehlert is classically trained in French cuisine.

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*‘Life in balance is harmony’*

# Manson’s exclusive tennis and event center offers ‘soul food’ all year long



The spacious event center offers an ambiance not found elsewhere in the area. This yoga retreat is just one of many offerings at Harmony Meadows.



The Jaechs believe in living a life balanced by purpose, health and education.

**Story and photos by  
Gary Bégin**

MANSON – According to the website and verified with my own eyes, “Harmony Meadows’ tranquil, secluded property lies in a valley surrounded by apple orchards with majestic views of the Cascades high above beautiful Lake Chelan.”

Jeremy and Jacquelyn Jaech have super serious business backgrounds, but they didn’t let that get in their way when they created this unique bastion of balance and purpose not found elsewhere in the Northwest.

Jeremy cut his teeth in the world of high tech as

both an inventor and CEO. He is also on the University of Washington Board of Regents. Jacquelyn is a long time marketing professional whose love of tennis helps make this venture the success it is. The two are teammates and team players vis-a-vis their sense of contributing to the Manson community.

The center has already offered yoga retreats, “high teas,” cooking classes, wine dinners, succulent classes, book clubs and floral design classes and plan to offer even more variety throughout 2018.

Pride and purpose in community has also inspired the Jaech’s to offer students from Manson and Chelan school districts a chance to come play on their courts at deeply discounted rates. They hope to install junior programs for these students to inspire their play and improve their games.

The Jaechs are also members of the Manson and Lake Chelan Chamber of Commerce.

They are also primary sponsors for the upcoming mid-May Chelan Jazz Festival and will be hosting the Saturday night gala for that music event.

Tennis weekends include a lecture on the science of success based on the book by Matthew Syed. The courts are professional grade construction as found in sanctioned tournaments, which is exactly what the Jaech’s have offered in the past and will continue to schedule into the future.

As members of the United States Tennis Association (USTA), Harmony Meadows has already attracted top players from Yakima, Seattle and nearby Wenatchee to its 2017 tourney and plans to continue to offer sanctioned USTA events in 2018.

What about the food?

With 26 years of experience, Executive Chef Tyler Ehlert, classically trained at the Dubrulle French Culinary Institute in Vancouver, British Columbia, is available for small gatherings and weddings alike.

“His commitment to community and health fits our philosophy of food being good for the body and soul, Jacquelyn said.

As far as other interests and pursuits, the Jaechs are world travelers who relish the chance to go to places all over Asia and Europe and ride their bicycles via the Canadian active travel and touring icon, Butterfield & Robinson of Toronto.

The Jaechs have had homes in Manson since 1990 and decided to become full time residents since October of 2015.

Jeremy recently ran for a seat on the Lake Chelan Community Hospital board and received more than 49 percent of the votes, but lost to the incumbent. Chances are his political and public service career is just beginning.

The Jaechs devotion to philosophy as a way of life is obvious to any visitor. They welcome a chance to serve your needs.

Contact them via the website: [harmonymeadowscenter.com](http://harmonymeadowscenter.com), or email [info@harmonymeadowscenter.com](mailto:info@harmonymeadowscenter.com) or by calling 509-687-3066. Namasté.



Jacquelyn and Jeremy Jaech, left, are joined by their new friend Teresa Farrell-Pascoe, owner of Bear Foods Natural Market in Chelan, who took a break from Harmony Meadows’ yoga retreat to say hello.

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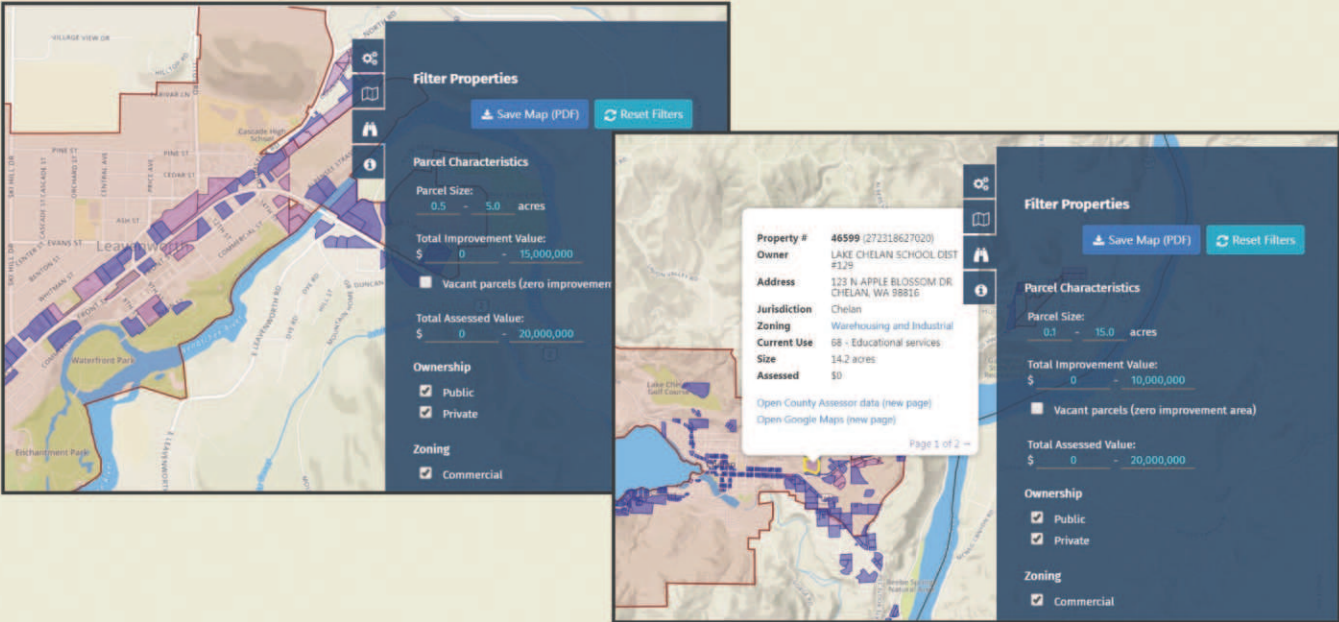


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