

WENATCHEE BUSINESS JOURNAL

ncwbusiness.com

A PUBLICATION OF NCW MEDIA INC.

NOVEMBER 2017

VOLUME 31, No. 8/ \$2

51st 'State of Liberty'

Is Eastern 'paradise' a Conservative dream?

By Gary Bégin

EAST WENATCHEE – It was fitting that the 30 or so members of the Douglas County Republican Party met at the Bethel Baptist Church on Eastmont Avenue here the night of Monday, Oct. 2. Fitting because immediately after the regular meeting of the GOP faithful in a nearby conference room, the real “coming to Jesus” moment of the evening occurred in the main chapel, complete with a cross and a “can I have an amen?” from the special guest speaker.

The DCRP speaker that night, a lawyer become political evangelist, who also happens to be the Republican State Representative for the 4th District (R-Spokane Valley), was Matt Shea.

In a late March letter to the citizens of Washington, Matt Shea asked: “Would you support the idea of creating a 51st state east of the Cascade Mountains?”

Shea then explained, “Why a 51st state? As an elected state representative, it’s the one issue I hear about the most

while visiting residents in the 4th Legislative District. Tired of being bullied by the three main counties in Western Washington (King, Pierce, Snohomish), residents often tell me it’s the one thing that would get them excited about state government again. ‘But our strength is in our diversity,’ is the usual argument against even thinking about forming a 51st state with more like-minded people. However, this mantra continues to fall on deaf ears as voters and elected officials from the



On the left is the original 1932 Communist Party of Germany paramilitary flag and on the right is the 2017 Anti-Fa flag used by paramilitary leftists across America in street battles with the so-called “Alt-Right.”

Puget Sound region continue to run roughshod over their Eastern Washington brethren on everything from increased taxes to overly-aggressive environmental regulations; from efforts to take away citizens’ gun rights to mandated funding of abortions; from ignoring our agriculture and natural resource

based economy to telling us what to do with our water and dams.

“Many of the citizens I talk with have had enough. They feel like a state government ‘of the people, by the people, and for the people,’ applies to everyone but the ‘509’ zip code.

“Opponents immediately say
SEE 51ST ‘STATE OF LIBERTY’, PAGE 3

Completing the Apple Capital Loop

1 North Wenatchee Corridor improvements (\$23m committed)

2 Confluence Pkwy. Construct bypass for north end capacity and connectivity

3 Bridge St Ped RR Overpass South Wenatchee Loop Trail connection over BNSF railway

4 Cascade Interchg. Wenatchee Landing access and connectivity

5 Sunset Hwy SR 28/Eastside Corridor capacity improvements (\$58m committed)

Project Elements

- Local Match Funded
- Grant Funded
- Apple Capital Loop
- Bicycle and Pedestrian Loop
- Urban Activity Centers
- Planned Development Nodes

For More Information Contact:
Steve King, Economic Development Director
City of Wenatchee
509-888-3203
sking@wenatcheewa.gov

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Rotary

Wenatchee Rotary Veterans Program

The Rotary Club of Wenatchee is honored to host Colonel John Groves as its Veterans’ Day speaker. The program will be held at the Wenatchee Red Lion at noon on Thursday, November 9. Colonel Groves commands the United States Air Force’s “survival school” housed at Fairchild Air Force Base near Spokane. The school is directed to train all Air Force combat aircrew members in the skills of survival, evasion, resistance and escape. Thus SERE, the school’s name, is reflection of those same skills. The primary SERE class is 19 days long. The academic portion is taught at Fairchild. However 6 days are taught north of Spokane in the Colville and Kaniksu National Forests. The course covers post ejection procedures, survival medicine, day and night land navigation, evasion travel and camouflage, air signals and aircraft vectoring, hoist training and other combat rescue procedures, conduct after capture and Code of Conduct. This

SEE ROTARY VETERANS PROGRAM, PAGE 7

10 Below bar closed due to tax debt

Wenatchee’s 10 Below bar at 29 North Columbia St., owned and operated by After Midnight, LLC, owes the Washington Department of Revenue \$77,126 according to Chelan Superior Court documents dated August 21. A notice was attached to the wall near the entrance of the bar telling potential customers the establishment was closed. Readers are advised that by the time this article goes to press, the debt may have been satisfied (paid) and the bar, hopefully, reopened. See Page 20 for more judgments.

GARY BÉGIN/WBJ

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Douglas Sewer District makes great technical strides

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\$2

WENATCHEE BUSINESS JOURNAL

www.NCWBusiness.com

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201 Cottage Ave., Suite 4
Cashmere, WA 98815
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NEWS LEADS

509-571-5302

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

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

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- East Wenatchee**
Fred Meyer, 11 Grant Road
Safeway, 510 Grant Road
- Cashmere**
Martin's Market Place
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Howard's Super Stop,
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The **Wenatchee Business Journal** is published monthly by NCW Media Inc., 201 Cottage Ave., Suite 4, Cashmere, WA 98815. Bulk Postage paid at Wenatchee, WA 98801



WSU Conference brings women in agriculture together to network and learn

"We Can Do It" is the topic of the Washington State University's 2017 Women in Agriculture Conference set for Saturday, November 18.

Locally, the conference will be held at the Confluence Technology Center, 285 Technology Way in Wenatchee and the Colville Reservation WSU Extension Learning Center, 22 Nespelem/San Poil Street in Nespelem.

This conference is designed for women who are farming, as well as new and aspiring farmers.

Supporting spouses,

students, interns or people who own an agriculture-related business are also welcome.

Whether you communicate on Facebook or face to face, it matters how you use your leadership skills to be successful as a farmer or a supporter of the agriculture industry, according to WSU Douglas & Chelan County Extension Director and chair of the conference, Margaret Viebrock.

Personal leadership skills continually need to be learned, updated, used and also shared with the next

generation. This interactive and engaging conference will motivate women in agriculture to use their leadership skills to define the future of agriculture. The format of this conference enables us to offer our headline speakers at all locations, while still tailoring the conference content for each region, Viebrock added.

"Last year, nearly 600 women attended," said Viebrock. "Many attendees reported it is the best conference for women producers because it presents

practical information they can use right away."

The lineup for the day includes Alexis Taylor, Oregon Department of Agriculture Director who will challenge participants to strengthen their leadership skills, become more involved with long-time farmers and inspire new farmers. Under her leadership at USDA, the Women in Ag initiative became a driving force in the USDA mission to support the growing and diverse next generation of farmers and ranchers.

Ann Schwartz, Blue Heron Farm owner in the Skagit Valley of Washington State, has a prominent role in sustainable agriculture and is deeply rooted in activism. She will inspire women farmers to develop or renew leadership roles within agriculture and their communities. Her message is to "get involved" and "make a mark" on your farm and in your community.

Each location will have a

local panel of women farmers who have been successful in their leadership roles. They will talk about the challenges they faced, how they used a mentor to develop their skills and the difference it has made in their businesses.

Visit the website at www.womeninag.wsu.edu for details about the conference, other locations and registration.

The conference registration fee is \$30, but if you register between now and November 5, you will receive the early bird special of \$25. The conference registration fee includes the workshop, light breakfast, lunch and conference materials.

Persons with a disability requiring special accommodations while participating in this program may contact Margaret Viebrock at the email address listed above.

The results of this submission may be viewed at: <http://www.lakechelanmirror.com/node/97/submission/57>

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51st 'State of Liberty'

Is Eastern 'paradise' a Conservative dream?



PHOTOS GARY BÉGIN/WBJ
Rep. Cary Condotta, introduced Shea.



4th District Rep. Matt Shea said all his statements were "provable".



51st State Pamphlet written years ago as a supplement to the Spokane Review.

CONTINUED FROM PAGE 1

we'd lose a huge tax base in Western Washington as well as some of the large tech companies located there, which would be true. But they fail to understand that we'd also prioritize government spending instead of saying "yes" to every idea under the sun. We'd be stewards of the land and resources around us and view our abundant agriculture as an asset to be strengthened rather than tolerated.

"The fact is, the size and scope of government in "Liberty" would be dramatically smaller and therefore, cheaper and more efficient. It would also attract many businesses into the new state.

"No, we wouldn't agree on everything, but those disagreements would include less cultural bias as no one would feel beholden to the concrete and steel urban jungle of Seattle," concluded Shea's appeal towards his formation of a devoutly Christian, patriotic, less taxed promised land.

Shea also mentioned another group of "renegades" in California who wanted to form the "State of Jefferson" that would span a mostly rural area of southern Oregon and Northern California.

Judging from the audience reaction, most agreed with Shea about Western Washington's dominance of the state's political landscape due to population.

Shea began his talk by sounding like an "Alt-Right" candidate saying that the forming of a new state would "protect our Christian culture."

The title of the speech, "The Real Threats We Face and the Future of the 51st State," gave a hint as to Shea's focus in the blaming of liberalism, socialism and even Communism for the woes of what Eastern Washingtonians suffer through when dealing with "unfair" regulations, laws and attitudes emanating from the West.

"Who are our enemies?" Shea asked. "Communists, Muslim Brotherhood and Foreign States." Shea said, answering his own question.

He told the audience that running for local office is where "we make freedom happen."

"Can anyone imagine 20 years ago people kneeling for the National Anthem?" he asked. During the talk Shea also gave historical proof that the Communist Party in 1930s Germany had a nearly exact logo as does the modern Anti-Fa

movement fighting the Alt-Right in the streets of America today.

The Peace & Justice Action League of Spokane (PJALS) is another group assailed by Shea as modern-day left-wing radicals that think "Constitutionalists are a greater threat than ISIS."

Shea spoke plainly about the many details that must be dealt with in the prelude to seceding from "Mother Washington" including the forming of myriad committees, county resolutions, splitting of agencies and debts, establishment of new boundaries, designing and agreeing on a flag, state capitol and many other issues including the sharing of federal funds.

He said the "splitting of the debt" might be the most complicated of the tasks that need to be settled with Olympia. As far as a new state capital? Shea thinks it ought to be Moses Lake because of its vibrant tech and industrial growth over the last decade and its central location in Eastern Washington (Liberty).

Added to the above list of things to do when forming a new state includes the writing of a new constitution and selecting delegates to the constitutional convention.



51st State Map showing the Eastern Washington counties involved.

Shea said everything he was about to tell the GOP faithful that night was provable and offered many examples to illustrate his points including the fact that states had previously broken from one another over the course of American history such as West Virginia from Virginia.

He also admitted the legislative process to secede would be arduous and would most assuredly receive stiff opposition from the West-siders.

Shea's website reveals the priorities for the new state via the precepts built into the so-called Freedom Agenda.

"The Freedom Agenda, the most successful slate of conservative legislation in Washington state, is based on defending the

Constitution, private property rights, gun ownership, veterans, and the sanctity of human life, while promoting lower taxes, less government and more freedom. As your state representative, I will continue to defend liberty, stand up for the people against an over-reaching government, and uphold the Constitution."

State Rep. Cary Condotta (R-Wenatchee) introduced Shea to the attendees, which included his fellow 12th District State Rep. Michael Steele (R-Chelan).

Condotta said he has heard the argument for the "State of Liberty" before and sees little to argue about, while Steele was pressed for time and did not comment on the presentation.

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Union lawsuit takes hit, judge sides with Freedom Foundation

Courtesy of Freedom Foundation

SEATTLE - In a ruling likely to have a ripple effect with public-employee unions all over the United States, a Seattle judge on Friday dismissed the central claim in a lawsuit filed by SEIU 775 against the Freedom Foundation, which seeks to inform thousands of their legal right to pay no dues or fees to the union.

The suit accused the Freedom Foundation, an Olympia-based free-market think tank, of tortious interference with the union's business expectancy in obtaining the dues of workers. But Seattle Superior Court Judge Steve Rosen ruled the organization outreach efforts to the caregivers were a legitimate expression of free speech and that its First Amendment rights - and those of the workers opting out of SEIU 775 - trumped any claims by the union.

"The First Amendment won and SEIU lost," said Freedom Foundation attorney James Abernathy, who argued the case. "It took a long time getting to this point, but we're gratified by the outcome."

Abernathy originally filed the summary judgment motion in February.

The claim thrown out by Rosen on Friday was just one of several made in SEIU's lawsuit, but it was by far the most important.

"The 'tortious interference' claim was the heart of their case," Abernathy said. "The other

allegations are even less credible, and we plan to file further motions to have them dismissed, too."

Until 2014, millions of home-based healthcare and childcare providers being compensated by Medicaid in the U.S. were considered full-fledged public employees and, in states like Washington that lack right-to-work protections, they were compelled to pay either union dues or a reduced agency fee.

But when a U.S. Supreme Court case (Harris v. Quinn) made dues and fees optional for these workers, the Freedom Foundation undertook a series of outreach programs to inform them of their rights - information the unions desperately wanted to suppress.

Lawsuits are among the unions' favored strategies to keeping workers in the dark.

"The Freedom Foundation has prevailed on the merits every time a judge has considered them in this lawsuit," said David Dewhirst, the Freedom Foundation's chief litigation counsel. "But for the unions, this case isn't about the merits. It's about inflicting maximum damage against the Freedom Foundation through the discovery process. And it's also about stalling for time because with every day that goes by, more dues money comes out of the paychecks of people who may not even know they're in a union, let alone share its values."

The Seattle ruling

has implications beyond Washington because the U.S. Supreme Court in September agreed to hear a case (Janus v. AFSCME) that has the potential to hand all public-sector employees the right to decide whether or not to affiliate with a labor union without fear of losing their jobs if they decline.

"We've been on the front lines of this battle for three years," said Freedom Foundation CEO Tom McCabe. "No other policy organization in the country has gone to the mat for these workers the way we have, and none has been the object of so much abuse by the unions."

Based on the experiences of the Freedom Foundation in the aftermath of the Harris ruling, McCabe predicted that unions in the 23 other states without right-to-work laws would almost certainly adopt the same strategy of delay, deny and litigate rather than risk the potential loss of billions in confiscated dues revenue.

But Friday's ruling short-circuits at least one possible union argument.

What's more, it puts the unions back on defense - where they belong.

"Now we can turn our full attention," Dewhirst said, "to the prosecution of our counter-claim against SEIU for abuse of process."

The Freedom Foundation is a member-supported, West coast think and action tank promoting individual liberty, free enterprise and limited, accountable government.



Chelan PUD 2018 budget: No rate increase planned

WENATCHEE - Chelan County PUD commissioners Monday focused on the building blocks of the District's 2018 budget, foremost among them - no electric rate increase proposed for the sixth year in a row.

Going back to 2000, District rates have increased 9 percent while consumer prices have increased 39 percent.

"Since 2010, at the direction of our commissioners, the District has taken advantage of a favorable wholesale market to reduce debt, avoid rate increases and maintain reliable service to meet growing load," said General Manager Steve Wright. "While we see challenges in the longer term, Chelan PUD continues to be in strong financial shape in the near term."

Commissioners agreed with strategic priorities in next year's budget. They are:

- ✓ Investing in key assets with major refurbishment of generating units at Rocky Reach and Rock Island dams

- ✓ Paying down debt by at least \$24 million, and

- ✓ Continuing Public Power Benefit investments in fiber expansion and other board-approved projects.

Board members reviewed and supported key assumptions for the spending plan as well as the timeline for public discussion of the 2018 budget proposal.

A first public look at the specific draft budget is set for 1 p.m. on Nov. 6, followed by more discussion on Nov. 20.

Commissioners will be asked to approve the 2018

budget on Dec. 4.

The District expects to end 2017 with strong positive results and to achieve financial targets through 2022.

Longer-term forecasts discussed with the board earlier this month reflect a transition to facing financial challenges in the mid-2020s as a result of declining wholesale revenue and increasing infrastructure investment demands.

Priorities for 2018 include investing in:

- Hydro project repairs and upgrades

- Systems to provide customers better information

- Electric system improvements to meet growth in existing and new loads

In other business, commissioners:

- Reviewed refinements to the strategic facilities plan and concurred with staff recommendations to move ahead with the detailed design plans at Rock Island and Rocky Reach dams; and begin a comprehensive outreach effort to engage the community in a conversation about the planned development of a consolidated administrative and operations facility in the North Wenatchee area - replacing the current downtown headquarters and Hawley Street facilities.

Staff will return for board approval on a timeline and recommendation for a new headquarters/operations center. Shared Services Director Dan Frazier went on to report that further analysis shows a status

quo approach of reactive maintenance, including remodeling existing buildings and leasing space for growth, offers less value at more cost over 50 years than building new facilities at one time or phasing the projects.

- Received a request from Lisa Parks, Port of Douglas County executive director, for the PUD to take full ownership, along with operating and maintenance responsibility for Orondo River Park in Douglas County on the Columbia River just north of the community of Orondo. The park, built by the port in 1972, has been a PUD recreation site since 1976 under terms of its license to operate Rocky Reach Dam. It is on both port and PUD property.

Michelle Smith, hydro licensing and compliance director, said the PUD is evaluating alternatives for the park's future. Staff will seek public comment on the options during November and return to the board at its Dec. 4 meeting with more information, public input and recommended next steps.

Among the questions to be addressed are whether the park should be focused on day use activities rather than camping.

- Received an update on PUD plans to replace the aging Upper Skyline Reservoir, continue study of a second regional water source and improvements finished at the Lake Wenatchee wastewater treatment plant.

- Special meeting: 1 p.m., Nov. 7, in the PUD boardroom for the Tri-Commission meeting.

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Old Biofilter



1st Generation ATAD Reactors converted to SNDRs



New 2nd Generation ATAD Reactors

Operational Experiences with Autothermal Thermophilic Aerobic Digestion at the Douglas County Sewer District East Wenatchee Waste Water Treatment Plant

By Michael Barnett and Bernita Landers, Douglas County Sewer District No. 1 and Kevin Staton, PE, Thermal Process Systems
Reprinted from the PNCW Newsletter - Summer 2017 (with permission of the authors)

The Autothermal Thermophilic Aerobic Digestion (ATAD) process has been around now for approximately fifty years, although it is still sometimes considered relatively new. The ATAD technology is operated as an aerobic digester, with a few minor tweaks that result in the ability to produce a Class A biosolids for land application programs. By increasing the solids concentration in the feed material and adjusting the oxygen delivered to the digester, the digester can produce its own heat, thus killing pathogens, while operating with a lower hydraulic retention time (HRT) and in a smaller footprint.

Douglas County Sewer District began operation of their 1st Generation ATAD process in 1998. The ATAD process is based at the District's East Wenatchee wastewater treatment plant (WWTP) and the facility is permitted to process a maximum monthly average flow (max. month) of 2.6 million gallons per day (mgd). The WWTP currently employs fine screens, primary clarification, enhanced activated sludge, UV disinfection, with solids thickening and dewatering.

ATAD digestion was chosen for waste solids processing at the East Wenatchee WWTP due to the fact that it could handle higher solids loads and required much less of a footprint than other alternative processes. For instance, conventional aerobic digestion has a maximum feed concentration of about 2 percent solids

and the Hydraulic Retention Time (HRT) would need to be about 30 days as opposed to a minimum feed concentration of 4 percent solids and an HRT of 10-12 days with ATAD technology. Also, ATAD has a high degree of solids destruction. Typical District ATAD feed ranges from 4-5 percent feed; typical dewatering feed ranges from 1.7-2.2 percent solids.

The original ATAD process operated by the District consisted of 3 ATAD reactors which were fed in series, a blend tank and a cooling tank. A process transfer event consisted of the following steps:

1. All three reactors would shut down, ceasing all mixing and aeration;
2. Transfer pumps would pump out a volume, determined by the operators, to the cooling tank;
3. The interconnecting valves would open and the reactors would equalize through shared piping;
4. The feed pump would then pump commingled solids (primary solids and TWAS (thickened waste activated sludge) to fill the first reactor near the bottom of the tank;
5. As the first reactor's tank level rose, it would then equalize into the 2nd and 3rd reactors; and
6. After all tank levels reached operational level, the three tanks would be isolated (the interconnecting valves would be closed) and brought back on line.

The above process transfer event took one hour and typically occurred daily. This mode of feeding is referred to as a batch feed

mode of operation. After a batch feed event, and the equipment came on, there would be about an 8-hour window or so of higher odor generation. All the aeration/mixing equipment was either "off" or "on". There was no control over the mixing rate, aeration rate or HRT.

Additionally, the post-processed, 1st Generation ATAD solids were then stored in the Cooling Tank, where there was no active cooling, aeration or mixing. The solids contained large amounts of ammonia and other odor constituents and were extremely difficult to dewater with costs easily exceeding \$200 per dry ton.

Dewatering occurred during regularly scheduled shifts. The ammonia load, which was recycled to the head of the plant in the centrate discharged from the dewatering centrifuge, could be as high as half of the total ammonia load coming in from the entire collection system. Plant operation staff observed ammonia concentrations of around 25 mg/l in the plant raw influent, but ammonia levels as high as 86 mg/l were coming from the District's primary clarifier during dewatering.

Additionally, there was an impact to the community as odor emissions extended beyond the WWTP property boundary. In 2001, the District upgraded its existing odor control biofilter. This greatly reduced the ATAD biofilter odor emissions and the number of people affected by the ATAD process but this was still not satisfactory, especially to users of the bike and walking path running

adjacent to the treatment plant.

Plant operation staff was challenged by this 1st Generation ATAD process. It was odorous, expensive, created operational difficulties and provided very little control capability. The Staff tried several different operational strategies to reduce or lessen the impact to the community without success, even moving the batch transfers to different times of day to alter the 8-hour window of odor generation.

Not only did the District have an odor problem, it also determined it would be facing a solids handling capacity issue before reaching the liquid stream capacity of the treatment facility. The design flow capacity of the WWTP liquid stream processes was 3.6 mgd. The plant operation staff calculated that the solids processing capacity was about 2.1 mgd and this was confirmed by the District's engineer. The 1998 upgrade did have a provision for a 4th ATAD reactor, but it was not constructed as part of the upgrade.

Plant operation staff then posed the question whether or not the District should build the 4th planned 1st Generation ATAD reactor and invest in a large capital odor control project, or to take the dollars which would need to be spent to control odor and put them towards increasing solids handling capacity. Earlier, in 2001, the District had been introduced to a 2nd Generation ATAD process being offered by Thermal Process Systems (TPS). Subsequently, TPS

was invited to a District Board meeting to explain why their technology would not create the same levels of odors as the 1st Generation ATAD process. With Board approval, the District moved forward with a project to address the odor and to increase the solids handling capacity of the WWTP.

The District's engineer explored different treatment alternatives and once again, given the limited amount of space for expansion at the WWTP, the 2nd Generation ATAD made the most sense. In 2006, after visiting several of the TPS 2nd Generation ATAD sites to research whether this was more than just a sales pitch, the District moved forward with the construction of two new 2nd Generation ATAD reactors. In an effort to reduce costs and utilize existing assets, the 1st Generation ATADs were converted to Thermal Process System SNDRs (storage nitrification denitrification reactors) and used to nitrify and denitrify in order to reduce ammonia levels in the centrate returned to the head of the plant.

2nd Generation ATADs vary from the previous 1st Generation ATADs in the following ways:

- The sidewall depths are not fixed, which allow for control over the HRT;
- Aeration is controlled by Positive Displacement Blowers on VFDs with an ORP (oxidation reduction

potential) control loop, which allows the oxygen to be supplied at different rates based on the demand;

- Mixing is now done with a pump on a VFD tied into the same ORP control loop so the rate of mixing can be adjusted as well; and
- Feeding is no longer done on a batch basis (reactors now alternate between being fed and being isolated).

Some of the realized benefits of the SNDRs are:

- The ammonia recycle has been greatly reduced;
- There is a beneficial reseeded of the treatment facility with nitrifying micro-organisms from the dewatering operation;
- There is an additional volatile solids reduction (VSR) of about 10 percent in the digested solids; and
- Chemical costs associated with dewatering are reduced.

In 2009, the District began operation of its 2nd Generation ATAD system. While the move to the next generation process provided much better results, it was not perfect. The District battled pump fouling, fouling of the ATAD jet aeration header, high wear of the pump casings, continued dewatering issues, and although significantly less, continuing odor challenges. Detailed descriptions of these challenges are provided next:

Pump fouling and fouling of ATAD jet aeration header.

SEE WWTP, PAGE 22



Fouled Jet Aeration Header



WWTP Site Plan



Upgraded Biofilter

Sen. Brad Hawkins: Time to rethink timeline of legislative sessions

Hawkins Press Release

EAST WENATCHEE - Coming off another legislative session that went into extra innings, Sen. Brad Hawkins wants to talk about modernizing the session schedule to help lawmakers make the most of their limited time to meet at the state Capitol.

"I respect our traditions but think it's very reasonable to consider adjusting the session timeline to reflect today's more complex workload and help us handle that work more efficiently and transparently. It may even create opportunities to significantly reduce the number of special sessions," said Hawkins.

The 12th District senator served through three special sessions this year, on top of six overtimes during his four years in the House of Representatives. He plans to spark the discussion by filing two measures in December, ahead of the 2018 legislative session that will start Jan. 8 and is scheduled for 60 days.

One proposal would simply change state law to move each session's opening day to the first Monday of February, instead of the second Monday in January.

His second measure, a Senate joint resolution, would remove "consecutive" from the part of the state constitution that defines the Legislature's regular sessions as 60 or 105 consecutive days.

Counting the days consecutively means the session clock continues to run on weekends, when many legislators return to their districts. Although they're able to connect with constituents and continue working on issues, Hawkins noted, being away from the Capitol means less time for formal actions on legislation. The practice effectively costs the Legislature about 30 of the 105 consecutive workdays allotted during a budget year.

"I think my bill to move the start of the session to early February makes a lot of sense," said Hawkins. "Stakeholders and constituents would have more time to connect with their legislators - especially new legislators - after elections and winter holidays, and it would help those newly-elected legislators make a smoother transition.

"Moving into a new office,

going to your committees for the first time, drafting legislation, and taking multiple office visits all in the same week can be chaotic. The best part is that nothing in my bill would change when legislators take their oaths of office or start their terms. What would change is the start date of the session," Hawkins said.

"The only date that seems to drive anything anymore is June 30, which is the end of the state's fiscal biennium, for the budget years. Starting a bit later won't be a setback. It will just get us closer to what has become the real deadline," he added. His proposal would require

approval from a simple majority in the Senate and House and the governor's consent.

He added that winter travel conditions are also likely to be better beginning in February for constituents who venture to the Capitol to participate in the legislative process as well as lawmakers who return to their districts on weekends.

"Let's avoid three weeks of very difficult weather and spare folks some winter travel," said Hawkins.

Hawkins said creating more flexibility for the 60 and 105 session days in Article II, Section 12 of the state constitution could effectively give lawmakers more time within a regular session to develop and reach bipartisan agreement on

major legislation, especially budgets. That in turn would mean more opportunities for the public to offer input than an overtime period typically offers.

Also, he said, legislators could set aside time in the calendar for in-district work periods to hear from constituents, or breaks for budget negotiations at stages during the longer sessions. To amend the constitution, his proposal would need approval from two-thirds of Senate and House members to qualify for the November 2018 general-election ballot, then receive support from a simple majority of voters.

"Being able to hit the pause button on the session clock so legislators can go home and get feedback from their constituents would automatically help make the legislative process more transparent, especially before casting major votes. Also, our regular sessions are better structured for transparency and public participation than special sessions. The flexibility to apportion our regular session days differently could greatly reduce or potentially eliminate what has become the common practice of calling multiple special sessions," Hawkins said.

Hawkins said it does not

matter whether his policy proposals are considered separately or together - but he hopes they will receive strong consideration in light of the frustration felt on both sides of the political aisle and from the public when the Legislature goes into extra sessions.

"I don't know exactly where the conversation will go, but I am ready to get it started. Beginning our sessions in early February makes sense for many reasons, and we should also either strike the word 'consecutive' in the constitution or consider expanding the number of session days to something greater than 105 and 60," said Hawkins.

"Let's not kid ourselves: the size, scope, and challenges of our state economy and budget are certainly different from many years ago. The job of being a legislator already has year-round responsibilities and expectations, so it's reasonable to talk about adjusting the session structure to acknowledge that reality. I think both the legislators and public would benefit from a more predictable and feasible schedule. It's time to have a thoughtful discussion about our session timing and structure," said Hawkins.



ERIN ROSSELL/WBJ

State Senator Hawkins gets around his district

State Senator Brad Hawkins travelled around his district recently meeting with mayors and other officials and citizens to find out how best he can help them in whatever issues they are needing a hand with. Shown here is Hawkins meeting with Chelan Mayor Mike Cooney in Chelan City Hall last month.

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Colonel John M. Groves

Is the Commander of the 336 Training Group in Fairchild AFB, Washington.

Colonel Groves graduated from the United States Air Force Academy in 1995 with a Bachelor of Science degree in Mechanical Engineering. He earned a Master of Science degree from Georgia Tech in 2007, also in Mechanical

Engineering. He is a Command Pilot with over 1900 hours in the UH-1N, MH-53, and CV-22 aircraft. He has served over eight years in Air Force Special Operations Command (AFSOC), during which time he flew combat missions in Iraq, Kuwait, Djibouti, Pakistan, and Afghanistan in support of Operations Iraqi Freedom and Operation Enduring Freedom. Colonel Groves also served as Deputy Director of Exercises and Joint Special Operations Air Component Director for the Aviation Testing and Evaluation Group (AVTEG) and as Aide-de-Camp to the Commanding General of Joint Special Operations Command (JSOC). He is a graduate of the Marine Corps Command and Staff College in Quantico, VA and the AirWar College in Montgomery,

Al. He served for 4 years in the 58 Special Operations Wing as CV-22 flight instructor, Wing Chief of Safety, and Director of Operations for the 58 Training Squadron.

He served as CV-22 Branch Chief, 352 Special Operations Group in RAF Mildenhall, and commanded the 371 Special Operations Combat Training Squadron at Hurlburt Field, FL. Most recently, he served as the Chief of the Office of Security Cooperation at the U.S. Embassy in Tegucigalpa, Honduras.

Education
1995 Bachelor of Science in Mechanical Engineering, US Air Force Academy, Colorado Springs, CO.
2000 Squadron Officer School, Maxwell AFB, AL
2002 Air Force Flight Safety

Officer School, Kirtland AFB, NM

2007 Joint and Combined Warfare School, Joint Forces Staff College, Norfolk, VA ..

2007 Master of Science in Mechanical Engineering, Georgia Institute of Technology, Atlanta, GA.

2008 Master of Military Studies, Marine Command and Staff College, Quantico, VA.

2010 Air War College (Correspondence), Maxwell AFB, AL.

2015 Master of Strategic Studies, AirWar College, Maxwell AFB, AL

Assignments

- July 1995 - Apr 1996, Research assistant, USAFA, CO.
- Apr 1996 - Oct 1996, T-37 Student Pilot, Columbus AFB, MS.

Wenatchee Rotary Veterans Program

CONTINUED FROM FRONT PAGE

is a challenging and very thorough syllabus.

Colonel Groves is no stranger to combat and combat rescue.

He is a Command Pilot with over 1900 hours flying the UH-1N, the MH-53 and the CV-22. He has flown combat sorties in Iraq, Kuwait, Djibouti, Pakistan and Afghanistan. His aviation experiences

made him the ideal man for SERE's leadership position. He is sure to tell us of some of his combat experiences.

The public is invited to attend this very stimulating program.

Buffet lunch will be served. The cost is \$13 per person.

If interested please email ford@financial-alternatives so we can get an accurate head count.

Wenatchee American Legion wants Veterans Day Parade volunteers

Dee Anne A. De Angelo
 American Legion Post #10

It's your friendly Veteran here to remind you about Veterans Day and ask if you would like to help.

We are looking for 50 people to carry "Fallen Soldier" banners from our area. It is about a two hour commitment. We meet at Wells Fargo in Wenatchee at 10:30, the parade starts at 11 and it's done by



around noon at the latest.

We ask that the person be around 14-years-old as the banners are big and it can be very cold, so wear

many layers. If you would like to help email me back or forward my email onto someone you think might be interested.

Second, because I am the new 2nd Vice Commander at The American Legion Post #10, Wenatchee, I am overseeing finding and assisting Veterans with help this Christmas Season.

The Legion provides help to Veteran Families

in the Wenatchee Valley in need. If you know of a Veteran in need or if you are a Veteran in need please respond to this email. I will need Veteran's name, family size, phone number and address. Feel free to call me with any questions at 509-669-0601. Fire Station BBQ right after the parade. It's free for Veterans and I believe a donation is asked for non veterans. Thank you for helping support our Veteran community. Make it an amazing day. Hope to see you at the parade or in it this Saturday, Nov. 11 at 11 a.m.



Local man serving in famed Seabees unit



COURTESY PHOTO

Petty Officer 1st Class **Brice Nash** of East Wenatchee is currently serving in the United States Navy with the Seabees.

He works as an equipment operator, which is responsible for operating all heavy equipment for the Seabees. He is also qualified for well drilling and instructing.

As a member of this famed construction unit with the motto "We Build, We Fight", Nash continues 75 years of Naval construction tradition that has performed its duty in every conflict since World War Two.

Washington Ranks 17th on Tax Competitiveness

WASHINGTON – Washington has the 17th most competitive tax code in the nation, according to the Tax Foundation's newly-released 2018 State Business Tax Climate Index.

This annual report measures how well each state's tax code is structured, analyzing over 100 tax variables in five different tax categories: corporate, individual income, sales, property, and unemployment insurance.

The breakdown of Washington's 2018 ranking is as follows (1st is best, 50th worst):

- Overall Tax Climate: 17
- Corporate Tax Structure: 46
- Individual Income Tax Structure: 6
- Sales Tax Structure: 48
- Unemployment Insurance Tax Structure: 17
- Property Tax Structure: 27

The Index ranks states based on their tax structure, not their tax burden. States with complex tax codes that



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Rotary



Lake Chelan Rotary selects outstanding companies



We're locally grown - born and bred right here in the North Cascades. And we value our roots. Take a second to look around and you can see it in the 1,000s of volunteer hours our employees donate per year, read it on local high school sports calendars and year books, and hear about it in community event sponsorships and partnerships. We live here, we work here, we play here. With a surrounding area that is as beautiful and bountiful as the North Cascades, can you really blame us?

We're as proud of our employees and their commitment to our communities as we are of our long-standing record of financial strength, service, and integrity. And we're not ashamed to brag about it. So when we say we're actively involved in making our communities better places to live, it's not just marketing. It's from the heart.

Lake Chelan Rotarian **Randi Burchett**, a member since 2015, is a mortgage banker for the Chelan branch of North Cascades Bank. You can reach her for your mortgage needs at (509) 682-7388, or stop in and see her at 220 East Johnson Ave. in Chelan.



Randi Burchett



Pinnacle Surveying offers Boundary, Topographic and Subdivision survey services and consulting for properties throughout North Central Washington. The heart of our service area is the Lake Chelan Valley where **Tim Hollingsworth**, principal, has lived and surveyed since 1991.

Pinnacle Surveying has been in existence since 1994. The objective of their web site is to provide their clients with information about who they are and what they can offer to the community. As time allows they hope to create a site that provides a resource for land owners, developers, real estate professional, builders and designers. Please contact them with your questions, comments, concerns or with ideas on how to make the site better.

Tim Hollingsworth was President of Lake Chelan Rotary in 2013-2014. He has been a member since 2009 and is a Paul Harris Fellow. Tim and his wife Tracy have been great supporters of the Rotary International Youth Exchange and have hosted several students. This year their daughter Nora, a graduate of Chelan High School this Spring, is an outbound exchange student to India. You can check on her adventures on the Rotary website www.lakechelanrotary.org and then clicking on the icon for "Nora the Explorer". Pinnacle website: <http://www.pinnacle-surveying.com/> Business office is at 601 West Woodin Ave. Phone: (509) 682-2266.



Tim Hollingsworth



The concept of Gamble Sands began with the vision of a high-end, Pacific Northwest destination resort community highlighted by a variety of outdoor recreational activities. The first step – the debut of the highly acclaimed Sands course – set the foundation for future plans that include another golf course, quaint outdoor amphitheater, equestrian activity center, spa & fitness center, and limited private real estate and lodging opportunities. It is the many outdoor activities, including world-class golf, surrounding Gamble Sands that provide guests with the type of flexibility that appeals to a wide range of interests. And with leadership tied to the local community for more than 100 years, the Gamble Sands project will develop deliberately with the health of the area's economic diversity always in-mind.

Lake Chelan Rotarian **Dave Christensen** is the PGA General Manager of Gamble Sands. He lives in Chelan with his family, but obviously works in Brewster at the Golf Course. Dave has been a Rotarian since 2016, and has been very generous in supporting the Chelan High School Interact golf fund raiser at Gamble Sands. The course, clubhouse, golf shop, restaurants and Inn at Gamble Sands are located at 200 Sands Trail Road Brewster, WA. 98812.

Website: <http://www.gamblesands.com/>



Dave Christensen



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Kelly is currently the Vice President of Lake Chelan Rotary, has been a member since 2015, and is a Chelan City Councilman. Call Kelly at (509) 423-1655.



Kelly Allen



Louws Truss buys into Cashmere Mill District

CASHMERE - The Port District of Chelan sold about four acres to the Louws Truss, Inc., company in September for an undisclosed amount.

The land is located south of Mill Road in the Cashmere Mill District and will be home to Louws newest manufacturing facility.

“The Port is excited to assist Louws Truss in expanding its operations to Chelan County and renew economic activity in the Cashmere Mill District,” said Port Commissioner JC Baldwin.

Louws Truss is a third

generation Washington company that began in the early 1950s as a general construction company. Through vision for the future of the construction industry and a focus on



specialization, Louws has become a leading truss supplier in the state and throughout the Pacific Northwest.

Since 2010, Louws' manufacturing facility has been located in Burlington, Washington.

The Agreement executed

between the parties is set to close by November 30 and Louws is hoping to begin site work in December with construction completed by summer 2018.

Twenty to 30 jobs will result from the new plant, according to Port and Louws officials.

The Cashmere Mill Property was used primarily for lumber milling from the 1940s until late the 1970s. Various commercial and light industrial businesses occupied the property in the 1980s and 1990s. At the time of purchase by the Port in 2008, the 32-acre site had little activity and no employees.

Since purchase, the Port has undertaken a \$6.6 million cleanup and road improvement project to prepare the site for redevelopment. Zoning allows for a mix of industrial and light-industrial and light-commercial uses.

For more information contact: BJ Louws, President, Louws Truss Inc., 360-384-9000 or louwstruss.com.



Moody's upgrades Wenatchee's bond ratings with 'Positive Outlook'

The City of Wenatchee recently received a credit rating upgrade from Moody's Investors Service (Moody's). As a result of a routine update review, Moody's raised its long-term issuer rating for the City of Wenatchee to 'A3,' with a Positive Outlook, from its previous rating of 'Baa2.'

At the same time, Moody's upgraded the City's Limited Tax General Obligation (LTGO) bond rating to 'A3' from 'Ba1'.

Moody's stated that the rating reflects their view of the City of Wenatchee's financial and economic profile, including:

- Strong reserves and liquidity that have grown;
- Modest debt and pension profile;
- Limited exposure going forward related to the Public Facilities District obligations;
- Management has implemented strong financial policies and is expected to outperform its peers;
- Conservative budgeting, combined with



increased revenues for the Old Station annexation, and reduced expenses from the annexation of fire services are expected to provide stable financial health.

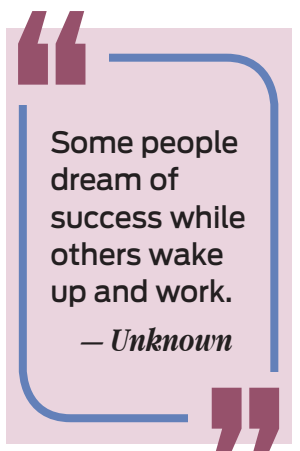
This is the second significant rating increase in a year. In November 2016, S&P Global Ratings assigned its long-term rating of 'AA-' to the City of Wenatchee.

Mayor Frank Kuntz said, “We are pleased that rating agencies have recognized the significant progress we have made over the past few years in building healthy reserves while maintaining prudent stewardship of the City's services and assets.”

The rating upgrades are expected to help the City obtain lower interest rates (than what the City may have been able to obtain at

the prior ratings) as the City looks to issue bonds in the future.

City administrators believe this improved financial outlook not only applies to the City's ability to meet its long-term financial obligations, but also reflects its credit quality as a partner in economic development initiatives.





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Employment law is in flux at a federal, state and cultural level in 2017. Hear from Washington experts on how best to meet 2018's changes head on.

Session Highlights

- Sexual Harassment: a plaintiff attorney's recommendations for employers
- Paid Sick Leave: Ask a Labor & Industries Expert
- Immigration Law changes
- 2018 Ogden Murphy Wallace Employment Law Update



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Douglas PUD meeting notes

EAST WENATCHEE - Douglas PUD Commissioners Aaron Viebrock, Molly Simpson and Ron Skagen took the following actions at the Sept. 25 meeting:

- Authorized renewal of Fiduciary Liability Insurance with AIG. (17-148)
- Approved the renewal for Directors and Officers and Employment Practices Liability Insurance with AIG. (17-149)
- Authorized a weatherization agreement with the Chelan-Douglas Community Action Council. Douglas PUD has participated in the Washington State Department of Community Development's Energy Matchmaker Low Income Weatherization Program through the Chelan-Douglas Community Action Council since 1988. Douglas PUD will contribute \$60,000 for 2018. The program utilizes matching funds to weatherize houses for low-income residents of Douglas County. (17-150)
- Approved transport agreements with Weather Group Television, LLC. These

agreements are required by most networks to receive and transport the signal over the Douglas County Community Network. (17-151)

- Authorized an interlocal agreement with the Town of Waterville for the purchase of street light fixtures for the Relight Washington grant program. (17-152)
- Approved acceptance of work and final payment to WESCO Distribution, Inc. under contract 17-13-D, supply and deliver compact 1100 kcmil EPR primary underground cable. All work has been completed and determined to meet bid specifications. (17-153)
- Authorized change order No. 75 to contract 06-41-W, generator rebuild for unit refurbishment for the Wells Hydroelectric Project. These changes include a spare turbine shaft seal strainer, examination of welds and improvements to the bearing vapor brush seal for Unit 7. This will increase the contract \$15,200, bringing the total not to exceed amount to \$167,585,587. (17-154)



- Approved award of contract 17-14-W, Methow Hatchery Pond 13 avian protection improvement and pond liner replacement to Halme Builders, Inc. the only responsive bidder. (17-155)
 - Approved a professional service agreement with the Colville Confederated Tribes for 2017 Archaeological Monitoring for the Wells Hydroelectric Project. The Historic Properties Management Plan requires annual archaeological monitoring at forty four high priority archaeological sites for a period of five years. This agreement shall not exceed \$103,569 and will conclude June 30, 2018. (17-156)
- The next meeting of the Commission is scheduled for 1:30 p.m. Monday, Oct. 9 at the District's East Wenatchee office at 1151 Valley Mall Parkway.



Commissioner Aaron Viebrock



Commissioner Molly Simpson



Commissioner Ron Skagen

Washington Ranks 17th on Tax Competitiveness

CONTINUED FROM PAGE 7

distort business decisions do poorly, while states with transparent, neutral, fair tax codes score well.

“While the amount of revenue a state raises gets a lot of attention, it doesn’t tell the whole story about a state’s tax system,” said lead-report author Jared Walczak, a senior policy analyst at the Tax Foundation.

“The goal of the Index is to start a conversation between taxpayers and legislators about how their tax system compares with other states, and provide a roadmap for improvement.”

The Index also serves as a tool for identifying state tax trends. In recent

years, North Carolina, Indiana, Washington, D.C., and others have instituted reforms that have improved aspects of their tax code and boosted their Index scores. These state-level efforts provide useful lessons for the ongoing federal tax reform debate.

“Our Index shows how thoughtful reforms can improve taxes in a way that benefits all taxpayers,” said Tax Foundation Director of State Projects Scott Drenkard.

“As federal lawmakers look to simplify the tax code and remove barriers to business investment, several states have already shown how tax reform could make the U.S. more competitive.”



Reichert chairs trade hearing on future in the Asia-Pacific Region

WASHINGTON – Congressman Dave Reichert (R-WA) Chairman of the Ways and Means Trade Subcommittee, chaired a Trade Subcommittee hearing on “Opportunities to Expand U.S. Trade Relationships in the Asia-Pacific Region.”

Among other witnesses, the hearing included testimony from Stefanie Moreland representing Seattle-based Trident Seafoods Inc. Ms. Moreland as well as the other witnesses discussed both the current challenges and the great potential in the Asia-Pacific region for American workers, farmers, ranchers, and entrepreneurs.

“Many of the largest and the fastest-growing economies in the world are in the Asia-Pacific region. The 21 Asia Pacific Economic Cooperation, or APEC, members account for around 59 percent of global GDP and

49 percent of world trade. U.S. companies can sell only so much to the four percent of the world’s population that lives in the United States, so we must improve our access to global markets. If we want to remain competitive, then we must focus on doing so in the Asia-Pacific region.

“Washington is one of the most trade-dependent states in the country, with 40 percent of all jobs tied to trade. Given our location on the West Coast, my constituents are very aware of the importance of export markets in the Asia-Pacific region.

“Far too often, U.S. companies are held back in this region by high tariffs, non-tariff barriers, and discriminatory policies and regulations. All too often, it is much more difficult to do business in the region than it should be. Reducing these barriers would increase opportunities for U.S.

companies to compete and win and would also increase prosperity throughout the Asia-Pacific, enhance security in the region, and set high standards for future agreements. One important tool that the United States can use to address these issues is negotiating trade agreements. But we have trade agreements with only three countries in the Asia-Pacific: Korea, Australia, and Singapore. We must expand our presence.

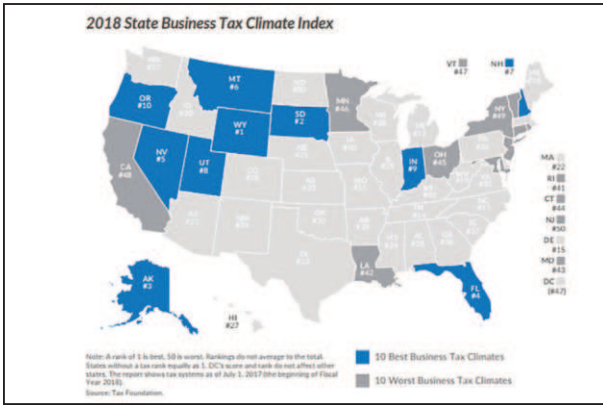
“I am convinced that KORUS, our trade agreement with Korea, has been a great success for both the United States and Korea. KORUS has been in place only five years, and some of the tariff reductions are still being phased in, especially for sensitive agricultural products, so we can expect even greater gains in the future. Even still, we have seen the benefits of KORUS

throughout the United States, and particularly in my home state of Washington. Among other success stories, we have nearly doubled our cherry exports to Korea, making it our third largest market for cherries. “At the same time, Korea’s implementation of certain portions of the agreement has been very disappointing, and I know some tough conversations are ongoing to address those problems. The best way to resolve these issues and instill confidence in both countries about the future of the agreement is to use the committee structure set up under KORUS. That structure has helped us put an end to several disputes already, but Korea needs to do much more.

“I am eager to hear from each of our witnesses today about your experiences in Korea and throughout this region – both where you’re having success and where you see continuing challenges. I hope that this hearing will help us as policymakers to more effectively push our trading partners to ensure a level playing field for U.S. companies and their employees.

“When we have a trade agreement in place, we can work to enforce the agreement and push our trading partner to live up to its side of the bargain. But our limited number of trade agreements in the Asia-Pacific region greatly reduces our leverage relative to competitors in other countries that have been more aggressive in negotiating trade agreements.

“Therefore, I firmly believe we need to pursue new bilateral agreements in the Asia-Pacific region. High-standard, ambitious, and enforceable agreements would benefit all Americans, including farmers, ranchers, workers, fishermen, manufacturers, and service providers. The longer we wait, the more we fall behind our competitors. We simply can’t afford to delay. I am eager to hear from our witnesses about how such new agreements can help us force markets open and make sure we are treated fairly.



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BNCW's October Nothing But Networking Event

Last month, Standard Paint & Flooring hosted our October BNCW Nothing But Networking Event!

Over 60 people attended and strolled through their amazing flooring and paint department while enjoying

delicious food catered by Ravenous Catering!

There were reps from Cambria and Benjamin Moore Paint there with give-aways of their own to add to the abundance of door prizes that Standard Paint & Flooring already had to offer!

So many people left that night with something new in their hands!

Many thanks to all of the hard work the staff at Standard Paint & Flooring put into making the evening such a success!

Special thanks go out to Austyn Nichols for going

above and beyond in the planning and creation of some fantastic gift baskets!

Be sure to mark your calendars for the November BNCW NBN hosted by Numerica Credit Union at their East Wenatchee branch on November 16th from 5:30 to 7:30pm!

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

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

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FAX: (509) 665-6669

Email us for more information:
Info@BuildingNCW.org

Visit us online at:
www.BuildingNCW.org



BNCW MEMBER HIGHLIGHTS

Welcome new BNCW members!

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

- **Smith Custom Woodcrafting, Inc.**
Jared Smith
(509) 884-3781
- **Tidd Tax & Accounting, LLC**
Steve & Tina Tidd
(509) 662-5951

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!

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MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

NOVEMBER 2017 ASSOCIATION NEWSLETTER

PAGE 2

BNCW's:

FROM
A DIFFERENT
PERSPECTIVE
Beijing Borrowings

“At present, China's non-financial debt is 210% of its GDP. When Japan's economy collapsed in 1992, its ratio was 210%, and when Spain collapsed less than a decade ago, their non-financial debt-to-GDP ratio was 215%. While shrinking the ratio is easy, doing so without slowing economic growth is impossible. Thus, each time China attempts to do it, growth weakens and China backs down. This ballooning debt is a huge concern.”

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



While it may be hard to believe, planning for the big 2018 BNCW Home Show is already underway!

NCW's premier Home Show will once again be held at the Town Toyota Center on February 10-11, 2017. We would like to thank Ryan Kelso and Complete Design, Inc. for his continued participation and support as our Presenting Sponsor!

As many of you know, the best way to promote your business is face-to-



face with folks. Experienced business owners know that, even when business is brisk, keeping in front of consumers is paramount to keeping that pipeline of future business secure.

The BNCW Home Show is designed to do exactly that for our vendors. Consequently, our #1 priority is to get thousands of decision-makers right in front of you over a three-day period.

Here's what one of our valued vendors has to say about why their company makes the BNCW Home Show a part of their annual marketing plan:

“We value participating in the BNCW Home Show and Home Tour & Remodeling Expo because of the networking we can do with others in the building community. One of our biggest jobs this summer

and fall came from another vendor we were neighbors with at the Home Show last spring. Just today, we received a multi-faceted job from a contractor we met at the Remodeling Expo. The networking we are able to do at BNCW events has been an invaluable asset to the growth of our business.”

Robert and Jessica Guerin, Owners - Wenatchee Valley Glass

Vendor registration for the 2018 BNCW Home Show is now open. Booth space is limited due to the number of returning vendors from our 2017 Show. This alone is another great testimony to the quality and effectiveness our Show has earned over the years!

We look forward to adding new, quality vendors who are eager to get in front of

qualified folks seeking to meet quality professionals!

For more information on the 2018 BNCW Home Show, including booth pricing, and other marketing opportunities, please contact Sarah Daggett at 509-293-5840.

Registration will be open until all booths are filled. Don't wait until the last minute to get your registration secured, as this is a first-come-first-served opportunity to give your 2018 business year the kick-start it deserves!



Ugly Christmas Sweater Party & Auction

Saturday, December 9th

6-9pm • Wenatchee Convention Center

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\$35 each or
\$260 table of 8 (savings of \$20)

All guests will receive a sponsored \$15 gift card to a local business/retailer!



BNCW is Seeking 2018 Home Show Planning Committee Members!

The BNCW Home Show is NCW's Premier Home Show! This is a high-visibility community event that provides member volunteers a unique opportunity to help plan and execute an event that is multi-faceted. The

planning committee will be gearing up very soon and we would like to have you bring your creativity and ideas to the table! Sound interesting? It is! Please contact Lindsay Everhart at (509) 293-5840 for more information!



Building! MEMBER MESSENGER

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

NOVEMBER 2017 ASSOCIATION NEWSLETTER

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"You are busy today thanks to your efforts yesterday. To stay busy tomorrow you must plan well today!"

TOP 5 REASONS

why you should be in the 2018 BNCW home show

February 9th - 11th



- 01** Thousands of Qualified Buyers in three days, all in one place!
- 02** Exhibit marketing is one of the most cost-effective ways to promote your business and get your product or service in front of qualified buyers.
- 03** Seven times as many prospects can be reached at a trade show than through any other lead generating system. *Source: Business Marketing Magazine*
- 04** Consumers of trade shows:
 - 83% Have not been called on by your company in the past 12 months
 - 82% Have buying influence
 - 50% Are looking specifically for new product innovations
 - 49% Come to buy something
 - 29% Are decision makers
- 05** Attendees that visit trade shows:
 - 95% Pick up your product literature and brochures
 - 94% Compare products and research the competition
 - 77% Locate new suppliers and vendors
 - 51% Request that a sales representative visit them
 - 26% Sign a purchase order

BNCW strives to create a Home Show that will produce a comprehensive marketing campaign aimed at attracting quality, high-income attendees.

Contact Sarah Daggett at 509.293.5840 or email Sarah@BuildingNCW.org
www.BuildingNCW.org

Last Call



BNCW's Nominating Committee is issuing one last call for seeking nominations of those members who have an interest in pursuing one of the soon-to-be open or expiring four-year terms on BNCW's Board of

Directors. If you have interest in serving the Association in a leadership role on our governing board, please contact Marc Straub at (509) 293-5840.

Please be looking for the 2018 BNCW Leadership Ballot in your email inbox

very shortly.

We appreciate you taking just a moment to complete the electronic ballot. *Thank you!*

Paid sick leave requirements



As a result of voter-approved Initiative 1433, employers are required to provide paid sick leave starting January 1, 2018.

The newly adopted rules provide details on how the law will be carried out, covering topics like how employees accrue paid sick leave, what they can use it for, when they can use it, and how to calculate rates of pay for paid sick leave.

A second phase of rulemaking on mandatory paid sick leave is just getting underway. It will detail how the new law will be enforced.

Accrual

- Paid sick leave must accrue at a minimum rate of one hour of paid sick leave for every 40 hours worked. This includes part-time and seasonal workers.

- Paid sick leave must be paid to employees at their normal hourly compensation.

- Employees are entitled to use accrued paid sick leave beginning on the 90th

calendar day after the start of their employment.

- Unused paid sick leave of 40 hours or less must be carried over to the following year.

- Employers are allowed to provide employees with more generous carry over and accrual policies.

Usage

- Employees may use paid sick leave:

- To care for themselves or a family member.

- When the employees' workplace or their child's school or place of care has been closed by a public

official for any health-related reason.

- For absences that qualify for leave under the state's Domestic Violence Leave Act.

- Employers may allow employees to use paid sick leave for additional purposes.

Minimum Wage Increase

Along with mandatory paid sick leave, Initiative 1433 also increases the state minimum wage by \$.50/per hour, annually over the next three years.

In 2018, the state minimum wage will climb to \$11.50 an hour.

The initiative also ensures employers pay their employees tips and service charges.



BNCW Health Choice

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Building! MEMBER MESSENGER

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

NOVEMBER 2017 ASSOCIATION NEWSLETTER

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CHELAN COUNTY Shoreline Master Program UPDATE

As a follow-up to our member notification in the July issue of this publication, as well as our joint effort with NCWAR in noticing over 4,000 affected property owners in Chelan County, BNCW continues to remain engaged in the update process of the Chelan County Shoreline Master Program.

Specifically, subsequent to the first public hearing held in July, BNCW representatives continue to attend and provide testimony in the ongoing hearings – all with the desired outcome of a final SMP update draft that mitigates (as much as possible) negative impact on private property rights, while providing a plan that we all can live with for the next thirty-plus years.

To their credit, the Chelan

County commissioners appear very much to have the best interests of the county property owners in mind as they are reviewing and taking public input on the draft recommendations provided to them by the Chelan County Planning Commission. We will continue to advocate for recommendations that protect private property rights.

We sincerely thank those valued members who have stepped forward to provide invaluable testimony throughout this process – especially **Ryan Walker with Grette Associates!**

We will keep our members updated as this process comes to a close and a final draft is forwarded by the County on to the Department of Ecology for approval.

Building! North Central Washington PROUD MEMBER

BNCW's Weekly Dirt e-Update

Each Tuesday, BNCW sends out a weekly e-Update to our valued members and their employees.

The purpose is to keep our members well-informed of important information that may affect them. Keep an eye out in your inbox! If you're not currently receiving this weekly e-Update and would like to, simply give BNCW a call at (509) 293-5840 and request to be added to our contact list and we'll be sure that you begin receiving the **BNCW's Weekly Dirt.**

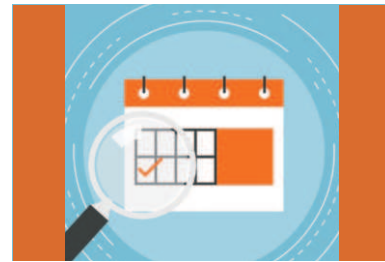
Secure your 2018 NBN event date now before they're snapped up!

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 (509) 293-5840 or via email at Lindsay@BuildingNCW.org.

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Nothing But Networking
Grow Your Business Face-to-Face

November's BNCW NBN Event

BNCW members and guests are cordially invited to attend BNCW's November Nothing But Networking event, scheduled for Thursday, November 16 from 5:30pm to 7:30pm. You won't want to miss this fun, free evening

of great food, drink, door prizes and networking!

This month's member host company is the East Wenatchee branch of **Numerica Credit Union!**

Come visit their beautiful facility and see what sets them apart.

NUMERICA CREDIT UNION

Where: Numerica Credit Union, 477 Grant Road, East Wenatchee
When: Thursday, November 16, 5:30-7:30PM
RSVP: Online at www.BuildingNCW.org or Call (509) 293-5840

BNCW EVENTS

BNCW's November Board of Directors Meeting

- November 15, 2017, 7:00am to 9:00am
- Building North Central Washington
- 2201 N. Wenatchee Ave, Wenatchee
- Chairman: Jim Blair

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.

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NCESD's Schock selected to attend national conference

North Central Educational Service District (NCESD) Assistant Fiscal Officer **Trisha Schock** was selected to attend the Association of School Business Officials International annual conference. The event was held September 22-25 in Denver, Colorado.



Trisha Schock

Schock was awarded the Emerging School Business Leader scholarship to attend the event, and was the only recipient from Washington State. Eighteen recipients from

across the nation were selected to receive the scholarship, which is awarded to up-and-coming leaders with less than five years in the industry. The conference brings together school business leaders to learn and to connect – sharing challenges, successes, best practices, and more.

“Attending this event really allowed me to develop a professional network and learn best practices from mentors from across the country. I’m excited to put what I’ve learned to work at the NCESD,” Schock explained.

“The Emerging School Business Leaders Scholarship opens the path for district officials who are seeking professional development and a network of mentors to guide them in their careers,” says ASBO International Executive Director John Musso. “At a time when school systems struggle to invest in professional development, we are grateful to U.S. Communities for helping us provide an award program that recognizes and develops new professionals into effective district leaders.”

Schock was nominated for the award by NCESD Executive Director of Administrative Services, Dave Arp. In his nomination form, he stated: “Trisha exemplifies what it means to be a leader in every sense of the word; she leads our External Fiscal team that provides direct business office support to our 29 school districts. The direct supports she and her team provide can range from processing the day-to-day transactions to being the business manager for multiple districts. Leading this team is an extremely challenging role as it requires a broad scope of knowledge as well as the ability to manage strong personalities both on her team and within the districts we serve.”

Founded in 1910, the Association of School

Business Officials International (ASBO) is an educational association that supports school business professionals who are passionate about quality education. The organization provides programs, services, and a global network to promote the highest standards of school business management, professional growth, and the effective use of educational resources.

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

Smithson selected for Life & Disability Committee

Kathy Z. Smithson of Smithson Insurance Services in East Wenatchee has been selected to serve on the Life & Disability Agent/Broker Advisory Committee for another term of three years to the Washington State Insurance Commissioner’s Advisory Council. She will be the longest time serving this council then any other agent/broker in Washington State.



Kathy Z. Smithson

Mattson gets FEMA certifications

Ken Mattson recently received several FEMA certifications. “These elements are in my wheelhouse. Earthquake gas shut off valves, automatic valves to shut off water and chemicals, mass notification, early warning systems,” said Ken Mattson about his recent studies sponsored by the Federal Emergency Management Agency better known as FEMA.



Ken Mattson

Mattson runs Alpha Sales Technology and is North Central Washington’s Applied Technology Council: FEMA 395, Earthquake Safety and Mitigation for Schools, FEMA 577, Making Hospitals safe from earthquakes, and I attended a training in Portland for FEMA 74, Earthquake Hazard mitigation for nonstructural elements.

I have been appointed by QMI Manufactur-

ing to be a distributor for their products in WA, OR, CA. I will be setting up associates and sales reps to sell and market these products. My plan is to contract with businesses and organization for the Risk Discovery, Description, and Exploratory phases of nonstructural elements to a business. I will have a fee and will create a report from FEMA standards for the Initial Assessment, Discussion, Implementation and Evaluation. Contact Ken at AlphaSalestech.com for more information.

Flores new president-elect of WSSDA Board

Manson School Board Member, **Aurora Flores** was certified as the next Washington State School Directors Association’s (WSSDA) board president-elect. Flores has been a school board director for 20 years in the Manson School District, over half of which she has served as her board’s legislative representative. Flores is currently vice president of WSSDA’s board and is a governor-appointed member of the Professional Educators Standards Board. “I strongly believe that public schools with local control are still our best public education option and this is why I’ve dedicated so many years to serving my local school district,” said Flores. “But I am humbled at being confirmed as president-elect on the board of the largest group of elected officials in the state of Washington.”



Aurora Flores

Guildner joins North Cascades Bank

North Cascades Bank, a division of Glacier Bank, is pleased to announce the appointment of **Charles (“Charlie”) Guildner** as President and Chief Executive Officer as of October. Guildner joins North Cascades Bank from People’s Bank in Bellingham where he held several leadership positions, most recently Executive Vice President and Chief Lending Officer.

Guildner began his banking career at Cascade Bank in Everett where he became a top producing lender and market manager. For the past 17 years he has been at People’s Bank where he was responsible for a variety of lending and credit management positions including Chief Credit Officer. While there, he led the development of several business initia-

tives including a successful marine lending program.



Charles Guildner

Guildner graduated from Snohomish High School and earned a BA in Economics at Pacific Lutheran University in Tacoma. He is also a graduate of the Pacific Coast Banking School at the University of Washington. He and his wife Debbie are in the process of relocating to North Central Washington and look forward to becoming active members of the community. Guildner’s personal interests include sailing, snow skiing, tennis and scuba diving. North Cascades Bank is a division of Glacier Bank of Kalispell, Montana.

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

Standard paint and flooring hires new designer

Cyndy Jaynes has joined the Wenatchee Standard Paint and Flooring team as their newest designer.



Cyndy Jaynes

Cyndy earned an Interior Design degree from Bellevue college and has over 27 years of design experience. As an associate member of the Northwest Society of Interior Designers, Cyndy specializes in furniture and kitchen design and has extensive flooring

experience. Randy Stuber, store manager in Wenatchee had this to say about his newest hire: “We are really happy to have Cyndy on our team at Standard because she believes in the customer service that our company has always stood by.” Since 1954, Standard Paint and Flooring has offered top-of-the-line products, knowledgeable staff and exceptional customer service and continues to be a family run business. For more information on Standard Paint and Flooring, please visit StandardPaintandFlooring.com



Rebekah Escobar



Kiana Dixon



Holly Nevin

The law firm of CliftonLarsonAllen (CLA) has hired **Rebekah Escobar** into its accounting department. Escobar was born and raised in Wenatchee and always knew that each time she left for school or for a job that she would come “home” one day. “My schooling and life adventures sent me to Moscow, Idaho and Seattle for a handful of years before I graduated with a Bachelor’s in Accounting from Seattle Pacific University. After that, I spent a few years trying to find my niche working in both private and public accounting - dabble in tax, higher education assurance and non-profit before returning to CLA as

a tax associate. Now that I am home, my roots only grow deeper into this valley as I challenge myself to be a lifelong teacher, invest in meaningful relationships and be a part of this community,” she said.

Newest members of the Wenatchee CliftonLarsonAllen team are **Kiana Dixon** who joined our Audit Team and is a recent graduate of Central Washington University with a Masters Degree in Professional Assountany, and **Holly Nevin**, previously with Accor Tecnology Inc. who has recently joined our Bookkeeping /AccountingTeam.



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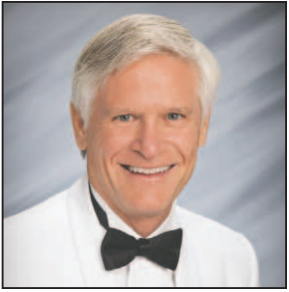


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Bryan Campbell



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Andy Kottkamp

Washington State Apple Blossom Festival announces officers, board of directors, theme & Logo For 2018

The Festival announced that Andy Kottkamp, Partner at Kottkamp, Yedinak, LLC, will be heading up the 99th Festival as Director General.

Andy became involved with the Wenatchee Central Lions Club and in turn with the Apple Blossom Festival Royalty Pageant.

He was Emcee for this event and shortly after served on the Festival Board of Directors and Executive Committee.

Andy will oversee the Board of Directors and the progress of Festival 2018.

Bryan Campbell, Pro Active Real Estate, will serve as the 2018 Chancellor of the Wenatchee Applarians, the official hosting group of the Festival.

Deanna Bollinger, Nancy's Party Rentals will serve as, Kottkamp's Assistant Director General which puts her in line to become the Director General in the year 2019 for the 100th Festival. Lori Reed, Mitchell, Reed & Schmitt, will serve as Program Director, which puts her in line to become the Director General in the year 2020.

2018 Board of Directors are:

- Brad Bozett
- Nannette Fishbourne
- Adele Haley 100th Festival
- Alex Haley Blossoms & Brews
- Linda Haglund Youth Parade
- Erik Holmberg
- Julie Kuntz 100th Festival
- Anthony McCarty
- Danielle McKee
- Julie Mott

2018 Chairpeople are:

- Char Allen Pie & Dessert Bake-Off
- Kelly Atwood Arts & Crafts
- Kathy Campbell Jr. Royalty Chaperone
- Cindy Farrar Jr. Royalty Chaperone
- Sally Feil Pie & Dessert Bake-off Visiting Royalty
- Daryl Ferguson Grand Parade
- Wendy Focht 1st Year Chaperone
- Siobhan Fryhover 2nd Year Chaperone
- Linda Herald Photographer
- Pat Lynn Visiting Royalty
- Pat McDonald Float Décor & Design
- Malcolm McLellan Legal Consultant
- Amy Moubray Entertainment
- Jeff Neher Art Print
- Roger Pollock Golf Tournament
- Stacia McRae Pageant
- Rose Wulf Art 4 Kidz

"How Do You Like Them Apples?" is the theme of the 2018 Festival.

"The Wenatchee Valley is famous for our apples. And what a wonderful variety of apples we grow. The Washington State Apple Blossom Festival, one of the premier events of the Pacific Northwest, is made possible by thousands of generous sponsors and volunteers, who, for the past 99 years, have committed themselves to helping our valley celebrate our heritage, and our future. Please join with our Board of Directors, the Wenatchee Applarians, sponsors, volunteers and staff as we welcome our guests to join our celebration as we look at our valley in full bloom, smile and say "How do you like THEM apples!" – 2018 Director General Andy Kottkamp.

The Board of Directors and Chair people held a Planning Retreat on September 13, where they began preparing for the 2018 Festival that runs from April 26 -May 6.



COURTESY PHOTO

Ivory gets 20-year Award

Pictured from left are: Commissioners Ron Skagen, Aaron Viebrock, Gary Ivory, Commissioner Molly Simpson.

They awarded General Manager Gary Ivory with his 20-year service award at the Sept. 25 meeting.

Skagen thanked Gary on behalf of the citizens

of Douglas County for his years of service and his willingness to take on new responsibilities.

Gary thanked the Commission and said "It's a better job than I deserve. The Commission and employees make my job enjoyable. It is a pleasure to work here."



Numerica PAC hires new director of development

Matt Cadman, Executive Director of the Numerica Performing Arts Center, has announced the hiring of Sherry Dawley as the Numerica PAC's new Director of Development. Dawley began her new role on September 11, 2017.

Dawley comes to the Numerica PAC with 30 years of experience in the nonprofit sector in Seattle, Washington with experience in marketing, communications, event planning, volunteer management, and fundraising.

She has worked for companies like PacMed, Premera, Group Health, YWCA, and 501 Commons. Her experience boasts many accomplishments including working with her team to double the YWCA's annual fund from \$1.2 million to \$2.5 million.

As the new Director of Development, Dawley will be responsible for all fundraising and development activities.

Working closely with the Executive Director, Matt Cadman, Dawley will plan, design, market, and implement the fundraising infrastructure for the Numerica PAC.

"Our precious little theatre is very fortunate to have Sherry join our team," Cadman said. "With



Sherry Dawley

Sherry's deep and vast resume, we will be able to build the Numerica PAC's visibility, impact, and financial resources."

Dawley is excited to extend her skill set into the world of performing arts in the Wenatchee Valley.

"I am just delighted to join the fabric of Wenatchee which is rich in artistic appreciation and strong in its commitment to building community and philanthropy," Dawley said.

The Director of Development position was created after an extensive feasibility study conducted last fall recommended the importance of establishing a role which focuses on donor relations and fundraising.

The Numerica Credit Union is the naming sponsor of the Numerica Performing Arts Center at the Stanley Civic Center.

Dalpez recognized as 'Franchisee of Year'

At the recent FSBI Brands, Inc conference in Ft. Lauderdale Florida, Wendy Dalpez was recognized as the "Franchisee of the Year" for The Entrepreneur's Source and the PuroClean TES Coach of the Year for 2017.

In just four years time, Dalpez has received numerous awards from The Entrepreneur's Source and has recently become a multi-unit owner helping other local entrepreneur's realize their dreams of business ownership in the career coaching industry.

According to Tamara



COURTESY PHOTO

Loring, Brand Manager, "Wendy has been blazing the trail in her local community

as well as within the TES system. She has worked hard to become a tremendous

resource in the North Central Washington region whether it be helping people explore their options for "You 2.0" or volunteering in the local soup kitchen."

Locally Dalpez is the Wenatchee Business and Professional Women's President, member of the Success Partners networking group, and coordinator of the St. Luke's Saturday Free Lunch Program.

Dalpez is shown above receiving the award with Founder/Visionary Terry Power to her left and David Smith, our company integrator on her right.

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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Precht purchases Telford's Chapel of the Valley

EAST WENATCHEE - Kevin Precht, Licensed Funeral Director and Embalmer here, has purchased Telford's Chapel of the Valley from Rick and Ann Phillips.

The sale retains local ownership for Telford's Chapel of the Valley.

In addition to purchasing the business, Precht will shorten the name to "Chapel of the Valley" and temporarily relocate the business to the Jones & Jones-Betts Funeral Home facility in Wenatchee, within the next six months, while a new facility is being made ready in East Wenatchee.

The purchase by the Precht family, owners of Jones & Jones-Betts, includes the business, but not its real estate located at 711 Grant Road in East Wenatchee.

Phillips has owned Chapel of the Valley (formerly Telford's Chapel

of the Valley) since 1995. The original name of the business was "Chapel of the Valley", with the "Telford" name being added later.

"Transitioning the name back to Chapel of the Valley, the name that many still remember, is an appropriate thing to do since the Telford family is no longer involved in the business," Precht said.

"There have been a number of changes in our industry over the last few decades, the biggest of which is the trend towards cremation. This transition will allow Chapel of the Valley to continue with high level of service and care that Rick and Ann Phillips and their staff have always had."

Rick Phillips will continue as Managing Funeral Director of Chapel of the Valley, and will continue to be assisted by his wife Ann, son Brady

Phillips, and their staff.

RickPhillips has been well-known in the Wenatchee area funeral business for more than 35 years. Phillips said, "Our original plan was to purchase the property after we purchased

the business, but that did not go according to plan. With the changes in the funeral industry and the rising costs of doing business, we couldn't justify renewing the lease of the Telford building."

"We elected to not renew our lease of the Telford building, and it was time to move the business. Kevin Precht has property in East Wenatchee that he has ready to use to develop a

new funeral home. Instead of taking on the work and expense of purchasing property and developing a new funeral home building ourselves, we decided this was the best way to move forward. This retains the

business under local ownership, and we'll have a more modern facility to work from in the future, still located in East Wenatchee."

"We have been and will continue to be dedicated to serving families of the Wenatchee Valley, and our overriding goal will be to retain and continue the trust that families have placed in our funeral home over the years. I look forward to continue serving families

in the Valley in the coming years."

Temporarily, Chapel of the Valley will conduct business and services at the 302 9th Street location in Wenatchee of Jones & Jones-Betts.

The former Telford's building will be closed and will no longer be used for funerals.

"The funeral home at the corner of 9th and Chelan streets has a larger chapel and more on-site parking than the Telford's building did," said Kevin Precht.

"The recently updated funeral home is more modern and very convenient for families and friends who attend services."

The two funeral homes will operate as separate entities during the temporary relocation at Jones & Jones-Betts, and in the future as Chapel of the Valley permanently relocates back to East

Wenatchee.

"All prearrangements will be unchanged," assured Phillips. "Those who made pre-arrangements with Telford's Chapel of the Valley needn't worry about making them again. The prearrangements are on file and in-force as they always have been."

Jones & Jones-Betts Funeral Home has been owned by the Precht family since 1985. Kevin Precht lives in East Wenatchee with his wife, Julianne and their three children.

Kevin is a third-generation funeral director, embalmer, and funeral home owner and has funeral businesses in Washington and Oregon.

The Precht family has owned and managed funeral homes since 1940.

Both the 884-3561 Chapel of the Valley phone number and the 662-1561 Jones & Jones-Betts phone numbers will remain active.

"The recently updated funeral home is more modern and very convenient for families and friends who attend services."

— Kevin Precht, Licensed Funeral Director and Embalmer



Local craft beer makers form 'Wenatchee Brewers Row'

Three craft breweries in Wenatchee have formed a brewery district calling it "Wenatchee Brewers Row." It includes Badger Mountain Brewery, Columbia Valley Brewery and Wenatchee Valley Brewery. They are located near the Columbia River are within walking distance of each other. The Brewers Row logo, pictured above, was created by Wenatchee graphic designer Lars Ringsrud. Columbia Valley Brewery, 538 Riverside Drive, is Wenatchee's oldest commercial brewery, opening in 2012 next to Riverfront Park. Badger Mountain Brewery, 1 Orondo Ave., followed in 2013 and Wenatchee Valley Brewing, 108 E. Island View St., opened in 2016.

Wenatchee Errand Service: 'Like having two of you'

By Gary Bégin

There is a new service in town geared towards today's busy lifestyles especially for those of us with kids, two jobs and a myriad of other responsibilities - Wenatchee Errand Service.

Don't have time for grocery shopping? Gift shopping? How about dropping off/picking up dry cleaning? Need to drop off your furry friend for a bath and grooming? Other errands you don't have time for?, Nikki Davis, owner of this new business, will do it for you.

She charges \$25 an hour Monday through Friday 9 a.m. - 5 p.m. and \$40 an hour on the weekends and holidays.

Hourly fee above includes 10 miles of travel. Anything over 10 miles is \$0.54 per mile.

"I wanted to find my niche and do something that I enjoy. I enjoy people and enjoy helping others. What better way than giving them some of their time back. I know what it is like to work fifty to sixty hours a week

SEE NEW SERVICE PAGE 21

Wenatchee Area Real Estate SNAPSHOT September 2017

Provided by Pacific Appraisal Associates

Residential Real Estate Market

Closed Sales 104 ▼ -16% from Sept. 2016 124 Sold Last 90 days: 329 Closed Sales Year-to-Date YTD: 2016 2017 ▼ 832 779	Sold Trend - Residential Single Family 	Median Sales Price \$290,000 ▲ 8% YTD from 2016 YTD \$268,750 Last 90 days: \$305,000 Average Sales Price YTD: 2016 2017 ▲ \$292,114 \$315,012
Avg DOM 75 Pendings 155 New Listings 118 2016 YTD 2017 YTD Change 1115 1019 -9%	Active Listings 170 ▲ 1% From Aug 2017 ▼ -24% From Sept. 2016 Sept. 2016 2017 225 170	Building Permits - YTD 2016 2017 Single Family 164 201 Plex Units 12 6 Apartments (units) 0 28 Average SP to LP Ratio (Sold Price to Original Listing Price) 98% 99% YTD Average 6 Month Average YTD: 2016 2017 97% 98%

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	16	42	58	52	36	25	21	11	16	9	7	21	325
Average Number Sold per Month	5.0	7.8	16.8	26.3	16.7	11.0	7.5	5.8	2.2	1.7	1.3	1.3	1.8	105.3
Indicated Mos. Present Supply	2.2	2.0	2.5	2.2	3.1	3.3	3.3	3.6	5.1	9.6	6.8	5.3	11.5	3.1

With an inventory of 170 single family units on the market, the supply of homes increased a slight 1% over last month's inventory of 168.

The average days on market is 75, meaning homes are selling 16 days faster than this time last year.

The median sales price has reached \$290,000. Year-over-year, the median sales price is up 8% over 2016's median of \$267,750.

Current Rental Housing Vacancy			
	2016	2017	Change
Condo	0%	3%	~
Single Family Homes	2%	4%	100%
Multi-Family	1%	1%	0%
Plex	1%	4%	300%
Overall	1%	2%	100%

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.

Residential Market: Single Family Homes and Condos

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



135 S. Worthen St., Suite 100
 Wenatchee, WA 98801

Cashmere Area and Leavenworth Area Real Estate SNAPSHOT

3rd Quarter 2017
Provided by Pacific Appraisal Associates

Residential Real Estate Market

CASHMERE MARKET															
	3rd Quarter 2016			3rd Quarter 2017			Percentage Change			YTD 2016		YTD 2017		Percentage Change	
Closed Sales	24			19			-21%			47		47		0%	
Median Sales Price	\$264,950			\$311,500			18%			\$253,625		\$310,000		22%	
Average Sales Price	\$310,290			\$388,049			25%			\$280,901		\$349,048		24%	
Number Listed	21			19			-10%			43		50		16%	
Average Days on Market	136			96			-29%								

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	0	2	5	1	4	0	1	2	1	1	1	0	1

Pendings (current) 5
Active Listings (current) 11
Cashmere Market Area: Cashmere, Dryden, Monitor

LEAVENWORTH MARKET															
	3rd Quarter 2016			3rd Quarter 2017			Percentage Change			YTD 2016		YTD 2017		Percentage Change	
Closed Sales	56			64			14%			140		152		9%	
Median Sales Price	\$341,000			\$444,000			30%			\$319,450		\$399,500		25%	
Average Sales Price	\$401,842			\$450,147			12%			\$364,789		\$444,730		22%	
Number Listed	67			72			7%			244		225		-8%	
Average Days on Market	123			106			-14%								

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	2	0	6	7	8	5	9	8	5	3	4	3	4

Pendings (current) 39
Active Listings (current) 79
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

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.

135 S. Worthen St., Suite 100
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509-662-8900

City of Wenatchee New Business Licenses September 2017

Impact Auto Sales LLC 3522 Hwy 97A Wenatchee, 509-888-8000	Ricardo Valdez used car sales
Serena Flores 401 N Miller St Wenatchee, 509-662-5809	Serena Flores Cosmetologist
Seafords Pizza DBA Papa Murphys 1300 Walla Walla Ave Wenatchee	Shannon Seaford pizza sales
Patio Pools of Chelan Chelan, WA 98801 509-669-4842	Shawn Burke pool builder
Theresa Dunn 401 N Miller St Wenatchee, 509-662-5809	Theresa Dunn Cosmetologist
Organized For You Wenatchee, 509-470-9293	Tracy Jansen for hire organization
Multigen Wealth Services Inc 23 S Wenatchee Ave Ste 120 Wenatchee	Craig Brown Financial Planning
Utilities Consulting Services Wenatchee, 509-679-9332	Frank Sblendorio Utility Engineering Cons.
Corpell LLC DBA Incogneato Wenatchee, 509-542-7780	Gary Kamen Web based software
A Touch Above Wenatchee, 509-421-2292	Jack Hurt House painter
Out of the Miry Clay Counseling Wenatchee 509-888-0897	Patricia Schrupf mental health counseling
Stephanie Waterbury Wenatchee, 509-860-8445	Stephanie Waterbury online sales vinyl stickers and art
The Man Shop 913 N Wenatchee Ave Wenatchee, 509-768-1324	Joe Lobb barber shop
BK Performance Auto Repair/ Fabricatio LLC Wenatchee 509-888-0480	Brandon Knouf mobile auto and boat repair

FreedomWorks Statement on FCC Title II Rollback

WASHINGTON, DC - During a speech at an event co-hosted by FreedomWorks and SBE Council, Federal Communications Commission Chairman Ajit Pai announced that the Commission is reconsidering President Obama's internet regulations. FreedomWorks applauds Chairman Pai's efforts, and FreedomWorks President Adam Brandon released the following statement:

"The internet has been an engine of growth and innovation. President Obama's Open Internet Order is a direct threat to future of the internet, transforming the internet from a world of permissionless innovation to a world of mother-may-I regulation, with the FCC as the new power broker.

Chairman Pai is right to be concerned about the dangers of excessive regulation. We need to return to the light touch regulation that will allow entrepreneurs and investors to create the next generation internet capable of supporting more users and the next generation of applications.

"In just over 20 years, the internet evolved from a small network connecting universities and research institutions to a global enterprise connecting more than 3 billion people. All of this was done without heavy-handed regulation or government intervention. And consumers have benefited greatly, with the world now at their fingertips, and new tools and applications that have fundamentally changed

our day-to-day lives. It is encouraging that Chairman Pai is working to remove unnecessary regulatory burdens to allow continued growth and innovation for the internet." FreedomWorks aims to educate, build, and mobilize

the largest network of activists advocating the principles of smaller government, lower taxes, free markets, personal liberty and the rule of law. For more information, please visit www.FreedomWorks.org or contact Jon Meadows at JMeadows@FreedomWorks.org.

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Is the dollar our next big worry?

After the election, the U.S. dollar rose quickly, presumably on optimism that Trump and a Republican Congress would do things to help the American economy.



MARKET UPDATE
Brad Blackburn

However, around the time Trump was inaugurated, that started to change.

In the nine months after Trump took office, the dollar fell to

its lowest level in almost three years (to be fair, it's come back up a little).

A lower dollar is both good and bad news.

It's good for exporters because it makes American goods cheaper and more competitive abroad. 50 percent of the revenue from S&P 500 companies comes from outside America.

So, a lower dollar can really help those big corporations. The problem is that a weaker dollar can hurt consumers.

When the dollar falls, the stuff we buy from other countries gets more expensive (the most important one is oil). So, a lower dollar effectively creates higher costs for consumers (aka: Inflation).

Since consumers make up two-thirds of the economy, we don't

want to make life harder on them.

Another problem is that a strong currency is typically a sign of a strong economy.

If the best financial opportunities are in America, money will flow here, and the dollar will rise.

The fact that the dollar has dropped means money is moving away from us. However, even that isn't all bad.

The falling dollar is evidence that the rest of the world is finally gaining some economic steam – which is ultimately good news for America.

However, there is a worry is that the dollar could keep falling, which could convince global investors to buy even less dollars.

That's the kind of thing that can build on itself and turn into a real problem.

That scenario could equal high inflation and rising interest rates – which is probably the quickest way to push us into a recession.

I'm certainly not predicting this, but the falling dollar is a relatively new and important story, and it's something I'll be paying close attention to.

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.



Unintended consequences

The phrase, “unintended consequences” has surfaced more frequently in recent times.

Government, businesses, groups, and organizations are all in the news because of the unintended consequences of their actions or decisions.



BETTER BUSINESS
David S. Murray

This article speaks to how you may avoid, or at least minimize, unforeseen results of a business decision.

First, let's define “unintended consequences”.

The term describes a set of results that were not intended as an

outcome.

The concept of unintended consequences covers three areas: POSITIVE RESULTS, NEGATIVE RESULTS, and PROBLEMATIC RESULTS. Results may also be a combination of more than one area.

A classic government example with negative results was prohibition in the 1920's of alcohol. It drove the honest alcohol industry out of business and allowed the underworld of organized crime to fill the gap.

With those profits, organized crime had the ability to move into other areas fostering their growth. A more recent government example is the Affordable Care Act.

The unintended consequences are well known to both individuals and business owners who need to

cover the higher premiums and the higher deductibles. One could write a book on government's inability, either through ignorance or error, to properly analyze all possible results of their decisions.

In the business arena, there are equally as many.

One example is Starbucks Coffee's new mobile app, whereby one can preorder his/her coffee so it is ready and waiting and paid for upon arrival.

The unintended consequences of this program was it was so successful the wait line by all the users was worse than the prior method of ordering.

Many stores are still experiencing the problem. This problematic unintended consequence could have been avoided through regional testing of the customer base.

Another problematic unintended consequence, and one that has not fully unfolded is the move to self-driving vehicles.

At issue will be the liability relative to property and causality should one of these vehicle damage property, take a life, or injury caused by the vehicle.

Will it be the person operating the vehicle, the owner of the vehicle, the software developer/manufacturer, or the maker of the vehicle?

What will the cost of insurance look like?

These issues will be played out in the court system and will be labeled as unintended consequences.

Is it possible to avoid unintended consequences?

Because we are human, it is unlikely. But, there are things we should think through in an effort to mitigate there likelihood:

What will be the effects of this action through the chain (yours and your customers)?

Who will change to what degree?

What's the best case scenario?

What's the worst case scenario?

What will be the effect on your sales, and your market share?

Will suppliers be able to respond to your decision?

What are your alternatives if you need to reverse or adjust this change?

What is seen and what might be unseen?

What is the cost to implement and what will be the expected benefit?

The bottom line, conduct a complete analysis of what you are attempting to do, including what are the issues that might be created, negative and positive, and will the outcome have lasting positive effect, not just short term. Analyze, analyze, analyze.

A noted author, Frederic Bastiat wrote many years ago a comment that could be applied to our subject. He stated: “There is only one difference between a bad economist and a good one: the bad economist confines himself to the visible effect; the good economist takes into account both the effect that can be seen and those effects that must be foreseen.”

On a personal note, I am guilty of an unintended consequence of my own.

SEE **BETTER BUSINESS**, PAGE 20

Calling an audible: tips for redirecting a project at the last minute

By James C. Price from “Inspiration and Motivation”

In football, a quarterback has a way of changing plays on the fly when he doesn't like what the defense offers him – he calls an “audible.”

This gives his team the best possible chance to reach their most immediate goal, whether to get a first down or to score.

In business, this can occur at any moment during projects, entrepreneurial ventures, or departmental issues.

Being able to change your team's direction at crucial moments is imperative to maintain a smooth, consistent work environment.

Check out these tips to ensure your success when calling an audible.

Assess the Situation

When a project comes to a screeching halt, take a step back and assess the situation. Reestablish your overall goals. If they haven't changed, ask yourself what has.

Identify every issue and how those problems affect your outcome. Map out what has gone right so far in your process.

Understanding what you have to work with and issues working against you will help you start thinking of a different play to run that will break

through the defense.

Remember what legendary Notre Dame Coach Lou Holtz said: “Life is 10% what happens to you and 90% how you respond to it.”

Make sure you have all the information needed so you can respond effectively.

Think of Possible Outcomes

Once you have all of the information available, brainstorm with your team to come up with different solutions – and the consequences of each.

Every action has an equal and opposite reaction, so you can't assume that changing the plan

midway through a project won't have unforeseen effects. “If we do this, what could happen?” “If we went this direction, would it still lead to our end goal?”

One of the biggest problems leaders have is when their

organization changes a plan halfway through a project, the change is made rashly – without taking into account all possible outcomes.

Combat this by mapping out each solution with possible consequences to be ready to respond in every situation.

Remember, without vision, your organization will falter.

Be Decisive, Commit Fully

Once a decision is made, stick to your guns and go full speed ahead. Indecision can be extremely costly in the long run.

Be proactively persistent. Not only is it imperative to the overall success of your new plan, but it's also a necessary stance leaders must take to have full buy-in from



SEE **JAMES C. PRICE**, PAGE 20



Wenatchee company releases E-book to combat hackers

By Gary Bégin

Key Methods has been, a local cybersecurity company serving the Wenatchee Valley since 1998, has released an E-book at the perfect time. In light of recent massive hacker attacks on everything from government agencies to Equifax and Target affecting almost every American in the nation with a credit card, a social security number, a house and a job, WBJ readers are urged to protect themselves and their vital business systems from similar attacks.

The WBJ spoke to Key Methods about what can be done in this age of hackers and outright theft of personal and commercial proprietary data.

Key Methods President Dan Paquette responded to the following questions and added comments to clarify the potential dangers of technology and data theft, whether of domestic or foreign origins:

WBJ: Fill Journal readers in on when Key Methods was started and if any particular incident caused it to come into being?

Dan Paquette: Key Methods was founded in 1998 as a small IT support company, we found our niche in providing professional technology services that let our customers focus on their core business competencies without worrying about their IT infrastructure.

As our company grew and started working with more clients, we researched ways to help our clients better manage their technology.

In 2002, we shifted our focus to pro-actively monitoring and maintaining our clients' computer networks. This

new approach of focusing on "up-time" instead of waiting for "things to break" helped us grow our company even larger.

We enjoy partnering with our clients at a deep level and adding true value to their business. We look forward to pursuing our goal to be Washington State's premier IT services company.

WBJ: How many employees... and is your company targeting a particular segment of the business/private community?

Paquette: Key Methods currently has 15 Employees. We work with small to medium size businesses. Our popular verticals are professional services (CPA's, Attorneys, Engineers, etc.), medical (chiropractors, dentists, clinics), manufacturing, and agriculture. We do not work with home users (residential).

WBJ: Are government agencies also being offered your services?



Dan Paquette
Key Methods President

Paquette: Yes, we have worked with various local city governments, counties, and PUD's.

WBJ: Do you charge a specific amount for analysis of a company's computer security?

Paquette: Security analysis and protection is covered under our fixed fee service contracts – Security is something considered and evaluated with just about every service call we take.

We offer free assessments for new prospective clients.

recognize and avoid scams.

We have a network of colleagues that we routinely meet with to discuss security issues as well as attend conferences and other types of training.

We also partner with great security vendors and take advantage of everything that they have to offer.

WBJ: What can you offer the reader of the Journal in the way of getting help in this area and when they actually should seek your help?

Paquette: The main points we try to tell end users is to protect in "Layers" – Do not rely on just one level of protection (like Antivirus only).

A good defense has multiple layers like Bullet Proof Glass. This includes a business class firewall with Unified Threat Management, Web Traffic Filtering, AntiSpam, Antivirus, and end user education/testing.

Do not use the same passwords for everything and change them fairly frequently.

We have spoken to many end users that have had their passwords compromised by security breaches like what happened recently with Equifax.

When breaches like that occur, user names and passwords get "Sold" on the dark web to potential hackers.

These hackers then use those credentials to get into your online banking, Office365 accounts, Google accounts, etc.

Use 2 factor authentication whenever possible. Although this may seem inconvenient at times, this can almost eliminate the ability for hackers to access your account.

Whenever you (or anyone else) logs into your accounts, you need to confirm your identity by using something in your position (like a code texted to your cell phone).

The added bonus when doing this is knowledge of someone trying to hack your account.

If you get a number of text messages coming to your phone for instance and it was not you, then you know you'd better change your password since someone other than yourself is trying to gain access to your account(s).

If they are a local business and would like a second opinion or free security assessment contact us danp@keymethods.com or keymethods.com/audit or email or call Dan Paquette, President, Key Methods: danp@keymethods.com 509.663.7000 ext. 800.



WBJ: Does your service include cell phones, laptops and other devices?

Paquette: Yes, all devices including the network infrastructure (firewall, switches, wireless, etc.) are covered under fixed fee service contracts.

WBJ: Did you or others in the company learn the craft of combating hackers from another company or via college or some other way?

Paquette: The security landscape is a moving target. We continue to educate ourselves and stay on top of the latest security threats as well as the best in class products and services for combating hackers. A large component of this is end user education and auditing.

With the clients permission, we can perform "ethical" hacking attempts to see where education may be required and proactively teach end users how to



When a business doesn't pay its tax obligations, the state can file a lawsuit against that business and obtain a judgment. **Judgments are filed in Chelan County Superior Court.**

The following are some of the unpaid Department of Revenue (Rev) and/or Labor and Industries (L&I) penalties and/or Department of Employment Security (ES) taxes and/or overpaid benefits filed against Chelan companies/individuals as of July 2017, August, September and October of \$1,000 or more. Judgements includes lawsuits against individuals by companies and vice versa. The plaintiff is listed first and the defendant second. Chelan Superior Court : CSC

Readers should be aware that some or all of these judgments may have been satisfied (paid) since the filing:

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| <p>August 21</p> <ul style="list-style-type: none"> ■ After Midnight, LLC dba 10 Below, \$77,126 Rev. ■ Northpoint Farms, LLC (Christopher, Janet, Michael, Brandon Hubbell) - \$17,904 Default judgment in favor of Van Well Nursery <p>August 24</p> <ul style="list-style-type: none"> ■ Chipman Construction, Inc. - unpaid taxes \$2,826 L&I <p>August 30</p> <ul style="list-style-type: none"> ■ Morfin Landscape & Nursery (Eriverto Morfin) - \$10,016 Rev. <p>Sept. 6</p> <ul style="list-style-type: none"> ■ Garage Door Services - unpaid taxes \$9,820 Rev. ■ Elite of Wenatchee, LLC - unpaid taxes \$6,247 L&I ■ Outlaw Cannabis Co. - unpaid taxes \$5,128 L&I ■ Brendan T. Bergren - overpaid benefits \$1,415 ES ■ Juan Mendoza - overpaid benefits \$5,136 ES ■ Perla Karina Morales - overpaid benefits \$1,284 ES ■ Randall E. Jennings, Jr. - overpaid benefits \$2,029 ES <p>Sept. 8</p> <ul style="list-style-type: none"> ■ Elite of Wenatchee, LLC - unpaid taxes \$14,141 Rev. <p>Sept. 11</p> <ul style="list-style-type: none"> ■ Douglas R. Long - overpaid benefits \$3,272 ES <p>Sept. 12</p> <ul style="list-style-type: none"> ■ Jill Diane Pepin - overpaid benefits \$1,669 ES <p>Sept. 13</p> <ul style="list-style-type: none"> ■ The Wine Thief, LLC - unpaid taxes \$3,838 Rev. ■ Northwest Soft Serve and Sales - unpaid taxes \$1,300 Rev. <p>Sept. 15</p> <ul style="list-style-type: none"> ■ Galen Wayne Goodman - unpaid construction penalties & \$1,050 L&I ■ Rafael Amezcua, Jr. - unpaid construction penalties \$5,090 L&I | <p>Sept. 18</p> <ul style="list-style-type: none"> ■ Dylan James Honeywell - unpaid construction penalties \$1,877 L&I <p>Sept. 21</p> <ul style="list-style-type: none"> ■ Mike Wolfe Service, Inc. - unpaid taxes \$2,171 L&I <p>Sept. 21</p> <ul style="list-style-type: none"> ■ A&A General Construction, LLC - unpaid taxes \$5,455 Rev. ■ Overall Construction Services, Inc. - unpaid taxes \$4,442 Rev. ■ Copper Dog, LLC v Christopher Ewing - \$2,277. CSC <p>Sept. 27</p> <ul style="list-style-type: none"> ■ Baroness Cellars Warehouse/Gichemi Danielle Grace - unpaid taxes \$1,831 Rev. ■ Stone Masters, Inc. - unpaid taxes \$17,737 Rev. <p>Sept. 28</p> <ul style="list-style-type: none"> ■ Johanson Surgical Services, LLC - unpaid taxes \$1,035 Rev. ■ Rafael Amezcua, Jr. - unpaid taxes \$5,040 x3 separate cases L&I ■ Miguel Camacho - unpaid taxes \$1,050 x2 separate cases L&I ■ Eastman Construction, LLC - unpaid taxes \$1,566 L&I <p>Oct. 5</p> <ul style="list-style-type: none"> ■ Ruben & Brenda Damian - unpaid taxes \$1,444 L&I ■ Kevin P. Peart - overpaid benefits \$875 ES ■ Patricia A. Summers - overpaid benefits \$613 ES ■ Javier Lopez - overpaid benefits \$515 ES ■ Robert J. Parks - overpaid benefits \$955 ES ■ April J. Sapp - overpaid benefits \$368 ES ■ Clyde D. Holmes, Jr. - overpaid benefits \$3,186 ES ■ Guillermo Venegas - overpaid benefits \$403 ES ■ Tom G. Woodland - overpaid benefits \$444 ES ■ Marisol Flores-Pena - overpaid benefits \$3,960 ES ■ Aaron C. Anthony |
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NEW SERVICE

Wenatchee Errand Service: 'Like having two of you'

CONTINUED FROM PAGE 17

and try to squeeze errands in while also trying to give time to the people you love or the hobbies you enjoy doing. There are many good reasons to have an errand service available for your use. On top of having most of your personal time back you also get some stress reduction."

"We all have that inevitable 'To Do' list that runs through our heads most days and sometimes even in the evenings when we're supposed to be getting some shut eye. Why not relieve some of that stress and worry by having someone trustworthy and reliable do some of those things for you. Convenience, this is a given. Increased productivity is another bonus, having an errand service gives you the ability to get more done. It's like having two of you. This is a service that I believe many people could benefit from using," Davis said.

For larger packages, animals and errands, Davis has an SUV and a truck is available.

She appreciates getting at least 24-hours notice to do a job and charges a one hour minimum. Davis also gives senior citizens a 10 percent discount.

Davis states that her "overhead is low. I have gas, insurance, vehicle maintenance, licenses, credit card fees (Square reader), business cards, rack cards, and taxes. Nothing major at all."

WBJ readers can trust Wenatchee Errand Service because "I believe in doing



GARY BÉGIN/WBJ

Nikki Davis

everything on the up and up. I have a state and city license. I'm not sure if it was required to have one with the state for the type of business I'm doing, but, better safe than sorry. If it's a business and you plan on making money then you should have a license and plan on paying taxes."

Davis was recently manager of the Fraternal Order of Eagles club here in Wenatchee and has decades of customer service experience.

She wanted more flexibility in her home and work life so she could spend more time with family... and who doesn't want more of that?

Davis also states that she's "honest to a fault" and is already involved with veterans and animal care volunteering and plans to do more community minded things in the future once her fledgling enterprise takes off.

She wants prospective customers to know she is serious when it comes to integrity and great service because, "my reputation is on the line."

For your errand needs, Call Nikki at (509) 423-0008 or email: WenErrands@gmail.com.

Completing the Apple Capital Loop



Continued from Front Page

Serving the world with the highest quality Apple, Cherry, and Pear exports; home to 75,000 people; providing services as an urban hub for all of North Central Washington; the Wenatchee Valley is only 1 of 8 metropolitan areas in the nation lying off the National Interstate system, and yet our resilient community has invested over \$100 million in the last 10 years in transportation improvements and continues to invest in this critical lifeline, the Apple Capital Loop. This 11 mile loop carries over 100,000 vehicles per day and is key to freight, business, commuters, transit, emergency services and everyone who lives and visits the Wenatchee Valley. Confined by the Cascade foothills and divided by the mighty Columbia River the importance of this loop is further emphasized. Completing transportation improvements on the loop will address current congestion problems and set the region up for burgeoning growth that is already occurring straining our system. The Apple Capital Loop INFRA grant request will provide the first significant Federal investment to compliment local public and private investments to address existing issues as well set forth a path for economic prosperity consistent with goals and objectives for the national transportation system!

All Hands on Deck: The City of Wenatchee is applying on behalf of a partnership with Wash. State Dept. of Transportation, Port of Douglas Co., Douglas County, City of East Wenatchee, Port of Chelan County, Chelan-Douglas Transportation Council, LINK Transit, and BNSF Railway.

Federal Request:	\$152 million	60.0%
Local Match:	\$101 million	40.0%
Total Project:	\$253 Million	100.0%

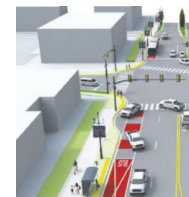


Leveraging LOCAL/STATE Investments: The State implemented an 11.9 cents Gas Tax that will return \$81 Million to our region for improvements to the congested North Wenatchee Avenue and Sunset Highway. These State funds are key to showing leverage for our Federal Grant application.

PROJECT OBJECTIVES:

➤ **Address Safety, Mobility, and Aesthetics on North Wenatchee Avenue (SR285)**

- North Wenatchee Avenue is the greatest bottleneck on the loop with 40,000 vehicles per day and has the highest numbers of accidents on the loop. U-turns and medians will address the safety problems while enhancing the business district access. Bus Rapid Transit will improve service for Link Transit commuters. Over \$30 Million of Connecting Washington and local funds are secured for these projects with a total cost of approximately \$60 million.
- The Sleepy Hollow fires destroyed warehouses and opened the opportunity for a RR underpass at McKittrick Street. This underpass will connect the waterfront to North Wenatchee Avenue and will facilitate over \$240 million of private redevelopment in the area.
- US 2 and Easy Street Signal will get replaced with a roundabout to improve safety and traffic/freight flow.



McKittrick Street RR Underpass

➤ **Build a Bypass to North Wenatchee Avenue -> Confluence Parkway**

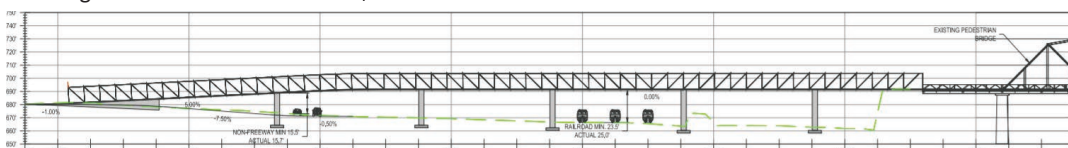
- Confluence Parkway addresses congestion and freight delays with a bypass to North Wenatchee Avenue and provides a third way in and out of the city, which is **especially important during emergencies**. The corridor is planned along the east side of the RR tracks between Miller Street and the existing US2/HWY 97A interchange. Loop trail and park enhancements will included! The total cost of this component is estimate at \$115 million.



Photo Projection of Confluence Parkway

➤ **Build a Pedestrian Bridge -> Connecting South Wenatchee Ave. to the Pipeline Bridge**

- South Wenatchee is home to 30% of the city's population and there is currently no access to the pedestrian/bike Loop Trail and the bridge connection to East Wenatchee. This pedestrian overpass is consistent with the community's South Wenatchee Action Plan and will facilitate connections across the river between the two cities.
- The pedestrian bridge solves a railroad safety problem where people cross the tracks to avoid a long walk to Thurston Street. Pre-design is completed for this bridge and the estimated cost is \$4 million.



➤ **Construct an Interchange Near Cascade to Support Douglas County North-end Development Plan**

- This interchange and access routes will serve greenfield development approx. 280 acres and support in excess of \$280 million in new development. The interchange uses existing grade separation infrastructure and opens the area to development. This development plan has been well planned through a collaboration among property owners and local governmental service providers.
- With the Valley topography limiting urban area growth, this area is crucial development space which needs access to US 2. The estimated cost for the interchange and associated connecting streets is \$16 million.



➤ **Improve Safety and Capacity of Sunset Highway (SR28) from 9th to 19th Streets.**

- This project adds 3 lanes to this section of the roadway nearly doubling the number of vehicles per day and improving freight movement on this vital urban area through route. The project will include intersection work including U-turns and medians in select locations for increase safety and to facilitate traffic flow.
- \$58 Million in Connecting Washington funds is already secured with construction expected in 2024. These funds will help match the Federal INFRA application.



➤ CONTINUED FROM PAGE 20

- overpaid benefits \$2,430 ES
- Oct. 10
 - CHS, Inc. v V&I Tormozov - \$60,409 CSC
 - Brollier Key Orchards, Inc. - unpaid taxes \$2,005 L&I
 - Raven Glass & Mirror - unpaid taxes \$40,247 L&I
- Oct. 11
 - Herrera Avina General Construction unpaid taxes \$314 L&I
 - Stone Masters, Inc. - unpaid taxes \$5,922 L&I
 - Nahed, LLC - unpaid taxes \$555 L&I
- Oct. 12
 - Nahed, LLC - unpaid taxes \$3,430 Rev.
 - Ignacio Licon - unpaid taxes \$2,925 Rev.
 - Guillermo Sanchez -

- unpaid taxes \$943 Rev. Oct. 13
 - Rowe Towing Service - unpaid taxes \$2,359 Rev.
- Oct. 16
 - K&R Quality Roofing, Inc. - unpaid taxes \$12,695 L&I
- Oct. 18
 - Rosali Construction Renovation - unpaid taxes \$699 Rev.
 - Harris Electrical, Inc. - unpaid taxes \$7,624 Rev.
- Oct. 19
 - Rock Supremacy, LLC v Ben Ashbury - declaration of foreign judgment, \$13,950 CSC
- Oct. 20
 - Raven Glass & Mirror - unpaid taxes \$40,247 L&I

BETTER BUSINESS

Unintended consequences

CONTINUED FROM PAGE 19

At the time I was charged with rolling out a new product. Everything was ready: floor displays, point of purchase displays, samples, brochures, staff training, floored inventory.

All the bases were covered and most of all I was ready. We rolled it out with over whelming success. So much so we ran out of inventory.

The suppling vendor could not fulfill our orders fast enough and hence the customer base was reluctant to reorder.

What I had neglected to do was to confirm that the vendor had the capacity in his factory to respond. One hundred percent my fault to not have 'foreseen' that happening or a plan if it did occur. That never happened again under my watch. From that point, regional market roll outs became the norm. In

order to resolve the problem we ended up manufacturing that item in our plants.

One could label this one as an unexpected benefit of an unintended consequence that resulted in a positive result. As Jack Welch, retired CEO of GE stated, "When you own your choices, you own there consequences".

Think through your decisions before you pull the trigger.

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

JAMES C. PRICE

Calling an audible: tips for redirecting a project at the last minute

CONTINUED FROM PAGE 19

the organization.

Your team looks to you for guidance and vision, so once you make a decision, display confidence.

Take time to communicate your plan with the team and be sure everyone understands their roles in implementing the "audible."

If your team runs the play halfway, you could end up in a worse situation than before the audible was called.

New England Patriots Head Coach Bill Belichick once said, "On a team, it's not the strength of the individual players, but it is the strength of the unit and how they all function together."

Just like on the football field, if each employee does

their part, the organization gives itself the best chance to score.

Stay Cool Under Pressure

Problems will arise. Plans will fail. Goals may not be met.

But if you stay focused on your end game and react well to the opposition, you give yourself the best chance to succeed.

Remember when faced with an obstacle, assess the situation, make the best decision, and commit fully to the new plan.

Staying cool under pressure will help you break through issues and give your team the confidence they need to back you up and work as one unit.

Don't worry – if plans change, just call an audible.

Operational Experiences with Autothermal Thermophilic Aerobic Digestion at the Douglas County Sewer District East Wenatchee Waste Water Treatment Plant

CONTINUED FROM PAGE 5

Early on, plant operation staff experienced problems with debris from the primary solids being caught in the jet aeration, foam control, and transfer pumps. Solids also accumulated in the aeration header of the reactors. At the time, it wasn't fully understood why only a few of the TPS installations experienced this problem.

Plant operation staff asked TPS whether the level of screening might be the common denominator. After determining that this was most likely the cause of the fouling, the District improved screening in the WWTP headworks by upgrading from a ¼" bar screen to a 3mm perforated plate drum screen. Since doing so, the District has not experienced fouling and is tracking a 20 percent decrease in biosolids hauling.

High wear of the ATAD pump casings

Because of the primary solids load, there has been an increased wear on the pump casings. The cast-iron casings in the ATAD (highest wear pumps) began failing after about five years.

District plant operation staff are currently working towards a lower cost solution than the pump manufacturer's recommended solution of purchasing new duplex stainless-steel casings. It is the District's understanding that TPS no longer recommends cast-iron casings for their process pumps with primary solids load.

Dewatering issues

Shortly after start-up, plant operation staff began experiencing binding issues in the digested biosolids dewatering centrifuge. Plant operation staff came to understand that it was mainly due to how easily the digested solids produced by the new ATAD process could now be dewatered. For almost two years, plant operation staff had to thicken WAS with the plant digested solids dewatering centrifuge and dewater digested solids with the Plant WAS thickening centrifuge.

Although it was still called an ATAD, the material was substantially different than the solids produced by the 1st Generation process.

The centrifuge manufacturer solved this by manufacturing and installing an older generation scroll which is averaging a minimum of 27 percent solids cake.

The biosolids are currently hauled to a Beneficial Use Facility managed by Boulder Park Inc. (kingcountywd.com/2016/09/10/building-a-resilient-foundation-for-boulder-park-farms/). The biosolids are in high demand by farmers because of the increased agricultural benefit over fertilizer.

Odor

During operations of the 2nd Generation ATAD process from 2009 until December of 2014, odor episodes lasting up to a week and occurring at approximately 3-month intervals were experienced. There were a couple of neighbors in close proximity to the treatment plant who reported odor issues more frequently. While this was much better than the daily odor events of the 1st Generation ATAD system, the District wanted to do better.

Because of the District's long history with ATAD odor problems (since 1998), it was highly anticipated that the odor issue would be resolved upon completion of the 2nd Generation ATAD system. Because of continuing odor complaints, the District contracted for an odor study.

The scope of the study included data collection and analysis of the different treatment plant areas and processes, as well as areas in the collection system, to determine a ranked list of likely odor sources and a prioritized list of projects and costs to control odor emissions.

During data gathering in the collection system, it was discovered that the likely source of odor at two of the locations of frequent callers of odor issues was attributable to their own privately owned and maintained plumbing and side sewer

service deficiencies. Odors that had been thought to be ATAD related were found to be unrelated to the 2nd Generation ATAD process.

No operational recommendations or process changes were offered as part of the odor study. However, the District plant operation staff was still convinced that a process or operational change could be found to avoid significant capital project costs and renewed their efforts to find a more economical solution.

During startup, TPS field staff had set the SNDR up to alternate between nitrification and denitrification cycles

The pH would drop during nitrification and trigger the shut off of the blower. After the blower shut off one of two things would happen. Either the process would denitrify, recover pH and the blower would come back on or the process wouldn't recover pH, the ORP would continue to fall and the process would begin to generate odor.

Plant staff contacted TPS. TPS conducted a site visit and provided staff resources, even though the process was well outside of warranty.

During the site visit, TPS explained to plant operation staff that some of the soluble carbon isn't available at thermophilic temperatures and there is a pass through of carbon which becomes available at mesophilic temperatures. TPS suggested that if the District were to make changes with the SNDR control parameters, it would be possible to achieve a state where nitrification and denitrification occurred continuously.

Plant staff proposed to TPS the idea of pulling the second two SNDRs out of the cooling loop so the contents of only the Cooling Tank and SNDR 1 Reactor would be exchanged, which would help to preserve the relatively soluble carbon transferred from the ATADs. SNDR 2 and 3 reactors would then become mesophilic/thermophilic aerobic digesters, (MTADs).

From the plant operation staff viewpoint, if any bad chemistry started in the first

SNDR reactor, it would be oxidized in the following MTAD aerobic digesters and there would be the potential to scrub some of the off gas that is pulled through the headspace of the reactors, as well.

Plant staff also consulted with Tom Coleman, who at the time was a consulting engineer and is now with RH2 Engineering (the District's current engineer), to better understand all the potential nitrification/denitrification pathways that are available and to build confidence in moving forward with the proposed modifications described above.

In 2014, Plant operation staff implemented the change from three SNDR tanks to one SNDR followed by two MTADS along with the TPS recommended control modification. Since making the changes, the District has received only one odor complaint directly related to the treatment plant.

Solving the ATAD/SNDR related odor complaints with a process change has allowed the District to free up some of the plant's capital budget allocations by eliminating some planned capital odor control expenditures.

The flexibility of the process and the ability to modify process variables of the 2nd Generation ATAD process have been a critical portion of the District's success. The changes to the SNDR operation and use of the MTADs have reduced the costs of dewatering as well. The best part is that the final piece to the puzzle was essentially cost-free to the ratepayers of the District, although there was a high price to pay in added wrinkles and gray hair!

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Kevin Staton can be reached at kstaton@thermalprocess.com

Editor's note: Because of the technical nature of this article, only minor formatting changes were made to accommodate Wenatchee Business Journal style. No content has been altered from the original submission by the Douglas County Sewer District No. 1

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Pybus November Events

- Monday, November 6
 - Indoor Playground 9am to 12pm
- Tuesday, November 7
 - Indoor Playground 9am to 12pm
 - Merlot Day Class and Tasting with Jones of Washington
 - Pybus University 7pm - The Conifers of Washington
- Wednesday, November 8
 - Indoor Playground 9am to 12pm
- Thursday, November 9
 - Indoor Playground 9am to 12pm
 - Writing for Clarity 1 - 2:30pm
 - RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm
 - Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm
- Friday, November 10
 - Vince Allis and Markus Hoyer Perform Live for Friday Night Music on the Railcar from 6-8pm
- Monday, November 13
 - Indoor Playground 9am to 12pm
- Tuesday, November 14
 - Indoor Playground 9am to 12pm
 - Pybus University 7pm - Holiday Wines
- Wednesday, November 15
 - Indoor Playground 9am to 11am
- Thursday, November 16
 - Indoor Playground Canceled

- RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm
- Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm
- Friday, November 17
 - Nic Allen Performs Live for Friday Night Music on the Railcar from 6-8pm
- Saturday, November 18
 - Holiday Artisan Fair 9am-5pm
- Monday, November 19
 - Carmènère Class with Jones of Washington
- Tuesday, November 20
 - Indoor Playground 9am to 12pm
- Wednesday, November 21
 - Indoor Playground 9am to 12pm
- Thursday, November 22
 - Indoor Playground 9am to 12pm
 - Turkey on the Run Packet Pick-up 4pm to 6pm
- Friday, November 23
 - Pybus Market Closed on Thanksgiving Day
 - Indoor Playground Closed Today
 - Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm
- Saturday, November 24
 - Homemade, Authentic Tamale Sale 11am to 6pm
 - Holiday Lighting Ceremony @ 5:45pm
 - Slim Chance Performs Live for Friday Night Music on the Railcar from 6-8pm

- Family Game Night Hosted by Pacific Crest Church
- Sunday, November 27
 - Indoor Playground Canceled
 - Red Cross Blood Drive 11:00am to 3:00pm
- Sunday, November 28
 - Indoor Playground 9am to 12pm
- Sunday, November 29
 - Indoor Playground 9am to 12pm
- Sunday, November 30
 - Indoor Playground 9am to 12pm
 - Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm




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Your Small Business Resource

How a SCORE mentorship works

Business mentorship through SCORE is free, confidential, and one-on-one. You can identify specific business questions that you'd like to receive support on, or more generally request mentorship in an area of your business, such as business plan development, marketing strategies, cash

flow management, and tax planning. Once you make a request for a mentor, you will be paired with an individual within 72 hours. SCORE mentors are volunteers who have real-world business experience and can support you through all the stages of your operation.

Once you've been paired with a mentor, you will schedule a time to meet. Before the conclusion of your initial session, your mentor (or someone from the local SCORE office) will schedule another appointment for you or assist you in finding the correct resource. Some mentorships can also take place online if that is more convenient for you. What can a mentor help you with?

If you're getting started, a mentor can:

- What can a mentor help you with?
- If you're getting started, a mentor can:
 - Confidentially review your business ideas
 - Explain how to apply for: licenses, purchase equipment, lease real estate.

- Provide info on finding legal and CPA services
- Help you create a detailed business plan
- Advise you on business negotiations
- Coach you through pre-finance preparations

If you're preparing for growth, a mentor can:

- Confidentially review and evaluate your business situation
- Identify your served markets vs new markets
- Assess product portfolio
- Assist with SWOT analysis to identify your business' strengths, weakness, opportunities, and threats
- Identify business options
- Develop your growth strategies.



Calling All Inventors: You May Qualify For Pro Bono Patent Assistance

Have you invented the next best thing or process? Do you have an idea that could be monetized into valuable intellectual property?

Protecting your intellectual property is an important part of your business strategy.

As of this month, the U.S. Patent and Trademark Office (USPTO) has launched pro bono legal patent assistance in Washington and Idaho. This new pro bono program facilitates the placement of under-resourced inventors seeking advice about the patent process with volunteer attorneys who are qualified to practice before the USPTO.

Washington

The Washington pro bono patent program is based out of the University of Washington (UW) School of Law. In addition to legal assistance, the UW is also home to the USPTO Patent and Trademark Resource Center where inventors can get free patent research assistance. For more information on the new UW pro bono patent program, you can email wapatent@uw.edu.





CHELAN COUNTY FAIR



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4-H Grand Champion Goat
Gillian Darnell
Buyer: IGA Martin's Market



4-H Reserve Champion Goat
Rayleen Wheatly
Buyer: Mountain View Yard Care



FFA Reserve Champion Goat
Madelynn Albert
Buyer:
Les Schwab East Wenatchee



FFA Grand Champion Goat
Izzy Lyons
Buyer: Starr Ranch Growers



4-H Grand Champion Beef
Jessie Belmont
Buyer: J & J Meats



FFA Reserve Champion Beef
Macaela LaPorte
Buyers: TFS Advisors & VIP Ins.



FFA Grand Champion Hog
Carter Ball
Buyer: Valley Tractor



FFA Reserve Champion Hog
Maggie Finch
Buyer: Leavenworth Properties



FFA Reserve Champion Sheep
Elle Spears
Buyer: Leavenworth Properties



FFA Grand Champion Beef
Elizabeth Worley
Buyer: Chelan Transfer



4-H Grand Champion Hog
Ellie Weber
Buyer: Les Schwab Wenatchee



FFA Grand Champion Sheep
Reilly Schoenig
Buyer: Hanson Electric/Manson
Chelan Youth Fund



4-H Reserve Champion Hog
Cameran Phillips
Buyer: IGA Martin's Market



4-H Grand Champion Sheep
Tyler Schuyleman
Buyer: Local Tel

Auction Buyers
Les Schwab Wenatchee
Kevin Files
Les Schwab East Wenatchee
Mike Brownfield
Les Schwab Chelan
Sangster Motors
Wenatchee Petroleum
DeAnn Compton
Century 21
Banner Bank
Star Ranch Growers
Corulli Orchards
Cascade Quality Water
Coastal Farms
Wok About Grill
Chelan Manson
Youth Fair Fund
Chamberlin Agriculture
Gutzwiller Orchards
Eastmont Boosters
Bob & Cleta Mathison
Lake Chelan Building
Hanson Electric
Webb Accounting
Chelan FFA Alumni
Finch Farms
Midtowner Motel
Apple Valley Honda
LaPorte Financial Alliance
Gere Gang
Abundant Life Chiropractic
Wenatchee Heights
Youth Support
Bob & Barb Hannah
Kevin & Camiekae Lynch
McDougall & Sons
Merrill Orthodontics
Joel & Celia Cummings
Mountain View Yard Care

VIP Insurance
Peshastin Hi-Up Growers
TFS Advisors
Rosemary Davis
Valley Tractor
K & K Orchards
Oules Orchard
Wilbur Ellis-Cashmere
Auvil Fruit
Eric Campbell
Stemilt Ag Services
Block 40 Meats
James & Mariah Fisch
J & J Meats
Evergreen Accounting
Nathan & Jane Schuyleman
Valley Tractor
Tom Brannon
Jerry Gutzwiller
Spears Orchards
Llora Maertins
RAAD Industries
Jed & Cara Odenrider
Wilbur Ellis
Pine River Retreat
Jack Booth
Brazeau Orthodontics
Michelsen Packaging
Cascade Veterinary
Wenatchee Medial Group
M & M Quality Construction
Plain Hardware
Green Dental
Lake Chelan Rotary
Wilbur Ellis- Chelan
Lloyd & Mary Thompson
A 1 Asbestos
AP Recs
Bluegrass Friends
Seeds Learning
Leon & Bonnie Grant

Tveten Dental
Nightmare Orchards
Michaels Tires
K & F Orchards
Greg & Faith Richards
Stifel
Chiwawa River Photography
David Reeves
Mike Staford
Sunny Y Farms
Matt & Lindsey Files
Wenatchee Central Lions
Mark and Debbie Fisch
Old Mill Cafe
LocalTel Communications
Helen and Jeff Fogelstrom
Appleland Spray & Tree
Mike Robinson
RJ's Marine
Sue Hankins
Cleo Hendricks
Sherri Burns
Gretchen Blanchard
Michelle Green
Cashmere Area
Youth Support Fund
Ridgeview Plumbing
Chelan Transfer
A&T Mathison Ranch
Flicker Orchards
D & J Repair
Durham Farrier Services
Ed Beeson
Centry 21 - Howard Syria
CR & TL Gavin
Myrna Duke
Town Toyota
Jordan & Roberto Tovar-
Farmers Ins
Leavenworth Properties
Lake Chelan Rotary

Earth Friendly Farms
Wilber Ellis Brewster
Complete Cabin Care
Bruce and Judy Adams
Scott Chipman
Martha Lowe
J W Orchards
Sunnyslope Ins
NORCO
Art Ruckman
King Enterprises
Fish Lake Rental
Ashley Barnes
Spirit of the Clover
Eagle Rock Fruit Stand
Grams Orchard
Michael Martin
Colton Richards
Central Washington
Equipment
Margie Lange
Audrey K. Shira
Aline Hinkle
Dave Yonaka Orchards
M & K Properties
John Killian
Gloria Meier
Jay and Jennie Lorenz
Lynn and Jane Huge
Cheryl Free
Tricia Huge
Two Rivers Sand and Gravel

Wenatchee Heights 4-H Club
Livestock Auction Support
Tuscany Cottage
Malaga Market
Beverly Pearson
Allan & Lorena Galbraith
Debra Jordon

Farmers Insurance
Century 21 Exclusively
Jerry's Auto Supply
Matt & Cindy Gutzwiller
Blue Bird Inc.
Washingon Cherry Growers
S & W Irrigation
Dr. Erik Holmberg
Norco
Kissler Family Foundation
Black Diamond
Sports Therapy
Richard & Patricia Henson
Brad Huddle
Allstate Insurance
Clifton Larson Allen
Young Bucks Landscaping
Seland Construction
Pape Equipment
Farm Credit Services -
Wenatchee
After Hours Plumbing
Grey Goose Orchards
Homchick and Associates
Dr. Fluegge
Sheppard's Oil
Flying M Air
Doghouse Motor Sports
Dennis Berdan Orchards
Napa Auto Parts
Midway Auto Parts

Cashmere Area Youth Support Fund Sponsors
Blue Star Growers
Jerry & Lucy Kenoyer
WACOKA of Cashmere
Cawood Orchards
Milne Insurance Agencies
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Cashmere American Legion
Post 64
Vance & Connie Fletcher
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Jeff & Teresa Kenoyer
Dave Yonaka Orchards
Dave & Darla Kenoyer
Cashmere American Legion
Auxiliary
DEK Orchards
Dennis Carney
Dan's Food Market
Cashmere Mini Mart &
Piccadilly Pizza
Bethlehem Construction
Bob Boyd
Cashmere Valley Bank
Kelly-Wildfang Orchards
Cashmere Rotary Club
Joe's Septic Service
Independent Warehouse, Inc.
Cashmere Rotary
Joe Brown
Martin's IGA Market Place
Lowell & Myrna Scott
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Mission Creek Auto Body
BJ's Cashmere
Rusty's Drive-in
Wenatchee Petroleum Co.