

WENATCHEE BUSINESS JOURNAL

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GARY BÉGIN/WBJ

WVCC Executive Director Shiloh Sauer, standing at left, was the host and moderator for the distinguished panel of commercial real estate experts.

Major progress made at old Lakeside Schoolhouse

By Gary Bégin

CHELAN – In an exclusive interview with the Wenatchee Business Journal via email, Lakeside owner Brian Winn said, “It’s so rewarding to see how enthusiastic the community and the city is about the Schoolhouse repurposing. As such, our plan to save the 1920s Lakeside School and create a multidimensional community space hasn’t changed.”

He continued, “What has changed, is that this project is bigger than we realized, and the costs to move progress in the direction we envisioned has taken some creative thought and one more Chelan-homeowning family joining our adventure. The Moayeri’s, Yuchasz’s and Winn’s may be coasties currently, but plans of year-round fun in the sun on the East side of the mountains are always top of mind!”

Chelan citizens are only seven months away from realizing Winn’s dream of the multi-purpose project coming to fruition.

“Picture high ceilings, big windows, with French and rollup doors to the open air. Under the current plan, the Schoolhouse will

include a restaurant in the old gym and lunchroom, a small batch one-off brewery in one of the classrooms, a bar, a live music stage, a playground for the kiddos, event space with daily wine tastings, and even a rooftop deck,” he said.

“For us, it’s all about family and community. By bringing fresh designs forward while honoring the past, we hope to create a place where entire families feel welcome, Winn concluded.

The opening is planned for Memorial Day weekend 2018.

“It’s our plan with the Lakeside Schoolhouse to add to the memorable experiences shared by families in Chelan.

“We will keep the existing Schoolhouse brick building and footprint intact, yet will explore a combination of restoring and renovating the interior to give way to an inviting space for families and friends to be social, listen to music, play games and,

of course, partake in a cold beer or glass of wine. An onsite restaurant is planned for dining and a rentable venue for parties, groups and local events will be available.

“It’s an exciting process and we can’t wait to be one more great resource for the Chelan community,” said Brian Winn after buying the old school on nearly one acre from Chelan businessman John Anderson for \$1.2 million in 2016.

Originally Winn was aiming for a summer 2017 opening for the expected multi-purpose building built in 1922, but for whatever reason the renovation efforts stalled until last month when construction equipment and tons of building materials appeared at the site.

Winn said “The Lakeside Schoolhouse is a multi-family project. Our goal is to set roots in the Chelan community and one day retire there with passive income

generated from our investment in both the building and the community.

The fact that this will be generational for my family was the positive turning point in the friendly purchase negotiation with Mr. John Anderson (previous owner),” Winn said.

Zipfizz (Winn)

sponsored the Chelan Rotary’s Century Challenge/Cycle De Vine last year with a \$10,000 donation, the standard requested amount for underwriting the event.

Regarding the schoolhouse, Winn said, “the renovation/restoration and repurposing of the Schoolhouse is a personal endeavor.”

Winn said last year that “inspections are progressing – there are many stages to conquer and we will be diligent on forward progress... we have begun inspections to determine the options of partial interior renovations and restorations.”

According to one local source familiar with the project, one roadblock to faster development was the discovery of asbestos, a common building product in almost all older buildings, and the mitigation thereof.

SEE LAKESIDE SCHOOLHOUSE, PAGE 3



PHOTOS GARY BÉGIN/WBJ

Construction work at Lakeside made great strides.



‘Coffee & Commerce’ event reveals new projects, lack of housing

By Gary Bégin

“Commercial development takes energy, creativeness, and capital,” according to the advertisement for the event put out by the Wenatchee Valley Chamber of Commerce.

The mid-September “Coffee & Commerce” event at the Town Toyota Center was a discussion about commercial development, the current economic climate for commercial real estate, renovation of historic properties and community partnerships surrounding commercial development, explained the invitation to

the community.

Most of the audience consisted of real estate brokers, mortgage and banking executives as was expected based on the seminar’s content.

The panel of local experts consisted of Rory Turner of Commercial Real Estate Services, Heidi Myers of Washington Trust Bank, Port of Douglas County Executive Director Lisa Parks and city of Wenatchee Community and Economic Development Director Steve King.

Turner, who is also a Port District of Chelan commissioner, “is a

commercial real estate investor with a focus on forming partnerships to increase opportunities for business development and growth.

Wenatchee projects include the Dore Building remodel of 12,000 ft into Vintage Office Suites, revitalization of the Wenatchee’s 5th and Mission Shopping Center and renovation and increase of leasable space in the ‘Exchange Building’ in downtown Wenatchee. His current projects focus on enhancing historic structures in downtown cores,”

SEE ‘COFFEE & COMMERCE’, PAGE 5



East Wenatchee joins DOR: ‘one-stop shopping’

EAST WENATCHEE – The city of East Wenatchee has partnered with the Washington state Department of Revenue’s Business Licensing Service (BLS) effective September 21 to process East Wenatchee’s business licenses and renewals.

How to register through the Business Licensing Service: Our partnership with BLS will allow you “one-stop shopping” when maintaining or renewing many of your state and city licenses. New or expanding businesses will be able to apply for their city license online along with other state and local licenses that partner with BLS. We are sure you will value the savings in travel time, wait time, and bookkeeping costs that this service represents.

What do I have to do? Right now, you do not have to take any action. Approximately six weeks before your current license expiration date, the Business Licensing Service will send you a license renewal letter with instructions on how to renew your East Wenatchee business license. You may use E-check or credit card to make payment for online transactions. If you prefer to renew your license by mail using the BLS renewal form, please do so in plenty of time to reach BLS before the expiration date and include a check made out to DOR for the appropriate amount. If the renewal is received after the expiration date, a late filing fee will be assessed.

What fees will I have to

pay? For renewals, you will still pay the East Wenatchee’s license fee which is based on your employee count. The first BLS renewal may be prorated for less than a year in order to change your current city license expiration date to match with the expiration date BLS already has for your business in their system. If the renewal is prorated for less than a full year, you probably will not see other fees on this renewal. However, if your renewal is for 12 or more months, it will also show an \$11 renewal processing fee. This fee helps cover BLS processing costs, as well as the printing and mailing of renewals and licenses.

For more information, go to: bbs.dor.wa.gov or call BLS at 1-800-451-7985.



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NEWS LEADS

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NEWSSTAND LOCATIONS

Wenatchee

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

East Wenatchee

Fred Meyer, 11 Grant Road
Safeway, 510 Grant Road

Cashmere

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

Leavenworth

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

Chelan

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

Pateros

Howard's Super Stop,
245 Lakeshore Drive

Brewster

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

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Paid family leave program further endangers small businesses

By Rep. Cary Condotta

Ten years ago, I was serving as the ranking Republican on the House Labor and Commerce Committee in the Washington State Legislature.

That session, we began collaborative efforts to come up with a fair and balanced paid family leave system – something that the employers and employees could point to and feel both would benefit.

Obviously, reaching this goal has not been an easy task. Even in years with one-party control, a law never made it through the legislative process, until this year. Paid family leave legislation passed on June 30.

It has been difficult to find a program to implement that is reasonable and acceptable to all employers and workers, especially for our small businesses.

Unfortunately, the legislation passed this year still does not get us there.

In fact, I believe it just adds another nail into the small business coffin that we seem to be building in Washington state.

Our small businesses continue to see laws and regulations stacked upon them.

They must contend with the highest minimum wage in the country with annual increases until 2020, paid sick leave will kick in Jan. 1, and taxes on gross receipts – thanks to our unique business and occupation tax.

Many will see an increase in property taxes with the recent education plan passed by the Legislature and employers continue to see health care costs go up.

Paid family leave is a great idea in principle, but small employers do not



REP. CARY CONDOTTA

have the profit margins to address all the rules and regulations they are already trying to manage.

Some have said the program is voluntary. That is not the case.

Employers may opt out if they are able to show they have a voluntary plan that meets certain standards – and is comparable to the state program.

The Employment Security Department does require a \$250 fee for reviewing each voluntary plan.

However, all employees will be in the paid family leave program, whether they choose to be or not.

I can see some unhappy workers once their paychecks have been deducted by no choice of their own. They will also pay 100 percent of the premiums for family leave and 55 percent for disability leave if they work for a business with 50 or fewer employees.

For employers who have more than 50 employees, their share of the total premiums will be about 37 percent with the employees share around 63 percent.

The premiums will not be collected until 2019 and then the program is supposed to be fully-operational in 2020.

In the meantime, it is expected to cost the state 175 full-time equivalent employees (FTE's) and \$80 million to get the program up and running.

This is a ridiculous amount of overhead for what is being labeled as a reasonable, simple program.

It is my understanding that a different state agency will be administering the paid family leave than the paid sick leave. That is bound to cause even more confusion and bureaucracy.

Finally, this plays right into the hands of big corporations. Companies like Home Depot, Costco and Safeway will be able to absorb this program to some extent.

However, our local hardware stores, restaurants and retail stores in towns around the district like Chelan, Leavenworth, Cashmere, and Wenatchee will have a much harder time – especially when you add it to everything else the government has asked of them the last few years.

Our government already interferes too much with business decisions.

Another mandate such as the paid family leave program just makes it that much more difficult for our small businesses to keep up with the big corporations, not to mention to merely keep their doors open. Like the effects of the higher minimum wage, it will take time to see how this plays out.

Unfortunately, that means as the paid family leave program comes on line and the other rules and regulations affecting our small businesses reach full implementation, the worst may be yet to come.

Rep. Cary Condotta, R-Wenatchee, serves as the ranking member on the House Commerce and Gaming Committee, and also serves on the House Appropriations and Finance committees.



State Sen. Tim Sheldon: Hirst an annual '\$7B problem'

State Legislature news release

OLYMPIA – A new study pointing to a \$7-billion-a-year problem for Washington state demonstrates the urgent need to overturn a state Supreme Court decision in an important water rights case, says state Sen. Tim Sheldon, D-Potlatch.

The study, released Tuesday by the Building Industry Association of Washington, estimates that the court's Hirst decision will cost the state \$6.9 billion every year in lost economic activity.

The decision makes it difficult and costly for rural and suburban property owners to obtain permits for new wells, and presents a near-impossible hurdle for many.

"This study finally puts a price tag on the Supreme Court's foolishness," Sheldon said. "If it wasn't already clear that the Legislature needs to pass a permanent solution, we now have seven billion reasons."

The study, produced by the independent research and data analysis firm HR2, analyzes publicly available data to estimate the full statewide impact of the 2016 ruling. It shows significant losses to the state in lower employee wages, lost jobs, reduced tax revenue, and lower property values. Few will avoid harm. Value of undeveloped land requiring ground water is expected to fall a staggering \$37 billion. And as the value of undeveloped property plummets, owners of developed parcels will see their property taxes increase, by \$346 million a year.

The decision will have greatest impact in rural areas beyond the reach of city water systems, where no water means no development. The study estimates 9,300 jobs will be lost, mostly in rural areas.

"Two months ago we heard yelps from urban areas when the Senate insisted on a Hirst fix before the Legislature passes a capital budget," Sheldon said. "This study shows we were right to do it. The capital budget pays for \$4 billion in public works construction, and we have to

hope the delay will only be temporary. But if we don't fix Hirst, we face a permanent \$7 billion problem, every year – and the cost will come straight out of the pockets of people like you and me."

The Senate passed a bill this year that would have restored the law as it existed before the Hirst decision, but the state House, under Democratic control, took no action under pressure from environmental groups. Under pre-existing law, county planning departments were able to rely on general advice from the Department of Ecology as to whether sufficient ground water is available in a particular area, and property owners were able to drill household-size wells without obtaining water rights permits.


The decision now requires most county planning departments to evaluate each new application requiring a small well to determine if it will reduce the amount of water available in streams for fish. That means property owners must prove their wells will not impact fish runs, by paying for studies typically costing \$10,000 or more. Yet the additional expense is no guarantee of approval.

County governments maintain they lack expertise to evaluate water studies, and some already have stopped granting permits in areas where wells are required.

"It is hard to imagine a decision with more devastating impact on the state's rural areas," said Sheldon, who represents a rural district in the South Puget Sound and Hood Canal area. "The problem is purely hypothetical. These small rural wells draw less than 1 percent of the available water statewide, and the water returns to the ground through drainage and septic systems."

"What is real is that banks already are telling us they are unwilling to lend money for land where development is in doubt. We can't fix this with a temporary solution and if we don't fix it permanently, we're looking at a collapse of rural property values the likes of which the state has never seen," Sheldon said.

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Marijuana positivity increases dramatically in Washington

Workforce 'drug positivity' highest rate in 12 Years

Marijuana Positivity in Workforce Drug Testing

All Positive Urine Drug Test Results

44% detected evidence of marijuana in the combined U.S. workforce in 2016

Oral Fluid Test Results

74.7% increase in positivity in the general U.S. workforce from 2013-2016

5.1% (2013) | 8.9% (2016)

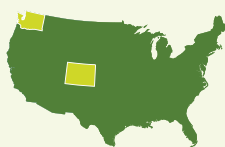
22.2 million

Estimated number of Americans aged 12 or older in 2015 who were current marijuana users

Source: National Survey on Drug Use & Health, 2015



Colorado and Washington outpaced the national average for the first time in 2016, three years after recreational marijuana use was legalized



Federally-Mandated Safety-Sensitive U.S. Workforce

16.4% increase in urine drug test positivity from 2013-2016

General U.S. Workforce

19% increase in urine drug test positivity from 2013-2016

Workforce Drug Testing Index

As overall substance abuse rises across the United States, drug testing programs continue to play an important role in helping to create safe, drug-free workplaces.

2016 Testing Data Shows Highest Workforce Drug Positivity in 12 Years, Driven by Illicit Drugs

Urine Drug Tests:

20% increase in positivity in the combined U.S. workforce from 2010-2016

Highest annual positivity rate since 2004

Cocaine

12% increase in urine drug test positivity in the general U.S. workforce from 2015-2016

7.7% increase in urine drug test positivity in the federally-mandated, safety-sensitive U.S. workforce from 2015 to 2016

4th consecutive year of increase in the general U.S. workforce

Oral Fluid Drug Tests:

56.7% increase in positivity in the general U.S. workforce from 2013-2016

Hair Drug Tests:

41.9% increase in positivity in the general U.S. workforce from 2013-2016

Marijuana

74.7% increase in oral fluid drug test positivity in the general U.S. workforce from 2013-2016

5.1% (2013) | 8.9% (2016)



Did You Know:

Employees in organizations without a drug testing program have **30-40% HIGHER** self reported past month use



Methamphetamines

75% increase in oral fluid drug test positivity in the combined U.S. workforce from 2013-2016

Source: National Survey on Drug Use & Health, 2015

Submitted by Quest Diagnostics

In Colorado and Washington, the first states in which recreational marijuana use was legalized, the overall urine positivity rate for marijuana outpaced the national average in 2016 for the first time since the statutes took effect. The increase was more pronounced in Colorado, which increased 11 percent (2.61 percent in 2015 versus 2.90 percent in 2016), than in Washington, which increased nine percent (2.82 percent in 2015 versus 3.08 percent in 2016). The national positivity rate for marijuana in the general U.S. workforce in urine testing increased four percent (2.4 percent in 2015 compared to 2.5 percent in 2016).

Washington approved recreational use that the rates of year-over-year change were sharply higher than the national average," said Dr. Sample.

Marijuana positivity continued its upward climb in both the federally-mandated, safety-sensitive and general U.S. workforces. In oral fluid testing, which detects recent drug use, marijuana positivity increased nearly 75 percent, from 5.1 percent in 2013 to 8.9 percent in 2016 in the general U.S. workforce. Marijuana positivity also increased in both urine testing (2.4 percent in 2015 versus 2.5 percent in 2016) and hair testing (7.0 percent in 2015 versus 7.3 percent in 2016) in the same population.

Among the federally-mandated, safety-sensitive workforce, which only utilizes urine testing, marijuana positivity increased nearly ten percent (0.71 percent in 2015 versus 0.78 percent in 2016), the largest year-over-year increase in five years.



GARY BEGIN/WBJ

Indoor marijuana plants as pictured in a Malaga marijuana farm.

Revenue launches new streamlined website



OLYMPIA – Today, the Washington State Department of Revenue announced the launch of its new website.

The newly designed website, launched Saturday, Sept. 9, offers quick and easy access to essential information, and provides features that allows for a more engaging user experience. Businesses, tax professionals, and the

general public will be able to get to the information they need through clearly identified paths.

Key features of the site include a cleaner, more attractive, and responsive design that will better support users. The design will also adjust its size for tablets and phones to meet the needs of the growing number of people accessing the site from a mobile device.

The website will move from http to https and bookmarks to the site will need to be updated to reflect

the change.

Questions or problems with the website can be directed to WebsiteTeam@dor.wa.gov.

The Department of Revenue is Washington state's primary tax agency, nationally recognized for innovation and quality customer service. Revenue

administers nearly 60 categories of taxes that help fund education, social services, health care, corrections, public safety, natural resource conservation and other important services counted on by Washington residents.

The new DOR website is located at: <https://dor.wa.gov>.

Major progress made at old Lakeside Schoolhouse

CONTINUED FROM PAGE 1

Winn is director and co-founder of ZipFizz Corporation, makers of an energy drink in Mill Creek, Washington.

He also owns a home in The Lookout, a Lake Chelan subdivision just north of the city.

He intends for ZipFizz to "support the community in select 'Healthy Lifestyle' events that have ties to mind and/or body."

Winn Co-Founded Zipfizz Corporation in 2003 and serves as president and CEO of Winnovation.com.

Saturday October 28 is
"Make a Difference Day"
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Mike Kreidler
Insurance Commissioner

Insurance Commissioner Kreidler fines two companies for illegally selling service contracts to Washington consumers

OLYMPIA – Insurance Commissioner Mike Kreidler took enforcement actions and issued fines in July totaling \$322,750 against insurance companies, agents and brokers who violated state insurance regulations.

● **Dealers Alliance Corp.**, Columbus, Ohio; fined \$150,000, order 17-0171

Dealers sold nearly 57,000 service contracts to Washington consumers worth more than \$761,000 in premiums from August 2012 until February 2016 without authorization. The company failed to report some of the premiums it sold and failed to notify the insurance commissioner about its change of address.

● **Discount Tire, Scottsdale, Arizona**; fined \$100,000, order 17-0188

Discount Tire sold 1.4 million tire warranties worth \$32.2 million to Washington consumers from January 2014 until June 2016 without being authorized by the insurance commissioner.

● **Farmers Insurance Co. of Washington, Mercer Island**; fined \$10,000, order 17-0180

The company paid \$4,350 in commissions to 23 insurance producers for selling flood insurance policies before the producers

proved they had completed the required training.

The federal government requires insurance producers to complete training before they are allowed to sell flood insurance, a federally regulated product. The producers sold 45 policies from January 2015 through August 2016 and collected \$28,912 in premiums.

● **Dental Health Services, Seattle**; fined \$3,500, order 17-0159

Dental Health Services allowed its lead auditor to hold that position for more than five years. State insurance rules require that companies appoint a new lead auditor after completion of the fifth year.

● **Kaiser Foundation Health Plan of the Northwest, Portland, Oregon**; fined \$2,500, order 17-0166

The health insurer filed 42 of its health 2016 health insurance rates between four and 29 days late.

● **Delta Dental of Washington, Seattle**; fined \$2,500, order 17-0167

The health insurer filed three of its health 2016 health insurance rates between 22 and 30 days late.

● **Premera Blue Cross, Mountlake Terrace**; fined \$2,500, order 17-0168

The health insurer filed

seven of its health 2016 health insurance rates between two and 159 days late.

● **Endurance American Insurance Co., Wilmington, Delaware**; fined \$4,000, order 17-0136

Endurance allowed 10 of its producers' appointments to lapse from December 2015 through January 2016. It allowed another 10 producers who had never been appointed to complete 27 transactions worth more than \$930,000 in premiums. In order to appoint producers to sell its products, the insurer must file a notice and pay a fee to the insurance commissioner for each licensed producer who will act as an agent of an insurer.

The company also failed to notify the insurance commissioner that its address changed.

● **Connecticut General Life Insurance Co., Hartford, Conn.**; fined \$10,000, order 17-0173

The company issued policies to consumers that were not filed with and were not approved by the insurance commissioner. It issued the unapproved policies for three years to 39 large-group plans with more than 9,800 Washington consumers enrolled.

● **Triton Insurance Co.,**

Fort Worth, Texas; fined \$3,000, order 17-0138

Triton allowed producers' appointments to lapse for nearly a month at the end of 2016. In order to appoint producers to sell its products, the insurer must file a notice and pay a fee to the insurance commissioner for each licensed producer that will act as an agent of an insurer. During the lapse, 43 producers sold 332 policies worth more than \$171,000 in written premium.

● **Rice Insurance LLC, Bellingham**; fined \$5,000, order 17-0132

Rice, a licensed insurance producer, failed to disclose to consumers its fee and commission-sharing arrangement with Vertical Leap Consulting, Inc., which at times was not licensed to sell insurance in Washington state. In 2014 and 2015, Rice sold 29 policies using this arrangement and collected more than \$41,000 in commissions on the policies.

● **Mary Elizabeth Pitts, Gold Bar**; fined \$250, order 17-0100

Pitts sold a commercial vehicle policy to a consumer that undervalued the vehicle and equipment by more than \$15,000. Soon after the policy went into effect, the vehicle was totaled. After the vehicle was totaled, Pitts failed to modify the value of

the vehicle, even though the insurer would have accepted the updated value.

● **Billie Jo Harrington, formerly Sahlberg, Spokane**; fined \$300, order 17-0129

The insurance commissioner revoked Harrington's adjuster license in March 2006 for failing to respond to requests for a new fingerprint card. In April 2017, Harrington contacted the insurance commissioner, seeking to reinstate her license. She agrees to pay the fine for failing to respond in order to reinstate her license.

● **Nicole Marie Schuerenberg, Snohomish**; ordered to cease and desist, order 17-0190

Schuerenberg, who is not a licensed insurance producer, illegally sold insurance to Washington consumers and was paid commissions by the insurance agency she worked for. She misled the insurance agency about her status as a licensed producer. She has since quit her job at the insurance agency and is ordered to cease and desist from selling insurance in Washington state.

● **Quadell Spradley, Reading, Penn.**; ordered to cease and desist, order 17-0202

National Brokers of America, Reading,

Pennsylvania; ordered to cease and desist, order 17-0203 Spradley works for NBOA, neither of which is licensed to sell insurance in Washington state. Spradley sold a health and a dental plan to a Washington consumer, and neither product was what the consumer requested. Spradley and NBOA are ordered to cease and desist from selling insurance in Washington state.

● **XCEL Testing Solutions, Jacksonville, Florida**; fined \$1,200, order 17-0160

XCEL provides continuing education for licensed insurance producers. Its online training system was allowing insurance producers to print course completion certificates without completing the required study time and without taking the required exams.

● **Pia of Washington and Alaska, Vancouver, Washington**; fined \$500, order 17-0183

The company offers continuing education for insurance producers. It failed to get approval from the insurance commissioner before offering a course, and failed to maintain attendance records for two Washington state licensed insurance producers.

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Data from the EIA (Energy Information Administration) shows that Washington's 2017 average residential price (cents/kWh) is 9.46 - one of the lowest nationally. Washington also proves to be one of the best for businesses with a commercial average of 8.39 average price (cents/kWh). The state takes the lead in the top ten percent nationally.

Kreidler fines Dental Health Services \$300k

OLYMPIA – Citing numerous violations, Insurance Commissioner Mike Kreidler has fined Dental Health Services \$300,000 and ordered it to develop a compliance plan to resolve consumer concerns, according to a September news release issued by his office.

Company officials agreed to the order, which requires Dental Health Services to hire an external auditor that Kreidler approves by Sept. 25.

Kreidler suspended \$200,000 of the fine if several conditions are met:

- ◆ The auditor develops an acceptable plan to correct violations.
- ◆ The company meets all requirements of a compliance plan.
- ◆ The company makes whole all enrollees who experienced a delay in care or out-of-network charges because a provider was not

available in their service area.

◆ No additional violations occur for two years.

Dental Health Services is headquartered in Long Beach, Calif. It is the second-largest insurer of dental services in the state. It has more than 52,000 enrollees, including just over 14,000 signed up through the Washington Health Benefit Exchange. It is the largest dental insurer in the



Exchange.

Key among the violations noted in the consent order:

- ◆ Failure to timely resolve consumer grievances. Enrollees with issues sometimes waited hours after calling with complaints. The company

had no process for managing and documenting issues, including appeals from enrollees.

◆ Failure to deliver enrollment and membership materials to enrollees. Many enrollees experienced more than a 45-day wait to get insurance coverage documents that would allow them to see a dentist.

In addition to the fine and order for a compliance plan, Kreidler also is requiring Dental Health Services to fix its provider contracts with dentists by Oct. 30. Kreidler's office recently investigated multiple complaints about the contracts and found numerous inadequacies affecting consumer access.

Consumers who have questions about their dental insurance or other type of insurance can contact our consumer experts online or by phone at 800-562-6900.

'Coffee & Commerce' event reveals new projects, lack of housing

CONTINUED FROM PAGE 1

according to the Port website.

Turner told the attendees he was "very optimistic" about the influx of "creativity, energy and capital" and described the downtown Wenatchee business and building turnover as "an exciting revitalization."

Turner also said it would be an ideal situation to turn the Federal Building and the Chelan PUD building into mixed use facilities with tech space, residential, office space and art and culture venues once the current tenants vacate.

LocalTel bought the Federal Building at 301 Yakima St. for \$3.9 million July 25 and the current tenants, including the Social Security Administration, are expected to eventually move to other buildings once their leases expire.

That scenario also applies to the Chelan PUD building at 327 North Wenatchee Ave., which is expected to eventually be leasing or building other facilities thus allowing a huge amount of available square footage for a variety of possibilities, according to Turner.

City of Wenatchee Community and Economic Development Director Steve King said Wenatchee has taken the opportunity to change some of its basic infrastructure after the disastrous fires of recent years. Some of that change comes in the form of creating a new intersection in the 1500 block of North Wenatchee Avenue by buying out Northwest Wholesale and the Washington State Department of Transportation properties



GARY BÉGIN/WBJ

There was a full house turnout for the early morning "Coffee & Commerce" event hosted by the WVCC and sponsored by Numerica Credit Union.

and turning it into a 30-acre parcel available for new projects.

King described the future of Wenatchee as an aggressive opportunity to continue evolving the symbiotic relationship between the city and business, especially desirable food, service and hospitality-type companies.

King also announced an "ask" of the federal government for a grant/loan of \$150 million to go along with \$120 million from state and local sources in order to build a third bridge over the Columbia River. He said the current Trump administration was keen on infrastructure projects nationwide so this was an ideal time to request the assistance.

He said it was a regional partnership between Chelan and Douglas counties which could guide 40,000 cars daily towards commercial interaction on both sides of the river.

King's talk predicted Wenatchee would eventually become a city of "100,000 to 140,000 people." He said, "Believe me it will happen." After touring Yakima, Bend, Oregon and Boise, Idaho he said Boise was the city he admired most, calling it a "diverse economy that was agriculturally based much like Wenatchee" and a great

example of government-private collaboration.

He said Boise "had a great feel like Wenatchee."

Vice President and Relationship Manager Heidi Myers of Washington Trust Bank said "Real estate is a great banking opportunity because it's 'real'.

She also said "bankers love owner occupied or investment real estate" especially if and hopefully if the owners have "some liquidity to support vacancies."

Port District of Douglas County Executive Director Lisa Parks said the community benefits the most when there is a "private and government collaboration, working together in partnerships."

Meeting host and moderator Wenatchee Valley Chamber of Commerce Executive Director Shiloh Sauer said seminars like these are a great opportunity for "learning from each other."

The only negative note was struck when Parks said "lack of housing is a problem and causes people not to want to move here."

She said that although the area has the "most rapid increase of home values in the nation, prices are too high for vacant unimproved land."

Parks pointed to the need for return on investment (ROI) by investors and questioned if anyone wanted to pay top dollar for a parcel and then have to pay many thousands more for permits, sewers, electric and roads before that parcel could be developed.

The breakfast event was sponsored by Numerica Credit Union.

2017 NCW College and Career Expo call for exhibitors

Learns Connect and Wenatchee Valley College present the 4th Annual North Central Washington College & Career Expo on Monday, November 6, from 10 a.m. - 2 p.m. on the Wenatchee Valley College campus.

Exhibitors representing business, industry, training programs, post secondary education and military are encouraged to participate by hosting a booth that the event.

Registration is free and available online at wenatcheelearns.com or by calling event coordinator Diana Haglund at Wenatchee Learns Connect at (509) 888.2828.

The expo is open to high

school and college students from all across North Central Washington and is projected to see an attendance of approximately 3,000 from over a dozen area school districts. The expo is intended to help students explore a variety of future careers and educational opportunities as they prepare to enter the workforce.

Young people benefit most from early and frequent participation in high quality career connected learning opportunities. Wenatchee Learns Connect aims to support career connected learning - a continuum of awareness, exploration, preparation and work experiences that engages,

trains, and inspires students to seek out jobs while at the same time readying the workforce with the 21st century skills that employers need.

Students in our region deserve an education that prepares them to take part in our growing economy. Career connected learning (CCL) is a key part of this preparation. Such preparation also equips employers with an employer pipeline of youth that are reliable, skilled, motivated and ready for 21st century challenges and innovation. The NCW College and Career expo is one way employers and training organizations can plug into and support CCL in our community.



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By Gary Bégin

EAST WENATCHEE – Seattle-based consulting firm Logic20/20 recently announced its expansion into the Central Washington region with a new office in Wenatchee led by Eastern Washington Development Manager Amanda Lundy.

The Wenatchee Business Journal caught up with the busy business manager and was able to clarify the purpose and plan of action Logic20/20 has in store for the Wenatchee Valley and beyond.

Lundy has over seven years of experience working in business and technology consulting, supporting key strategic clients to understand their customers, predict and increase sales, automate repetitive tasks, and increase the speed of innovation to market.

WBJ: Why did you choose Wenatchee to open a satellite office?

Lundy: Through the course of 2017 we understood that there was a significant opportunity to target an underserved set of customers in Washington State. In aligning with our strategic goals of bringing our expertise to clients outside of Seattle, we created the Business Plan

Seattle's Logic 20/20 opens office in Wenatchee Valley

to determine if we can tap into the opportunity and develop an iterative approach that allows us to pivot to the needs of the Eastern Washington customers. To support this approach, the organization decided to invest in developing a presence in Wenatchee. My personal goal is to execute on the plan to understand, identify and open up clients in the Wenatchee valley, and greater Eastern Washington area.

WBJ: Can you elaborate on the specific type of work you will do for agricultural clients?

Lundy: We see our core capabilities helping agriculture businesses to better understand their customer, predict and increase sales, automate repetitive tasks and increase the speed of innovation to market. We do this through advanced analytics, delivery leadership, digital transformation and managed services.

WBJ: What makes Logic20/20 different?

Lundy: Two things really:

1) In this day and age of information overload and change – data, technology, climate change, our customers need support in understanding their options and the right approaches available to them. That is our secret sauce, we help them gain the perspective for most simple and effective solutions to emerge

and to help them map out how to get to the outcomes they desire; and

2) Our company vision to be “one of the best companies to work for and one of the best companies to do business with” really shows in how we treat our consultants and clients alike. We are very



GARY BÉGIN/WBJ

Amanda Lundy is the new Eastern Washington Development Manager for Logic 20/20.

much like a family with a true partnership, working hand in hand in a personalized fashion to drive successful outcomes. This is very much aligned to our customers in Eastern Washington who want that personalized attention and hence our investment in growing our presence here.

WBJ: Who are your consultants doing this work?

Lundy: Our consultants are a blend of former “Big 4” (anyone that came from one of the large consulting firms: Deloitte, Price Waterhouse Cooper, Ernst & Young, and KPMG). We hire consultants from their management consulting side of the business primarily, we don’t do the accounting/audit work, consultants and industry experts. We plan on supporting our Central and Eastern Washington clients a couple different ways. We will offer flexible work options for our Seattle based consultants to do a mix of onsite and offsite work. As we grow our business in the area, we also hope to hire local consultants, individuals looking to move to the area, college hires from nearby universities, as well as look to create a center of excellence to support our national customers.

For the past two years we have been named one of Washington’s 100 Best Companies to Work For by its employees and Seattle Business Magazine (ranked #2 in 2016, #8 in 2017 in the midsize business category).

WBJ: Do you plan to work with businesses outside of the agriculture vertical?

Lundy: We do, outside of our experience working with Fortune 100 companies, we also work

with state and local government, education, nonprofits, as well as start-up’s. We’ll partner with these organizations to deliver their most important initiatives by aligning people, processes, and tools. We help them achieve their organizational goals and drive impactful positive outcomes for communities and students. It’s our mission to bring measurement as a foundational element to all conversations in education, public, and social sector initiatives.

The diverse landscape of opportunities within agriculture, local government, and small-to-medium-size businesses across the Wenatchee Valley attracted Logic20/20 to the area.

The Logic20/20 approach to business and technology challenges provides clients with innovative ways to meet their growing business needs.

WBJ: Will Logic20/20 have a brick and mortar location in Wenatchee?

Lundy: “We do plan to open a brick and mortar location down the road and ideally hire consultants from the Wenatchee area or that are moving to the area. We are waiting to determine what the primary project/consultant makeup will be in the area before move forward in any one direction.

SEE LOGIC 20/20, PAGE 7



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VETERAN-OWNED & OPERATED BUSINESS

'A Celebration of Crafts' a long haul from Corps MOS*

By Gary Bégin

Former Marine Sherrie Van Dyke and her sister Wendy Elias run "A Celebration of Crafts" from their home in Entiat. They specialize in silverware jewelry, goat milk soap, necklaces and a variety of other craft items.

"We go to fairs and special events such as the Christmas lighting weekends in Leavenworth at The Grange," said the former Marine Corps truck driver and manager of hobby retailer Ben Franklin crafts department.



Four fine examples of necklaces created by Sherrie Van Dyke.

Van Dyke's military career was cut short due to pregnancy while also being married to another servicemember, but she kept driving over-the-road trucks for eight years even after she left the Marines.

Her work is often featured at Pybus Market, yard sales, senior centers and Town Toyota Center events.

Van Dykes' inventory includes many examples of customized spoon-based jewelry, bracelets and necklaces with the client's favorite lifetime symbols built into the artwork.

For example, if you're a Seattle Seahawks fan, she can place a "12" or a seahawk into the piece. Much of her work is created using a Dremel rotary tool, which allows for fine detail crafted by her skilled hands.

Van Dyke states she inherited her creative bent from her dad who was a longtime auto body mechanic.

Although she has a bachelor of arts from Western Washington University - Bellingham in Municipal Recreation and Parks,

most of Van Dyke's spare time is spent caring for her 84-year-old father.

Over the last four decades since leaving the Corps in 1977, she has honed her craft working with gem stones obtained on Ebay and elsewhere.

Social media photos on Pinterest help inspire her ideas, but she'll tailor any piece to the customer's desires if they should bring her their own favorite photos or patterns.

Charms, locket, rings, all are available from Van Dyke who is willing to tackle any idea she or a customer may come up with.

"I get inspiration from any pattern or photos I see from any source," she said.

People interested in having Van Dyke create a special pendant for them or as a great holiday gift should talk with the artist at least two weeks prior to expecting the finished product.

"I can create any theme based on whatever the client wants to emphasize such as their military service, sports team, nautical concepts, family emphasis or

favorite pet," she said.

Van Dyke loves to create art and finds it "therapeutic" as well as getting good vibes from positive feedback for her work.

Her pieces are colorful and can be playful or serious, decorative or closer to a personal keepsake that can be handed down to your kids.

Despite her attention to detail, a trait every Marine shares, Van Dykes' prices for her one-of-a-kind creations are downright inexpensive.

Rings go for \$10 and bracelets for \$18. A necklace will set you back \$20 with a variety of prices in between for customized silverware-based art or for her already made designs.

For more information or to order a unique piece made just for you, call Sherrie at 509-264-3240 or 679-6064 or visit her on Facebook - A Celebration of Crafts or via email: amamuttlover@hotmail.com.

*Military Occupation Specialty



Sherrie Van Dyke holds two of her jewelry display cases.

PHOTOS GARY BÉGIN/WBJ

WIN Home Inspection run by Army vet Larsen

By Gary Bégin

Army veteran Joe Larsen's dad was a builder so he grew up with a hammer in his hand and knows what to look for regarding house inspections.

Larsen even went to school in Tennessee to study the craft of home inspection and opened his own franchised and licensed business almost a year ago in December of 2016. He is currently studying to obtain a pest inspection license, which would dovetail perfectly with his current license for general home inspections.

Joe checks out the drainage systems including gutters, foundation, roof, electrical issues, crawl space and everything to do with your home.

Larsen will even leave the homeowner with a binder detailing any issues so they can have a document for future use if they ever decide to sell.

"As a car mechanic by trade, I am used to inspecting various systems to see what is going on. I transferred that skill to looking at houses," he said.

While serving in the Army, Joe's MOS (Military Occupation Specialty) was diesel mechanic so checking out problems comes second nature to him.

As a home inspector Larsen can point out the problems, but doesn't have to fix them. Even so, he is has a sense of pride in his work, just as he did as a sergeant in the Army where he was stationed at Fort Drum



Joe Larsen

GARY BÉGIN/WBJ

(upstate New York) and Fort Bragg (North Carolina).

"I have an overall sense of pride not only in my country, but in my fellow man as well and I try to

bring a sense of duty and integrity from my time in the service to all my clients and anyone else I come in contact with," Larsen said.

Larsen is married to Kirsten and has a two-year-old boy Wyatt. He is a 2002 graduate of Wenatchee High School. He will soon be a dad to another boy, who is expected by the time this article hits the news stands.

Larsen has been in the Wenatchee Valley area his entire life and has family in Entiat and Cashmere as well.

He chose home inspection "because being my own boss gives me the flexibility to work around family and not the other way around."

In the Army, Larsen was able to lead by example, but as an

independent businessman he leads by showing the public a sense of duty and caring not found in many larger companies.

"I want to help people know what they're getting when buying a home," he said.

The basic cost for a WIN inspection by Larsen is \$325 for 2,000 square feet. He can also inspect much larger units such as apartment complexes with four units per structure.

"I believe in being polite and respectful to everyone no matter what size the job," Larsen said.

To speak to Joe about your home inspection needs, call 509-699-6851 or email him: jlarsen@wini.com. Potential clients can also go to his website: winhomeinspectionwenatchee.com.

Seattle's Logic 20/20 opens office in Wenatchee Valley

CONTINUED FROM PAGE 6

WBJ: Do you have local contact info for B2B contacts?

Lundy: I can be reached at 206-384-0522 or via email: amandal@logic2020.com.

WBJ: Any specific local clients that can be identified as of yet?

Lundy: Not yet, but we are expecting to make an impact in the agriculture market.

Logic20/20 values, among other things, acting with integrity and supporting our team and communities. "Our fundamental beliefs, partnered with our dynamic capabilities, will be a very good fit within the Wenatchee community," said Lundy.

Travis Jones, Logic20/20's Senior Vice President of Consulting and Strategy said, "We're thrilled to

have the chance to expand our footprint across the Wenatchee Valley. We've been working in Eastern Washington dating back to 2011, providing clear insight and helping businesses grow. We're looking forward to the opportunity to better support local business with a physical presence in the valley."

For more information go to logic2020.com.

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Lake Chelan Rotary selects outstanding companies



Founded in 1948, Lake Chelan Community Hospital & Clinics (LCCHC) is a fully-accredited 25-bed Critical Access Hospital with supporting clinics in Chelan, Washington. We offer a 24-hour emergency room, surgical center and inpatient services, as well as family medicine and specialist care at Lake Chelan Clinic in downtown Chelan. Rehabilitative therapy and behavioral care clinics are located at the hospital. The hospital will be moving to a new replacement facility in 2020.

Kevin Abel is the CEO of the hospital and clinics. He recently completed his term as club president in June 2017. He has been a member of Rotary since 2008 and is a Paul Harris Fellow. Dr. Ty Witt is a gynecologist at the clinic. He has been a Rotarian since 1998, transferring to Lake Chelan Rotary in 2015, and is presently the President-Elect of Lake Chelan Rotary. Ty is a Paul Harris Fellow +2. Dr. Megan Guffey is a primary care physician at the clinic and has been a Rotarian since 2016.

Two of our members, Phyllis Gleasman and Tom Warren, are elected commissioners governing the hospital.

Website: <https://lakechelancommunityhospital.com/>



CEO Kevin Abel



Dr. Ty Witt



Dr. Megan Guffey



Riverwalk Inn is a small 12-room hotel & breakfast cafe located in beautiful downtown Chelan, WA. It is across the street from Riverwalk Park and the Chelan River, and has a great view of mountains and lake. Shopping, swimming, boating, bars, and more located just a few walking minutes away. We will happily help you arrange winery tours, rides to the Chelan Boat Company dock, bike rentals, and give you as much information that we know about the amazing treasures Lake Chelan has to offer.

In 2011, Kate Tomlinson, with Mandi Dawson and her husband, leased the building and added the restaurant, now open to the public. In 2013 Kate, Mandi and Blaze decided to buy the building and expand the breakfast menu, continuing to run the hotel, and updating things when possible.

We hope you enjoy your time here! We are always open to suggestions for improvement, as this is a constant work of love for all of us and we want you to have the best Lake Chelan experience possible. Stop in for breakfast!

This year Kate is on the Board of Lake Chelan Rotary and is the Youth Exchange Outbound Coordinator. Mandi is the Sergeant of Arms and the Youth Exchange In-Bound Coordinator.

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



Kate Tomlinson



Mandi Dawson



Newamerican Funding is a mortgage company in Chelan operated by Sandy Calicoat who is the designated broker. The offices are located in the lower level of the Lake Chelan Chamber of Commerce at 216 East Wooding Avenue.

If you need a mortgage to purchase or refinance property Sandy is ready to assist you. Her cell phone is (509) 630-7437.

Check out the website at: <https://www.newamericanfunding.com>

Sandy has been a Rotarian since 2008 and previously was our Secretary. This year she is serving at the club Treasurer.



Sandy Calicoat



UMPQUA

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Umpqua Bank has several North Central Washington branches near to Chelan. They are located in Brewster, Waterville, and Coulee City. They arrived in our region when the bank bought the branches of Sterling Bank.

Paul Gunn came to Chelan from his experience as an Umpqua loan banker in Centralia. He became the branch manager in Brewster. He is now the regional loan manager in Central Washington and the manager of the Coulee City Branch.

Julio Talaveras is now the branch manager of Brewster and is a resident of Brewster with his family. He was sponsored into Rotary earlier this year by Paul.

Paul Gunn is a former President of the Twin Cities Rotary of Centralia-Chehalis and is serving this year as the Membership Chair of Lake Chelan Rotary. Paul has been a member of Rotary since 1988 and is a Paul Harris Fellow +2.

If you are interested in joining Rotary, give him a call at (360) 269-2150. Julio, although a rookie member will obviously be lucky for our club, as he recently won our weekly lunch drawing which had been going on without a winner for over a year. He can be reached at the Brewster Umpqua store at (509) 645-6005.



Paul Gunn



Julio Talaveras



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Port Executive Director Patrick Jones



Port Commissioner JC Baldwin



Port Commissioner Rory Turner



Chelan Mayor Mike Cooney

Port of Chelan seeks stakeholder feedback to Strategic Plans: real estate, Pangborn, development

Story and photos by Erin Rossell

CHELAN – The Port District of Chelan County met here in mid-September at Chelan Council Chambers to discuss the Strategic Plan draft, emphasizing goals in their three lines of business: Pangborn Airport, commercial real estate and economic development.

The plan outlines strategies that are intended to promote business expansion, job growth and the overall economy within Chelan County.

“We would like to get your input about our plan, what we did right, what we did wrong and what we may have missed,” said Commission President Donn Etherington.

The purpose of the meetings

was to share the plan, explained Executive Director Patrick Jones, “We really want people to understand what we’re trying to do and any help with improving what we’re intending to do would be greatly appreciated.”

The meeting commenced with a brief explanation of what power and responsibilities ports have and their importance within communities.

Ports retain the power to tax and power of eminent domain and also maintain the ability to build commercial infrastructures and facilities.

The Port of Chelan County has an Associate Development Organization (ADO) responsibility, in which they act as partner to the state and pursue

businesses and opportunities that support the state’s activities within the county.

This aspect of the port takes the place of a formal economic development board, which disbanded over a decade ago.

Highlights of some of the upcoming projects and goals of the Port’s seven-year project plan include:

- **Economic Development Goals:** To “be recognized as the ‘go to’ entity and reliable business partner representing greater Chelan County for business expansion and in-bound investment while investing in community infrastructure” and to “partner with other effective regional entities in a local economic development program

that results in jobs and new investment.”

Both goals are currently in progress, and are continuing to be expanded on. “(We are) communicating with local private businesses already established in the county or who want to relocate to the county, but the general concern is the lack of turnkey ready commercial real estate in the area,” explained Jones.

- **Real Estate Goal:** To “maintain a ‘ready to go’ port real property inventory to accommodate timely local and in-bound investment decisions that complement the economic development priorities of the county and region.” This goal is projected to be started and completed in 2018.

- **Pangborn Memorial Airport Goals:** To “increase commercial flight frequency and destination selection as well as reliability for the business and pleasure traveler of Chelan County while maintaining the viability of general aviation operations.” There are currently three trips to Seattle a day with Alaska Airlines, with an 85 percent load factor, meaning 85 percent of available seats are filled. The port anticipates Alaska Airlines adding frequency, given the success of the flights, and are also looking at establishing new routes including a Pangborn to San Francisco flight.

Chelan Mayor Mike Cooney asked why people aren’t contacting

SEE CHELAN STRATEGIC PLANS, PAGE 10

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PHOTOS GARY BÉGIN/WBJ

LocalTel buys Federal Building

LocalTel’s current storefront on Grant Road in East Wenatchee, above and below the former Federal Building in Wenatchee are now married through fate.

The iconic Wenatchee edifice will have its interior space transformed since LocalTel purchased the 301 Yakima St. address for \$3,940,000 in late July.

The mixed media and telephone company is moving forward with renovation plans, which may include renting space to the city of Wenatchee for its city hall.

Some of the current tenants, including the Social Security Administration, are expected to eventually find other leases in town or even build their own new buildings.





Dave Reichert will retire after this term is up

WASHINGTON - Congressman Dave Reichert (R-WA) today made the following statement announcing his plans to pursue new opportunities to serve the country and the American people.

"It has been an honor and a privilege to serve the people of the greatest state in the world's greatest nation for nearly five decades. First as a member of the U.S. Air Force Reserves for six years, then in the King County Sheriff's Office for 33 years, and most recently as a seven term Member of Congress. I am humbled to have been trusted by the people of Washington's 8th District to be their voice in Congress; it is an honor I have not taken lightly. Each and every day, I have committed to serving the 8th District and our nation with the heart of a servant. After spending time during the August work period with family and friends, reflecting on the past, discussing the future, and celebrating another

birthday, I have decided this will be my last term and I will not run for reelection in November, 2018.

It was not an easy decision but I believe it was the right one for my family and me. I have spent my entire career and devoted my life to service. I see this not just as a job, but as a calling - a calling I will not walk away from.

Washington's 8th Congressional District is home to the most talented people, a first-class business community, and a breathtaking natural landscape that is second to none.

In my congressional career, I have always strived to improve the daily lives of my constituents and preserve the majestic beauty of our region. Whether it was through my work to expand the Alpine Lakes Wilderness Area, improve our foster care system and combat sex trafficking, or secure equipment and resources for our first responders, I

have taken this honor and responsibility seriously.

Early on, the importance of trade to the region was clear. From serving on President Obama's Export Council to battling to reauthorize the Export-Import Bank to leading the fight to pass the U.S.-Korea free trade agreement, I have always fought to give our exporters the chance to sell their goods and services around the world. Now, at this critical time, serving as the first Chairman of the Ways and Means Subcommittee on Trade from Washington State, I remain steadfast in my commitment to Washington's workers, manufacturers and growers - the best in the world.

Representing over 700,000 constituents takes a team. My team, many of which have been with me since the beginning, have served our community with the heart of a servant, putting constituents before themselves. Day in and out they have helped

CHELAN STRATEGIC PLANS

Port of Chelan seeks stakeholder feedback to Strategic Plans: real estate, Pangborn, development

CONTINUED FROM PAGE 9

the port and the city to bring their business to Chelan. Port Commissioner Rory Turner suggested a possible cause, "I think we're seeing this now Mike, and I think it has to do with the technology needed to get the folks over the pass from Seattle."

Commissioner JC Baldwin then provided input on the subject, "We're talking about millennials," she said, "that have these small companies and they're tired of being over there (on the coast)... these millennials or companies want what

they have over there, but they don't want to be over there anymore, they want to be here, where they can recreate."

Baldwin continued by suggesting that Wenatchee appeared to be closer to what they're used to having, rather than Leavenworth or Chelan, in terms of a live, work, play area. "(As) part of our ADO effort, we are developing some new work elements into our plan and one of those elements includes establishing a five-industry connectivity: outdoor recreation, technology, real estate development, agriculture

and manufacturing. We want the business leadership from those sectors to tell us what we can do to help them succeed and expand and also help us identify companies they would like here in the community, maybe in the same sector, but (that) does not compete with them directly," explained Jones.

The commissioners also stated there have been previous conversations in regard to working with the city of Chelan in the building of a parking facility. It has also been working with Manson Parks and Recreation on the Waterfront Project.

➤➤ constituents receive government funds owed to them, get answers when their questions were bogged down in government bureaucracy, and acquire necessary equipment and services for our veterans. I am immensely proud of the work my staff has done.

This decision has been difficult to say the least but the love for my family ultimately guided me. I look

forward to spending time with my wife, Julie, our three grown children and six grandchildren. They have made great sacrifices and I owe them not only my gratitude but more time together.

As I finish my last term in the U.S. House of Representatives, I will continue to fight for hard working families, small business and all that makes

our community great. I am deeply humbled by the support the people have shown since being elected in 1996 to Sheriff. Every election has been an amazing honor. From the bottom of my heart, thank you for this opportunity. God has blessed my family, my team and me as we have served.

Thank you and God Bless America."

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OCTOBER 2017 ASSOCIATION NEWSLETTER

PAGE 1

23rd BNCW and Sangster Motors Home Tour & Remodeling Expo a Success!

The 2017 BNCW and Sangster Motors Home Tour & Remodeling Expo was a great success!

Once again, we wish to recognize this year's participating Tour builders for their dedication to excellence!

These builders worked diligently to keep their projects on schedule and to have their homes ready so that a few thousand attendees could enjoy this annual event!

Again, this year's participating builders were:

- Berry Construction
- Lange Construction
- Lensen Homes
- Lexar Homes

- One-Way Construction NW
- Real Homes
- Sadler Construction
- Sage Homes
- Wessman Construction

Congratulations to the following award winners for earning distinctions within their homes' judging classification.

Distinctions and winners were as follows:

BEST EXTERIOR APPEAL

- **Class I** - One-Way Construction NW
- **Class II** - Lange Construction, LLC
- **Class III** - Sadler Construction

BEST KITCHEN

- **Class I** - Sage Homes, 2243 Treat Street Entry
- **Class II** - Lange Construction, LLC
- **Class III** - Berry Construction

BEST MASTER SUITE

- **Class I** - Sage Homes, 2243 Treat Street Entry
- **Class II** - Lange Construction, LLC
- **Class III** - Berry Construction

BEST INTERIOR APPEAL

- **Class I** - Sage Homes, 2243 Treat Street Entry
- **Class II** - Lange Construction, LLC
- **Class III** - Berry Construction

BEST OVERALL VALUE

- **Class I** - Sage Homes, 2243 Treat Street Entry
- **Class II** - Lange Construction, LLC
- **Class III** - Berry Construction

BEST OF CLASS

- **Class I** - Sage Homes, 2243 Treat Street Entry
- **Class II** - Lange Construction, LLC
- **Class III** - Berry Construction

PEOPLE'S CHOICE

- **Class I** - One-Way Construction NW
- **Class II** - Wessman Construction
- **Class III** - Sadler Construction



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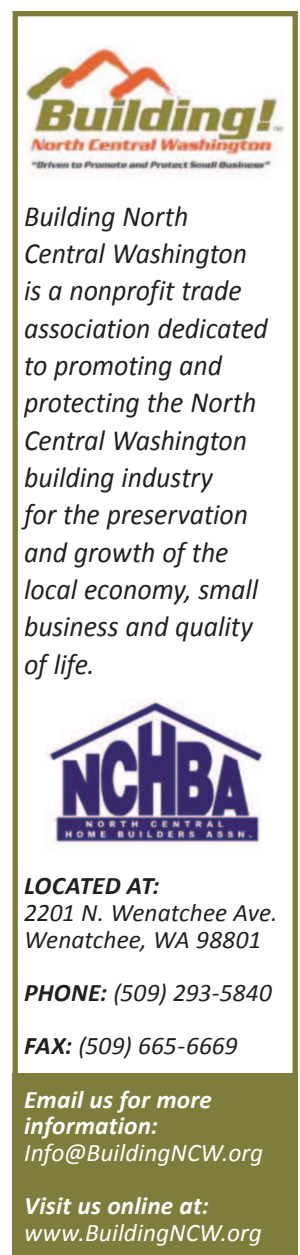
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BNCW MEMBER HIGHLIGHTS
Welcome new BNCW members!
To view each of our valued member company's complete profile, we invite you to visit BNCW's website at www.BuildingNCW.org and click on the membership directory tab. Thank you!
■ Carlisle Classic Homes
Chris Groby
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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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North Central Washington "Driven to Promote and Protect Small Business"

OCTOBER 2017 ASSOCIATION NEWSLETTER

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BNCW's:

FROM A DIFFERENT PERSPECTIVE

Grand Growth

"The US economy grew at a strong 3% during 17Q2, up from an earlier estimate of 2.6%. The improvement was the result of significantly stronger consumer spending, and this is very important, private investment! As the labor market tightens and wages rise, firms appear to be finally boosting capital expenditures significantly, which should raise labor productivity. However, economy-wide inflation remains MIA, and while 3% growth rocks, it's not sustainable long-term."

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



JUNIOR SERVICE LEAGUE OF WENATCHEE

2017 BNCW Home Tour Total

DIAPERS: 1066
WIPES: 2449
FORMULA: 282.3 oz
CASH: \$116.00



Thank You Junior Service League of Wenatchee

BNCW sincerely appreciated the opportunity to partner with the Junior Service League of Wenatchee to assist them in collecting diapers, wipes, formula and cash during this year's Home Tour.

Thanks to the generosity of this year's Tour attendees, JSLW was able to get a good head start on their Diaper Drive 2017,

taking place on October 28th. Make A Difference Day!

Thank you *Junior Service League of Wenatchee* for your involvement in this year's BNCW and Sangster Motors Home Tour & Remodeling Expo!

To learn more about JSLW's upcoming Diaper Drive, visit their website at www.jslwenatchee.org



BNCW Seeking Member Leaders

BNCW is seeking members who have an interest in serving on the Association's Board of Directors. Specifically, BNCW is governed by a 15-member Board of Directors, and is comprised of members who are elected by the Association's membership on an annual basis.

Each director serves a four-year term, beginning in January, subsequent to his or her election.

The business and affairs of Building North Central Washington are managed under the direction of the Board of Directors.

Here are a few of the more important duties our directors perform as members of BNCW's Board:

Board Responsibilities (in part):

- Approves operating and

- capital budgets
- Represents the membership of the association
- Understands issues facing the organization
- Ensures proper use of assets
- Establishes short- and long-range organizational goals
- Establishes the policies governing the association
- Approves new members
- Fulfills fiduciary responsibility to the membership
- Approves the long-range and strategic plan(s) of the association
- Assures legal compliance with the bylaws of the association

According to the BNCW bylaws, Chairman Jim Blair is currently

preparing appointments to the BNCW Nominating Committee, who, in turn, will be seeking nominations from the membership to serve as directors, as well as those current directors who will serve as officers in 2018.

A leadership ballot will be presented to our BNCW members in late October – be watching for it and please be sure to cast your vote!

If you have an interest in serving the Association in this important role, and would like more information, please feel free to contact either Chairman Jim Blair at (509) 662-4721, or Marc Straub at (509) 293-5840. Directors meet monthly and terms are four years.

BNCW Health Choice

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

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

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

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A Huge Thank You to Our Awesome Volunteers!

BNCW would like to extend a hearty message of gratitude to all who volunteered – in so many different ways – throughout this year's Home Tour, including many, many of our valued members and their representatives; *WVC student*

athletes and their coaches, as well as members of the *Junior Service League of Wenatchee*.

We could not have possibly executed this event at the level we do were it not for our valued volunteers – you're simply awesome!

Building! MEMBER MESSENGER

North Central Washington

“Driven to Promote and Protect Small Business”

OCTOBER 2017 ASSOCIATION NEWSLETTER

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Once again, this year's 5th Annual BNCW Chefs on Tour event was a sold-out success! Five chefs were paired up with one of the five winery, brewery and cideries, all competing to be named the 2017 Best!



DruBru

Competing chefs were:

- Lisa Bee's
- Tastebuds
- The Thai Restaurant
- Top Color Catering
- Tradewinds II

Competing winery, brewery and cideries were:

- Badger Mountain Brewing
- DruBru
- Jones of Washington
- Ryan Patrick
- Washington Gold Cider

250 guests sipped and sampled their way through all five offerings and – at the end of the evening – voted on their favorites.

Congratulations to our 2017 BNCW Chefs on Tour winners!
Lisa Bee's – voted best chef
Washington Gold Cider – voted best beverage

Thank you to all of our participating chefs and beverage providers for a wonderful (and delicious) competition!



Top Color Catering



Lisa Bee's



The Thai Restaurant



Tastebuds



Tradewinds II



Badger Mountain Brewing



Washington Gold Cider



Ryan Patrick



Jones of Washington



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

OCTOBER 2017 ASSOCIATION NEWSLETTER

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L&I Proposes Decrease in Workers’ Comp Rates in 2018

TUMWATER – a proposal today from the state Department of Labor & Industries (L&I). The average amount employers pay for workers’ compensation insurance in Washington would drop 2.5 percent in 2018 under

paying \$67 million less in premiums.

The lower rate would mean employers would pay an average of about \$34 less a year per employee for workers’ compensation coverage.

L&I attributes the proposed decrease to several factors, including employers and workers focusing on safety, and L&I initiatives that are helping injured workers recover sooner and reducing workers’ compensation costs.

“Efforts to help injured workers heal and return to work are paying off. It’s good for them, it helps employers, and it keeps workers’ compensation costs down,” said Gov. Jay Inslee. “I want to thank businesses and workers for doing their part to improve workplace safety, and L&I for its work to improve the workers’ compensation system. Both are helping create a positive business climate in Washington.”

In recent years, L&I has been providing vocational support and assistance much earlier in claims. It’s

helping reduce long-term disability and improving return-to-work results for those hurt on the job.

The agency’s Stay at Work Program is also making a difference, providing employers more than \$58 million to help keep more than 25,000 workers on light duty while they heal.

“We’ve made some very positive steps with our initiatives to help people who are hurt on the job recover and start working again,” said L&I Director Joel Sacks. “These and other workplace safety and health improvements have allowed us to build our reserves, while at the same time propose a cut to the average premium rate employers and workers pay. It’s a win – win.”

BNCW NOTE: Across the board, it appears that the average amount employers in Building Construction and Trades pay for workers compensation insurance would drop 5% in 2018 under the proposed rate structure announcement. For more specific information by risk classification, visit BNCW’s website at BuildingNCW.org



October’s BNCW NBN Event

BNCW members and guests are cordially invited to attend BNCW’s October Nothing But Networking event, scheduled for **Thursday, October 19** from 5:00pm to 7:00pm.

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

Standard Paint & Flooring!
Come visit their beautiful showroom and see what sets them apart.



Where: 201 S. Mission St., Wenatchee
When: Thursday, October 19, 5-7PM
RSVP: Online at www.BuildingNCW.org or Call (509) 293-5840



2018 BNCW Membership Directory

We wanted to give our members a ‘heads up’ that – if you already have not – you will soon be contacted by E&M Consulting, specific to the 2018 Building North Central Washington Membership Directory.

For several years now, E&M Consulting has been responsible for producing our annual membership directories. Once again, they are managing all of the ad sales, creative design, and formatting for us. These are high-quality, spiral bound and tabbed publications that include contact information for our member companies, as well as other useful information, too.

Our member companies will also be receiving a phone call, at some point, from

the E&M sales team, asking that you consider placing an ad in next year’s directory.

Keep in mind that, advertising in the 2018 BNCW Membership Directory is an excellent, affordable and very targeted way to not only remain in front of your fellow BNCW member companies, but with consumers, too. Each year, these directories are distributed to consumers in NCW in a variety of ways – all seeking to do business with trusted member firms.

Please don’t hesitate to call the BNCW office, at (509) 293-5840, if you have any questions regarding the directory ad sales. As always, your support of the BNCW products and services is greatly appreciated!

BNCW EVENTS

BNCW’s October Board of Directors Meeting

■ October 18, 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.

BNCW’s October CPR & First Aid Training

■ October 24, 2017 from 4:00pm to 6:00pm
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee

\$45/person, includes Continuing Ed credits and is good for new and recertification.

Call BNCW at (509) 293-5840 to Register!

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

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

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

You may also register online at BuildingNCW.org.

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Waste Management names Kazen new district manager

Waste Management has announced the appointment of **Curt Kazen** as the new district manager based in Wenatchee.



Curt Kazen

Kazen will be in charge of the company's collection operations as well as the South Wenatchee Transfer Station. Kazen will manage 41 WM employees at the two sites.

WM operates 26 waste, recycling, and yard waste trucks, providing service in Chelan and Douglas counties as well as the cities of Wenatchee, East Wenatchee, Cashmere, and Entiat. WM also provides curbside recycling in Leavenworth.

Prior to this, Kazen was a residential route manager at Waste Management's operations base in Woodinville, one of Waste Management's largest operations in the Pacific Northwest.

Kazen, his wife Kristal and children Tyler and Ashlee live in East Wenatchee.

Leslie McNamara named to Three Rivers Hospital Board

Three Rivers Hospital (TRH) has announced the appointment of Brewster resident, **Leslie McNamara** as the newest member of the TRH Board of Commissioners.



Leslie McNamara

In a media release issued August 31, TRH Business Development Coordinator Christopher Majors disclosed that McNamara was selected to fill a seat on the five-member Board that has remained vacant for nearly two years.

"It is my goal to be a more active member of our community," said McNamara who added that she looks "forward to giving back by lending my enthusiasm, time, ideas and skills to Three Rivers Hospital."

McNamara is deeply rooted in the community with her husband's family having been in the area for generations. "After 35 years in Alaska and 10 more in Wyoming, Leslie has spent the last 12 years here in Washington with her husband," wrote Majors. "Leslie has a background in finance, real estate, law and education."

McNamara's volunteer work has included local, national and church board memberships.

She likes to spend what spare time she has enjoying the area's many activities with particular favorites being hiking,

kayaking, whitewater rafting and gardening.

"Having spent most of my life in small towns, I am especially interested in rural health care and want to see our local hospital thrive as a respected and trusted institution," McNamara said.

Three Rivers CEO Scott Graham has already scheduled McNamara for one-on-one time with hospital administration staff and has assembled education materials to bring his newest board member up to speed as rapidly as possible.

CENTURY 21 Exclusively welcomes Rummell

CENTURY 21 Exclusively is pleased to announce **Luke Rummell** has joined its firm as a sales associate. He will specialize in residential property sales in the Wenatchee/East Wenatchee area.



Luke Rummell

"We are thrilled to have Luke join our team," said Howard Syria of Century 21 Exclusively. Rummell

previously was the designated broker for WenatcheeHomes4u.

Peoples Bank expands regional territory for Mark Swanson

Peoples Bank announced that **Mark Swanson**, Regional Retail Banking Manager, has expanded his territory to include Chelan and Douglas counties.

Since 2014, Mark has been responsible for the oversight of sales, service, and operational performance of Peoples Bank retail branches in Whatcom, Skagit, and Island counties.



Mark Swanson

Mark has over 20 years of bank management and experience, with the past seven years at Peoples Bank.

He is a graduate of Washington State University and the Washington Bankers Association's Executive Development Program. Mark is active in the community and serves as a board member for the Kiwanis Club of Bellingham.

Valley Plastic Surgery welcomes Thomas

Katherine Thomas, RN, has joined our staff at Valley Plastic Surgery.

She comes to us from El Paso, Texas with her husband Edmund and daughter Avery.



Katherine Thomas

Katherine specializes in laser therapies and is certified in laser hair removal, IPL's, radio frequency skin rejuvenation, Coolsculpting, microderms, the ZO Skin Health system and chemical peels. She is excited to meet the people of Wenatchee and build her clientele.

She is excited to meet the people of Wenatchee and build her clientele.



COURTESY PHOTO

Douglas PUD gives 30 year service award to Grode

Pictured from left Commissioner Skagen, Loren Grode, Commissioner Simpson.

The Douglas PUD awarded Distribution Superintendent Loren Grode with his thirty-year service award. Commissioner Skagen

thanked Loren on behalf of the citizens of Douglas County for his years of service. Loren thanked the Commission and said "It has gone fast. Lots of good people welcomed me when I started in Bridgeport. It's like a big family."

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COURTESY PHOTOS

Two views of the proposed development and a Chelan seaplane, possible future tenant on the site.

'Three Fingers' future concept revealed

By Gary Bégin

CHELAN - Goodfellow Bros, Inc. (GBI), with a local office in Wenatchee, revealed plans in early September for the much litigated and highly

controversial Three Fingers landfill on the south shore of Lake Chelan. From Chelan courts to appeal courts to, the "illegal dumping" in 1961 has generated great angst

and political battles for decades.

That all seems like a distant memory now as Goodfellow Brothers' Chris Martin, Project Manager for Pacific Rim Land (a

subsidiary of GBI) spoke to the Chelan community and city council in August at a public hearing at Chelan City Hall.

Martin brought along project renderings and

asked the community to add their suggestions to the renderings to aid the company in planning a development in the growing community of Lake Chelan.

Multi, single-family housing, community clubhouse, pool and spa were on display and available for public comment.

The proposed plan also highlighted public two public beaches, lake access, lakeside trail and a "comfort station."

Preliminary plans are for two businesses to locate on the property as well as commercial, hopefully to be occupied by

a restaurant.

Dock space for the iconic Lake Chelan seaplane business recently defunct do to lack of operating space would be included.

GBI has been working with Chelan Mayor Mike Cooney and the city planning department's head, Craig Gildroy, to ensure the Three Fingers development plans are in line with the Shoreline Master Program (SMP).

Covenants, Conditions, and Restrictions (CC&Rs) would restrict building height.

Go to Pacific Rim Land at Chelanfingers@pacificrimland.com to include your comments on this proposed project.

TOP PROPERTIES

Sale Price	Sale Date	Situs	Situs city	Acres	Buyer	Seller
\$2,000,000	2017/08/30	1737 N WENATCHEE AVE	WENATCHEE	0.53	WALKER FAMILY HOLDINGS LLC	HURST ENTERPRISES LLC
\$2,000,000	2017/08/30	1747 N WENATCHEE AVE	WENATCHEE	0.61	WALKER FAMILY HOLDINGS LLC	HURST ENTERPRISES LLC
\$1,697,290	2017/08/18	1231 LOIS PL	WENATCHEE	0.17	PICARD JON R ETAL	MIRABELLI MICHAEL R
\$1,178,550	2017/08/17	17573 N SHORE DR	LEAVENWORTH	0.13	LILLIBRIDGE CURTIS	STANTON MARTIN
\$1,155,456	2017/08/22	NNA N WENATCHEE AVE	WENATCHEE	0.18	CFT NV DEVELOPMENT LLC	NORTHEND PROPERTIES
\$1,100,000	2017/08/14	765 AMERICAN FRUIT RD	WENATCHEE	5	WESTLUND JOSHUA E & MICHELLE	KOCHER CHRISTOPHER W & SARAH M
\$1,100,000	2017/08/16	894 US HWY 2	LEAVENWORTH	0.22	SNOW LAKES LLC	CLOCKTOWER INVESTORS LLC
\$1,089,000	2017/08/23	4250 S LAKESHORE RD	CHELAN	0.15	FAW DALE G & CAROL A	NICHOLS MARY OAKSMITH TRUSTEE
\$1,025,000	2017/08/31	1501 N MILLER ST	WENATCHEE	0.7	CFM VISCONTI LLC	DAVIS JACK L
\$868,000	2017/08/31	78 ALTA VISTA LN	CHELAN	0.66	RHIM JONATHAN A & THANH N	CHELAN CLOS CHE VALLE #12 LLC
\$850,000	2017/08/24	4275 APRIL DR	WENATCHEE	3	KIELE DONALD C & THERESA A	ARENA RODNEY B & PAMELA D
\$850,000	2017/08/23	315 W GIBSON AVE	CHELAN	0.53	HALL CHRISTOPHER	WALL JOHN S
\$829,000	2017/08/16	NNA S LAKESHORE RD	CHELAN	0.3	MARKOW TADEUSZ & JOY	NORDBY ROBERTA G ETAL
\$829,000	2017/08/16	9574 S LAKESHORE RD	CHELAN	0.13	MARKOW TADEUSZ & JOY	NORDBY ROBERTA G ETAL
\$829,000	2017/08/16	9576 S LAKESHORE RD	CHELAN	0.17	MARKOW TADEUSZ & JOY	BICKLE MARGARET E ETAL
\$829,000	2017/08/16	NNA S LAKESHORE RD	CHELAN	0.09	MARKOW TADEUSZ & JOY	NORDBY ROBERTA G ETAL
\$800,000	2017/08/18	12148 S LAKESHORE RD	CHELAN	0.1	BEAUMONT PETER A & MARY C	DICKSON RICHARD A
\$800,000	2017/08/18	NNA S LAKESHORE RD	CHELAN	0.26	BEAUMONT PETER A & MARY C	DICKSON RICHARD A
\$755,000	2017/08/09	15107 N LAKESHORE RD	ENTIAT	0.57	PICINICH ANTHONY J & KAY E	CAGLIERO LOUIS
\$690,000	2017/08/30	1840 MCKITTRICK ST	WENATCHEE	0.25	BISHOP JONATHAN L & JENNIFER M	HAMILTON BRETT W ETAL
\$680,000	2017/08/03	3518 US HWY 97A	WENATCHEE	8	VALDEZ RICARDO L & MARIA R	SMART CLARENCE L
\$659,000	2017/08/16	91 ABRAHAM LN	MANSON	3.65	SBLENDORIO JAN E ETAL	PAUL TODD & TARA S
\$650,000	2017/08/09	34 STEELHEAD LN	CASHMERE	0.62	DE PUE CHARLES & MARY FESLER	MORRISON TIE
\$650,000	2017/08/23	95 HORIZON LN	CHELAN	20	WHIPPS JAMES W & CINDY L WALL	RAINES SHARMON D
\$640,000	2017/08/02	141 MIRABELLA DR	CHELAN	0.52	POLZIN KARIN & KARL	BISMARCK MORTGAGE COMPANY LLC
\$630,000	2017/08/22	2010 EDGEWOOD LN	WENATCHEE	2.14	VEDDER DAVID A & PAMELA S	RIXEY WILLIAM R & CATHERINE E
\$615,000	2017/08/21	1013 EMERSON ACRES RD	MANSON	1.99	THE FODOR FAMILY TRUST	ENMAN CECIL D
\$610,000	2017/08/16	143 MIRABELLA DR	CHELAN	0.52	SAND BRIAN P & DIANE M	BISMARCK MORTGAGE COMPANY LLC
\$609,950	2017/08/08	204 STEHEKIN WAY	CHELAN	0.25	FUHR ROBERT E & MARY G	STEVENS MARK
\$600,000	2017/08/10	12545 PROWELL ST	LEAVENWORTH	0.56	CREEK HAUS LLC	HENSON FERROL
\$600,000	2017/08/15	4052 US HWY 97A	CHELAN	0.68	CARLSON LARRY ETAL	RIGGAN MAC A & CARMYN C
\$595,286	2017/08/08	118 PORCUPINE LN	CHELAN	0.11	LARSON LUKE H & MICHELLE L	CHELAN LOOKOUT LLLP
\$578,750	2017/08/06	12579 SPRING ST	LEAVENWORTH	1.19	MONROE MICHAEL & STEFANIE	BORG CARL J
\$564,525	2017/08/28	8225 RIVER VIEW RD	PESHASTIN	0.35	DAVIS REAVA M	RANDALL GREG & JULIE
\$515,000	2017/08/17	601 SAGE HILLS DR	WENATCHEE	1.25	MUSSER SEAN C & JESSICA E	MULLINS PATRICK & CAROL
\$510,000	2017/08/17	1900 SWARTOUT RD	MANSON	1.5	PBTL LLC	PEARSON DUANE & LIANNE
\$509,800	2017/08/04	15251 CEDAR BRAE RD	LEAVENWORTH	0.47	ALLEN ROBERT H & MARIA M HOLT	CLAYTON ALISON ETAL
\$505,000	2017/08/17	3265 CATHEDRAL ROCK RD	MALAGA	20.08	BOBYSUD DARIN L & JODI A	JAQUELINE JANIE
\$501,000	2017/08/06	2413 SALAL DR	LEAVENWORTH	0.72	ESHELMAN CARL W	WILKINSON ROSS

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SureStay Hotel Wenatchee open for Valley business

By Gary Bégin

EAST WENATCHEE – The SureStay Hotel Wenatchee, located at 580 Valley Mall Parkway here, has opened its doors after nearly a year of renovations. The former Inn at the River “has undergone a complete renovation, which includes remodeled guest rooms, new flooring, updated bathrooms with new tile and granite countertops and new artwork showcasing a fresh aesthetic throughout the hotel,” according to a news release issued at the end of August.

Costs for the renovations of the 26,000 square foot hotel were not disclosed. Built in 1978, the parcel sits on nearly two acres of prime property facing the Wenatchee Valley’s only indoor shopping mall,

Wenatchee Valley Mall.

General Manager Sean Verma and his wife Neelam are proud to point out the hotel’s “repainted exterior, a remodeled front desk area, an enhanced breakfast room, new landscaping and the resealed and re-stripped parking lot.

The hotel features 54 guest rooms with mini fridges and microwaves. The hotel also offers free wireless internet, complimentary breakfast, an outdoor pool and hot tub.

The 2016 purchase of the property for \$3.2 million from VMP Properties by Shree Balaji, LLC, included the Wild Rivers Inn Sports Bar & Grill, located behind the main hotel in a separate building, which the Verma’s lease out.

Sean Verma said he is currently negotiating with

owners of the restaurant for a multi-year lease and has no plans to change the relationship.

The 8,642 square foot restaurant, built in 2002, includes a cocktail lounge and downstairs conference room.

“We are committed to providing our guests with the modern look and feel, and amenities they desire

in a hotel stay – free high-speed internet throughout the hotel, complimentary breakfast, and quality customer care,” said Neelam. The SureStay brand is part of the Best Western nationwide chain of hotels.

For more information call 509-888-7378. For reservations, call 800-827-8298 or go to BestWestern.com.



General Manager Sean Verma, right and his wife owner Neelam pose in front of the sign for the new SureStay Hotel Wenatchee.



The hotel features a large and inviting swimming pool and hot tub.



The Wild River Inn was not renovated, but was included in the original purchase of the hotel last year.

PHOTOS: GARY BÉGIN/WBJ

Looking for prime urban rental space?

Wenatchee Downtown Association is looking for you to buy or rent



September was focused on the Historic Downtown Wenatchee neighborhood with the prime focus was “The Downtown Possibilities Tour,” which started at the corner of Kittitas Street and Wenatchee Avenue. Seven historic buildings were featured as “full of possibilities.”

Head “cheerleader” for these tours was Wenatchee Downtown Association Executive Director Linda Haglund.

If you have been thinking of opening a business in the Downtown, here is your chance to occupy these spaces.

The tour ended at the historic building on the corner of

Orondo and Wenatchee Avenue that houses last month’s sponsor, Washington Federal



Linda Haglund

Bank. “The new owners of that building are excited to show the building and talk about the future,” Haglund said.

The mission of the Wenatchee Downtown Association is to strengthen and enrich the downtown experience.

“Come Meet Us Downtown ... lets dream of the possibilities!” the effervescent Haglund states on the web site and in person.

For more information call or email: Executive Director Linda Haglund - 509-662-0059, linda@wendowntown.org or Program and Event Director Meredith Hilger 509-665-9889, meredith@downtown.org or visit wendowntown.org.

Wenatchee Downtown Properties toured in September



- 1 **Start**
135 North Wenatchee Ave
(Various spaces available)
Contact: Rory Turner
(509) 421-0946
- 2 **Stop 2**
118 North Wenatchee Ave.
(Upstairs Space)
Contact: Adam Wright
(509) 884-6381, adam@fruitland.com
- 3 **Stop 3**
108 N Wenatchee Ave.
Contact: Bob Rowe
(509) 679-6699, robertrowe@mail.com
- 4 **Stop 4**
34 N Wenatchee Ave
Cycle Central (Apartments Upstairs)
Contact: Cathy Rusch
cathy@reschrenovationanddesign.com
- 5 **Stop 5**
10 N Wenatchee Ave (Upstairs)
Contact: Janine Davis
shopgirl98801@yahoo.com
- 6 **Stop 6**
6 S Wenatchee Ave (Fuller Quigg Building)
4200 sq. ft. retail space
Contact: Rory Turner
(509) 421-0964, roryturner@icloud.com
- 7 **Stop 7**
10 S Wenatchee Ave (Mills Bros Building)
Office Level - 814sq ft, Main Level - 4,440sq ft,
Basement - 4216sq ft
Contact: Sam Mills
(509) 293-2651, mills@nwi.net



Historic Downtown Chelan Association reaches goal, Woodin Avenue Landing completion in early spring

The Historic Downtown Chelan Association is excited to announce the kick off to our final fundraising efforts for the Woodin Avenue Landing. The Woodin Avenue Landing is a park that will be located between Campbell's Resort and the Old Bridge leading down to the public dock in downtown Chelan. Because this area has never been inviting, many locals do not even realize it is public space.

Chelan has a limited number of public lake access points, and creating the Woodin Avenue Landing will allow us to take advantage of one that already exists. Downtown Chelan is the heart of our community, and beautifying this space will help create a stronger, more cohesive community.

There is currently \$107,000 committed to help make this happen, but some of the committed funding is contingent upon completing the project in 2017.

The HDCA must raise \$30,000 by August 1st in order to break ground on September 5th and finish the park in 2017. HDCA is a non-

profit and all contributions are recognized by the IRS as tax-deductible.

All donors will be recognized on a donor plaque located within the park. If you'd like to leave a legacy with a donation to the Woodin Avenue Landing, please call or email HDCA at hdc@nwi.net or 682-4322.

HDCA would like to thank the City of Chelan and Lake Chelan Rotary for their partnership on this project.

Woodin Avenue Landing is the first phase in a multiple phase project called the Gateway Park Project. Any additional money raised during this fundraising campaign will be rolled into the second phase of the Gateway Park Project, which is the area in between B.C. MacDonald's and Campbell's Resort Park Room. For more information on Woodin Avenue Landing and HDCA's other projects, please go to historicchelan.org.

Update

The Historic Downtown Chelan Association is excited to announce they quickly surpassed their fundraising goal and will move

forward with the Woodin Avenue Landing project in Downtown Chelan. "The support from the community has been overwhelming. It was encouraging to see the excitement around this project," said HDCA Executive Director Jessie Simmons. In addition to financial support, a number of groups have also stepped forward to provide non-monetary support. The Lake Chelan Rotary and Morfin Landscape and Masonry will be helping with the landscaping and Lake Chelan Building Supply has offered to help provide supplies at cost.

The project was originally scheduled to break ground on Sept. 5th. However, upon final inspection, it was determined that the current wall cannot support the new viewing platform. Simmons said this discovery led to last-minute additional survey needs in order to make the wall structurally sound. This will delay the project until early spring, but the group still expects the park to be complete before the arrival of warm weather next year.

2017 Numerica Festival of Trees

Seeks volunteers, designers, donations

The Numerica Performing Arts Center presents its annual Festival of Trees fundraiser, sponsored by Numerica Credit Union, November 16-19 at the Stanley Civic Center. The 2017 Numerica Festival of Trees volunteer team is currently looking for designers, donors, and volunteers to participate.

Mini trees or wreaths

Mini trees and wreaths have been an integral part of the Numerica Festival of Trees for over 8 years. We are currently seeking designers to decorate the 2-foot trees or 24" wreaths. The Mini Trees and Wreaths will be provided at no charge to the designer(s), and all final products will go on sale to the public in the silent auction and community raffle throughout the Festival weekend. This is a popular option for individuals, clubs, or small groups.

Classic trees

The Festival's Classic Trees are back by popular demand. Classic Tree sponsors can choose a 4-foot tree to decorate in a theme of their choice, which will go on sale to the public in the silent auction and community raffle throughout the Festival weekend. A Classic Tree sponsorship is \$150 and the Best of Show tree will win a \$500 cash prize. Classic Trees are a popular option for companies or organizations that want to get involved with the Numerica Festival of Trees.

Donate an auction item

Want to contribute to the Numerica Festival of Trees without designing a tree or wreath? We are currently accepting donated auction items such as gift baskets, product, or gift certificates for our auctions, Grand Trees, and community raffle. Auction items must be delivered to the Numerica PAC by November 13.

Volunteer on a committee

We are currently seeking volunteers for the Numerica Festival of Trees planning committees. This is a fun, easy opportunity to get involved and help with one of the Numerica PAC's largest fundraisers. Committees assist with events, trees, auction items, and more – lead by the 2017 Festival Director, Contact Camille Cadman. Anyone interested in becoming a



2017 designer, donor, or volunteer can contact Camille at Camille.cadman@gmail.com or 509-264-6400 or visit WenatcheeFestivalofTrees.org.

The Numerica Festival of Trees is North Central Washington's premier holiday event organized by local volunteers and funded by local businesses and families. The weekend is a true community event to raise funds for the Numerica Performing Arts Center, a non-profit organization that hosts world-class entertainment in Downtown Wenatchee and a quality theater for local performers.

October events at Numerica PAC

The Numerica Performing Arts Center presents bloody musical comedy, ballet in the jungle, and live dinosaurs throughout the month of October with *EVIL DEAD: THE MUSICAL* October 4, *MOWGLI: THE JUNGLE BOOK BALLET* October 11 and *ERTH'S DINOSAUR ZOO LIVE* October 27. Tickets are on sale now.

Evil Dead: The Musical

On October 4 at 7:30pm, experience one of the craziest theatrical experiences of all time at *Evil Dead: The Musical*.

Mowgli: The Jungle Book Ballet

The Eugene Ballet Company, under the artistic direction of Toni Pimble, returns to the Numerica PAC on October 11 at 7:30pm with *Mowgli: The Jungle Book Ballet*.

Erth's Dinosaur Zoo Live

Erth Visual & Physical, Inc. and Red Tail Entertainment are pleased to confirm the arrival of *Erth's Dinosaur Zoo Live*. Created in Australia, this entertaining and educational theatre attraction will play October 27 at 7:30pm.

For tickets and information, call 509-663-ARTS, go to numericapac.org, or visit the Box Office at the Stanley Civic Center, 123 N Wenatchee Avenue.

The Numerica Performing Arts Center at the Stanley Civic Center is a non-profit organization and naming partner with Numerica Credit Union.

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The best North Korea strategy is still pretty bad

Even the best strategy for dealing with North Korea could be bad news for the stock market and economy. Of course, the worst strategy is even scarier. If we somehow end up in a fight with North Korea, millions of people in South Korea could be killed. According to the NY Times, North Korea could drop 300,000 bombs on South Korea in just the first hour of a counterattack, and that doesn't include nuclear weapons.



MARKET UPDATE
Brad Blackburn

Even in the best-case scenario, where we perfectly cripple North Korea's military with only a small number of South Koreans killed, you still risk a devastating refugee crisis. We could see millions of hungry, uneducated people pouring into South Korea and China, which could destabilize the entire region, and cripple the world economy.

This is not a rant against Trump. Our last four Presidents should all get blame for North Korea. In their defense, it's an incredibly tricky situation with ridiculously high stakes. That's why I'm so grateful our current President is so thoughtful and level-headed...

Trump is doing at least one thing right with North Korea: He's putting pressure on China. China is the lifeline that keeps

the North Korean regime alive. If there's any non-military way to pressure North Korea, it's through China. So recently, Trump tweeted a threat that the US was considering stopping "all trade with any country doing business with North Korea." That was a direct threat to China - which is precisely when the stock market began to pay very close attention. If we hit China with an economic punch, it's very likely they will punch back. That could mean a trade war between China and America, which could really chill the markets and economy.

However, if we are serious about stopping North Korea, that might be what's necessary. America may have to sacrifice a little bit to get China's attention. But that brings up a very interesting conundrum, because I'm not sure Trump understands the fine art of delayed gratification.

The last thing Trump wants to do is hurt the stock market or the economy. So, to the extent that he understands the risks of a trade war, he'll be hesitant to start one. However, he has also publicly vowed to not allow North Korea the ability to hit America with nuclear weapons. That's a very difficult spot to be in.

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

How to price your product or service

A firm's profitability is based upon how their product or service is priced. Often neglected by business owners and/or managers, pricing is an ongoing exercise that involves more than multiplying your cost by a fixed percentage. Producing sufficient profits using this method carries risks.



BETTER BUSINESS
David S. Murray

This article addresses seven areas to consider when establishing your pricing matrix: Competition, Market Price, Costs, Value Of Your Product, Volume Pricing, Mark Up And Margin, And Price Review.

COMPETITION. As I have written in this column many times, know your competition. Know everything about them, including their pricing structure, volume discounts, strengths and weakness, and any possible threat to your business.

MARKET PRICE. Once you have researched your competition, you now have what is commonly referred to as the market price of all your competitors providing an equal product or service. If the market price carries a reasonable margin that you can profit from, then decide if you want to enter at that price point or above. If on the other hand the market price is unprofitable, perhaps think about avoiding carrying those items. If you're faced with several competitors with varying prices on the same item, you will need to 'thread the needle' on pricing so you are competitive with each of them.

COSTS. Your selling price must cover your costs. Whether you're buying a finished product and reselling it, or manufacturing a product, you need to know your cost of sale. Once this is established against your sell price it produces your gross margin

profit. This is the first step before any pricing can be determined and guides you to what profit margins you need to attain to be profitable.

VALUE OF YOUR PRODUCT. Proprietary, patented, exclusive rights, or the sole supplier in your geographic territory area, dictates an ability for a higher margin on those items. A higher margin can also be achieved by simply having a higher quality product compared to your competition. A wider and deeper inventory can also mean you are more reliable which can also increase your ability to capture a higher selling price and hence better margins.

VOLUME PRICING. Volume or special pricing to customers who have the ability to purchase in larger volume can help to drive down your overhead costs. Your margins will be less but it might help on your buying power with your vendor. You never want a volume buyer to control a large percentage of your overall sales. Control is the order of the day. This is a thin line to walk so a word of caution is in order.

MARK UP AND MARGIN. There is often confusion when one talks of "mark up" and "margin". In the simplest form markup is based on a percentage of the sellers cost. Margin is always figured based on the selling price. Example; A 1000.00 item at cost with a 40%

markup has a selling price of 1400.00. However, that same item attains a gross profit margin of 28.6%. If your gross margin profit is not high enough to cover your costs of operating, there will be little if any net profit. As noted above, you need to know your costs before establishing an acceptable profitable margin

PRICE REVIEW. Your product or service pricing must be under continuous review to reflect changes in your cost of operation, costs of materials, demand, market changes, and competition. Example; I was consulting with a client who had not raised his prices for 5 years. Upon review we found his lease increased, power increased, fuel increased, wage increased (January 2017 min. wage increase mandated by the state with more to come which affected his the burden rate), and benefits increased that he had not addressed and thus his overall margin no longer covered his operational cost. His competitors had raised their price long ago. We adjusted his pricing and managed to turn it around. This goes to my prior columns about knowing your numbers and keeping abreast of imposed government regulations and laws so you may move quickly to avoid erosion of your margins.

BOTTOM LINE. Take the time necessary to ensure your margins are high enough to provide for a return on investment, covers all costs, and produces a reasonable profit to allow for future growth of the company. This is a commitment you must make.

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 tmtmd4@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.



Missing Out on a 9 Percent Business Tax-Deduction?

The domestic-production activities deduction (DPAD) was enacted by Congress a few years ago to provide tax incentives for businesses that produce most of their goods or services in the United States rather than sending that work overseas.



KEEPING THE EDGE
Tricia McCullough

The DPAD is allowed for all forms of business entities (and their beneficiaries), including individuals, C corporations, farming cooperatives, estates and trusts. Pass-through entities such as S-Corporations and partnerships are also allowed to take the deduction, but in that

case, it is passed through to the owners and partners.

The DPAD is equal to 9% of net income from certain eligible activities, but it cannot exceed the taxpayer's taxable income, which, for an individual, is the adjusted gross income.

The DPAD was designed to provide the equivalent of a 3% reduction in taxes for the entity or individual claiming the deduction.

The DPAD is further limited to a maximum of 50% of W-2 wages (generally defined as the wages that are subject to income tax withholding) that are allocable to qualifying activities. Thus, a sole proprietorship or partnership without employees would not be eligible for this tax benefit.

Qualifying Domestic-Production Activities - The term "domestic-

production activity" applies to a wide range of business activities.

The IRS has identified the businesses that qualify for the deduction as those that undertake work in one of the following categories:

1. Construction in the United States.
2. Electricity, potable water or natural gas production in the United States.
3. Film or video production that takes place at least 50% in the United States, not including the production of sexually explicit films or videos.
4. Architectural or engineering services performed in the United States for domestic construction projects.
5. The disposition of tangible personal property, sound

recordings or computer software that is created or developed, in whole or in part, in the United States. Tangible property is literally anything that can be touched, which includes both real property and personal property. In contrast, intangible property has no physical substance; examples include copyrights, trademarks and patents.

The manufacturing or production of components that another party uses in its own manufacturing or production activities is eligible, as is the manufacturing or production of finished items based on components that others have manufactured or produced.

However, mere sales activities do not qualify for the deduction; neither do service-only activities,

with the exception of architectural and engineering services.

The processing and preparation of wholesale food products is an eligible production activity, but the preparation of food and beverages for retail sale does not qualify.

Gross receipts from Internet or online software generally do not qualify, as they consist primarily of services. However, IRS regulations allow for an entity to take the DPAD when its gross receipts are derived from providing customers with access to computer software for direct use over the Internet.

Tricia McCullough provides accounting, marketing and insurance services through Augustedge PLLC in Wenatchee. She can be reached at 509-494-8500 or tricia@august-edge.com.



Employment Security Department WASHINGTON STATE



Wenatchee MSA (Chelan and Douglas Counties) Labor Area Summary July 2017

Donald W. Meseck, Regional Labor Economist
Employment Security Department
Yakima WorkSource, 1205 Ahtanum Ridge Drive, Union Gap, WA 98903
Phone: (509) 573-4564; E-mail: dmeseck@esd.wa.gov
Website: <https://esd.wa.gov/labormarketinfo>

Overview

This report provides an update on the Wenatchee MSA economy incorporating not seasonally adjusted, nonfarm employment and civilian labor force data. Analysis focuses on year-over-year (between July 2016 and July 2017) and average annual (between 2015 and 2016) changes in the labor market.

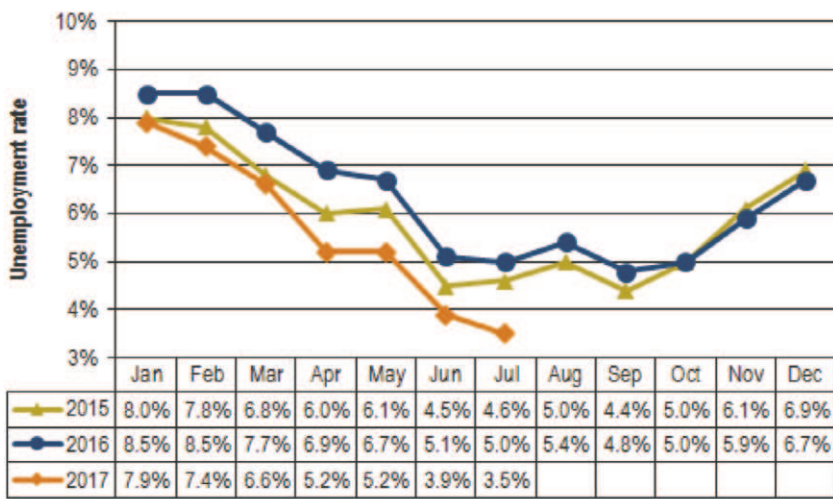
Unemployment rates

Civilian Labor Force (CLF) data show that Washington's not seasonally adjusted average annual unemployment rate dipped two-tenths of a point between 2015 and 2016, from 5.6 percent to 5.4 percent. Between the Julys of 2016 and 2017 the rate fell one full percentage point, from 5.4 to 4.4 percent.

In the Wenatchee MSA, the annual average unemployment rate rose from 5.9 to 6.3 percent between 2015 and 2016, a four-tenths percentage point increase. However, the rate dropped one and five-tenth points, from 5.0 to 3.5 percent, between the Julys of 2016 and 2017 as the labor force expanded moderately while the number of unemployed contracted substantially (see *Figure 3*).

**Figure 1. Unemployment rates, not seasonally adjusted
Wenatchee MSA, January 2015 through July 2017**

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



The Wenatchee MSA's unemployment rate decreased one and five-tenths percentage points between the Julys of 2016 and 2017.

Reichert, Cantwell defend farmers from NAFTA threats

Pacific Northwest growers may no longer compete in Canada, Mexico

WASHINGTON – Representative Dave Reichert (WA-08), Chairman of the Ways and Means Trade Subcommittee, Representative Suzan DelBene (WA-01), and U.S. Senator Maria Cantwell (D-WA) led a bipartisan group of members of Congress urging the United States Trade Representative (USTR) to abandon a proposal to establish a trade remedy provision for perishable and seasonal products that would harm the competitiveness of fruit and vegetable growers in Washington state and Oregon. The provision is being considered as a part of the North American Free Trade Agreement (NAFTA) renegotiation process.

Members of Congress also signing the letter include Sen. Ron Wyden (D-OR), Sen. Patty Murray (D-WA), Sen. Jeff Merkley (D-WA), Rep.

Rick Larsen (WA-02), Rep. Jaime Herrera Beutler (WA-03), Rep. Dan Newhouse (WA-04), McMorris Rodgers (WA-05), Rep. Denny Heck (WA-10), Rep. Greg Walden (OR-02), and Rep. Kurt Schrader (OR-05).

Agricultural production and trade are crucial to the economic health of the Pacific Northwest and Canada and Mexico are vital trading partners. The provision under consideration may spell the end of duty-free access to these important markets for growers and exporters in the region.

"We expect that Canadian and Mexican industries, including the tree fruit industry, may take advantage of such a provision to restrict exports of U.S. products," the members wrote. "Failure to consider these concerns will leave our tree fruit growers and other producers, who

have proven highly successful in competing in the Mexican and Canadian marketplaces, vulnerable to tariffs that would have a negative impact on rural communities throughout our states."

Crops such as tree fruit, wheat, potatoes, and hops would all be affected. Mexico and Canada are the top two export markets for apples and pears, and Canada has historically been the top export market for cherries. Washington state and Oregon grow more than three quarters of all the pears, apples, and cherries grown in the U.S.

In Washington state, agriculture and food production employs 140,000 people and comprises 13 percent of the state's economy. In Oregon, the industry supports almost 160,000 jobs and agriculture and food exports make

up 6 percent of the state's economy.

The text of the letter can be found below: The Honorable Robert Lighthizer United States Trade Representative Office of the U.S. Trade Representative 600 17th St, NW Washington, DC 20508

Dear Ambassador Lighthizer:

As members of the Washington and Oregon delegations, we write to convey concerns regarding a possible trade remedy provision for perishable and seasonal products as a part of the North American Free Trade Agreement (NAFTA) renegotiation process. Given that there are serious, unresolved stakeholder concerns about the negative impact of such a provision on U.S. exports and jobs, we ask that you not move forward

SEE NAFTA THREATS, PAGE 22



MIKE MALTAIS/WBJ

Site manager John Taminjin poses before the backdrop of the cherry and apple orchard being developed at Veterans Victory Village north of Pateros.

Project Phoenix rises from Pateros wildfire ashes

By Mike Maltais

PATEROS – Three miles north of Pateros on Watson Road, a new opportunity for military veterans is rising from the ashes of the 2014 Carlton Complex wildfire. Called appropriately, Project Phoenix, the project is a 1,600-acre agricultural site on Tatley Farms where vets are invited to learn a variety of skills, share work, undergo healing, earn some money, build friendships and put their own ideas and projects into motion.

Project Phoenix is the creation of David Overcash of Woodinville, owner of Tatley Farms and founder of Golden Acts, an organization focused on making the world a better place, one golden act at a time.

Wenatchee resident John Taminjin is managing the day-to-day property operations while efforts are underway to find an experienced orchardist to mentor that part of the enterprise.

Taminjin is a 20-year Army combat engineer who saw action in Desert Shield, Desert Storm, Bosnia and Iraqi Freedom.

"I had just ended a position with the Chelan County Housing Authority and was looking for something else," Taminjin said.

Tony Sandoval, the Chelan County Veterans Service Officer, told Taminjin that Project Phoenix was looking for a manager, so Taminjin was hired last May.

Overcash was inspired to start a project farm for vets after a life-changing mission to Guatemala with Medical Teams International where he worked to improve the lives of the indigenous Mayan people.

One of the first projects on the burned-over acreage north of Pateros was planting two 20-acre orchards of cherries and apples three years ago.

Taminjin commutes daily from Wenatchee to handle irrigation and other chores that come with a developing orchard.

He hopes to find an experienced mentor to help with the orchard practices.

"I have a farming and fishing background," said Taminjin, "but I'm not an experienced orchardist."

Taminjin is trying to get the word out to veterans' groups around the area about Project Phoenix.

"Veterans who want to become entrepreneurs in agriculture and want to try different things," said Taminjin. "You fit in however you can fit in."

Vets have already been showing interest in Project Phoenix. One is soon to arrive with a greenhouse operation that just needs the growing space and living quarters to move forward with his dream. "We have water, land and the facility to encourage collaboration," Taminjin said. "This is just a start, but can lead to many other things."

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Pateros native son Steve McConnell guides Construx Software to industry prominence

By Mike Maltais

PATEROS – It has been some years since Steve McConnell has been a resident here, but the CEO of Construx Software in Bellevue still considers the city at the junction of the Columbia and Methow rivers one of his two nostalgic hometowns.

McConnell is also the author of several books, including “Code Complete”, widely regarded as one of the best practical guides to programming and software development.

Recently, McConnell’s employees hit on a unique way to honor their boss, bring attention to his Pateros roots and create a lasting memento all at the same time. They fashioned a street sign that could be affixed to the pole under the “Entering Pateros” greeting.

The new addition read: “Hometown of Code Complete author and favorite son Steve McConnell.” The crew hung the sign, snapped a photo of their handiwork and removed the sign. The photo was then matted, framed and signed by all 19 company staffers. They kept the secret until mid-August when, during a company getaway in Chelan, they presented the photo to McConnell.

Code Complete figures prominently in McConnell’s professional resume. It is one of the books he wrote before he founded Construx and it laid the groundwork for the later consulting and training specialties the company would promote. He wrote it in 1993 devoting some four years and 3,500 hours to the project. The guide was well-received and its first edition went through 30 printings

and was translated into 10 languages.

In 2004, McConnell devoted another 1,000 hours to an extensive revised second edition

McConnell used his own journey through the computer science field as a guide for the type of reference he would write.

“It’s the book I wish somebody had handed to me shortly after I got out of college and said, ‘O.K. here’s all the stuff you’re going to learn in the first five to 10 years the hard way, or you can read this book instead of learning everything the hard way’”.

Construx Director of Business Development, Paul Donovan described McConnell’s standing in the software industry this way:

“Steve really is considered one of the most influential people in the field of software development having written what many/most software folks consider the “Bible” of software development best practices,” said Donovan of Code Complete. “If you read some of the reviews of his books on the Amazon.com site you’ll get some ideas as to the impact he’s had on software development worldwide.”

McConnell spent his early childhood years in Pateros, was bussed to kindergarten in Brewster and attended first and second grades in Pateros before his family moved to Spokane in 1971.

The McConnell home was

located on the hill just below the twin water towers. It was also among those destroyed in the 2014 Carlton Complex wildfire.

“I spent very, very enjoyable childhood years in Pateros,” said McConnell. “Pretty idyllic really; I felt I spent my childhood just wandering around the hills by the water towers.”

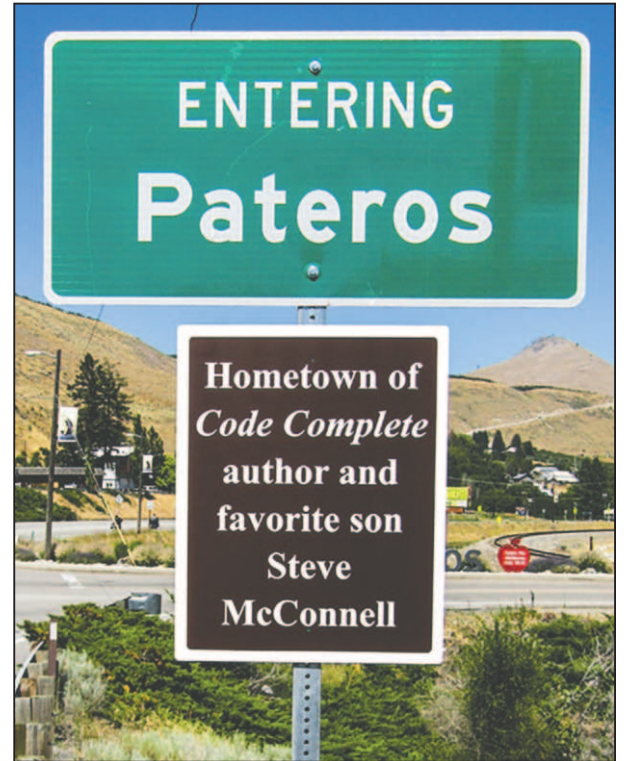
He was a toddler when the construction of Wells Dam changed the face and future of Pateros.

“I think they activated it when I was about three,” McConnell said.

The family relocated again to Puyallup, his other nostalgic hometown, when McConnell was a freshman in high school and he graduated Rogers High School there in 1981.

McConnell attended Whitman College in Walla Walla and, like many first-year students, didn’t really know what career path he wanted to pursue. He decided to take one computer science class per semester as his “backup Plan B” so that, upon graduation, if he still hadn’t figured out what he wanted to do, he would have enough computer science training to get a job in that field. He graduated with a major in philosophy and minor in computer science. He then added a master’s degree in software engineering from Seattle University

McConnell did end up in computer programming and worked for Boeing and



COURTESY OF CONSTRUX SOFTWARE

Construx Software employees temporarily attached this addition to the “Entering Pateros” sign post long enough to snap a photo to present to former Pateros resident and company CEO Steve McConnell.

Microsoft among other companies before striking out on his own.

“I woke up one morning and said, ‘you know, I think Plan B might actually be Plan A.’”

That revelation planted the seeds of Construx, McConnell’s decision to form his own company and enter the competitive field of computer custom software programming in 1996.

“We were going to be a software development company,” said McConnell but, by his own admission, the timing was not ideal.

“Number one, we were going right into the dotcom collapse buzz saw,” said McConnell. “Second, it coincided with the rise of offshore outsourcing in India and Eastern Europe.”

During the nine years that Construx struggled to make headway in the custom software programming field, it also engaged in consulting and training “to keep the lights on” McConnell said.

Before long another light went on and Construx management saw the writing – or rather the programming – on the wall. The consulting and training had always been easy, profitable and natural

for the company whereas programming had been hard and unprofitable. So, once again, McConnell refocused on another Plan B.

“It was a fairly rocky transition for us,” recalled McConnell, “because we had to lay off about 40 percent of our staff who weren’t able to make the jump to the consulting/training business.”

This company is 21 years old and managed to survive the dotcom collapse between 1997-2001 that took down about half of Construx’s client base.

“That was a rough couple of years,” McConnell said.

Continuing improvements and efficiencies in global internet communications have fit well into the Construx business model.

“The advent of online training has been a big deal for us,” said McConnell of his company’s now worldwide reach. What McConnell saw in the emerging industry of computer programming decades ago was “a field that was young enough and green enough where a person could still make a difference.”

In McConnell’s case, that perception was especially prescient.



MIKE MALTAIS/WBJ

Construx Software founder and CEO, Steve McConnell poses with the photo, signed by all 19 company employees, of the favorite son sign they made and mounted on a City of Pateros sign post.

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GARY BÉGIN/WBJ

Panda Express coming soon

A chain link fence marks the location of a new Panda Express fast food Chinese restaurant in the 1900 block of North Wenatchee Avenue.

Columbia River Basin holds nearly \$200B in capital value

Earth Economics news release

SPOKANE – A report released in August by Tacoma-based non-profit Earth Economics, shows that the Columbia River Basin’s natural capital provides \$198 billion in value annually, in food, water, flood risk reduction, recreation, habitat, aesthetic and other benefits. At 258,000 square miles, the Columbia River Basin is the foundation for communities, fish and wildlife and economic activity from the headwaters in British Columbia, Wyoming and Nevada, through Idaho, Washington and Oregon and through coastal fisheries up to Southeast Alaska. Fifteen Columbia Basin Tribes and several non-governmental organizations (NGOs) contributed to and supported the development of this report.

The report also shows that modernizing dam

management and increasing water flows in below average water years would enhance the basin’s natural capital value enhancing salmon runs. A modest 10 percent increase in ecosystem-based function would add \$19 billion per year to the basin’s value. The report’s release comes at a critical time for the renegotiation of the Columbia River Treaty, which is due for an update in 2024.

“This report comes at a time when the region is poised to take a historic step to modernize the Columbia River Treaty,” stated Jaime A. Pinkham, Executive Director for the Columbia River Inter-Tribal Fish Commission. “There is vast potential for natural capital remaining in the Columbia River system. These findings tell negotiators that incorporating ecosystem based function into the Treaty will broaden and expand the economic benefits that can

co-exist with flood control and energy production. We cannot afford to miss this opportunity.”

As it stands, the Treaty currently has only two primary goals: flood-risk management and hydropower generation. Tribes, NGOs, and other regional stakeholders are asking that a third goal, ecosystem-based function, be added to a modernized treaty. Ecosystem-based function is a concept introduced by the tribes during the development of the regional recommendation. It acknowledges what nature provides and peoples’ obligation to protect and nurture it.

“Updating the Columbia River Treaty to include ecosystem-based function and improving dam management would benefit everyone who lives in this sacred place. It would benefit our economy, our wildlife

and our culture. It is our responsibility to present and future generations to make this happen for the benefit of all.” stated D.R. Michel, Executive Director of the Upper Columbia United Tribes.

According to the report, adding this provision to the Treaty would prove immensely valuable to the region.

The report outlines both present and future natural resource values in economic terms that are useful to inform the integration of ecosystem values into a modernized Columbia River Treaty.

“The findings ... provide ample evidence that improving the health of the Columbia River makes good economic sense,” said Greg Haller, Conservation Director for Pacific Rivers. “Those who say that the region spends too much on salmon recovery should read this

report carefully. Changes in dam and reservoir operations to mimic seasonal flow patterns and reduce river temperatures will boost wild salmon populations significantly, thereby generating tremendous economic benefits for the region at very little cost.”

The Columbia River Basin is globally recognized for its natural capital of abundant watersheds and rivers, immense forests, wetlands, native vegetation, farms, diverse wildlife and diverse outdoor recreation opportunities. These assets have supported tribes and residents for millennia, but with industrial and urban development, the basin’s rich resources have been degraded. When assets,

whether built or natural, are not managed sustainably, economic loss occurs.

“An updated Columbia River Treaty needs to enhance, not degrade, the largest asset in the Basin, natural capital. With improved dam management just a small increase in the ecosystem-based function will provide far greater and more sustainable value and jobs.” Stated David Batker, President of Earth Economics.

Understanding and revitalizing the Columbia River Basin’s natural economic assets has been a key goal for Columbia Basin Tribes and residents.

For more information go to: ucut.org/habitat/value-natural-capital-columbia-river-basin.

Reichert, Cantwell defend farmers from NAFTA threats

CONTINUED FROM PAGE 20

with this proposal. We urge you to consult closely with stakeholders and Congress on these matters.

Fruits and vegetables are an important part of Pacific Northwest agricultural production and exports, and Canada and Mexico are key markets supporting exports from the region. For example, growers, packers, and shippers in the Pacific Northwest produce more than three quarters of the fresh apples and cherries, and approximately 84 percent of the fresh pears, grown in the United States. Mexico and Canada are the top two export markets for apples and pears, with about 15 percent of the apple crop and 20

percent of the pear crop, worth approximately \$442 million, shipped to our southern and northern neighbors each year. Canada has historically been the top market for cherries, with sales approaching \$100 million; an additional \$5 million to \$10 million worth of cherries are exported to Mexico annually. It is estimated that these tree-fruit sales alone to consumers residing within the borders of our NAFTA trading partners support 4,100 jobs in the Pacific Northwest.

Because these jobs are dependent on exports to our NAFTA partners, we have a significant interest in how this negotiation affects the ability of Pacific Northwest growers to maintain their duty-free access to these

vital commercial markets. We appreciate that USTR’s “Summary of Objectives for the NAFTA Renegotiation” included maintaining reciprocal duty-free market access for agricultural goods as a negotiating objective. However, we are concerned that the proposed provision for perishable and seasonal products, if adopted, would run counter to this goal and leave our growers vulnerable to new duties from these two critically important trading partners.

We expect that Canadian and Mexican industries, including the tree fruit industry, may take advantage of such a provision to restrict exports of U.S. products. The U.S. apple industry has been the subject of trade remedy investigations

in Canada and Mexico, and therefore any new rule may be applied by these countries in a future proceeding against U.S. producers. Failure to consider these concerns will leave our tree-fruit growers and other producers, who have proven highly successful in competing in the Mexican and Canadian marketplaces, vulnerable to tariffs that would have a negative impact on rural communities throughout our states.

Again, given the concerns of Pacific Northwest fruit and vegetable producers, we ask that you not move forward with this proposal. We appreciate your continued commitment to this matter as negotiations with Mexico and Canada to reform NAFTA progress.



GARY BÉGIN/WBJ

Rock pile

This is all that’s left of a former car dealership and parking lot between Mission Street and Chelan Avenue in the 400 block near the intersection of 9th St.

It is uncertain what will be built in that location, which also backs up to the Masonic Temple and the former Hastings Entertainment store, still unoccupied after closing last year.

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5 tips to start your home business

Did you know more than 52 percent of all small businesses in the U.S. are home based?

If you are considering or are in the process of starting a business from home, it's an exciting and important undertaking. And as with any venture, it's crucial to take the right steps to set yourself up for success.

Here are five key financial tips to follow when starting a business from home:

1. Choose your entity structure. Each business entity has different legal and tax implications. One of the easiest structures to start and cost the least to maintain is a sole proprietorship. If you want to limit your potential liability then

you may want to consider another entity structure such as a limited liability company.

2. Obtain any required business licenses. As a home-based business chances are you will be required by your city or county to have a business license and permit to legally operate.

3. Set up a designated office space. No matter how big or small your living space is, set aside a space just for your business. This may have tax implications for your business at tax time.

4. Open a business bank account. Your business bank account is

a key financial tool that you will use to manage your business finances. From the moment you start accepting or spending money as a business, you should have a business bank account set up.

5. Get a business credit card. A business credit card is a must-have financial tool to keep your personal expenses separate from your business expenses. Not only does a credit card for your business make tracking expenses easy, it enables your business to start establishing its own credit identity and payment history with the business credit reporting agencies.

SBA Surety Bond Changes aid Small Contractors

The SBA has noted two important changes to its Surety Bond Guarantee Program that will increase contract opportunities for small contractors, supporting them to grow their business operations. The following changes became effective Sept. 20:

- The SBA will increase the guarantee percentage ceiling in the Preferred Surety Bond Program from 70 percent to 90 percent.

The SBA guarantee will be 90 percent if the original contract amount is \$100,000 or less, or if the bond is issued to a small business that is owned and controlled by socially or economically disadvantaged individuals,

veterans, service disabled veterans, or certified HUBZone and 8(a) businesses.

All other guarantees will be 80 percent.

- The eligible contract amount for the Quick Bond Application (Quick Bond) will increase to \$400,000 from \$250,000. The Quick Bond is a streamlined application process with reduced paperwork requirements that is used in the Prior Approval Program for smaller contract amounts. SBA review and approval requires minimal time, allowing small businesses to bid on and compete for contracting opportunities without delay.

For more information on the

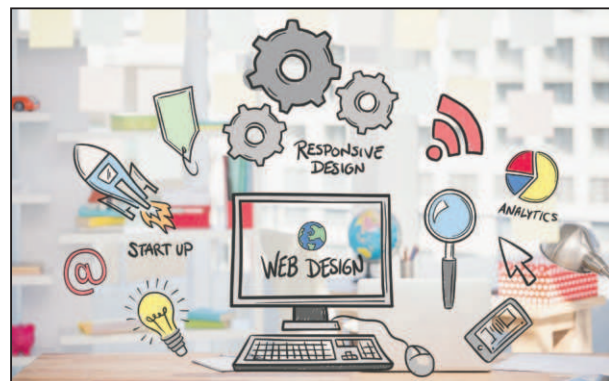
SBA Surety Bond Guarantee Program, please visit sba.gov/surety-bonds.

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By Gustav Degerman

With these 7 tips below, a small business owner can create a website that is memorable:

1. Pay attention to your landing page

Visitors first start at your landing page. A landing page, or start page, can be one of a few galleries, to a one pager or a full screen image. When deciding on a landing page, keep the general design of your portfolio in mind. Make sure to follow the concept and style. Also, consider where you want your attention drawn. After all, the landing page is your first impression, your virtual handshake. Full screen images make an impact. If you want the visitor to notice the diversity of your work or be able to choose their preference from the get-go, your landing page could be a collection page pointing to the different

galleries. As much as your experience and education will be of interest later in the game, remember that if the first impression needs to make a lasting impression.

2. Pick the right typography

Your choice of typography is equally important as the image choice of your landing page. The font type, size and style you select will reflect the personality, as well as the image of your business. Do you want to be seen as a creative and playful individual, or a skillful business executive? Those are questions that need to be asked. Another tip for working on the typography of your site is planning ahead. You should create a hierarchy to show how the fonts should be used across the website. For example, if all the page titles use Arial, 20 pt and sub-titles use Arial

Tips for making a website more memorable

15 pt etc, then you should stay consistent. This will help you build a professional website with a consistent design.

3. Carefully choose a domain and set up an email address

Picking a domain for your website is like choosing a name for your newborn child. A domain, is so much more than just an address. It shows people who you are even before opening your website. Most people use their own name or business name as their domain, but keep in mind that a domain that is too long, can do more harm than good since it is not memorable and people can easily make a spelling mistake when typing on the browser. After having a carefully selected domain name, the next step is setting up an email address with the same domain name. This makes your website look professional and gives an impression that your business is serious.

4. Make sure your website is mobile friendly

When designing your website, it's advisable to take mobile-friendliness into consideration. You should

always ask yourself: If I use this layout in the web version, will it also look good on mobile? We are not a UX/UI designer but it's a good idea to ask some of your friends to check your mobile site in order to find out the areas that need improvement.

Having a mobile site is also important for search engine optimization – make sure your mobile site is easy to use, images are not too heavy and loading speed is fast. All these help your website stand out.

5. Do not forget about the colors

Choosing a color palette is not easy. You want people to think about you when they see a specific color, so when designing a website, select a color palette that best suits you or your business. If you are a new photographer, you may want to consider using baby pink or baby blue instead of tomato red. Another piece of advice when it comes to selecting the right color is take the meaning of the color into consideration. Red symbolises danger, black symbolises professional, or dark or sad. So how do you want people to associate with your business?

6. Content is the key

Everybody loves updated content, so does the search engine. It does not mean you will have to add something new to your about page every week but you do need to consider having not only a website that is 'sales' like, but also with user friendly content. A blog can help you achieve this. Technically, a blog helps your SEO, but it is also a way to express yourself and keep connect with your audience.

7. Sleekness is the new black

Have you ever visited a website that has so much content that you are not sure what they sell?? A well designed website should be clean and sleek, so that visitors will be able to find the information they need without feeling lost or

annoyed. If you add too much on a page, the chances are, you would be turning the visitors away. For example, your about page should just have your biography, anything else, like the social media feed should not appear on the same page. Also, think about how to streamline your content. If you have an online store, you may want to include the link to the shipping information on the same page.

Creating a website nowadays doesn't require any programming language or formal web design education. Everyone can do it with the right and affordable online website builder in the market. Keep your branding in mind as well as your target audience, and having an outstanding website will be within reach.

Gustav Degerman



Is the founder and CEO of Portfoliobox, a leading CMS and website development tool for photographers and other creative people. With close to 20 years of experience in the IT industry, Degerman has become a leading voice in the IT space, and specifically, as it applies to website design.



Pybus October Events

- | | |
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| <p>Sunday, October 1</p> <ul style="list-style-type: none"> Wine and Cheese Pairing Event 5:00pm <p>Monday, October 2</p> <ul style="list-style-type: none"> Wine 101 with Jones of Washington <p>Tuesday, October 3</p> <ul style="list-style-type: none"> Pybus University 7pm - Hammered Metal Spiral Necklaces (Closed) <p>Wednesday, October 4</p> <ul style="list-style-type: none"> The Walking Club 10:00am - 11:30am "Coffee with a Cop" 1pm to 2pm @ Cafe Columbia Wine 101 with Jones of Washington <p>Thursday, October 5</p> <ul style="list-style-type: none"> RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm <p>Friday, October 6</p> <ul style="list-style-type: none"> Seth Garrido Performs Live for Friday Night Music on the Railcar from 7-9pm <p>Saturday, October 7</p> <ul style="list-style-type: none"> North Central Washington Walk to End Alzheimer's @ 8am Wenatchee Valley Farmers Market 8am-1pm Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm Light the Loop 2K/5K Family Friendly Run @ 7:00pm <p>Monday, October 9</p> <ul style="list-style-type: none"> Wine 101 with Jones of Washington <p>Tuesday, October 10</p> <ul style="list-style-type: none"> Pybus University 7pm - Is Your Family Tree a Shrub? <p>Wednesday, October 11</p> <ul style="list-style-type: none"> The Walking Club 10:00am - 11:30am Wine 101 with Jones of Washington <p>Thursday, October 12</p> <ul style="list-style-type: none"> Packet Pick-up for Leavenworth Oktoberfest Trail Runs 4:30pm to 6:30pm RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm <p>Friday, October 13</p> <ul style="list-style-type: none"> Photographers Drop Off Entries 12 Noon to 5pm for 2017 Pybus Photography Competition and Exhibition The Lucky Break Boys Perform Live for Friday Night Music on the Railcar from 7-9pm Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm <p>Saturday, October 14</p> <ul style="list-style-type: none"> Wenatchee Valley Farmers Market 8am-1pm 2017 Pybus Photography Competition and Show 10am | <p>to 7pm</p> <ul style="list-style-type: none"> Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm <p>Sunday, October 15</p> <ul style="list-style-type: none"> 2017 Pybus Photography Competition and Show 10am to 4pm <p>Monday, October 16</p> <ul style="list-style-type: none"> Wine 101 with Jones of Washington <p>Tuesday, October 17</p> <ul style="list-style-type: none"> Pybus University 7pm - Putting Your Dahlias to Bed <p>Wednesday, October 18</p> <ul style="list-style-type: none"> The Walking Club 10:00am - 11:30am Wine 101 with Jones of Washington <p>Thursday, October 19</p> <ul style="list-style-type: none"> RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm <p>Friday, October 20</p> <ul style="list-style-type: none"> Norman Baker Performs Live for Friday Night Music on the Railcar <p>Saturday, October 21</p> <ul style="list-style-type: none"> Wenatchee Valley Farmers Market 8am-1pm Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm <p>Monday, October 23</p> <ul style="list-style-type: none"> Wine 201 with Jones of Washington <p>Tuesday, October 24</p> <ul style="list-style-type: none"> Pybus University 7pm - Wenatchee History <p>Wednesday, October 25</p> <ul style="list-style-type: none"> The Walking Club 10:00am - 11:30am Wine 201 with Jones of Washington <p>Thursday, October 26</p> <ul style="list-style-type: none"> RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm <p>Friday, October 27</p> <ul style="list-style-type: none"> Family Game Night Hosted by Pacific Crest Church <p>Saturday, October 28</p> <ul style="list-style-type: none"> Wenatchee Valley Farmers Market 8am-1pm Wenatchee Valley Farmers Market Cooking Demo with Ruth Leslie 10am-noon Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm <p>Sunday, October 30</p> <ul style="list-style-type: none"> Wine 201 with Jones of Washington |
|--|---|

Welcome to the new Pybus Cheese Shop

Patrons of Pybus Public Market will notice a brand new sign hanging above a familiar and enduring market staple! As of August, cheese fanatics on the hunt for a sharp cheddar (like the ever-popular Applewood smoked variety) a luscious double-cream brie (try the Fromage D'affinois!), or a salty, crumbly hunk of Badger Mountain Blue will be getting their fix from Pybus Cheese Shop! The specialty cheese shop, formerly known as The Cheesemonger's Shop, switched names when owners Dave and Barb Hambleton sold their original Leavenworth store, along with the Cheesemonger name, logo, and website, to new owners. "The original Cheesemongers is a very busy shop, and we had a blast doing it for 15 years, but at 61 I'm ready to ease up a little and play some golf" said Pybus Cheese Shop owner Dave Hambleton. "We are not quite ready to retire yet, but we are ready to slow down a little."

Dave and Barb Hambleton will be focusing on their two remaining businesses; Cup and Kettle, a spice and tea shop located

in Leavenworth, and Pybus Cheese Shop in Wenatchee. The Pybus Cheese Shop will continue to carry the same delicious variety of cheeses that it did under the Cheesemonger banner – but along with the new name, Pybus Cheese Shop will renew its focus on the local Wenatchee consumer economy. This will entail an expanded stock of Washington State sourced-cheeses and an increased diversity of dine-in options and market-centered events.

"One of the many fun ways that we are rebranding ourselves is by attempting to include at least one locally sourced treat in each of our Cheese of the Month Club offerings. Members can now expect to receive two cheeses and a complimentary pairing item each month; last month, we included a farm-style peppercorn cheese from Ferndale, WA, and a jar of preserves from right here in Wenatchee," explained Pybus Cheese Shop general manager Christy Temple. Cheese of the month club memberships are twenty dollars a month and can be billed directly in installments of single or

multiple months. On October first, Pybus Cheese Shop will be partnering with fellow market vendors D'Olivo and Jones of Washington to host an evening of autumn-inspired pairings which will encompass the fine quality of diverse cheeses, wines, oils, and vinegars that Pybus Public Market offers to the discerning customer. This is but one example of the spirit of cooperation and partnership that defines the symbiotic relationship that Pybus Market vendors often enjoy.

The staff and ownership of Pybus Cheese Shop are also enthusiastic about the opportunity to tailor their inventory to the steadfast needs of the local Wenatchee community, as opposed to the seasonal ebbs and flows of the tourists who flock to Leavenworth. Some new strategies include an emphasis on dine-in options, and an expanded selection of dairy-free cheese options for vegans and those with an intolerance to dairy products. Pybus Cheese Shop currently offers four different varieties of dairy-free, vegan-friendly cheese, all made using cashew milk. "I was skeptical about

dairy-free cheese when I started, but I've been amazed at how popular they are and how much people enjoy them. My favorite is our smoked farmhouse style – I have no problem with dairy but I'd choose to eat this cheese anyway because it's really that delicious!" an employee of Pybus Cheese Shop said.

Pybus Cheese Shop offers a plethora of taste-bud pleasing options for market shoppers, professionals on their lunch break, couples on an evening outing, and singles with a hankering for cheese and a glass of wine. Drop in for a Vampire Slayer panini – a savory combination of garlic infused cheddar, sweet and smoky Lebanon baloney, and caramelized onion spread. Or have a cheese tasting platter delivered next door to Jones of Washington, where you can enjoy fine Washington State wines. The Barber's Vintage cheddar, aged for two years in the oldest cheddar creamery in England, pairs particularly well with Jones' 2014 Cabernet Sauvignon.

Pybus Cheese Shop is located at 7 North Worthen St W-5, Wenatchee, WA 98801.

