

WENATCHEE BUSINESS JOURNAL

ncwbusiness.com

A PUBLICATION OF NCW MEDIA INC.

SEPTEMBER 2017

VOLUME 31, No. 6 / \$2



Paws & Claws Veterinary Hospital expands Quincy operations

By Gary Bégin

EAST WENATCHEE - Doctor of Veterinary Medicine Shawna Bais has owned the Paws & Claws Veterinary Hospital at 2484 SE 4th St., since building it in 2012 with her husband Roland, owner of Kwik Lube and Tune in Wenatchee.

In February of 2016 she bought the Quincy Veterinary Clinic when the previous owner decided to retire.

Bais has recently decided to greatly expand the Quincy operation, doubling its size by adding another 1,500 square feet and hiring two new veterinarians to augment the current staff.

"We are essentially doubling the size of our hospital with the addition of a new x-ray room, isolation room and increased work areas allowing for better work flow," she said.

The cost for the project is

between \$130,000 - \$150,000, according to Bais and the work is expected to be completed sometime next month.

Besides the physical and personnel expansion, Bais is also growing her services to the animal world by increasing her emergency care to 24/7, mobile and large animal capabilities as well as delving into small ruminants like goats and sheep and camelids such as alpacas and llamas. Doctor Lauren Waldorf was recently added to the staff at Paws & Claws, in part to care for the new client diversity using mobile veterinary services to reach out to large animal care clients.

Also added to staff and to augment mobile services are veterinary medicine doctors Samantha Zuck-Roscoe and Danielle Alleman, both interested in providing mixed animal services and helping to expand emergency services as well.

Bais also owns and

SEE PAWS & CLAWS, PAGE 10



GARY BÉGIN/WBJ

DVM Shawna Bais holds one of her "house" cats, Freddie, at her business in East Wenatchee.



PHOTOS GARY BÉGIN/WBJ

The Wenatchee Network Group "house band" consisted of Lance Tigner (On the Mend instrument repair) (left) and Robert Gilling (Sparkle Janitorial Services) strumming rock oldies under the riverside pavilion by the Wenatchee River.

Wenatchee Network Group BBQ: Friends, family, good times

By Gary Bégin

It was not your normal summer's day at the Wenatchee River county park. Canadian fires took hold of the sky, filling it with smoke, while the temperatures lingered in the high '90s. That didn't stop the enterprising souls of the Wenatchee Network Group (WNG) from gathering for a barbecue to celebrate the inherent fellowship of running a small business in modern times.

Tales of how charcoal was invented and talk about an electric "hand crafted" wood pellet barbecue brought by one member could be heard amid the joyful rants of running children. The soulful music of two guitar-strumming businessmen, Lance Tigner (On the Mend instrument repair and Robert Gilling, Sparkle Janitorial Service) - all this and more made a few hours on a Saturday afternoon well worth the effort as camaraderie ruled the day.

"It feels great to put aside the stress

of the work-week and just relax with friends, family and mother nature," said Gilling.

"Our granddaughter Emma had a blast playing with her new friends," said proud grandparents Doug and Sandra Morger, (Eagle Home Mortgage and Numerica Credit Union respectively).

Wenatchee Network Group members brought both homemade and store-bought entrees, side dishes, deserts, drinks and snacks enough to more than feed the group.

Much of the extra "grub," uncooked hamburgers, hot dogs and buns, was cheerfully donated to Hospitality House, aka the shelter for homeless men.

The WNG, made up of independent business owner-operators and representatives from larger companies, welcomes visitors to its Wednesday noon meetings in the Eagles Club on Wenatchee Avenue and encourages

SEE WNG BBQ, PAGE 6



WNG officers from left: Treasurer Sandra Morger (Numerica Credit Union), Vice President Gene Schur (Gene's Home Services), President Doug Morger (Eagle Home Mortgage), and Secretary Sherry Gustin (Ameriprise Financial) pose near the Wenatchee River.

Washington State Tree Fruit Association

2017 Washington apple harvest predicted: 130.9 million boxes

YAKIMA - The Washington State Tree Fruit Association (WSTFA) released its forecast for the 2017 Washington state fresh apple crop last month.

The 2017 forecast is for a crop of 130.9 million standard forty pound boxes of fresh apples, down 1.2 percent from 2016's 132.9 million box crop.

"The 2017 Washington state apple crop looks to be slightly smaller than last year's crop but will still deliver an ample supply of tasty apples for consumers to enjoy this year," said Jon DeVaney, WSTFA President.

"Harvest is starting a few weeks later than last year, and growers anticipate a crop of good quality fruit."

Consumers will have many varieties of Washington apples to choose from. While Red Delicious remains the most numerous variety with a projected 24 percent of production, Gala is close behind at 22.5 percent, followed by Fuji at 14 percent and Granny Smith at 13 percent of total production.

This year Honeycrisp is forecast to come in at 8

percent of the total crop and Cripps Pink at 5 percent.

This forecast is based on a survey of WSTFA members, and represents a best estimate of the total volume of apples that will eventually be packed and sold on the fresh market (excluding product sent to processor).

Apple harvest typically begins in August and continues into November, and as a result this forecast is still subject to several months of variable weather which can affect the final harvest total.

Sangster motors 509-662-6134
Caring about your family is what brings you back to ours!
Ninth & Miller, Wenatchee
www.sangstermotors.com



IN THIS ISSUE

Vet owned business	7	Business Opinions	19
BNCW Member Messenger	11-14	Business Bookshelf	21
Keeping Up With People	15	Judgments	23
Real Estate	17	Pybus Market Page	24



FEATURED EVENT

Glengarry Glen Ross
See page 22



\$2

**WENATCHEE
BUSINESS
JOURNAL**

www.NCWBusiness.com

BILL FORHAN

Publisher
Publisher@leavenworthecho.com

CAROL FORHAN

Sales Director
carol@leavenworthecho.com

GARY BÉGIN

Managing Editor
gary@ncwmedia.net
(509)-571-5302

IAN DUNN
MIKE MALTAIS
MIKAILA WILKERSON
ERIN ROSSELL
News Staff

**LINDSAY
TIMMERMANS**

Advertising Sales Executive
Adexec1@ncwmedia.net

RUTHEDNA KEYS

Advertising Sales Executive
ruthk@lakechelanmirror.com

LINDSEY DOUGLAS

Graphic Design
echoads@leavenworthecho.com

CONTRIBUTOR:

Brad Blackburn
Tricia McCullough
David S. Murray

WBJ OFFICES

201 Cottage Ave., Suite 4
Cashmere, WA 98815
© 2017 NCW Media Inc.

NEWS LEADS

509-571-5302

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

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

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

The **Wenatchee Business Journal**

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



Climate confusion made clear by dying scientist

Courtesy and with permission of RANGE magazine

Environmental scientist Dr. Michael S. Coffman knew he was dying, but rather than give in to the vicious cancer that had plagued him for more than two years, he chose to spend the last month of his life writing the final chapter in his fight against the global agenda that would destroy America as we know it. Dr. Coffman is a recognized expert and researcher in climate change, geo-politics and private property rights.

His stories in RANGE magazine and in his own books document the fact that politics, not science, is driving a dangerous agenda.

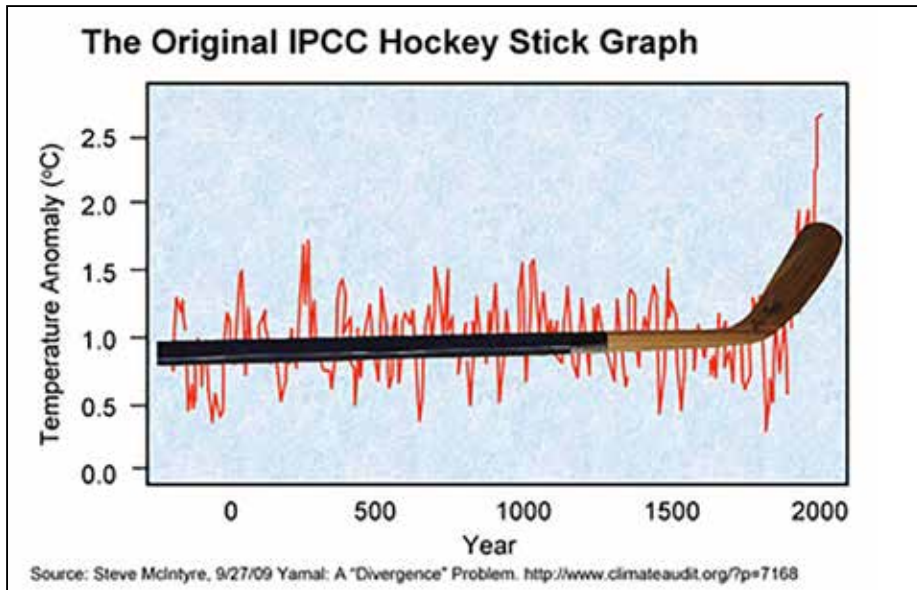
His last article, "Climate Lies," appears in the Fall 2016 of RANGE magazine, which has been awarded four consecutive Freedom of the Press awards for news coverage.

In his analysis, Dr. Coffman refers to "a very effectively disseminated global propaganda that climate change is man-caused rather than the



DR. MICHAEL COFFMAN

result of a naturally occurring cycle. Man-caused claims couldn't be further from the truth, proven by Dr. Coffman's mountain of careful research and documentation.



He writes, "The endgame of all of it is nothing but a power grab, and a redistribution of wealth on a massive global scale."

Sadly, Dr. Coffman passed away on June 21, 2017, just missing the published reports of a trial in Canada involving his nemesis, Dr. Michael E. Mann of Pennsylvania State University. According to news reports from Principia Scientific International, dated July 4, 2017, "Mann was found in contempt of court for refusing to surrender data for open court examination." Mann denied on July 7, 2017, that he was found in contempt and says that PSI's claims are "fake news."

Reports indicate the trial "shames not only Michael Mann, but puts the climate science community in crisis. Many hundreds of peer-reviewed papers cite Mann's work, which is now effectively junked."

Mann's credibility as a champion of environmentalism is in tatters, it says.

The Canadian court proceeding has been referred to as the "climate science trial of the century," and could possibly lead to criminal investigation in the United States.

In the big picture, Dr. Coffman expressed concern about the goal of the globalists. "It is not 'saving the planet,' it is not even redistribution of wealth ultimately. It is control. Global control of everyone and everything."

Climate Change & Science

No matter how much proof is offered that mankind has had minimal or no impact on global temperature, there are those who would still rather believe gross distortions and lies based on science fraud than the truth, wrote environmental scientist Dr. Michael S. Coffman in the Fall edition of RANGE magazine.

"Today's problem with the man-caused warming hypothesis was that it was never tested to determine if it was true," he explained. "The purpose of the United Nations Intergovernmental Panel on Climate Change (IPCC) was to 'provide the world with a clear scientific view on the current state of knowledge on climate change and its potential environmental and socio-economic impacts.'"

It was a given that CO2 was driving climate change. Any scientist who challenged the "fact" was immediately attacked

and isolated by the press. No matter how many experiments showed that solar changes were a far better predictor of global climate change than CO2, the IPCC, Environmental Protection Agency and opposing scientists did all they could to trash and bury contrary theories.

Over time the "proofs" that man was causing global warming have been systematically disproved. One of the worst was the "hockey stick" graph of Dr. Michael E. Mann of Pennsylvania State University. Mann's graph showed a relatively flat temperature for over the past 1,900 years, when it suddenly shot up in the 20th Century. Dr. Coffman contends that Mann used the wrong statistics, which always gave a hockey stick appearance no matter how random the data was. Mann's calculations also ignored the well-established historical event, the Little Ice Age during 1650 to 1710, Coffman wrote.

Mann was recently involved in a Canadian trial, which could have far reaching impact, and has been referred to as the "climate science trial of the century."

Why Scientists Disagree

Dr. Coffman spelled out why scientists disagree on climate change:

- Climate is an interdisciplinary subject requiring insights from many fields of study. Very few scholars have mastery of more than one or two of these disciplines.
 - Fundamental uncertainties arise from insufficient observational evidence, disagreements over how to interpret data, and how to set the parameters of models.
 - IPCC, created to find and disseminate research finding a human impact on global climate, is not a credible source. It is agenda-driven, a political rather than scientific body, and some allege it is corrupt.
 - Climate scientists, like all humans, can be biased. Origins of bias include careerism, grant-seeking, political views, and confirmation bias.
- "No consensus exists when it comes to climate science," Dr. Coffman wrote. "The only scientists the world hears from are the ones who toe the party line that mankind is destroying the planet with industrial progress."

Despite the verifiable
See CLIMATE CONFUSION, PAGE 3



Greta, in foreground, and her mother Sheba are ready to be adopted.

WENATCHEE VALLEY
HUMANE
society



Numerica hosts Humane Society fundraiser

By Gary Bégin

EAST WENATCHEE - On a beautiful August evening, animal-loving citizens of the Wenatchee Valley came together to listen to some blues, drink a few brews and generally acknowledge to the world their love of all things animal.

Wenatchee Valley Humane Society Executive Director Dawn Davies reports the fundraiser held at the Numerica Credit Union's branch here raised thousands of dollars towards keeping her non-profit operational.

"We estimated around \$2,500 including the \$1,000 match from Numerica.

Many thanks to Badger Mountain Brewery, Mike's Meats, Velvet Elvis and of course Numerica CU," said Davies.

"Over 5,000 animals come to the Wenatchee Valley Humane Society each year. We couldn't help these animals without the generosity and support of this amazing community. Funds will be used to provide medical services including spay and neuter surgeries to reduce unwanted litters. And what a fun way to help the animals; good music, food, brew and great friends!" she concluded.

In fact, as of last count and according to Numerica CU Spokeswoman Elizabeth Giles,

more than \$3,000 was raised with 125 CU members attending the second annual Blues & Brews soirée.

"Blues and Brews celebrates the community while lending a helping hand to a charity in need," Giles said, adding that this year's event raised \$1,000 more than last years, which benefitted CASA.

The WVHS shelter is located at: 1474 S. Wenatchee Ave.

Phone numbers: Shelter: (509) 662-9577, (509) 662-9577 (EXT. 1), Club Pet: (509) 888-PETS (7387). They are open: M-F 11 a.m. - 6 p.m., Sat, Sun 11 a.m. - 3 p.m., Club Pet Hours: Everyday 7:30 a.m. - 6 p.m.

(By purchasing a "We LOVE OUR PETS" license plate, you can help fund even more surgeries that help control pet overpopulation.)



Wenatchee Valley Humane Society Executive Director Dawn Davies said a few words of thanks to the crowd at the August 17 fundraising event.



Mike of Mike's Meats, left, grilled "brats" for the hungry.



PHOTOS GARY BÉGIN/WBJ

Velvet Elvis put the blues in "Blues & Brews" evening.



The spacious Numerica Credit Union East Wenatchee lobby and patio gave animal lovers plenty of space to network and drink a few brews courtesy of Badger Mountain Brewery.

Climate confusion made clear by dying scientist

CONTINUED FROM PAGE 2

evidence that warming is not happening, and even when it is, it is primarily caused by solar events, the agenda marches ever forward, Dr. Coffman said. The United States is branded at the international level as the cause of all the trouble and intentionally vilified. The truth is that the U.S. is the leader in reducing carbon emissions, which, in fact have plummeted since about 2007 and are now at 1994 levels. As important, as a percentage of total global CO2 emissions,

the U.S. will make up a small amount, contrary to prevailing media accounts.

It's All About the Money

The entire man-caused climate change push is nothing more than a tool in the hands of the global elite to redistribute international wealth and destroy capitalism - especially the United States, a purpose globalists no longer try to keep hidden. Openly, time and time again at global climate meetings that birth international agreements, the theme is simple:

"The rich countries have caused all the natural disasters, famine and plague with their greedy use of carbon fuels," Dr. Coffman cited. Also, "the rich countries must pay for their sins by giving billions of dollars to the 'poor' countries," he said, adding that the poor countries want the handouts to be retroactive. Brazil even put forth a proposal for just how the U.S. and other first world nationals could hand over the dough.

A digital version of Dr. Michel Coffman's analysis, "Climate Lies," can be found by visiting rangemagazine.com.

'New' Sage Hills Bakery, formerly Great Harvest



GARY BÉGIN/WBJ

Great Harvest Bakery owners left that franchise in August, choosing to become the independent Sage Hills Bakery at 1048 Springwater Ave. Great Harvest is a nationwide franchise costing over \$400,000 to establish, according to its website. As to why the owners decided not to renew their franchisee agreement, phone calls to the owners by the WBJ were not returned by press deadline.

For more information call 509-888-3912.

NUMERICA PERFORMING ARTS CENTER
2017-2018 SEASON
On Sale Now!
123 N Wenatchee Avenue, Wenatchee
509-663-ARTS • www.NumericaPAC.org

SOLOMON FINANCIAL GROUP
PLAN SMART. RETIRE WELL

Do you have a Written Income Plan for Life?
Because you may only have one chance to get the Retirement you've dreamed about.

Trusted-Transparent-Experienced

www.solomonfg.com
509-662-7717

Dave Solomon, RFC

Investment Advisory Services offered through Global Financial Private Capital, LLC, an SEC Registered Investment Advisor



CHELAN COUNTY



Chelan PUD offers five EV charging stations

Chelan PUD news release

Nissan Leaf, Chevy Volt, Tesla, Volkswagen E-Golf, Ford Fusion... and soon, Volvo adding electric engine options (starting in 2019).

Electric vehicles are part of the future to lower vehicle operating costs and reduce the amount of CO2 from internal combustion engines. Chelan PUD heard from customers loud and clear that they want their electric utility to be part of the solution.

In 2015, PUD commissioners adopted a strategic plan that included about \$4 million annually for Public Power Benefit programs. These were to be projects that would increase the quality of life for Chelan County residents and would provide the best for the most

for the longest period of time.

A big component of the allocated funds is going to expanding the District's high speed fiber network to about 90 percent of the county by 2025. Funds also were allocated to installing electric vehicle charging stations.

The five locations of the charging stations are:

- 327 N. Wenatchee Ave. (two chargers at PUD headquarters – south parking lot)
- 1351 Walla Walla Ave. at the PUD's Walla Walla Point Park
- 285 Technology Center Way at Confluence Technology Center
- 6151 State Highway 97A at Rocky Reach Visitor Center

Charging up at these stations is free and are available to the public

compliments of Cascade AutoCenter.

"Electric vehicles are definitely a big part of our transportation future, both for personal use and commercial use," said Andrew Grassell, Energy Development and Conservation manager.

"Estimates are that there will be 7 million electric vehicles (EV) on the roads by 2025 and that at some point in the not-too-distant-future, EVs will take over the market because the cost to purchase and operate, availability of charging stations and longer distances on a tank of electrons will prevail."

The PUD will assess installing additional charging stations based on demand and use.

For more information, visit here plugshare.com/.

Contracts add \$40M to Chelan PUD bottom line

Chelan PUD news release

Contract proceeds will boost forecasted revenue for 2019-2030.

Chelan County PUD commissioners Monday heard the good news that two new power sales contracts will boost forecasted PUD revenue by \$40 million starting in 2019.

Each sale is for a 5-percent "slice" of power generated at Rocky Reach and Rock Island dams.

Gregg Carrington, Energy Resources managing director, said the sales are for five years to Avangrid Renewables LLC of Portland, Ore., starting in 2019 and for 10 years to Avista Corp., based in Spokane, starting in 2021.

The sales extend the PUD's successful hedging strategy that returns value to customer-owners by locking in revenue, reducing risk from price swings in the wholesale market, variable streamflow and from operations, which help keep electric rates stable.

"This is good news for customers and for continued financial strength for the District," Carrington said.

The report came as Energy Planning and Trading updated board members on second-quarter results. So far for 2017 net wholesale revenue and other energy-related revenue is forecast to end the year at \$124.2 million, which is \$ 2.3 million ahead of budget.

In addition, overall financial results exceeded budget through June. Forecasts



GREGG CARRINGTON

call for the PUD to end 2017 with bottom-line results nearly \$10 million better than budget and meeting or exceeding all fiscal targets. Debt to equity is forecasted to end the year at 37.8 percent, exceeding this year's target and nearing the goal of less than 35 percent by 2019.

Long-term, District financial policies are on track for managing declining bottom-line forecasts due to anticipated lower market prices through 2021.

Revenue so far is higher due to below-average winter temperatures and the cost-plus long-term power contracts, while operating costs have been lower.

Finance staff recommended staying the course on strategic priorities of investing in key assets and employees, paying down debt (\$52 million in 2017) and continuing the Public Power Benefit program.

“
Successful people do what unsuccessful people are not willing to do. Don't wish it were easier; wish you were better.
 — Jtm Robn
 ”

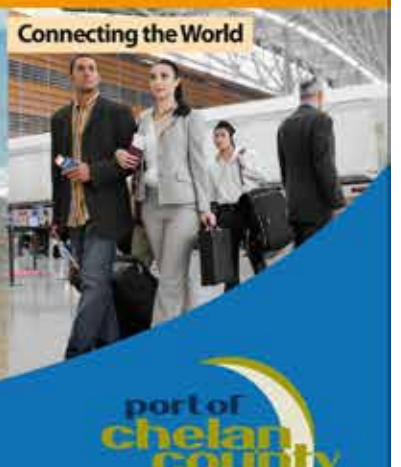
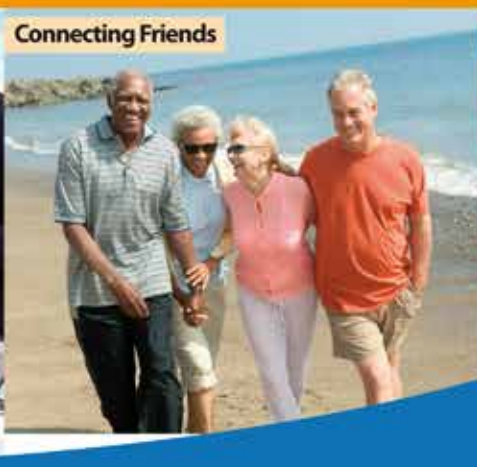
Destination San Francisco Bay Area and Beyond



PLEDGE TODAY

Only \$45,000 to Go!

Every Pledged Contribution Counts



Find out more at FlyWenatchee.com/Bay-Area-Flight or 509-663-5159



Reichert applauds West Coast Ports Contract

WASHINGTON – Congressman Dave Reichert (R-WA) released the following statement after the International Longshore and Warehouse Union (ILWU) and the Pacific Maritime Association (PMA) announced a three-year extension to their current contract, which was originally set to expire in 2019.

Congressman Reichert led a bipartisan group of his colleagues calling for an early extension of the contract.

The ILWU and PMA

began these discussions early because of prolonged contract negotiations in 2014-2015 that led to a months-long slowdown at ports in Washington State and across the West Coast. The slowdown cost farmers, manufacturers, and retailers across the western U.S. hundreds of millions of dollars in damages and decreased the region's foreign market share.

"This news will bring greater confidence to the countless farmers, workers, and businesses

across our region who rely on our strong ports and who suffered millions in losses during the 2014-2015 disruption," said Rep. Reichert. "I commend the ILWU and PMA for taking action to prevent the situation from repeating itself. Washington State is home to many of the world's highest quality agricultural products and goods that consumers around the world demand. With this agreement comes certainty for our exporters and their customers."

Reichert on competitiveness of US aluminum industry

WASHINGTON – House Ways and Means Trade Subcommittee Chairman Dave Reichert (R-WA) released the following statements regarding the International Trade Commission's (ITC) report on the competitive conditions affecting the U.S. aluminum industry.

"After the idling and closings of aluminum plants across the country, including in Wenatchee in my district, it was important to take a deeper look at the causes behind the disruptions in the aluminum industry. Maintaining our

competitiveness in the global market is critical to the many good-paying American jobs that depend on the strength of the industry.

"Thank you to the Commission and its staff for this thorough report on a complex issue. It will serve as an important roadmap as Congress, stakeholders, and the Administration consider how best to address issues of global overcapacity in the aluminum industry and support American workers in all parts of the supply chain. With a collaborative and thoughtful solution,

we can ensure our workers and producers compete and win on the world stage," Reichert said.

The ITC's comprehensive investigation over the last 16 months included collecting questionnaire responses from industry participants throughout the supply chain, conducting a public hearing, interviewing key industry experts in the United States and key foreign markets, and customizing a sophisticated analytical model to estimate the impact of certain distortive policies across the entire supply chain.



Port District of Douglas County Economic Roundtable in 3rd year

By Gary Bégin

EAST WENATCHEE – The Port District of Douglas County celebrated its third year of hosting an Economic Leadership Roundtable (ELR) in July.

The program featured Western Washington University's Dr. Hart Hodges, an associate professor in economics and business research.

Headlining the program along with Hodges was WWU Director of the Center for Economic and Business Research James McCafferty.

Also presenting was Jeff Smith of Mead & Hunt (architectural, engineering and planning consultants), Jim Fletcher with the Small Business Development

Center as well as an update of Port of Douglas activities by Port Executive Director Lisa Parks.

Occurring quarterly, the ELR brings together an often eclectic grouping of local business leaders, non governmental organization directors as well as private citizens and civil servants including mayors and commissioners from several county boards.

"When we started the Economic Leadership Roundtable we wanted to bring the public and private sector together and share information on what is happening in our region in regards to the economy, employment and housing. We feel that this has been successful and have been

very happy with the turn out to the lunches and the split between the private and public sectors. Our plan going into next year is to keep the lunches fairly close to what they are now. We plan to feature a business and a non-profit in our community at the lunches as well as continue to bring relevant information about projects that are going on," said Port of Douglas Economic Development Manager Ron Cridlebaugh.

The next Economic Roundtable is scheduled for Thursday, Oct. 19 at Wild Rivers banquet room (downstairs), 560 Valley Mall Parkway here. RSVP Esther McKivior by calling 509-884-4700.



PHOTOS GARY BÉGIN/WBJ
Dr. Hart Hodges



James McCafferty



Jeff Smith

Chelan PUD approves land buy for Olds Station 'Ohme' substation

Chelan County PUD commissioners in August, unanimously approved purchase of a one-acre parcel in Wenatchee's Olds Station industrial area for a new substation that is close to the load center and saves the District on

development costs.

Commissioners directed staff to finalize the purchase with Stemilt Growers, which agreed to provide the site for a substation in exchange for future capacity of up to 5 megawatts from the planned 28-megawatt facility.

The fruit growing and packing operation will continue to pay for the power it uses per District rates.

The family-owned fruit business is expanding operations in Olds Station and had level land available that's well located for a new substation near the area's growing load center.

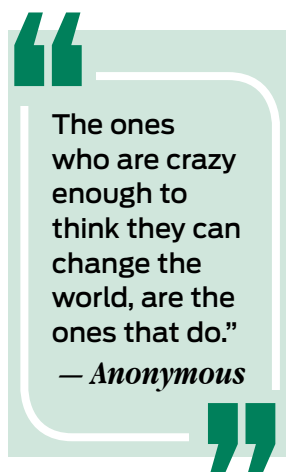
The new substation,

tentatively named "Ohme," will replace the Olds Station Substation, built in 1979.

That station is at 90 percent capacity with aging equipment and not enough room to increase capacity at the location next to the Chelan highway near Keyes Fibre, said Chad Rissman, distribution director.

Rissman said the agreement with Stemilt grew out of a, "fortunate case of good planning by the PUD," coming together with the opportunity offered by Stemilt.

Once the agreement is done, next steps are to apply for permits this fall, finish design and build the new substation in 2018-19.



WESTERN RANCH BUILDINGS LLC
Garco Building Systems NFBA
STEEL & POST FRAME BUILDING CONTRACTORS

Your building can be customized just the way you want!

Sold and erected by an independent, locally owned builder

(509) 884-0555 4968 Contractors Drive
www.westernbuildings.com East Wenatchee, WA 98802

RESIDENTIAL • COMMERCIAL • INDUSTRIAL • AGRICULTURAL

SHARE your news!
WENATCHEE BUSINESS JOURNAL
509-571-5302

SMITHSON INSURANCE SERVICES

Information You Can Rely On!

Kathy Z. Smithson
ksmithson@frontier.com
720 Valley Mall Pkwy
East Wenatchee

Let Kathy assist you with answers to your questions about:

- Life Insurance
- Long-term Care
- ALL Medicare Plans
- Health
- Disability And Annuities

509-884-5195
SmithsonInsuranceServices.com

Wenatchee Network Group BBQ: Friends, family, good times

CONTINUED FROM PAGE 1

both independent and corporate business persons to join this informal gathering of like-minded entrepreneurs.

The purpose of the group is to refer business to one another and spread the

word about business news of interest to other members and the community.

For more information on attending a meeting, being a guest speaker or joining this business organization, email Gene Schur of Gene's Home Services: gene@geneshomeservices.com

or Scott Kruse of River View Electric: scott@riverviewelectricllc.com or Ken Mattson of Legal Shield: ksment45@gmail.com or Karrie Hartman of Express Employment Professionals: karrie.hartman@expresspros.com or Russ Alman of Digital Media Northwest: russ@digitalmedianorthwest.com or Gary Bégin of the Wenatchee Business Journal: gary@ncwmedia.net.

"Come visit a meeting and we'll treat you to lunch on us," said Sherry Gustin of Ameriprise Financial and secretary of the WNG. The Eagles Club kitchen features a traditional American fare menu, salad bar and an extensive drink selection available during all meetings.

The Fraternal Order of Eagles is located at 1208 N. Wenatchee Avenue across the street from the Salvation Army.

Note: The WNG rents a conference room from the F.O.E. and is not actually affiliated with the Eagles in any other way.



GARY BÉGIN/WBJ

Sherry Gustin barbecued some "delish" burgers for the family event.



PHOTO COURTESY OF LIGHTHOUSE MINISTRIES

From left to right are Josh Stendera, North Cascades Bank, SVP/Chief Credit Officer; Kyle Hendrickson, Lighthouse Christian Ministries, Board President; and Scott Anderson, North Cascades Bank, President.

North Cascades Bank commits \$125k for Wenatchee homeless

NCB news release

North Cascades Bank has committed \$125,000 for a community matching funds campaign to enable Lighthouse Christian Ministries to fully fund its Ministry Center building project at 410 S. Columbia St. in Wenatchee.

"We are proud to participate in this important project," said Scott Anderson, President and CEO of North Cascades Bank. "Lighthouse Ministries plays a vital role in supporting a multitude of services for people who are suffering from homelessness in our valley to help them achieve independence and



GARY BÉGIN/WBJ

The current Lighthouse Ministries storefront location on Wenatchee Avenue.

dignity. Providing a larger space for the delivery of these essential services to those in need makes us a better community."

"We are extremely grateful for North Cascades Bank's contribution," says Kyle Hendrickson, Lighthouse Ministries Board President. "Thousands of hungry homeless men, women and children will be able to receive a good meal here. Thousands will also find relief from terrible dental pain and treatment for urgent medical needs. With this generous gift North Cascades Bank is encouraging the Wenatchee community to again step up in a big way to help Lighthouse across the finish line. We live in an amazingly supportive community, and I have no doubt they will rally and make this happen!"

North Cascades Bank's funds and those raised through the matching campaign will allow the completion of the Lighthouse Ministry Center project at 410 S. Columbia St. in Wenatchee.

The new Ministry Center will provide services to the homeless and those at risk of homelessness.

The building will house the Lighthouse Soup Kitchen, medical and dental clinic, food bank, furniture ministry, food distribution hub, auto mechanic ministry, and Lighthouse ministry offices.

North Cascades Bank is a division of Glacier Bank of Kalispell, Montana. Glacier Bank is a subsidiary of Glacier Bancorp, Inc. (GBCI), a regional bank holding company headquartered in Kalispell, Montana, operating fourteen bank divisions including North Cascades Bank.

These bank divisions provide financial services to individuals and community based businesses throughout Montana, Idaho, Colorado, Utah, Washington, Arizona and Wyoming.

Additional information about the bank can be found at northcascadesbank.com.

Learn more and contribute to the Lighthouse Ministries building campaign at wenatcheelighthouse.org



PHOTO COURTESY OF LIGHTHOUSE MINISTRIES

The future home of the Lighthouse Ministry Center.



PHOTOS GARY BÉGIN/WBJ

Wenatchee Network Group August meeting

Twenty members of the Wenatchee Network Group gathered for their August 16 meeting at the Eagles Club on Wenatchee Avenue.

The business organization requires no special talents, no secret handshakes and no formal attire to attend meetings. "We are always looking for new members," said President Doug Morger of Eagle Home Mortgage.

Pictured from left back row: Scott Kruse (River View Electric), Russ Alman (Digital Media Northwest), Paul Hughes (Hospitality Ministries), Sara Baum (Hagadone Directories), Robert Gilling (Sparkle Janitorial Service), Ben Clark (Badger Property Care), Lance Tigner (On the Mend instrument repair).

Middle row from left: Terri Stewart (Eco Health and

Body), Becky Pottorff (Quintessential Massage), Kathleen McNalty (Tutor Doctor), Sherry Gustin (Ameriprise Financial), Ken Mattson (Legal Shield).

Front row from left: Justin Bears (Pane-less Glass Cleaning), Sherrie Funston (SherFun Events), Patty Rush (Pharmanex Independent Dealer), CleAnn Goodell (Made in the Shade property management), Sandra Dee

Morger (Numerica Credit Union), Doug Morger (Eagle Home Mortgage) and Shayne Sasseen (State Farm insurance).

Also in attendance at the meeting was photographer Gary Bégin (Wenatchee Business Journal).

For more information on joining this fun-loving, down-to-earth business club, email gary@ncwmedia.net.



Your Future, Planned with Care.



Brad Blackburn, CFP®
Investment Management
Retirement Planning
Financial Planning

509-782-2600 • 121 Cottage Ave • Cashmere, WA 98815





VETERAN-OWNED & OPERATED BUSINESS

Gene's Home Services is all about family

By Gary Bégin

Gene Schur is an Air Force veteran and proud of it. He learned various construction skills in the military while stationed in a variety of duty stations, but he also picked up some leadership skills and most importantly - a sense of family.

"Obtaining my family experience came from many disciplined influences throughout my life. Family by its own standards, enriching the dictionary's definition 'family is what you make it.'

Whether made of blood relatives, colleagues, friends, or pets, or a combination of these, family can offer the needed support for sustaining personal and business growth," Schur said.

Growth in his company has been through the sweat of his brow and his winning personality, always willing to go the extra mile to get the mission accomplished.

"I stand for creating this

growth in all facets of my personal life and business. All contacts I make and all work that my hands touch create a bond with people. My business growth

depends on the reflection that is reciprocated from completing one job at a time resulting in a consistent goal of customer satisfaction. This creates a

family connection," he said. Schur credits his U.S. Air Force experience for some of his success.

"I joined the U.S. Air Force shortly after high

school and obtained 14 honorable years ending as an enlisted non-commissioned officer in civil engineering. I went on many deployments and

served four tours which took me around the world. My work experience focused on vertical structure building to finish work, blueprints, welding, roofing, flooring, concrete, HAVC layout and fabrication, doors and windows, tile, drywall, electrical, plumbing and heavy equipment operation. I started my business from my strengths obtained in the military. This made transitioning back to civilian work easy," Schur concluded.

As the name of the company states, many services are offered for homeowners including swimming pool and hot tub services. Gene's Home Services also offers handyman services and snow plowing.

"I encourage everyone to visit my business page at GenesHomeServices.com for additional information."

Gene can also be reached by calling 509-499-9028 or by email: gene@geshomeservices.com.



SARAH HATMAKER PHOTOGRAPHY

Gene and Blossom Schur and family.

© MARK ANDERSON WWW.ANDERTOONS.COM

"Normally I'd show some sort of graph, but I thought this was more succinct."

Mission Creek Players
Glengarry Glen Ross
 A scalding comic drama by David Mamet
 Directed by Marky T. Smithson

A gritty Pulitzer prize winning play that is a masterpiece of American Drama

Tickets are \$22 and can be purchased online at Numerica Performing Arts Center or by calling 663-ARTS!!

ONLY 4 PERFORMANCES!!
 September 21, 22 and 23, 7:00 P.M.
 and September 23, 2:00 P.M. Matinee

Wenatchee restaurant owner convicted of tax theft

DOR news release
 OLYMPIA – The Department of Revenue announced a conviction was made, August 24, against a Chelan County restaurant owner for stealing more than a quarter-million dollars in retail sales tax intended to fund public services.

Natalie Ann Mill of Wenatchee was convicted in July in Chelan County Superior Court of grossly underreporting business income from Applewood Grill and Katz Chop House, and withholding \$256,620 in retail sales tax between 2008 and 2012.

Mill was sentenced to 20 days on work crew, a \$10,000 fine and court costs of \$800. Revenue intends to seek restitution of the quarter-million in unpaid taxes.

The original charges brought against Mill and her ex-husband, Todd M. Mill, were filed by the state Attorney General's office on behalf of Revenue in February 2015. Todd Mill was found not guilty of tax theft in 2016.

The withholdings were discovered during routine audits of the two restaurants by DOR in 2012 and 2014.

Collecting, but not remitting retail sales tax, is considered theft under Washington state law. Businesses engaged in the sales of retail goods and personal property in Washington are required to collect state sales tax from customers and hold it in trust until it is returned to the state.

Retail sales tax is the largest source of state revenues, supporting vital services that benefit Washington's residents and the economy.

Funeral Fact: Since 1992, the state no longer pays for ANY Funeral Expenses, therefore, leaving the Responsibility to THE FAMILY. Are You Prepared? Call & talk to us about options.

PLAN AHEAD LEAVE WELL

HERITAGE
 MEMORIAL CHAPEL FUNERAL HOME

Agents Jeffrey Wilson & Tammy Miller
 470-6702
 East Wenatchee & Cashmere

Call the Wenatchee Business Journal with your business news!

509-571-5302

CASHMERE™
 MAILING HOUSE, LLC
 and Bonded Warehouse Storage & Shipping for Wineries

Save 40% on your next bulk mailing!
 Let us show you how.

782-1581
 Jayne@cashmeremailing.com

203 Mission Avenue, Suite 110, Cashmere
 Also, Bonded Wine Storage and Shipping for Wineries

WENATCHEE BUSINESS JOURNAL

SHOP LOCAL DIRECTORY



Did you Know?

Money spent with a locally owned business generates 3.2 times more local economic Benefit than when it is spent with a chain store.



Chandelier



CEO Robert F. Kennedy III



Slushie flavors



Legend edible gold flakes

By Gary Bégin

EAST WENATCHEE - Billed as “designer” ice cream, Legend ice cream here is living up to its name. CEO Robert F. Kennedy III is confident ice cream connoisseurs will agree.

Customized ice cream is made fresh for patrons using a patented cryogenic “mechanical” liquid nitrogen process. Kennedy is also co-owner of the company that manufactures the machines right here in Wenatchee, which is sold the world over. (See the October edition of the WBJ for that story.)

Kennedy said his son Rosten, 18, and he wanted to do something together and they came up with the

idea of an ice cream store. It cost about \$125,000 to get the enterprise going, according to Kennedy, who is a 1988 graduate of Eastmont High School.

Creativity is one of the hallmarks of this company which spares no expense in its selection of ingredients such as using edible gold (real) flakes and rose petals from Pakistan.

“I think of stuff that’s unique and I read a lot about what’s going on when I select unusual things to make my ice cream flavors,” Kennedy said.

Olive oils, vinegars, lavender, bacon, caviar - those are some of the unique treats Kennedy adds to what is easily the most dynamic, interesting and one-of-a-kind ice cream menus in the world.

“My most popular flavor is the Cookie Monster,” beams Kennedy. “I want to sell flavors you can’t get at the store.”

Using the liquid nitrogen process is not cheap. “I spend \$2,500 a month for

it and \$1,500 for a 10 gram bottle of 23 karat gold flakes,” he said.

Kennedy said he pays \$2,000 a month and has a two-year lease.

“Fifteen percent of my sales are in “to go” pints,” Kennedy states about his initial \$2,000 in sales.

A chandelier greets

customers as they enter the establishment, another non-conforming item making the entire place special, but perhaps the most unusual thing in the entire store is the owner himself and his extensive background in anything but the culinary arts.

“I am not a chef or a

cook nor did I have any experience in the food industry,” Kennedy states, but that didn’t matter to the effervescent CEO.

“I always knew I’d run my own business.” Thus Legend was born.

The official grand opening was in late July and business was gangbusters. As of this report the place is still busy every night. There is a drive-through service window and ample seating inside.

Prices are as low as \$1 for the daily special up to \$8 for a large, complete with gold (colored) plastic spoon and container. There is even a menu selection featuring a real 24k gold plated spoon that customers can keep.

Kennedy said only the best ingredients are used in all of the ice creams.

“We have upscale machines to go with upscale ingredients.” Speaking of “to go” pints, they go from \$9 for one pint to two pints at \$15. For customers aiming for more upscale treats, \$26 or more for your heart’s desire can easily



Liquid nitrogen tanks

be achieved depending on your imagination. The amount of flavors that can be created have no limit.

Punch cards, gift cards for any amount, Kennedy has spared no expense, including the opulent gold and black themed decor.

Slushies, sorbet, yogurt and fruit smoothies are also available at Legend.

The shop is located in the same building as the former Oil Can Henry’s (now a Valvoline Oil Change) at 159 Valley Mall Pkwy.

Call 509-888-0139 for more information or visit Kennedy and company 11 a.m. - 9 p.m. M-Th and Sunday, 11 a.m. - 10 p.m. Fri/Sat. Bring your “out-of-the-box” alter self along with you.

Creating a ‘Legend’



Legend store front

PHOTOS GARY BÉGIN/WBJ

Walmart fined \$20k for insurance violations

OLYMPIA - Insurance Commissioner Mike Kreidler disciplined and issued fines against Walmart Stores, Inc., of Bentonville, Arkansas of \$20,000 (order 17-0017) for selling tire warranties to Washington state consumers without being a licensed insurance producer, as required by Washington state law.

The warranties cost \$10 per tire and Walmart sold 112,561 warranties to Washington consumers from June 2014 until July 2016, for a total of \$1.1 million.

The insurance commissioner ordered the company to cease and desist selling warranties in

January 2017.

The company has stopped selling the warranties in Washington state until it becomes licensed and agrees to pay premium tax on the warranties and a \$20,000 fine.

Kreidler also disciplined and issued other fines in May totaling \$52,750 against insurance companies and people who violated state insurance regulations.



GARY BÉGIN/WBJ

The Wenatchee Walmart store at 2000 N. Wenatchee Ave pictured above.



Call for ‘Makers’, artists, performers and sponsors

‘Makers’ Faire applications open until Oct. 13

The third annual Wenatchee Mini Maker Faire, Saturday, Oct. 21, at the Wenatchee Convention Center is free and open to the public from 9 a.m. - 3 p.m., but time is running out for those wishing to join in as a “Maker,” artist, performer or sponsor.

The call for Makers, Artists, Performers, and Crafters is open now through October 13th. Any group or individual participating in the Faire for non-commercial purposes can participate for free. Commercial vendors are also welcome to participate at the Faire for a minimal entrance fee.

Any groups or individuals interested in presenting their project, creation, activity, or performance at this event should apply online: wenatchee.makerfaire.com/ or email: info@wenatcheemakerfaire.com

The Wenatchee Mini Maker Faire is actively seeking business and community members who are interested in sponsorship opportunities. Sponsorships allow this community event to remain free for the public.

To learn more about sponsorships, please visit our website or email: info@wenatcheemakerfaire.com

Maker Faire is the Greatest Show (and Tell) on Earth - a family friendly showcase of invention, imagination, creativity and resourcefulness, and a celebration of the Maker Movement. It’s a place where people show what they are making, and share what they are learning.

Makers range from tech enthusiasts to entrepreneurs to artists to performers to scientists to garage tinkerers. They are of all ages and backgrounds.

The aim of Maker Faire is

to entertain, inform, connect and grow this community.

The Wenatchee Mini Maker Faire was started in 2015 under the organization of students from Wenatchee High School. More than 20 students volunteered to organize and run the entire process in the inaugural year.

The Wenatchee Mini Maker Faire was the first Mini Maker Faire in the world produced by students and has paved a way for students in other cities to follow.

In 2017, a new group of local students will lead the third annual Maker Faire. Under the mentorship of GWATA (Greater Wenatchee Alliance Technology), students will lead all organizational aspects of the event. The following students volunteered to lead: Ashley Turner, Mandy McCallum-Clark, Emi Kolde, Layne

Knipfer, Marcus Wagner and Samuel Monson. The Mini Maker Faire is actively looking for more students in the high-school and postsecondary range who are interested in joining the planning team. Email info@makerfairewenatchee.com for more information.

ABOUT GWATA:

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



Washington state Insurance Commissioner fines

OLYMPIA – Insurance Commissioner Mike Kreidler in April disciplined and issued fines totaling \$14,000 against insurance companies, agents and brokers who violated state insurance regulations.

Amco Insurance Co., Des Moines, Iowa; fined \$5,000, order 16-0249 The insurance commissioner found that Amco charged some commercial customers rates that had not been filed and approved by the OIC, resulting in some overcharges and undercharges.

The company also didn't properly apply some rating factors, issued policies with incomplete underwriting information and was employing producers whose appointments and affiliations were expired.

American Strategic Insurance Corp., St. Petersburg, Fla.; fined \$4,500, order 17-0044 The company allowed 108

insurance producers whose appointments had lapsed to conduct 584 transactions totaling more than \$151,000.

State law requires insurers to file a notice and pay a fee to the insurance commissioner for each licensed producer who will act as an agent of an insurer.

A total of 359 of its producers had lapsed appointments for 22 days.

5 Star Life Insurance Co., Baton Rouge, La.; fined \$2,000, order 17-0045 The company allowed seven insurance producers whose appointments had lapsed to conduct 106 transactions totaling more than \$6,153. State law requires insurers to file a notice and pay a fee to the insurance commissioner for each licensed producer who will act as an agent of an insurer.

A total of 62 of its producers had lapsed appointments for 21 days.

Great Northwest Insurance Co., St. Paul,

Minn.; fined \$2,000, order 17-0047 The company allowed five insurance producers whose appointments had lapsed to conduct 41 transactions totaling more than \$8,041.

State law requires insurers to file a notice and pay a fee to the Insurance Commissioner for each licensed producer who will act as an agent of an insurer.

A total of 22 of its producers had lapsed appointments for 17 days.

American Home Guard, Philadelphia; ordered to cease and desist, order 17-0085 The company sold service contracts, also known as warranties, to Washington consumers for home appliances and home systems. The company is not registered in Washington state, as required by state law.

Donna K. Stephenson, Everett; license revoked, order 17-0039 Stephenson ran an insurance business, Newcastle Insurance LLC dba Glen Gay Agency, with her husband, John Glen Gay.

Stephenson and Gay made an agreement with a client that they would pay his monthly health insurance premium to Premera in exchange for the client placing an ATM machine owned by the couple at his marijuana business. It is illegal for an insurance producer to pay a client's premium.

Stephenson made the

payments to Premera by forging the client's signature on money orders, a violation of state law.

The couple stopped paying the client's insurance premium after six months because of a dispute with the client, so Premera canceled the policy for nonpayment.

The client complained to Premera, which in turn reported the case to the insurance commissioner. Premera canceled its affiliation with the agency in June 2016.

Stephenson's license was revoked on March 17. The insurance commissioner has separate actions against Gay and Newcastle Insurance.

Jeffrey Byron Gordon, Tulalip; license revoked, order 17-0041 Gordon applied for an insurance producer license in November 2015. He disclosed eight felony charges and was issued a probationary license under the guidance of a mentor.

In November 2016, the mentor notified the insurance commissioner that Gordon had again been charged with a new felony and would no longer be his mentor.

The probationary license requires Gordon to report future charges or convictions against him. Gordon did not report the charges or resulting plea. As a result, his license was revoked on March 24.

Larry D. Andre, Puyallup; fined \$250, order 17-0060 Andre sold a customer a Medicare Advantage Plan that was not suitable for the customer's needs. Andre failed to get complete information about what types of health plans the customer needed and qualified for, and also misrepresented the benefits of the plan the customer bought.

The customer filed a complaint with the insurance commissioner, and Andre agrees to pay the fine.

Joshua D. Hemstreet, Bremerton; fined \$250, order 17-0053 Hemstreet applied for an insurance producer's license in March 2017 and said he had no criminal history.

The background check revealed two previous convictions. He agrees

to pay the fine in order to obtain his license.

Ella Hipes, dba Measured Wealth, Spokane; ordered to cease and desist, order 17-0051 Hipes is not licensed as an insurance producer in Washington state.

She solicited business in Washington state and sold four annuities for nearly \$600,000 to three Washington consumers along with another unlicensed producer, Justin W. Smith.

Hipes kept nearly \$35,000 in commission and paid over \$4,400 in commission to Smith. She has failed to respond to all inquiries from the insurance commissioner and refused delivery of the final notification letter.

The state of Tennessee is also taking action against Hipes for allegations of misappropriation and fraud.



Telford's
now has an in-house
Purple Cross Funeral Insurance Agent

Purple Cross
Secure, Trustworthy, Guaranteed for Life.

Call **Brady Phillips** for Details **884-3561**

Telford's
CHAPEL OF THE VALLEY
884-3561
www.telfordschapel.com
711 Grant Rd., East Wenatchee
Your locally owned and operated independent funeral home & crematory.

STAY ON TOP OF YOUR FINANCES!

HERE, THERE AND EVERYWHERE

Download our mobile app today and start banking when you want!

Member FDIC
www.CashmereValleyBank.com

CHECK BALANCES

TRANSFER MONEY

PAY BILLS

Cashmere Convalescent and Rehab Center
"A Tradition of Caring"

- Medicare/Medicaid Approved
- 24 Hours Skilled Nursing Services Restorative/Rehabilitation Care
- including PT, OT & Speech Therapies
- Wound Care
- Hospice Services
- Specialized Dementia
- Dietician on Staff
- Therapeutic Dietary Consulting
- Individualized Activity Programs
- Facility staffed Social Services Dept.
- Pharmacy Consultant
- Outside Agency Referral

817 Pioneer Ave. Cashmere, Washington
509-782-1251
www.kashmircc.com

Cashmere Senior Care Campus

Independence... Choices ...

Independent & Assisted Living Studio and One Bedroom Apartments Available.

- One inclusive rate
- Great activities and social programs
- 3 meals per day
- 24 hour staff
- Monitoring of general wellness
- Family owned and operated

Epledalen
Phone: 509-782-7600 ~ Fax: 509-782-1821
Email: epledalen@kashmircc.com
809 Pioneer Ave. Cashmere, WA 98815



COURTESY PHOTO

Four of the five National Mock Trial Champions are from Wenatchee High School with once exception as listed. Appearing from the left are: Sebastian Pasion, Vivian Noyd, Maks Ballard, Charlotte Rogerson (Seattle) and Xavier Martinez. The five together comprised the team sent from Wenatchee.

Wenatchee H.S. team wins National Mock Trial Championships in Chicago

Washington's YMCA Mock Trial team, comprised of four Wenatchee High School students and one student from Seattle, came home as champions, after winning the National Mock Trial tournament in Chicago the week of July 31 - August 3. In addition to the team award, WHS's Vivian Noyd was recognized as one of five top "attorneys" in the competition. Washington's second team, comprised of all

Wenatchee area students, placed 14th overall. "The team wishes to say thank you to all of the organizations, businesses and individuals who made a financial contribution to the trip, with special thanks to the Wenatchee Rotary and Chelan Fruit. They appreciate your support for this incredible program," said Travis Brandt, current President of the Chelan-Douglas Bar Association and a partner in the Brandt Law Firm in Wenatchee.



COURTESY PHOTO

The Quincy staff from left: Dr. Samantha Zuck-Roscoe, DVM, Tiffany Berkovich, LVT, Emily Kagele, Elayna Dodson, and Dr. Danielle Alleman, DVM.



COURTESY PHOTO

Expansion work at the Quincy hospital is progressing well.

Paws & Claws Veterinary Hospital expands Quincy operations

CONTINUED FROM PAGE 1

operates the Black Butte Veterinary Hospital in Northern California, which she bought after graduating veterinary school in 2006. How does she keep track of her multi-state operations?

"I use I-Pads, email, phone, messaging and whatever I need to do to keep things running smoothly," Bais said.

Using modern-day communications, she is able to diagnose patients and communicate with staff, an "amazing and dedicated staff and clients at all hospitals" that she says she is "blessed" to have.

Bais is also excited about the introduction of digital x-rays which will give her a sharper picture and also get processed much more rapidly, according to Bais.

Part of the secret to her success? "I find that creating a relationship and spending time getting to know and educating clients is important. Our focus has been on getting to know each client and patient as an individual and treating them accordingly," Bais said.

"Running three hospitals keeps me busy, but it's been a great experience," Bais said.

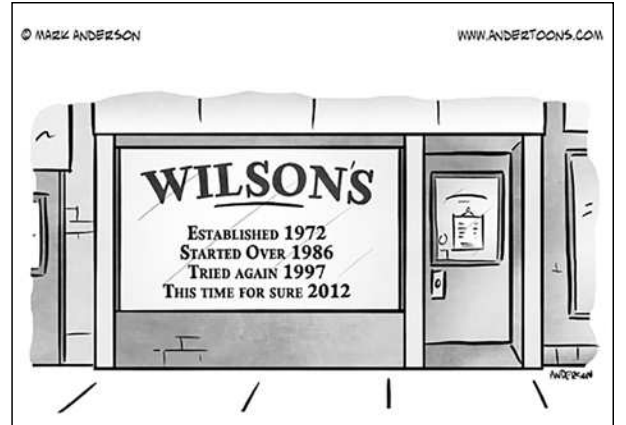
Another proactive tool to keep business running

smoothly is her use of "Vetsource," an online pharmacy "specific to our hospital so that clients can refill medications and food online from the comfort of their own home and have them shipped directly to

them."

No matter which hospital or service is used, Bais stands by her motto: "Compassionate care with a personal touch."

For more information call 509-888-PAWS (7297).



Business expertise driven by desire.

Not dollar signs.

Making money for your business is way more rewarding than making money off it. That's why our experienced team of business experts works to provide some of the most competitive rates and services in the market. Simply put: Our passion is to help you achieve yours.

Contact an expert today!
Dennis Janikowski 509.460.4026
numericacu.com

Federally insured by NCUA.

Life moves. Live well.™





MEMBER MESSENGER

"Driven to Promote and Protect Small Business"

SEPTEMBER 2017 ASSOCIATION NEWSLETTER

PAGE 1



Windermere REAL ESTATE

Pamela Cooke

"DON'T MAKE A MOVE WITHOUT ME."

Pamela Cooke | Realtor, Managing Broker, CRS, SRES

Pam@Windermere.com
517 N. Wenatchee Ave., Wenatchee, WA 98801
(509) 679-4625 • www.WenatcheeValleyProperty.com



If You Missed the Annual BNCW Membership Appreciation BBQ

On Thursday, August 10th, BNCW hosted our annual Membership Appreciation BBQ for over 100 members and their families! Many thanks to Shane Rinker with **Trinity Inflatables** for providing the coolest combo jumping castle/waterslide ever! Parents were able to eat and mingle while their kids stayed very entertained!

Jim Blair II, with North Meridian Title & Escrow, took a few moments to address the large crowd and thanked them for their support, as well as provided a brief updated on a few key advocacy issues that Building North Central Washington is currently pursuing on behalf of our members.

opportunity for all of us here at BNCW to show our utmost appreciation for our many member companies and their families! We simply could not do what we do without the commitment and support of our members! We strive daily to work for you and

help your businesses thrive in a better small business environment. We love what we do and who we work for! Thank you for your commitment to BNCW!

A special note of gratitude to **Wenatchee Valley Glass** for your part in helping to sponsor this year's dinner!

Chairman of BNCW,

Dinner was fantastic! This year, instead of barbecuing hamburgers and hotdogs, we decided to switch it up a bit and treat our members to the tasty faire prepared by John Bryant of **Riverside Pub & Catering**. Following dinner, there were a handful of give-a-ways that were drawn for and announced by board member **Jeff Story**, Story Construction and **Robert Guerin**, Wenatchee Valley Glass.

Overall, it was a wonderful evening on the Wenatchee River and a great



COMPLETE DESIGN, INC.
"Construction Design Specialists"
Custom House Plans

509-662-3699 www.completedesign.cc

CENTRAL WASHINGTON CONCRETE CWC

- Ready Mixed Concrete
- Sand & Gravel
- Crushed Rock
- Concrete Supplies & Blocks
- 3 Locations to Serve You

"We are creating a team of highly skilled people working safely to build long-term relationships with our customers and communities. Integrity, superior quality, and exceptional service will continue to be the foundation of our future."

886-4853 5515 Enterprise Drive E. Wenatchee
886-1070 400 Parkway Drive Rock Island
Billing: 662-6375

Serving North Central Washington since 1955

- Full Service Lumber Yards
- Fleet of Delivery Trucks
- Roof Truss Plant
- Design Center - Cabinetry
- Tile, Carpet, Hardwood Flooring
- Door and Custom Millwork Shop
- Vinyl and Wood Windows
- In-House Takeoffs & Estimates
- TREX Decking
- Drywall - Boomtruck Delivery with Stocking - 663-5154
- Outside Sales Representatives

marson and marson lumber

Leavenworth 548-5829
Wenatchee 663-5154
Chelan 682-1617
Cle Elum 674-0777
www.marsonandmarson.com

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

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

Email us for more information:
Info@BuildingNCW.org

Visit us online at:
www.BuildingNCW.org

BNCW MEMBER HIGHLIGHTS

Welcome new BNCW members!

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

- **Clear Vision Window Cleaning**
Jesus Quezada
509-669-6590
- **Picazzo Plastering**
Juan Aramburo
509-619-2604

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!

PAPÉ Rents

Wenatchee 3500 State Highway 97A
509-884-2934

We Rent: Aerial Equipment, Forklifts & Generators

Call now for new construction and remodeling

Serving the Wenatchee Valley for 37 years

GOLD Construction

Gold Construction Inc.
509-663-4946 www.goldconstruction.org
GOLDCL#077NO

Powder Coating & Metal Fabrication!

- Railing
- Beam Bracketry
- Certified Welding
- CNC Plasma Cutting
- Patio Furniture
- Wheels

509-663-9080 • www.cascadepowdercoating.com

DIRTY DEEDS: DONE.

Window Cleaning
Gutter Cleaning
Pressure Washing

Nu-Clear
Building Maintenance
Licensed • Bonded • Insured

Construction Clean-up
Housekeeping
Janitorial

509.669.0069
www.NuClearNW.com

Commercial - Residential Locally Owned & Operated 100% Satisfaction Guarantee



MEMBER MESSENGER

"Driven to Promote and Protect Small Business"

SEPTEMBER 2017 ASSOCIATION NEWSLETTER

PAGE 2

BNCW's:

**FROM
A DIFFERENT
PERSPECTIVE**

Domicile Dominion

"Among western industrialized nations, Singapore's homeownership rate is tops; 90.8%, Norway follows at 82.8%, then Iceland at 77.8%, Italy at 72.9%, Finland at 72.7%, Luxembourg at 72.5%, Belgium at 71.3%, Sweden at 70.6%, Ireland at 68.6%, Netherlands at 67.8%, Canada at 67.6%, Israel at 67.3%, Australia at 67%, France at 65%, New Zealand at 64.8%, and the USA in 16th spot at 64.5%. Including all nations, the US rates 41st."

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

Get The BNCW Home Tour Event App!

The official BNCW Home Tour app is a great tool that will help make your Tour experience all the more enjoyable!

Scan the QR code below with your smart phone to get the BNCW and Sangster Motors Home Tour & Remodeling Expo App!

Our event app works on both Android and iOS phones.

This handy App provides great information about this year's 23rd Annual BNCW Home Tour, along with GPS driving directions for convenient, easy navigation to each of the ten homes along the Tour!



East Wenatchee Declines To Impose Minimum Density Standards

BNCW (in cooperation with NCWAR) has been engaged in opposition to an initiative sponsored by East Wenatchee city staff proposing minimum density standards in both the City and the surrounding Urban Growth Area (UGA), for around two years. We have always thought this was a poorly thought out proposal that would never achieve any of the results that staff advertised.

Without going into the agonizing details, this proposal was sold as "required by law" and absolutely necessary to be consistent with the Washington State Growth Management Act (GMA). Such is not the case, however, and we have engaged on this matter from its very beginning, both with the City and County Planning Commissions, the City Council and the Douglas County Board of Commissioners.

There are many issues with this proposal. First, there is indeed a

demand for high-density, but that demand is limited, and we know there is demand for a wide variety of housing property and even more so in the UGA. While the GMA is designed to have higher densities in the cities and their designated growth areas, it's important to keep in mind that outside the UGA, the Growth Management Hearings Board has fairly consistently opined that lots should be no less than 5 acres – what they call "rural." So, the effect of this proposal would be to drastically limit the variety of housing options and although sold to the council as a way to provide affordability, we argued that it would have the opposite effect by establishing artificial restrictions on the supply of housing and thus strangling the market. In the East Wenatchee UGA, what's really hampering higher density, is the

lack of infrastructure, particularly sewers. Central planners have this notion that they can regulate all sorts of things into existence, such as housing affordability, upon application, they always have "unintended consequences" that end up having the opposite of the desired effect. This proposal is an excellent example.

The North Central Washington Association of Realtors (NCWAR) was very generous in funding a mailer letting landowners in the greater East Wenatchee area know that this could impact their property rights and as a result, at least 100 people (84 signed the attendance roster) showed up at the Council hearing in August of 2016. Almost everyone objected to the proposal and at that time, and the Commissioners and Council took no action. The issue sat dormant for a year and then it was

TO BE CONTINUED AT PAGE 13

2017 BNCW Chefs on Tour Features:

BNCW
Chefs
*On Tour*TM

THURSDAY, SEPTEMBER 14TH
4:00 to 9:00 pm

Tickets - \$35 p/p or \$60 per couple

Tickets and driving directions are available online at
www.BuildingNCW.org

2017 BNCW Chefs on Tour
Sponsored By:



TOP COLOR CATERING
Head Chef: **Craig Still**
400 Apple Annie Way, Cashmere
Contact (509) 782-7000
@topcolorcatering
www.topcolorcatering.com

Pairing With **DRU BRU**



LISA BEE'S
Head Chef: **Lisa Stanton**
13023 State Rte 2, East Wenatchee
Contact (509) 884-3000
@lisabeesbistrobakeryproducemarket
www.lisa-bees.com

Pairing With **BAKERS PRIMA**



TASTEBUDS COFFEE & WINE
Head Chef: **Alisa Strutzel**
212 Fifth Street #2B, Wenatchee
Contact (509) 888-2783
@tastebuds.coffee.wine
www.tastebudscoffeewine.com

Pairing With **JONES**



THE THAI RESTAURANT
Head Chef: **Top Rojanasthien**
1211 N. Mission St., Wenatchee
Contact (509) 662-8077
@TheThaiRestaurant
www.thethairst.com

Pairing With **WASHINGTON GOLD & CIDER**



TRADEWINDS II
Head Chef: **Kristen Kennedy**
610 Valley Mall Prkwy, East Wen.
Contact (509) 264-5791
@TradewindsCoffee
www.tradewinds2coffee.com

Pairing With **RYAN PATRICK**



Building! MEMBER MESSENGER

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

SEPTEMBER 2017 ASSOCIATION NEWSLETTER

PAGE 3

Meet the Builders in the 2017 BNCW & Sangster Motors Home Tour & Remodeling Expo!

Sangster motors
Caring about your family is what brings you back to ours!

BUILDING NORTH CENTRAL WASHINGTON'S
2017 HOME TOUR
and REMODELING EXPO

September 15th, 16th & 17th
www.BuildingNCW.org



Lenssen Homes
Kent Lenssen | Kevin Lenssen
www.lenssenhomes.com
(509) 679-1996 Contractor #: LENSCL962PN

Lenssen Homes has been in the business of building custom homes in Central Washington for over 20 years. Beyond our detailed craftsmanship, and the integrity of our structures and working relationships, there is also a philosophy of building that has set us apart in our industry.

At Lenssen Homes, we believe in building homes with character, beautiful details, timeless designs and space shaped for the way you actually live your life. As we work with clients beginning in the design stage, through the building process to completion, Lenssen Homes offers professional and insightful consultation, experience, and the attentiveness needed for every detail of the home building process.

Whether you are building a custom home, reshaping an existing one or wanting to incorporate some green aspects in your next project, Kent and Kevin would love to talk to you. We invite you to visit us on the web.



Lexar Homes
Rob Eldred | www.lexarhomes.com
(509) 663-1722 Contractor #: LEXARH*909QT

Lexar Homes is proud to be in our 8th year of calling the Wenatchee Valley home! Owner Rob Eldred has put together a strong, experienced, and dependable local team to take care of every detail in your new custom home.

At Lexar Homes we feel that our customers deserve a home that works for them in every way, including size, style, amenities, and maintenance while being cost-effective. Just as important, your home should provide a safe, healthy, comfortable and sustainable environment for your family.

We are passionate about having our home owners involved in designing & building their custom dream home, giving them every opportunity to move into their new Lexar home with thousands of dollars in equity. We've also put together packages for those of you with busy schedules, who want to leave the details to our knowledgeable Lexar team. Visit us on the web at www.lexarhomes.com or stop by and see Shawn Larson at 147 Easy Way #104, Wenatchee or Chris Peck in our new location at 2707 W. Broadway, Ste. C, Moses Lake. *A Lexar Home isn't just a decision to Choose Right, it's a choice to Live Right.*

CONTINUED FROM PAGE 12

quietly introduced again. There was very little notice given (we suspect intentionally) and the Council and Commissioners met in joint session again on August 8, 2017, to again consider the matter. Testimony at the hearing was almost entirely in opposition again.

We should all thank the Board of County Commissioners and the City Council for giving this issue due consideration and listening to their constituencies. In the end, when it came time to vote on the matter, the motion for approval died for lack of a second, and it was over. A big thanks to our elected officials on this one!



One-Way Construction NW
Sam Littrell | Rob Sorenson
www.onewaynw.com
(509) 679-3256 Contractor #: ONEWACN994KG

One-Way is a premier home builder and general construction company based in Leavenworth and serves surrounding North Central Washington areas. Founded in 2000, the owners, Sam Littrell and Rob Sorenson, have built a family-run company of skilled craftsmen with diversified strengths to accomplish every job they take on with professionalism and integrity. One-Way is proficient in custom homes, design, commercial, excavation, and concrete. We have long-standing relationships with many local businesses and are well-known by people in the community.

One-Way's number one priority is our customers' satisfaction. A huge part of our success is due to our clients' strong recommendations to others. We believe that great communication and customer service are key elements of a successful construction project. Each job is managed by an attentive project manager who is available to the home owner when needed.

If you are looking to build your dream home or transform your current home, call the people who do it the right way; One-Way.

Let Us Build Your Dream Home.



Real Homes
Jon Port | www.RealHomes.info
(509) 665-8888 Contractor #: REALHH*97402

Javier Guardado, foreman of Real Homes, moved to Wenatchee in 1997 from California and joined forces with Jon Port, owner of Real Homes. Javier has over 25 years of experience in the construction field and prides himself on being well-organized and making sure each customer is happy and satisfied with every home.

Real Homes has a skilled and experienced crew that is able to finish each job fast and in a professional manner. "Nothing is more exciting than building a dream home for a client and being there each and every step of the way until the job is finished."

Are you a slave to rent? Why keep making your landlord's mortgage payments when you could be buying your own home?! We have housing specialists on hand to help you through the painless process of leaving your old rundown apartment/rental and buying yourself a brand-new custom built home!

"Making Real Estate Real" is our motto and something we are very proud of. Real Homes is an approved VA, FHA and USDA Rural Housing builder, and the only approved Energy Star home builder in our area and a proud member of BNCW.



Berry Construction General Contractor
John Berry | www.berrycon.com
(509) 393-9655 Contractor #: BERRYC*852DT

Headquartered in Wenatchee, Washington, Berry Construction focuses on building with integrity. Structures are built and spaces designed to allow our clients to live and work at ease in their surroundings.

Our experience runs deep. We're rooted in the valley and love it. It's where most of our crew was raised and where we love to live, work and explore.

We enjoy building in a variety of market sectors, including industrial, commercial, mixed-use and residential. It's rewarding to watch our valley grow.

Each building we build is unique to its owner and we work hard to make sure each project reflects the owner's vision.

We've gathered a reputation of being detail-driven, team-players who are honest and produce high-quality work.



Lange Construction, LLC
Andrew Lange | www.mylangehome.com
(509) 860-3604 Contractor #: LANGECL857DR

Andrew Lange, owner of Lange Construction, began his career in the construction field right out of high school, along with his twin brother, Alex, working with their dad, Bill, building The Fence Store by Eagle Vinyl Fence. Andrew worked hard and helped build the fence company. Soon, he and his brother took over the very successful business, now known as Eagle Fence Store.

In 2014, Andrew built his first home and entered it into the BNCW Home Tour. His abilities to be creative with the new technologies and smart living were well-received by Show attendees and his home became award-winning. Thereafter, Lange Construction has had three additional homes featured in subsequent tours.

"When designing a new home, we like to give it our full attention to ensure that we build quality homes that are tailored to the people we build for and today's lifestyles.

That's our credo: innovative homes and enduring communities. In other words... *living designed smart.*"

BNCW Health Choice

A Health Insurance Solution that just makes sense

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

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

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

509-293-5840





MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

SEPTEMBER 2017 ASSOCIATION NEWSLETTER

PAGE 4



Sadler Construction

Steve Sadler

www.SadlerLuxuryHomes.com
(509) 669-1582
Contractor #: SADLEI*991BZ

Sadler Construction, Inc. was founded in 1980 by company owner, Steve Sadler. Steve and his team focus on providing clients with quality workmanship, exceptional performance and solid relationships. Sadler Construction, Inc. has earned a solid reputation for keeping promises and delivering results—meeting and exceeding the individual needs of a wide variety of residential and commercial clients.

From concept to completion, Sadler Construction, Inc. provides a full-range of services to assist clients during the planning, design and construction phase of residential or commercial projects. Valuable relationships with designers, regulatory agencies, subcontractors and suppliers provide another advantage to Sadler's clients.

Sadler Construction, Inc. utilizes a management approach that enhances communication, reduces interim financing costs and assures high-quality craftsmanship.

You can learn more about Sadler Construction by visiting them online at www.SadlerLuxuryHomes.com.

of building your new home. Home buyers appreciate the personal approach from Sage Homes, and can rest assured they will get a beautiful home, suited for their family, and will provide joy for many years to come.



Wessman Construction

Randy Wessman | Christian Wessman

www.WessmanConstructionLLC.com
(509) 264-9662 Contractor #: WESSMC*027OZ

Randy Wessman and Christian Wessman, father and son, are second and third generation builders and have been building in the Greater Wenatchee Valley since 1999. Randy started learning the building process at age 13 while working in construction for his father, and he started Christian's construction learning experiences at about the same age. Randy attended Arizona State University and studied in General Building Engineering, later transferring to Central Washington University, where he graduated with his degree in Construction Management Technology in 1985.

Now, Randy has passed along his love of construction to his son Christian. Christian's favorite part of the business is the finish work and being able to see what all his hard work has accomplished. Christian, like his father, also enjoys the creative aspect of the the construction process.

With 31 years of construction experience as a licensed contractor, Randy truly enjoys all the aspects of the construction industry. Randy has a passion for design aspect as well as new construction, re-purposing of old materials, reshaping and renovations. He also enjoys recycling and salvaging materials, helping to take unique, natural resources and create a one-of-a-kind finished project for every client. From rustic to craftsman and everything in between, we work with our clients to bring their vision to life in every project.

Integrity, quality, and design is our motto and the core of what Wessman Construction LLC is built upon. From helping each customer design the perfect home, to personally overseeing every aspect of the construction process. Randy and Christian's construction style is “hands-on”. They complete several phases of the construction process themselves, while at the same time, consulting and utilizing local craftsmen to create a unique finished product for every customer.



In last month's Member Messenger, we provided our members with an update on BNCW's joint efforts with our partner, NCWAR, regarding the updating of Chelan County's Shoreline Master Plan (SMP).

SMP regulations affect all properties within the unincorporated portions of Chelan County that lie within 200 feet of all major water bodies, including some of the more minor streams.

As noted last month, proposed changes could have significant impacts on Chelan County property owners in areas mentioned above, such as the ability to rebuild after a loss, setbacks from the water body, or ability to use the property in other ways.

BNCW and NCWAR continue to be engaged in this important process. We've had very productive meetings with the county commissioners, and are confident that they are committed to ensuring that the final draft

of the update, submitted to the Department of Ecology for review, will be one that is reflective of the best interests of the citizens of Chelan County.

We want to thank our members and others who responded to BNCW/NCWAR's recent postcard mailer, providing notification of last month's continued public hearing on the SMP update.

The public turnout at the August 15 hearing was incredible to say the least.

It's very important that our members and the public at large remain engaged in these continued hearings! We will continue to provide notices to you as the process moves forward. Lastly, BNCW recently shared our perspective and some specific concerns regarding the SMP update in an interview on KOHO Radio.

If you're interested in hearing that interview, you will find a link on the welcome page of BNCW's website at www.BuildingNCW.org

BNCW EVENTS

BNCW's September Board of Directors Meeting

- September 27, 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 September CPR & First Aid Training

- September 12, 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.

The Floor Factory is...
Flooring America

13 S Wenatchee Ave • 662-1421
www.thefloorfactory.com

EDY CONSTRUCTION

REMODELS | ADDITIONS
KITCHENS | BATHROOMS

Voted 2013 BNCW Home Tour PEOPLE'S CHOICE Award

Ed Gardner (509) 293-2921
View our photo gallery at www.edyconstruction.com Lic: #EDYC0009480G

INDUSTRIAL CUTTING & CORING, INC.

(509) 886-4114
Cell 670-2021

Pat Brown 101 South Roland
Lic# INDUSCI011L3 East Wenatchee, WA 98802

PROFESSIONAL LAND SURVEYORS

Northwest GEODIMENSIONS

TURNING YOUR IDEAS INTO REALITY THROUGH INNOVATION INTEGRITY AND PERSONAL SERVICE

Subdivisions • Short Plats • ALTA Surveys
Boundary • Construction • Topographical
GPS Survey • Mapping • Legal Descriptions

15 N. Chelan Ave. Wenatchee, WA 98801
Tel: 509.663.8660 • Toll Free: 1.888.767.3743
Fax: 509.663.6278 • www.nwgsurveys.com

Bringing Your Dream Home

Laura MOUNTER
Real Estate & Company

Office: 509-665-9200
175 E. Penny Rd. ~ Wenatchee, WA
www.LauraMounter.com

COLLINS
Gifts & Womens Fashions

Marcy Collins
Owner
www.collinsfashions.com
2 South Wenatchee Ave.
509-665-7600

NCESD has new leadership

Dr. Michelle Price aims to provide 29 North Central Washington school districts with required services

By Gary Bégin

Dr. Michelle Price is the new superintendent of North Central Educational Service District 171 and she graciously allowed the Wenatchee Business Journal access to her during a typically busy work week.

Price answered a few questions posed by the WBJ as well as improvised “on the fly” in order to give readers a better perspective of her and her goals for the huge district.

Dr. Price said, “First and foremost, I am a proud wife to my husband, a mom to our four adult children, and a grandma to three (so far). I am a graduate of Central Washington University with a BA degree in Special Education and a Master’s degree in School Administration. I earned my Doctorate degree in School Administration from Washington State University. I just finished my twenty-ninth year in public education with twenty-two of those years as a principal, assistant superintendent, and superintendent in the Moses Lake School District.

“The opportunity to be the learning leader who provides quality service and support to improve the educational

outcomes for every child every day is something I believe I have the professional experience and heart for. Over the years, I have been blessed to work with teams of innovative and talented professionals who share my passion for children and public education. I believe that my servant leader attitude, collaborative approach, and ability to develop and maintain professional relationships was a perfect match for the needs in the North Central region.

“North Central Educational Service District (NCESD) serves over 44,000 students and 3,000 staff in twenty-nine school districts across Central Washington. The demographics in central Washington include high rates of poverty (over 55 percent across the region) and approximately 45 percent Hispanic many of whom are second language learners.

“NCESD provides leadership



GARY BÉGIN/WBJ

Dr. Michelle Price

and support in a regional service model. The needs of the regional school districts drive the support and programs provided by NCESD. Services provided by the ESD include: Administrative,

early childhood, human resources, language acquisition, professional development, special education, school nurse corps, STEM services, curriculum development and staff development in core content areas, technology, and worker’s compensation (to name a few).”

Dr. Price listed her priorities as follows:

“My goals for NCESD for this year include:

Relationships: To walk side-by-side with the districts we serve, continuing strong core and teaching and learning services, and to customize and personalize solutions.

Communication: To create a system to assist districts across the region to collaborate within and among each other.

Leadership: Build system-wide instructional and operational leadership; facilitating processes to grow leaders at all levels in our system. **Advocacy:** help define and

develop system-wide support for developing systems that allow students to be healthy, safe, engaged, challenged, and supported by qualified caring adults.

“Some challenges that we are faced with include recruiting, training, and retaining, high quality staff. There is a teacher shortage across the nation which hits our rural communities especially hard. We are working in partnership with several universities to create innovative models that will help us to grow our own teachers in the area.

“The state funds core programming for each of the nine educational service districts in the state. All other revenue is generated by grants and a fee-for-service model.

“The 2017-2019 operating budget (SSB5883) includes K-12 enhancements. School districts in our region will see a few changes in this next school year, but most of the changes begin in the 2018 – 2019 school year.

“The ESD will help districts operationalize their new budgets and will support the requirements that will need to be put in place for districts to access the funding,” concluded Price.



COURTESY PHOTO

Douglas PUD gives Girdler 25-year service award

Douglas County PUD commissioners presented Customer Accounting Supervisor **Kim Girdler** with her 25-year service award during its August 14 meeting.

Commissioner Skagen thanked Kim on behalf of the citizens of Douglas County for her years of service.

Kim thanked the Commission and said “I’m truly blessed. I have enjoyed every step along the way. I have a great staff to work with.”

Pictured from left are: Commissioner Aaron Viebrock, Commissioner Ron Skagen, Kim Girdler, Commissioner Molly Simpson.



Banner Bank’s local ‘best’

WALLA WALLA - Five local Wenatchee-area Banner Bank employees have been selected to receive the Banner’s Best award.

This award represents the highest level of recognition within the company and the recipients are truly Banner’s best.

The following employees received the Banner’s Best award for surpassing their individual professional goals in 2016, as well as providing exceptional customer service to the Bank’s clients and their fellow colleagues:

Brette Sangster, VP, Loan Officer, Residential Lending

Cori Bautista, Assistant VP, Loan Officer, Residential Lending

Larry Leach, VP, Affordable Housing Northwest Manager

Monica Simmons, Loan Officer, Residential Lending

Vickie Sullivan, Assistant VP, East Wenatchee Branch Manager

“Banner’s Best recipients exemplify our value proposition - connected, knowledgeable, responsive - yet what truly sets them apart is how they constantly strive for a higher standard in all that they do,” said Mark Grescovich, Banner Bank President and CEO.

Less than four percent of all Banner employees receive this award.

Recipients are selected by members of executive leadership.

More Keeping Up With People on Pages 18 and 23

New owner has big plans for Leavenworth's iconic Cheesemonger's Shop

By Ian Dunn

LEAVENWORTH — Local businessman John Pistoresi has purchased the Leavenworth staple, The Cheesemonger's Shop, from Dave and Barb Hambleton, who have propelled the shop to great heights over the past 10 years.

Pistoresi, who previously owned a beer and wine distributorship, watched "Cheesemonger" grow and prosper over the years.

"With their passion and customer service, they fit right into the community really quickly," Pistoresi said. "They grew the business by grass roots. I watched it happen. I would bump into them over the years, and ask if they were ready to sell. I always had my eye on it."

The Cheesemonger's Shop is one of the gems of Leavenworth, Pistoresi said,

"You think of some of the gems, Viconti's, Icicle Brewery, places that have had longevity and people

seek," Pistoresi said. "The Cheesemonger is among those. They are rated high on Yelp. They have kind of a cult following. If you were to bring this store to west Seattle, it would be known. They ship to Boston, to New York."

"Cheesemonger" has a nice following and Pistoresi wants to keep that. He wants to expand the business to local residents, such as a local discount or home delivery, for a graduation party, Oktoberfest or holiday party.

"We'll build you a beautiful platter, maybe some smoked salmon on there, and we'll deliver that," he said. "I realize, by parking here and living here, it can really be challenging. Up and down the sidewalk, can you find a local shopping? Probably



An inside view of The Cheesemonger's Shop in Leavenworth.

IAN DUNN/WBJ

not. I want to find a way to get ahold of the local and find a module that works for them."

A couple weeks before taking over, Pistoresi was thinking about landmark businesses. One business that stuck in his mind was Glondo's Sausage Company and Italian Market in Cle Elum.

"It's a family Italian market that anybody would

know. People stop there on the way to Chelan and grab what they need on the way home," he said. "I went and met with Charlie and his daughter. I'll be featuring their cured meats. I'm looking for people who are able to expand with their products. I also want to bring in a lot of our local businesses. I haven't knocked on their door yet."

With his expertise in wine

and beer, Pistoresi is focusing on boosting that aspect of the shop. With all the wine tasting shops in town, he knows that's a sensitive area. With his contacts in the wine industry, he said he'll find what category is hot right now and go for it.

"I talked about wines I think would do good here, regional wines, local wines. People are coming here to buy local.

Get something from Leavenworth to take home. We want to keep in mind our local wineries. We're going to support them," he said. "A lot of these wines may not be priced right for our purchaser. There are wines at Costco that are \$8 to \$15 bottles of wine, but they drink like \$30 bottles of wine. I want to identify those and get them in. It's a better wine than where

it is priced. I think that will be key. I don't think I'll be following the upper high level wines."

Wine and beer aside, selling cheese is 80 percent of the business. He feels they can do even better with more advertising, home deliveries, shipping, developing the website and Facebook page. Getting locals to shop there is huge.

"Before the customer gets down the stairs, they are being greeted with a cheese sample. The staff has been trained to be friendly. That will hold true. We're going to cater to the customer," Pistoresi said. "The cheese is good, fresh. It's all rotated in. I'm huge on rotation freshness. In the beer and wine business, you had to wear a different hat for each customer and always smile. Cater to your customers and giving them a good product."

Editor's Note: The Pybus Market Cheesemonger's Shop still belongs to the Hambletons.

59er Diner on the rebound: Owner waits impatiently for contractor

By Ian Dunn

LEAVENWORTH - It has been over a year since the

iconic 59er Diner at Coles Corner burned down. Owner Joe Cannata was hoping

to have a new restaurant built by this time, but it's not happening. Realizing he

was about to miss another valuable summer season, Cannata had to act quickly.

He found a trailer to operate out of until the diner is built.

"It was something to get us through interim, because my contractor told me I'd have a diner built by June 1. At the beginning May, I started realizing this guy is not telling me everything. I knew I could not get a diner here this quick," Cannata said. "I had about 30 days to get it together. We went and bought a used trailer. We took everything out of it and cleaned it up. Then, we got Gibbs Graphics to put a call

Flo design on the outside of it. We're just starting with a really limited menu so we can be good every single time."

The 59er Diner trailer serves burgers, chicken burgers, veggie burgers, milkshakes and a few more items. There is seating in the garden area right next to the trailer. Cannata said he has ordered a tent.

"We're going to have a huge wedding style tent, so that we can control the atmosphere a little bit," Cannata said.

"At Lake Wenatchee, we get bees or flies or mosquitos, wind, too hot, too cold. If we get the tent, we can keep some of it at bay. It's still life in the

SEE 59ER DINER, PAGE 18



IAN DUNN/WBJ

CHELAN DOUGLAS Newly registered companies July 2017

COMPANY NAME	ADDRESS	CITY
AJ FLORES CUSTOM HOMES LLC	129 N CLEVELAND AVE	WENATCHEE
ARBOR VALLEY	P.O. BOX 528	ROCK ISLAND
ATKINSON CUSTOM REMODELS	2410 RITER ST	WENATCHEE
CASCADE QUALITY FLOORING	3388 ROCK ISLAND RD	EAST WENATCHEE
EAGLE CONSTRUCTION LLC	PO BOX 93	MONITOR
EJB CONCRETE LLC	1114 CASTLEROCK AVE	WENATCHEE
JJ SCOTT CONSTRUCTION	1775 5TH ST SE	EAST WENATCHEE
LD CONSTRUCTION	277 N JOSEPH AVE	EAST WENATCHEE
MALONE CONSTRUCTION	P.O. BOX 182	CHELAN FALLS
PEET PLUMBING	1004 N WESTERN AVE	WENATCHEE
PLAIN CONSTRUCTION COMPANY LLC	72 HOLIDAY LANE	LEAVENWORTH
RIOS & SONS LANDSCAPING	507 MALAGA AVE	WENATCHEE
SKR Properties LLC	5989 Pioneer Dr	CASHMERE
STONAS ENTERPRISES INC	1536 S WENATCHEE AVE	WENATCHEE
TACTICAL TERRAIN EXCVTN LLC	8340 ENTIAT RIVER RD	ENTIAT
TYCO EXCAVATION & GRADING LLC	350 4th St NE	EAST WENATCHEE

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

GOLDEN EAST

230 Grant Road, East Wenatchee

Thank You For Our 30th Anniversary!

Open All Day Join Us!

MENU IN PHONE BOOKS!

(509) 884-1510

Dine in! Order Out!

- Delicious Lunch Specials
- Dinner Specials & Combos
- Two 7-Course Family Meals (Minimum 2 orders!)
- Hot & Spicy
- Vegetarian
- Beer & Wine

Delicious, healthy and artistic all in one!

(509) 66-SUSHI
(509) 667-8744

www.Iwasushi.com

8 N. Wenatchee Ave., Wenatchee
M-Th 11-3, 5-9:30, Fri 11-10, Sat 12-10

for weekly specials

Advertise your business lunch specials!

Call Carol Forhan, 509-548-5286
or Lindsay Timmermans, 509-860-7301

NEW CONTRACTORS WENATCHEE

MAY

Aliens Hauling Services Wenatchee, WA 98801 509-393-8383	Olive & Jose Jimenez for hire hauling service
Wok N Roll Asian Express 212 5th St St I Wenatchee, WA 98801 509-470-9688	Xiu Chen & Liben Qiu Asian fast food restaurant
Wenatchee Valley College Bookstore #8230 1300 5th St Wenatchee, WA 98801 908-991-2151	Barnes & Noble College BS
Poochie Do's Mobile Dog Grooming Salon PO Box 815 Quincy, WA 98848 509-797-3455	Lisa Perez mobile dog grooming
Expressions Gift Shop 820 N Chelan Ave Wenatchee, WA 98801 509-662-1511 ext 2285	Abel Noah retail gift shop
New2U Thrift Store 1505 N Miller St # 130 Wenatchee, WA 98801 910-584-1199	Josh Hepburn Loni Camacho retail store of used goods
Carniceria y Abarrotes Los Amigos 2127 N Wenatchee Ave Wenatchee, WA 98801 360-941-4460	Camilo Madrigal Grocery Store
Nicole Conner Photography LLC 101 S Wenatchee Ave Wenatchee, WA 98801 509-264-5584	Nicole Connor Photographer
Life Revived Counseling & Guidance Services 11 Spokane St Ste 205a Wenatchee, WA 98801 509-860-4350	Rebecca Michkosky Mental health counseling
Law Office of Clarke W Tibbits 330 King St Ste 6 Wenatchee, WA 98801 509-888-0750	Clarke W Tibbits Legal services
Liz Cleaning Wenatchee, WA 98801 509-264-6188	Cristina Zepeda Home cleaning services
Second Hand Treasure Hunters Wenatchee, WA 98801 509-630-5094	Kevin & Kathy Miles online sales
The Alignment Shop 1208 B Walnut St Wenatchee, WA 98801 509-470-9779	David & Debbie Manke Auto Repair
Gladiator Arms LLC Wenatchee, WA 98801 253-625-1919	Shawn Hunstock Online sales
Melrose Massage LLC 769 Riverside Dr Wenatchee, WA 98801 509-860-6546	Melissa Fiedler massage therapy
ENZAFRUIT Products Inc One 5th St Ste 260 Wenatchee, WA 98801 509-888-3197	Joe Barsi Fruit broker
J & E Specialty in Construction LLC Wenatchee, WA 98801 509-393-8344	Juan Rodriguez General Contractor

JUNE

Heda's 1171 S Wenatchee Ave Wenatchee, WA 98801 509-387-9364	Edaena Javier cosmetologist
Shelly Michael 607 S Mission St Wenatchee, WA 98801 509-699-0141	Shelly Michael Cosmetologist
Prestige Senior Living at Colonial Vista 601 Okanogan Ave Wenatchee, WA 98801 509-663-3337	Harold Delamarter Assisted living facility
Colonial Vista Post Acute & Rehab. Center 625 Okanogan Ave Wenatchee, WA 98801 509-663-1171	Harold Delamarter Skilled nursing facility
Cozy Cottage & Garden Getaway 1019 Fuller St Wenatchee, WA 98801 509-860-3266	Scott & Penny Bolander AirBNB
Babers Marine Repair Wenatchee, WA 98801 509-860-5633	Chad Baber Mobile boat repair
Cutting Edge Barber College LLC 212 5th St Ste 12 Wenatchee, WA 98801 509-668-1990	Ernesto Paz Ornelas cosmetology school

JULY

Escape Tactics LLC 415 King St Wenatchee, WA 98801 703-786-5593	Jessica Brentner/William Grant Indoor puzzle based entertainment
Vern Fonk Insurance Services Inc 1021 N Mission St Wenatchee, WA 98801 509-319-2797	Craig Rexroat Home & Auto Insurance
Integrity Small Engine Repair 500 A Ohme Garden Rd Wenatchee, WA 98801 509-670-6550	Jessica & Corey Reed Repairs and services small engines
Vickery Holistic Massage 6 1st St Ste 5 Wenatchee, WA 98801 509-885-6892	Brandey Vickery Massage therapy
Brazilian Acai Bar 108 N Wenatchee Wenatchee, WA 98801 509-881-1124	Jose Fuentes/Antonio Cabrera retail food sales
Lisa Jordan LAC 11 Spokane St Ste 202 Wenatchee, WA 98801 509-423-7095	Lisa Jordan Acupuncture
Salazar Cleaning Company Malaga, WA 98828 509-293-3295	Estela & Maria Salazar Commercial & Residential cleaning
Sarah Arnold LMT 537 Orondo Ave Wenatchee, WA 98801 509-423-0894	Sarah Arnold massage therapy - Hair Loft
Lovely Nails 1250 N Wenatchee Ave Ste C Wenatchee, WA 98801 509-665-3496	My Dung Dinh Nail salon
Michael Kilgore 147 Easy Way Wenatchee, WA 98801 509-860-4898	Michael Kilgore Cosmetologist
Jacob R Holmer 147 Easy Way Wenatchee, WA 98801 509-885-5478	Jacob R Holmer cosmetologist
Jennifer Filbeck 147 Easy Way Wenatchee, WA 98801 509-884-8050	Jennifer Filbeck cosmetologist

Wenatchee Area Real Estate **SNAPSHOT** Provided by Pacific Appraisal Associates

Residential Real Estate Market

Closed Sales

120

▲ 17%

from July 2016

103

Sold Last 90 days: 328

Closed Sales Year-to-Date

YTD:	2016	2017
▼	586	570

Sold Trend - Residential Single Family

Median Sales Price

\$287,250

▲ 9%

YTD from 2016 YTD

\$264,200

Last 90 days: \$293,725

Average Sales Price

YTD:	2016	2017
▲	\$285,461	\$308,939

		2016	2017
Building Permits - YTD			
Single Family		127	150
Plex Units		10	4
Apartments (units)		0	28

Price Range (thousands)	0-150	151-200	201-250	251-300	301-350	351-400	401-450	451-500	501-550	551-600	601-650	651-700	701+	All Ranges
Number of Active Listings & Pendings	17	18	40	60	51	30	29	15	9	10	8	7	20	314
Average Number Sold per Month	4.2	7.8	14.3	23.0	12.2	9.8	5.0	4.3	1.8	1.2	1.0	0.8	1.2	66.7
Indicated Mos. Present Supply	4.1	2.3	2.8	2.6	4.2	3.1	5.8	3.5	4.9	8.6	8.0	8.4	17.1	3.6

July's single family inventory increased slightly, seeing an active count rise of 7% from June to July.

The current indicated month's supply of homes is 3.6 months. A 6 month inventory is considered a balanced market that equally benefits buyers and sellers.

The graph displays the trend for active listings each July for the past 8 years.

Number of SF Homes & Condos on the Market

Residential Market: Single Family Homes and Condos

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

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

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

TOP PROPERTIES

Sale Price	Sale Date	Situs	Situs city	Acres	Buyer	Seller
\$3,940,000	2017/07/25	301 YAKIMA ST	WENATCHEE	2.69	LOCALTEL FEDERAL BUILDING LLC	UNITED STATES GENERAL SERVICES ADMINISTRATION
\$1,110,000	2017/07/19	6780 OSPREY LN	CASHMERE	1.31	CAGLE RANDY J & VIRGINIA G	L N A LC
\$925,000	2017/07/31	37 SIENNA CT	CHELAN	0.55	ANDERSEN ALEXANDRIA	MILLER MICHAEL T & MARY A TRUSTEES
\$839,000	2017/07/12	184 EAGLE PL	LEAVENWORTH	2.15	LAMBE MARY E	CREMER MICHAEL C
\$800,000	2017/07/07	76 GARMISCH LN	LEAVENWORTH	2.5	SOLOMON DAVID	SMITH DAVID E
\$799,000	2017/07/05	218 SUNNYSLOPE HEIGHTS RD	WENATCHEE	2.66	BISHOP JEFFREY & RHONDA	LEMMONS DAVE & DEBRA
\$765,000	2017/07/06	6730 STEMILT LOOP RD	WENATCHEE	29.43	BARROM JEFFREY D & ERIKA	COOPER SUE
\$750,000	2017/07/28	12340 BRETZ RD	LEAVENWORTH	2	FRANKS TRACY & JOANNE BAKER	BURGESS WILLIAM E & CROLL RHEA L (T-N-C)
\$750,000	2017/07/28	12340 BRETZ RD	LEAVENWORTH	2	FRANKS TRACY & JOANNE BAKER	BURGESS WILLIAM E & CROLL RHEA L (T-N-C)
\$750,000	2017/07/28	12340 BRETZ RD	LEAVENWORTH	2	FRANKS TRACY & JOANNE BAKER	BURGESS WILLIAM E & CROLL RHEA L (T-N-C)
\$750,000	2017/07/28	12340 BRETZ RD	LEAVENWORTH	2	FRANKS TRACY & JOANNE BAKER	BURGESS WILLIAM E & CROLL RHEA L (T-N-C)
\$737,000	2017/07/25	12754 RANGER	LEAVENWORTH	1.21	RAMOS-OREA HUGO & ARELI RAMOS	HARTSIG KURT M
\$735,000	2017/07/23	11681 RIVER BEND DR	LEAVENWORTH	0.34	CLIFTON LEAVENWORTH LLC	CONVERSE WILLIAM I
\$735,000	2017/07/23	11681 RIVER BEND DR	LEAVENWORTH	0.34	CLIFTON LEAVENWORTH LLC	CONVERSE WILLIAM I
\$735,000	2017/07/23	11681 RIVER BEND DR	LEAVENWORTH	0.34	CLIFTON LEAVENWORTH LLC	CONVERSE WILLIAM I
\$735,000	2017/07/23	11681 RIVER BEND DR	LEAVENWORTH	0.34	CLIFTON LEAVENWORTH LLC	CONVERSE WILLIAM I
\$735,000	2017/07/23	RIVER BEND	LEAVENWORTH	0.28	CLIFTON LEAVENWORTH LLC	CONVERSE WILLIAM I
\$735,000	2017/07/26	SR 150	CHELAN	0.41	TOMLINSON MARK & PATRICIA	HIGGINS FAMILY CORPORATION
\$700,000	2017/07/26	2580 TUSCANY LN	MALAGA	0.55	DE VRIES ERIC & JENNIFER	SMITH JEREMY & ERIN
\$700,000	2017/07/12	4325 W EAGLEROCK DR	WENATCHEE	1.82	NES EMILY O & JOHN D	STEENSMA RANDALL
\$698,500	2017/07/21	2009 BROADVIEW NORTH	WENATCHEE	0.55	LONG STEPHEN & NICOLE	PARKS DAVID W
\$695,000	2017/07/14	1525 ALPENSEE STRASSE	LEAVENWORTH	0.35	OPSTAD DOUGLAS D & GENETTA M	DOYLE LESLIE E
\$650,000	2017/07/10	1335 PITCHER CANYON RD	WENATCHEE	12.42	JURGES ERICH L & KERRY C	BERRY MAX W & SIDSEL B
\$612,500	2017/07/10	595 W ROLLING HILLS LN	WENATCHEE	0.52	STEWART SCOTT A & KAYLA	HAMON SHANE T & AMY M
\$610,000	2017/07/21	20660 MIRACLE MILE	LEAVENWORTH	0.3	HILLER MICHAEL J	GRAHAM THOMAS P
\$603,000	2017/07/25	135 MURPHY HIGHLANDS DR	LEAVENWORTH	4.98	WHITE STEVEN D	JOHNSTON JANIS M
\$600,000	2017/07/19	1633 LOWER MONITOR RD	WENATCHEE	3.35	HANSEN ROBERT J & DEBBIE	ROSE RICHARD L & CAMILLA M
\$600,000	2017/07/19	1633 LOWER MONITOR RD	WENATCHEE	3.35	HANSEN ROBERT J & DEBBIE	ROSE RICHARD L & CAMILLA M
\$599,900	2017/07/11	2520 NUMBER 1 CANYON RD	WENATCHEE	1	SCHUMACHER EDITH & SCOTT COWAN	HARUM MICHAEL T
\$589,000	2017/07/03	3555 WESTRIDGE PL	WENATCHEE	0.85	BRITT KEVIN & ANDREA	MOTT DOUGLAS S & LEE A
\$580,000	2017/07/19	12375 VILLAGE VIEW DR	LEAVENWORTH	0.95	SCHIMELFENIG SCOTT & PAULA STROZYK	JACKA SCOTT & ELEANOR WU
\$549,000	2017/07/17	425 GEORGE JOHNSON AVE	WENATCHEE	0.48	ZANOL ZACHARY B & ANGELA M	MAYER JUDITH J
\$549,000	2017/07/27	12591 SPRING ST	LEAVENWORTH	1.12	JOHN ROBIN & CHRISTOPHER	KLEDA WAYNE
\$525,000	2017/07/07	LOWER JOE CREEK RD	MANSON	38.03	W D PETERSON ORCHARDS INC	W D PETERSON ORCHARDS INC
\$525,000	2017/07/07	GREENS LANDING RD	MANSON	2.88	W D PETERSON ORCHARDS INC	DALE PETERSON ORCHARDS INC
\$525,000	2017/07/07	LOWER JOE CREEK RD	MANSON	30	W D PETERSON ORCHARDS INC	DALE PETERSON ORCHARDS INC
\$510,000	2017/07/07	302 CANYON PL	WENATCHEE	0.29	GRIFFIN ROBERT P & TACEY E	KATHLEEN P SPENCER
\$500,000	2017/07/19	462 MATTHEWS RD	WENATCHEE	5.28	OLSON LAURENCE & SHANNON K	MARTIN GERALD W & MARCIA A
\$500,000	2017/07/18	312 ELDORADO WAY	CHELAN	0.3	MARSON TAMARA G	VAGLIO PETER V

59er Diner on the rebound: Owner waits impatiently for contractor

CONTINUED FROM PAGE 16

mountains, but this way you can at least drive up and count on some place to sit that is comfortable.”

So far, the response has been great, he said. KING-5 TV, which covered the fire last year, came back and did a story on the trailer. Cannata, who also owns the 59er Diner in Cashmere, has been running the trailer himself. The thing he didn't realize was how great it would be to be back in the restaurant, working, saying hi to people.

“It's good for soul to be there, talking to people. I feel so much better having worked day at the diner at Coles Corner. After a couple days work, I said, wow, this feels really good,” Cannata said. “I did not set out to own two restaurants and run ice to them, if they are out of ice or help train an employee one day then do paperwork the next day to allow you to put the correct kitchen design together. All that stuff I do on a daily basis, because if I want to be a cook in a restaurant, I've got to own it and make a living doing it.”

For so long, Cannata said he has been doing that and not what he truly loves, cooking and waiting on people. He said when he gets back to doing that, touching people on a daily basis, it just feels good.

So what is the status of building a new restaurant? Cannata said everyone

asks him that. It's been a headache.

“My original plan, I found a company that makes old stainless style diners. They are pretty good at doing it. They've made hundreds over the years. I've travelled the country to see these diners,” Cannata said. “They were built well. I've been to their factory. Everything looked good. I decided to go with them rather than wait a year-and-a-half for a stick-built building.”

There is an advantage to having a locally constructed building, he said, because you are dealing with local people and local contractors. While it would be nice, timing wise, Cannata said he did not want to miss another summer.

“Those were some of my reasons for going with a modular building, built in a factory down in Oregon. They were going to ship it up to me in parts. That was supposed to arrive in May. It got delayed and delayed and delayed,” he said. “Even though I was promised it would be delivered in mid-May, it still does not have its permits out of the state. After that, it goes to county.

I've already talked to county about it. They are ready. Because it was a fire, they're allowed to push me to the top.”

Once it is approved, it will take two-and-a-half months to build, according to Dynamite Diners of Atlanta, Georgia. The plan was to build a 2,000 square foot diner for \$700,000. Cannata added 500 square feet to the downstairs, expecting this to increase the cost by \$50,000. Much to his surprise, this raised the cost by \$400,000.

“The problem is I can't discuss this further with them because my contract says, when you're done writing the plans and the plans are completely approved by the state, then I own the plans. If I want to take those plans and build somewhere else, I can do that,” he said. “At this point, I don't want to discuss this \$400,000 they jacked up the price on me. So now I'm waiting for those plans. I want those to be in my hand, then I can go back and negotiate the price with them.”

Cannata said they are five months late, not because of the permitting, but because

he received the plans four months late. He signed a contract Jan. 1, expecting to be done March 1.

“They're weren't even turned in until well into May. Now, I don't trust them. They made some little mistakes that were correctible, but these were not mistakes they should make if they are experienced,” Cannata said.

“That made me worry. Now, them jerking me around with the price. Now, I have all kinds of questions.”

When asked if he could just scrap the modular build and go with a local contractor?

“You could, but then you are a year-and-a-half out for a local build. Now, you miss another summer. It's not simple stick-built construction. It's built in a factory. Where do you go from there?,” he said. “Really, this whole thing of waiting for one thing before I can take action on the next thing. All of that is just exhausting. It's mind twisting. Same time, I'm dealing with the insurance company on a bunch of things.”

Most of the insurance stuff is done, he said. They are covering what they are going to cover. Then, it's just more of the paperwork he doesn't like anyway.

“That is why it is so nice just to go to work, work hard, talk to the people, cook burgers and serve shakes. That's what I love to do. To do that is a good day on any day,” Cannata said.

“It's good for soul to be there, talking to people. I feel so much better having worked day at the diner at Coles Corner. After a couple days work, I said, wow, this feels really good.”

— Joe Cannata

KEEPING UP WITH PEOPLE



Summers added to board of mediation center

Wenatchee Valley Dispute Resolution Center (WVDRRC) is pleased to announce that Wenatchee resident Teresa Summers was recently elected as the WVDRRC's newest Board member at its August 9 Board meeting.

Summers' appointment was unanimously approved by the five-member Board.

Having lived in Seattle, Indiana, Louisiana and Hawaii, Summers, who was born and raised in Wenatchee, has returned to the area again to enjoy the four seasons and array of outdoor recreation activities available here.

She brings 33 years of financial experience in banking, commercial lending, stock brokerage houses, agriculture, law firms, public accounting and government accounting to her WVDRRC Board position.

Summers said, “I have seen the increasing costs related to litigation. The WVDRRC provides low-cost, high quality mediation services that are a needed option in the valley.”



SUBMITTED PHOTO

Teresa Summers

WVDRRC is a 501(c)3 non-profit organization and a United Way of Chelan and Douglas Counties community partner. With the staunch commitment of our volunteer mediators and generous support from organizations and individuals in our communities, WVDRRC assisted over 300 clients in Chelan and Douglas Counties last year. WVDRRC is a 501(c)3 non-profit organization and a United Way of Chelan and Douglas Counties community partner. With the staunch commitment of our volunteer mediators and generous support from organizations and individuals in our communities, WVDRRC assisted over 300 clients in Chelan and Douglas Counties last year.

DOUGLAS COUNTY

July commercial construction permits

DATE	NAME	ADDRESS	CONTRACTOR	VALUATION	PERMIT TYPE
7/03/2017	Adam Zobel	1122 N. Denis Court	Owner/Builder	\$-	Decommission oil tank
7/12/2017	Michael D. Cattin	1616 N. Asland Ave	C Sandberg Homes	\$1,000.00	Remodel Entry
7/18/2017	Jordan Orrell	1312 Bel Air Drive	Jordan Orrell	\$-	Mechanical Permit
7/18/2017	Randolph Grant	1566 10th Street NE	Randolph Grant	\$21,317.00	Room addition above existing garage
7/18/2017	Gerado Castaneda & Nancy Martinez	725 13th Street NE	Owner/Builder	\$7,128.00	Porch Addition
7/18/2017	Daniel Bridges	82 N. Hanford Ave	Owner/Builder	\$1,000.00	Convert Duplex to Single Family Residence
7/18/2018	Shawn & Wendy Miller	590 Rolfs Place	Pool to Spa Services	\$-	Pool to Spa Services
7/19/2017	VCG Wenatchee Valley Mall LLC	511 Valley Mall Pkwy	Alegis Construction	\$100,000.00	Shell improvements for WVM
7/25/2017	Daniel & Cheryl Sutton	820 N. Iowa Ave	Gold Construction, Inc	\$4,320.00	New Deck
7/25/2017	Scott Kane & Steven Lacy	300 Eastmont Ave	Graybeal Signs	\$-	Monument sign for Lacy Kane & Kube
7/25/2017	VCG Wenatchee Valley Mall LLC	405 Valley Mall Pkwy	Mustang Sign Group	\$-	4 Wall Signs for Aspen Dental
7/26/2017	Wolfgang Mueller	752 1/2 Garden Court	Steel Structures America	\$165,010.00	Single family residence
7/27/2017	VCG Wenatchee Valley Mall LLC	315 Valley Mall Pkwy	Alegis Construction	\$390,428.00	Tenant Improvements for Pet Smart
7/25/2017	Fred Meyer	11 Grant Road	Western Construction	\$24,230.00	Clicklist Tenant Improvements

WENATCHEE BUSINESS JOURNAL'S PROFESSIONAL SERVICES DIRECTORY

FINANCIAL PLANNING



PlanMember Financial Center
Financial Alternatives

Ford Barrett, CFP®
Registered Representative

(509) 663-7526 OFFICE fbarrett@planmembersec.com
(800) 456-1370 TOLL FREE www.planmember.com/fordbarrett
(509) 679-6507 MOBILE 610 N. Mission, Suite 120
(509) 662-5579 FAX Wenatchee, WA 98801

Representative registered with and offers only securities and advisory services through PlanMember Securities Corporation (PSEC), a registered broker/dealer, investment advisor and member FINRA/SIPC, 6187 Carpinteria Avenue • Carpinteria California, 93013 • (800) 874-6910. Financial Alternatives and PlanMember Securities Corporation are independently owned and operated companies. PSEC is not liable for ancillary products or services offered by this representative.

ADVERTISING & MARKETING

Let us help you get the word out in our Professional Business & Service Directory



Call for special rates for one month or one year. All ads are in full color and choose from 3 sizes.

WENATCHEE BUSINESS JOURNAL

Lindsay: 860-7301 or Carol: 548-5286



With rates still low, should you borrow money?

Rather than write about the economy, or the still-rising stock market, or the latest Donald Trump news that the markets don't seem to care about, I want to talk about an important family-level financial planning topic: Debt.



MARKET UPDATE
Brad Blackburn

Imagine that you want to buy a slick new car, or a new house, or a big toy. Should you use your savings for that purchase, or borrow money from a bank? The first, most important question to consider is whether you need to buy that shiny new thing at all. Often, the biggest money mistake people make is simply buying too much stuff. However, assuming it's a good purchase on something meaningful to your life, there's still the question: Should you take out a loan, or use your own savings?

I've found is that debt is one of those things, much like paying taxes, that gets people overly emotional and irrational. So, here's a logical way to think about debt: If you have to pay a 50% interest rate to borrow money, it will never be a good idea. On the other hand, if you can secure a loan with a 0% rate, you should probably borrow as much as the bank will let you. So, the interest rate you're getting charged is the first key question.

But there's another side to that same question. If you use the banks money for your purchase, what other opportunities do you

have with your money? If your only plan is to park it in a savings account getting zero interest, then you might as well use your own money rather than paying a bank any level of interest rate. On the other hand, if your money is wisely invested by your amazing financial advisor, and you really believe it has a chance of growing, maybe you should keep your money invested and use the banks money for that new purchase.

If you want to be strictly mathematical and logical about debt, that's the way to think about it: What's going to give you the biggest payoff in the end? However, as I mentioned before, debt isn't an entirely logical thing. There's a very human, very emotional side to debt as well. Many people are stressed out by the obligation to make a payment to someone else every month – and not having debt just feels good.

So, you have to consider for yourself: How valuable it is to you to you personally to not have debt? Are you one of those people that would sleep a lot better at night without debt? If so, there's value in that. Even if the logical, mathematical argument favors taking out a big loan – that might not be the best option for you. There's a lot of value to sleeping well at night.

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.

Financial controls

The area of financial control is often neglected by small to medium size business owners. If you are one of these owners, you should be aware, that most failed small to mid-size businesses lacked timely financial analysis. Thus, this article is dedicated to discussing why financial control is so important and what should be included in your financial reports.

First, let's agree that numbers don't run the business. The



BETTER BUSINESS
David S. Murray

numbers help you manage the business. There is a difference between those two arenas. Managing a business base solely on the numbers could lead to unwise business decisions. However, analyzing the numbers in order to make a business decision will produce a much better outcome.

What are the basic reports you should have and how often? There are three reports every business owner/manager needs. They are:

- **Income Statement** • **Balance Sheet** • **Cash-Flow Statement**

These reports will help you evaluate the company's financial performance which includes but is not limited to, tracking your assets,

Preparing for Your Child's Future Education

Figuring out how to pay for your child's trade school or college education can be challenging, and the earlier you create your plan and begin executing it, the greater



KEEPING THE EDGE
Tricia McCullough

your chances are of having the needed money set aside to pay for it. The government provides a variety of tax incentives to help defray the cost of education. Some require

long-term planning to provide the most benefit, while others provide current tax deductions or credits. The benefits generally apply to both vocational schools and colleges.

Tax-Advantaged Savings Plans - There are tax-advantaged plans that allow you to save for the cost of college. Although they provide no tax benefit when contributing to the plans, they do provide tax-free accumulation and withdrawals if the distributions are used for qualified education expenses. The earlier they are established, the more you benefit from these plans.

◆ **Section 529 Plans** - Section 529 plans (named after the section of the IRS Code that created them) are plans established to help families save and pay for college in a tax-advantaged way and are available to everyone, regardless of income. These state-sponsored plans allow you to gift large sums of money for a family member's college education while maintaining control over the funds. The earnings from these accounts grow tax-deferred and are tax-free, if used to pay for qualified higher education expenses. The accounts can be used as an estate-planning tool as well, providing a means of transferring large amounts of money without gift tax. With all of these tax benefits, 529 plans are an excellent vehicle for college funding. Section 529 plans come in two types, allowing you to either save funds in a tax-free account to be used later for higher

education costs or to prepay tuition for qualified universities. For 2017, you can contribute \$14,000 without gift tax implications (or \$28,000 for married couples who agree to split their gift). The annual amount is subject to inflation adjustment. There is also a special gift provision allowing the donor to prepay five years of Sec. 529 gifts up front without gift tax.

One nice feature of a Sec. 529 plan is that parents, grandparents, a rich uncle, or anyone else, for that matter, can each make annual contributions to the plan, allowing substantial amounts to be contributed each year.

◆ **Coverdell Education Savings Account** - These accounts are actually education trusts that allow nondeductible contributions to be invested for a child's education. Tax on earnings from these accounts is deferred until the funds are withdrawn, and if used



for qualified education purposes, the entire withdrawal can be tax-free. Qualified use of these funds includes elementary and secondary education expenses in addition to post-secondary schools. This is the only one of the educational tax benefits that allows tax-free use of the funds for below post-secondary or college-level expenses. A total of \$2,000 per year can be contributed for each beneficiary under the age of 18. The ability to contribute to these plans phases out when the modified adjusted gross income of married taxpayers filing jointly is between \$190,000 and \$220,000, or between \$95,000 and \$110,000 for all others.

A Coverdell account is beneficial if there are plans for your child(ren) to attend a private elementary and/or high school.

Education Tax Credits - Two tax credits, the American Opportunity Credit (partially

refundable) and the Lifetime Learning Credit (nonrefundable), are available for qualified post-secondary education expenses for a taxpayer, spouse, and eligible dependents. Both credits will reduce one's tax liability dollar for dollar until the tax reaches zero. The credit is not allowed for taxpayers who file married separate returns.

◆ **The American Opportunity Credit (AOTC)** is a credit of up to \$2,500 per student per year that covers the first four years of that student's qualified post-secondary education. The student must be enrolled in a program leading to a degree, certificate, or other recognized postsecondary educational credential for at least one academic period beginning in that tax year. The credit is 100% of the first \$2,000 of qualifying expenses plus 25% of the next \$2,000 for a student attending a trade school or college on at least a half-time basis. Forty percent of the American Opportunity Credit is refundable (if the tax liability is reduced to zero). This credit phases out for jointly filing taxpayers with modified adjusted gross income

between \$160,000 and \$180,000, and between \$80,000 and \$90,000 for others.

◆ **The Lifetime Learning Credit** is a credit of up to 20% of the first \$10,000 of qualifying higher education expenses. Unlike the American Opportunity Credit, which is on a per-student basis, this credit covers the whole family, i.e., it is per return, not per student. In addition to post-secondary education, the Lifetime Credit applies to any course of instruction at an eligible institution taken to acquire or improve job skills. For 2017, this credit phases out for jointly filing taxpayers with a modified adjusted gross income between \$112,000 and \$132,000, and between \$56,000 and \$66,000 for others. The credit is not allowed for taxpayers who file married separate returns.

The qualifying expenses for

SEE **KEEPING THE EDGE**, PAGE 20

liabilities, working capital, sales, cost of sales, margins and return on equity.

The reports should be established so they compare year to date performance, as well as year over year performance. In addition, they should be listed as numbers and in a percentage format; and, they should be compiled and developed by a CPA on staff or by an outside accounting firm.

The frequency should be no less than each quarter with every month being your best case financial reporting policy. If you are among those only receiving an annual financial report, you are not efficient in the management of your business or the income it

is, or is not, producing. Annual reports have little value should the business be in a loss position. It's a lot like looking into the rear view mirror, its old news. More than likely it's too late. The goal is to avoid being blindsided by poor performance or a loss. If you had quarterly or monthly reports, you would have a much better chance of

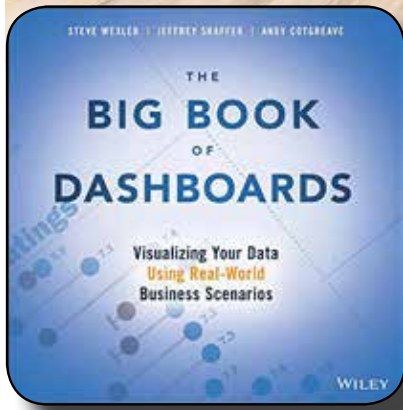
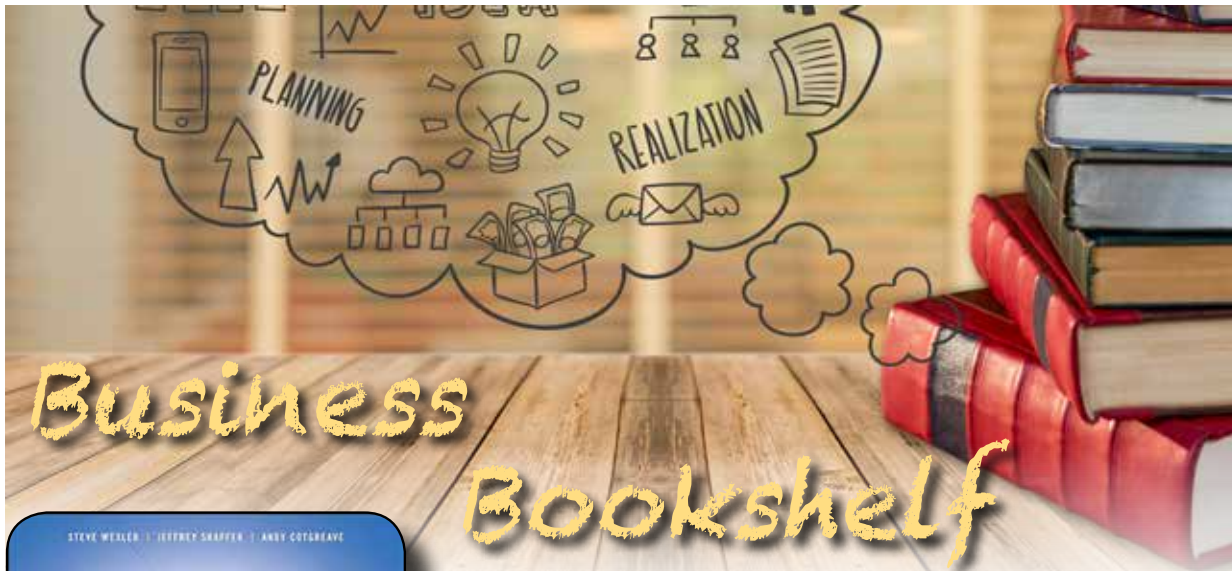
turning the negative into a positive.

Once you have the required reports, how does one go about reviewing them and analyzing them? First, you don't need to be an accountant but you should take the time to sit down with your accountant to ask the 'why' question. For example, you might see that the sales improved over the prior period but the margins went down. No better time to ask, why? That's when your accounting people really earn their pay. It's what's called 'drilling through the number'. They should have the ability to find the answer. It could be a number of issues.

Perhaps a large volume

SEE **BETTER BUSINESS**, PAGE 20





The Big Book of Dashboards

Your definitive guide to visualizing data in the real world

By Steve Wexler, Jeffrey Shaffer, and Andy Cotgreave

Tasked with overseeing or building the development of a business dashboard and not sure of the best way to apply it to your industry? Sure, you can pick up any number of books that cover the fundamentals of data visualization.

They contain great examples about why a bar chart is almost always better than a pie chart - but until now, none of them have provided any real-world solutions that matter to you.

That's too bad, say Steve Wexler, Jeffrey Shaffer, and Andy Cotgreave, authors of *The Big Book of Dashboards: Visualizing Your Data Using Real-World Business Scenarios*. As the business world becomes ever more complex, the ability to show data in a meaningful way - without overwhelming people or leading them to the wrong conclusions - has become a foundational skill for all leaders.

"Looking at a bad dashboard is like trying to look at the world through cataracts," says Wexler. "You miss important, often critical, things that if you could only see them would lead to better understanding and better decisions. And your job is always to pave the way to the best possible decisions for your company."

The authors have written a book that helps leaders master the "must-have" skill of creating dashboards that really provide useful, actionable insights. Clear, concise, and packed with how-tos, this is the definitive reference book focused on proven, real-world examples of business dashboards and why they succeed.

Comprising dozens of examples that address

different industries and departments (healthcare, transportation, finance, human resources, marketing, customer service, sports, etc.) and different platforms (print, desktop, tablet, smartphone, and conference room display), it's the only book that matches great dashboards with real-world business scenarios.

Wexler, Shaffer, and Cotgreave have a combined 30-plus years of hands-on experience helping people in hundreds of organizations build effective visualizations. They have fought many "best practices" battles and bring an uncommon empathy to help readers survive and thrive in the data visualization world.

Here are just a few of their insights on why we need better dashboards:

Being able to visualize time is critical to business, but most organizations don't know how to do it right. Being able to plan and forecast effectively requires you to have a good handle on time, but visualizing time isn't just about making a timeline. Want to really understand churn and attrition in your organization? Then you'll probably want a waterfall chart. Need to understand demand for services at different locations at different times and different days of the week? Then you'll probably want to try a cycle plot. Need to show if you are on track to reach goals? Then a pace chart may serve you best. Twenty-three of the 28 dashboards in the book deal with time, and the authors explain how each dashboard uses a different

master time.

Dashboards should change, radically, as organizations mature. A good dashboard will generate as many questions as it provides answers. The moment people see something and think, "That's phenomenal! I never saw that before! they will soon counter with, I need to know more...why is this happening? Has it always happened? Is it happening for all products and sectors? Enlightened leaders and analysts know that dashboards may need to evolve to adapt to an organization's evolving questions.

Just because you have a million colors at your disposal doesn't mean you should use them all. Color can be amazing at helping people distinguish what's important from what isn't, but the moment you have more than a handful of colors in play, a dashboard becomes a mishmash of visible noise. The best dashboards use color sparingly and purposefully. The book fully explores the best practices for using color and steers the reader away from using color combinations that are likely to alienate large percentages of the population.

Curvy lines and packed bubbles are not the best

ways to engage and inform. They may look cool, but if you really want to engage people, personalize your dashboards.

In addition to the scenarios, there's an entire section of the book that is devoted to addressing many practical and psychological factors you will encounter in your work.

"It's great to have theory and evidence-based research at your disposal, but what will you do when somebody asks you to make your dashboard 'cooler' by adding packed bubbles and donut charts?" says Shaffer.

"A well-designed dashboard can point out risks, opportunities, and more; but common mistakes can make your dashboard useless at best, and misleading at worst," adds Cotgreave. "The Big Book of Dashboards gives you the tools, guidance, and models you need to produce great dashboards that inform, enlighten, and engage."

The Big Book of Dashboards: Visualizing Your Data Using Real-World Business Scenarios (Wiley, April 2017, ISBN: 978-1-119-28271-6, \$49.95) is available at bookstores nationwide, from major online booksellers, and direct from the publisher by calling 800-225-5945. For more information, see the book's page on wiley.com.



KEEPING THE EDGE

Preparing for Your Child's Future Education

CONTINUED FROM PAGE 19

these credits are generally limited to tuition. However, student activity fees qualify if they are paid directly to the educational institution for the student's enrollment or attendance. For the Lifetime Learning Credit, fees for course-related books, supplies, and equipment only qualify if they are paid directly to the school, while for the AOTC, if these types of expenses are needed for a course of study, they qualify whether or not the materials are purchased from the educational institution. Otherwise, eligible expenses paid for with a tax-free scholarship won't qualify.

You may qualify for either of these credits even if you did not pay the tuition. (However, otherwise eligible expenses paid for with a tax-free scholarship won't qualify.) The tax law says that if a third party (someone other than the taxpayer or a claimed dependent) makes a payment directly to an eligible educational institution for a student's qualified tuition and related expenses, the student will be treated as having received the payment from the third party and, in turn, paying the qualified tuition and related expenses. Furthermore,

qualified tuition and related expenses paid by a student would be treated as having been paid by the taxpayer if the student is claimed as the taxpayer's dependent.

Education Loan Interest - You can deduct qualified education loan interest of \$2,500 per year in computing your AGI. This is not limited to government student loans and could include home equity loans, credit card debt, etc., if the debt was incurred solely to pay for qualified higher education expenses. For 2017, this deduction phases out for married taxpayers with an AGI between \$135,000 and \$165,000 and for unmarried taxpayers between \$65,000 and \$80,000. This deduction is not allowed for taxpayers who file married separate returns.

We all know that a child's success in life has a great deal to do with the education they receive. It's never too early to start the planning process for how you'll finance the higher education of your child(ren).

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.

BETTER BUSINESS

Financial controls

CONTINUED FROM PAGE 20

order with a low margin, or a high percentage of reject material, inventory shrinkage, or raw material increased but the sale price was not increased, or payroll increased and the product was not adjusted.

Any number of reasons could affect your margins. That is why the higher the frequency of the reports, the faster you can address the issues.

Another helpful function within your financial control reporting is the inventory. If you don't think of your inventory as dollar bills, you're wrong. They are just that. Thus, your inventory 'turns' are extremely important to your cash flow.

Depending on how many products, or SKU's, you hold in your inventory, you can establish within the accounting process what items have acceptable turns and those that do not.

As you monitor your financial reports you also need to put an equal effort into reviewing your accounts payable and the ageing of your accounts receivables. If you're not taking advantage for your vendor trade discount, you are eroding

your margin. If you're not on top of your receivable, the business is at a high risk. As this is only a small sample of how a solid accounting system can help your business, I would encourage you to make contact with an accounting firm to establish a system best suited to your needs.

Again, you don't need to have a degree in accounting, you just need the will to ask questions and the willingness to drill through the numbers. The CPA will uncover the answers.

Don't allow your business to grow faster than your financial reporting. Always know your numbers and, know them in a timely fashion.

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



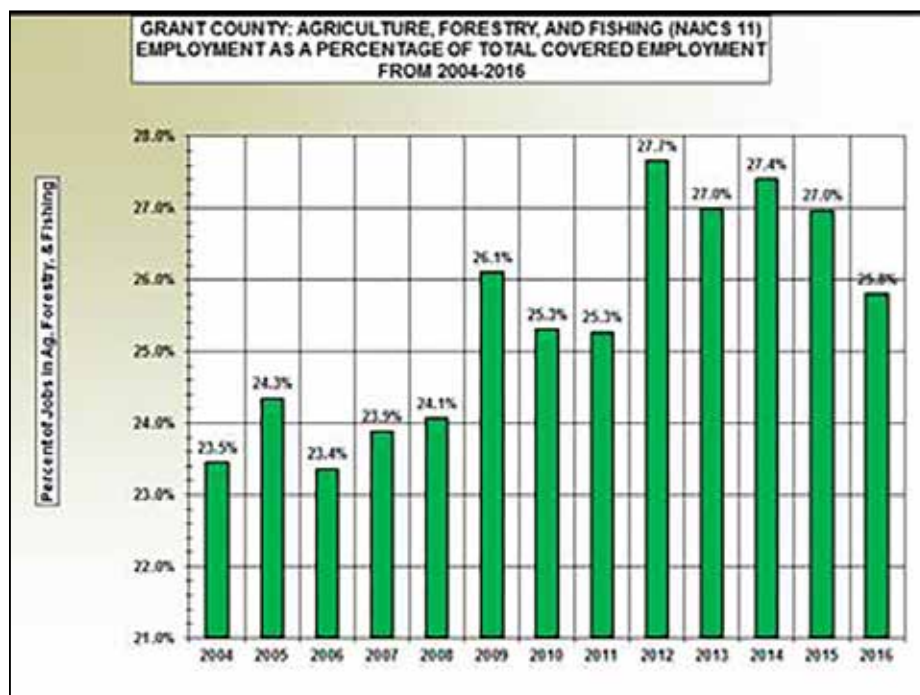
Grant County Labor Area Summary (LAS) report for June

The June economic data shows that Grant County's unemployment rate dropped substantially from 6.0 percent in June 2016 to 4.7 percent this June. Although the CLF virtually stagnated between the Junes of 2016 and the 2017, the number of unemployed shrank from 2,891 residents in June 2016 to 2,294 one-year later, meaning that 597 fewer Grant County residents were out of work during this timeframe. The June 2017 unemployment rate for Grant County is the lowest reading for the month of June since electronic records were implemented in 1990 – 27 years ago.

An analysis of annual average employment trends in Grant County for the past 13 years (2004-2016, inclusive) shows that total covered employment rose from 31,807 in 2004 to 38,795 in 2016, a 6,988-job and 22.0 percent upturn. The number of agricultural jobs (a subset of total covered employment) increased from 7,459 in 2004 to 10,012 in 2016, a 2,553-job and 34.2 percent uptrend. In 2004, Grant County's agricultural industry accounted for 23.5 percent of total covered employment. In 2016, agricultural employment accounted for 25.8 percent of total covered employment

countywide. The share of agricultural employment rose 2.3 percentage points (from 23.5 to 25.8 percent) in Grant County during this twelve-year period. Agricultural employment as a percentage of total covered employment was in the 27 percent-range from 2012-2015 (i.e., 27.7 percent in 2012, 27.0 percent in 2013, 27.4 percent in 2014, and 27.0 percent in 2015) before slipping to 25.8 percent in 2016.

Information provided by: Donald W. Meseck, Regional Labor Economist, Serving Adams, Chelan, Douglas, Grant, Kittitas, Okanogan, and Yakima Counties, Washington State Employment Security Department.



Cantwell, Murray: \$9.9M for Moses Lake infrastructure



From Cantwell Senate Office

WASHINGTON – U.S. Senators Maria Cantwell (D-WA) and Patty Murray (D-WA) announced last month that the Port of Moses Lake has received \$9.9 million to complete the Northern Columbia Basin Railroad Project, which expands rail access to vital industries in the northern Columbia Basin.

Specifically, the grant will assist the Port in building, expanding, and upgrading Columbia Basin Railroad lines around the Wheeler Industrial Corridor and industrial lands near Grant County International Airport as well as connect to the Burlington Northern Santa Fe Railway mainline. According to the Washington State Department of Transportation, the Columbia Basin Railroad is the busiest short line railroad in Eastern Washington.

The new and improved rail lines will help retain local manufacturers, provide opportunities for business expansion, and attract new industries. The project is expected to help generate around 13,000 new family-wage jobs throughout the Columbia Basin by increasing the efficiency of moving manufactured goods.

“Ensuring the Port of Moses Lake can expand rail infrastructure is critical to bolstering the area’s manufacturing industry, expanding economic opportunity, and creating

good paying jobs,” Senator Cantwell said. “This project has capacity to create 13,000 new jobs in our region as a result of the increased efficiency of freight moving through the Columbia Basin. We will continue the work to improve our infrastructure to reduce delays in freight movement to continue to grow jobs and advance the Pacific Northwest’s leadership in the global economy.”

“This investment is great news for the Moses Lake community, and I commend the Port for submitting a strong application. This will further work that is already underway to spur economic growth and create jobs in central Washington. I am proud to fight to make sure the federal government does its part as we work at all levels to support investments in our infrastructure that make a real difference to families, workers, and communities in Washington state,” said Senator Murray.

“So many of the Port’s business development and job growth opportunities are tied to rail. That is why we appreciate the support of Senators Cantwell and Murray on this important grant application,” said Jeffrey Bishop, Executive Director of the Port of Moses Lake.

Both Senators Cantwell and Murray sent a letter of support to the U.S. Department of Transportation, asking them to fully fund the grant.

The \$9.9 million award was made possible by a program created by Senator Cantwell, the Infrastructure

for Rebuilding America (INFRA) program (formerly known as FASTLANE). The grants provide funding for projects of national or regional significance that increase safety and reduce congestion, including railway, sea seaport, and highway projects, such as highway-rail separations.

The Port of Moses Lake award is the third INFRA grant in Washington state and the second highest dollar amount. In 2016, Senators Cantwell and Murray announced two INFRA grants in Washington state: \$45 million for the City of Seattle to complete the South Lander Street grade separation and railroad safety project; and \$5 million for the City of Tukwila to address the bottleneck of train, truck, and car traffic on Strander Boulevard.

Multimodal freight transportation is critical to Washington state’s economy, with 44 percent of Washington state jobs dependent on freight. For every billion dollars of freight investment, it is estimated that 20,000 jobs are created. The American Society of Civil Engineers has said that a failure to adequately invest in our infrastructure could cost the country more than 875,000 jobs.

Without targeted investment in our multimodal freight infrastructure, the United States could lose out to its Canadian competitors. Canada has dedicated \$1.4 billion to upgrading its national freight network, specifically focused on the Pacific trade gateways.



U.S. Secretary of Energy Rick Perry hosted by 4th District Rep. Newhouse

U.S. Secretary of Energy Rick Perry visited Central Washington in August at the request of Rep. Dan Newhouse of Washington’s Fourth Congressional District.

Perry toured the Hanford Site and the Pacific Northwest National Laboratory.

His first stop was at the McNary Lock and Dam on the Columbia River.

Perry agreed that hydropower will continue to play an important role in our nation’s energy strategy.

Newhouse and 48 colleagues, sent a letter to the House Budget Committee requesting that the transmission assets of Power Marketing Administrations (PMAs) remain public, “so we can continue to provide efficient and affordable power to regions like Central Washington,” stated the letter.

“I am glad that Secretary Perry got to visit the Pacific Northwest National Laboratory (PNNL) for a first-hand look at the critical scientific contributions and developments that make it a “crown jewel” of our National Lab system. The scientists and researchers at PNNL are on the front lines of clean energy solutions for America, but they have also greatly contributed to our national defense, especially in areas of nuclear non-proliferation, cyber security, and energy grid security. I am committed to supporting the Lab’s ability to continue this important work that benefits our energy security and our national security,” Newhouse concluded.



COURTESY PHOTO

U.S. Secretary of Energy, left, visits hydropower facilities in Washington with host Rep. Dan Newhouse.

Cash&Carry Smart Foodservice opens in Wenatchee

Cash&Carry Smart Foodservice, a warehouse-format store, opened a new store in Wenatchee August 12 at 200 Ferry Street. The 23,000 square-foot store offers more than 8,000 products including fresh produce, fresh meats, cheeses, dairy and deli products, frozen foods, grocery products, baking ingredients, beverages, bread and tortillas, janitorial supplies, catering supplies, tableware and barware.



GARY BEGIN/WBJ

'Glengarry Glen Ross' a must see for any company with a 'breathing' sales division

By Gary Bégin

Why would a business journal have an article about a play? When that play involves the day-to-day human frailties inherent in your sales division, then it fits the bill and affects your bottom line. Numerica Performing Arts Center is featuring that play later this month, performed by the Mission Creek Players (MCP).

Mission Creek's director, Kathy Z. Smithson, answered a few questions for the paper.

WBJ: Why Glengarry Glen Ross?

Smithson: I chose the play because I decided if I'm going to invest all the time a director gives to the making of a good play I want one that's new and different and challenging. I want to see more effective theatre myself so I might as well do it! I love good literature that gives people something to experience. Having not participated in acting and directing much in the last few years and spending more time attending professional theaters in Seattle, Los Angeles, New York and London I've built up an appetite for effective playwrights and specifically their Pulitzer prize winning plays. The last play I directed for Mission Creek Players I chose Sam Shepard and his play "True West" and so enjoyed working with this gritty, but excellent material and realized Wenatchee Valley audiences are more than ready for heavier drama. So I decided this time I would research playwright David Mamet and chose his scalding gritty play "Glengarry Glen Ross" knowing the local actors would probably love having such a play to perform in. We have such excellent talent in this valley. Its been liberating over the years being able to participate with the Mission Creek Players and their open environment to explore freely and take chances with theater literature. I know our valley's audiences are ready to have the gritty drama on the big stage. I also knew we have the talent and the actors who can perform this kind of material professionally. How exciting for Wenatchee Valley Theaterites!

WBJ: Numerica charges MCP to stage this play, but do you think your theater group might still make money out of the four shows?

Smithson: Most theater groups find it difficult to perform in the large theater because it's rather expensive. Not that we really want it to be, but there are



COURTESY PHOTO

"Glengarry Glen Ross" cast from left to right: Matthew Cadman, Henry Hettick, Pete Mathews, David James, Steve Zimmerman, Benjamin Walker, Zane Palmer.

numerous debts involved keeping the lights on and still supporting your local theatre group. Mission Creek Players does not have a partnership with the Numerica Performing Arts Center like The Apple

Blossom Musical's and the Hot August Night's yearly productions. So the risk is ours, no doubt about it. We do invite donations, contributions and any kind of sponsorships that are given. We're just

trying to satisfy our big dreams hoping we can break even while producing Pulitzer material on the big stage! The PAC does have a non-profit discount which is most helpful and we are most grateful.

WBJ: Why did you choose the Numerica PAC as a venue?

Smithson: Doing a play on the big stage, in the beautiful Performing Arts Center in the center of your town is so very exciting when you have the right play and the right actors. There's just nothing like it that can match! We'll still find ourselves over the years doing smaller venues here and there, but we really believe in our group of 30 years and can't wait for our audience's to enjoy this venue with this kind of play. We challenged ourselves a year ago in Sept. of 2016 when we produced the Pulitzer prize winning play "August Osage County" at the Numerica PAC and received great applause and excitement from more than we expected much to our delight, so we decided to go for Sept. of 2017 and give it a go again.

WBJ: Is Wenatchee ready for more plays with "adult" language and commentary? How do you respond to those who say this is not a family-oriented show and should not be performed?

Smithson: When people who know this play ask me 'How do you think Wenatchee audience's are going to react to this profane language Mamet is so well known for?' I just simply say, I know what people are watching on their TV's, what movies they are going to, and that I've run into many of our local theater-goers in Seattle as well as Ashland, Oregon where they are seeing these same plays Mission Creek Players are producing. I just trust the Valley's theater-goers are truly ready to not only have an appetite for 'family friendly productions' and are ready to see these seven very talented actors doing this scalding comic drama in Wenatchee!

WBJ: Any future events for MCP?

Smithson: The only future events for Mission Creek Players at this time are two fundraising events: Since we couldn't find a facility to do our Haunted Theatre we are going to be doing a Haunted Party the end of October and another fundraiser that will be bringing the Lip Sync Performers from the 80's and 90's back on the convention center stage, which will be great fun! By the way if anyone would like to donate to the Players our address is below.

About the play

The Mission Creek Players upcoming production of Glengarry Glen Ross by David Mamet is no play for children, said producer Terry Sloan. It was chosen by long time Mission Creek Players Co-founder and Director Kathy Z. Smithson because it is a gritty Pulitzer prize winning play that is a masterpiece of American Drama, she feels Wenatchee is ready for.

"This window into one aspect of human nature will keep you interested and wondering what will happen next," she said.

Mamet is well known for his mastery of language and the language in this play reflects the rough crassness and emotionalism of his characters. Because these characters, all terrific male roles, are frustrated, they resort to outbursts of obscenity and profanity. Smithson adds that Mamet makes no apologies for this speech because it's an

important means of depicted character, exposing emotional response and creating tension.

When the unseen company directors have introduced a system that puts the salesmen, played by Steve Zimmerman, Matt Cadman, Henry Hettick and David James at war with each other, under the direction of their office manager, Williamson, played by Pete Mathews. Their device is a sales competition in which the winner will get a Cadillac, the runner-up a set of steak knives and the losers will be fired.

Realizing their livelihoods are threatened, the atmosphere begins to heat up. Levene, a former hotshot salesman, played by Hettick, is forced to beg and then bribe Williamson for some good "leads" while the wily Richard Roma, played by David James, turns a friendly conversation into a carefully orchestrated sales pitch to an unsuspecting

prey, James Lingk, played by Zane Palmer.

There is deception and illusion at work on every level. Although David Mamet also wrote the screenplay for the award winning film, the stage play is somewhat different. Also in the play is Benjamin Walker, playing Detective Baylen, who enters Act Two.

Tickets are \$22 and can be purchased online at Numerica Performing Arts Center or by calling 663-ARTS. There are only four performances. Thursday, Sept. 21, Friday, Sept. 22 and a Saturday matinee at 2 p.m., Sept. 23 and a final performance at 7 p.m.

Anyone wishing to donate to the MCP can send a check to:

Mission Creek Players
PO Box 5252
Wenatchee, Wa. 98807-5252
For more information on the Mission Creek Players and sponsorship potential email: ksmithson@frontier.com.

Stehekin Valley Ranch joins with Seattle's Rad Power Bikes company

From a Stehekin Valley Ranch press release

STHEKIN - Stehekin Valley Ranch, located in Stehekin at the roadless end of Lake Chelan, has teamed up with a Seattle based company to provide electric bicycles for rent in the Stehekin Valley.

The bicycles are the fat tire variety and come with a 750-watt motor and a 10.6 amp hour battery to assist the the propulsion of the bike which is also equipped with a 7-speed gear system for pedal power and capable of speeds up to 20 miles-per-hour. The 4" diameter tires

and the front suspension make them an ideal bike for the local road which is a combination of blacktop and gravel.

The Ranch is off-grid, and gets its power from a solar array. When these bikes are plugged in to charge, they are using the "green" energy from the solar panels as well, so folks can feel great about their minimal impact on the environment too.

Stehekin has 16 miles of road which passes many trail heads and points of interest such as the bakery, Rainbow Falls and

the Buckner Orchard and accesses the homes and businesses of the 80 plus people that live there year around. The speed limit on the road is only 25 miles per hour and is shared by motor vehicles, pedestrians, mountain bikes and the popular Polaris Rangers which are also available for rent in the valley.

"These bikes are the perfect compliment to the other options available for transportation in the valley", states Cliff Courtney, the owner of Stehekin Valley Ranch. "We are pleased to have partnered with a

Seattle based company who provides these durable bikes at a very reasonable cost. Rad Power Bikes only sells bicycles directly to the public but they are happy to work with us so that folks can try these bikes before they buy."

The bicycles can be bought online or directly from their Seattle location, where they will assemble them and tune them for you. The neat part is that they will even deduct the amount you have paid for rent from your purchase price up to \$50," Cliff stated.

Stehekin Valley Ranch is a



COURTESY PHOTO

unique wilderness getaway located adjacent to North Cascades National Park in The Lake Chelan National Recreation Area. Getting there is much like visiting an island since the main access is up 55 mile long

Lake Chelan on a private boat or Lady on the Lake regularly scheduled service or by chartered airplane, helicopter or by hiking.

For more information: radpowerbikes.com or StehekinValleyRanch.com.

KEEPING UP WITH PEOPLE



Community Foundation of NCW welcomes new staff

The Community Foundation of NCW has hired new staff to better serve its generous donors, regional nonprofits, and college-bound students.

Erika Orsulak has joined the foundation as the Director of Education Programs. This position manages over 100 unique scholarship funds, connecting students across North Central Washington to scholarships that can ease the financial burden of a college education. Erika will also oversee the foundation's education-focused grant programs, including the Stronger Schools Grant that supports public schools and school districts. Erika has worked in the nonprofit and philanthropic sectors for over 17 years. Most recently, she worked for the National Scholarship Providers Association and Washington Women in Need.



Erika Orsulak

Claire Oatey has joined the foundation as the Director of Community Grants. This position manages the foundation's competitive grant programs, including the Regional Impact Grant and the Helping Hands Grant. Claire will also oversee the Nonprofit Practices Institute, a capacity-building program in partnership with the Icicle Fund that serves the region's nonprofits. Claire has several years of experience working in various areas of the nonprofit sector, including human services, animal welfare, and early childhood education programs.



Claire Oatey

The CFNCW has also created a new position, Director of Philanthropy, which will be assumed by **Denise Sorom**, the foundation's former Director of Community Philanthropy. She will be stewarding current and interested foundation donors, and supporting the continued growth of community philanthropy in our region.



Denise Sorom

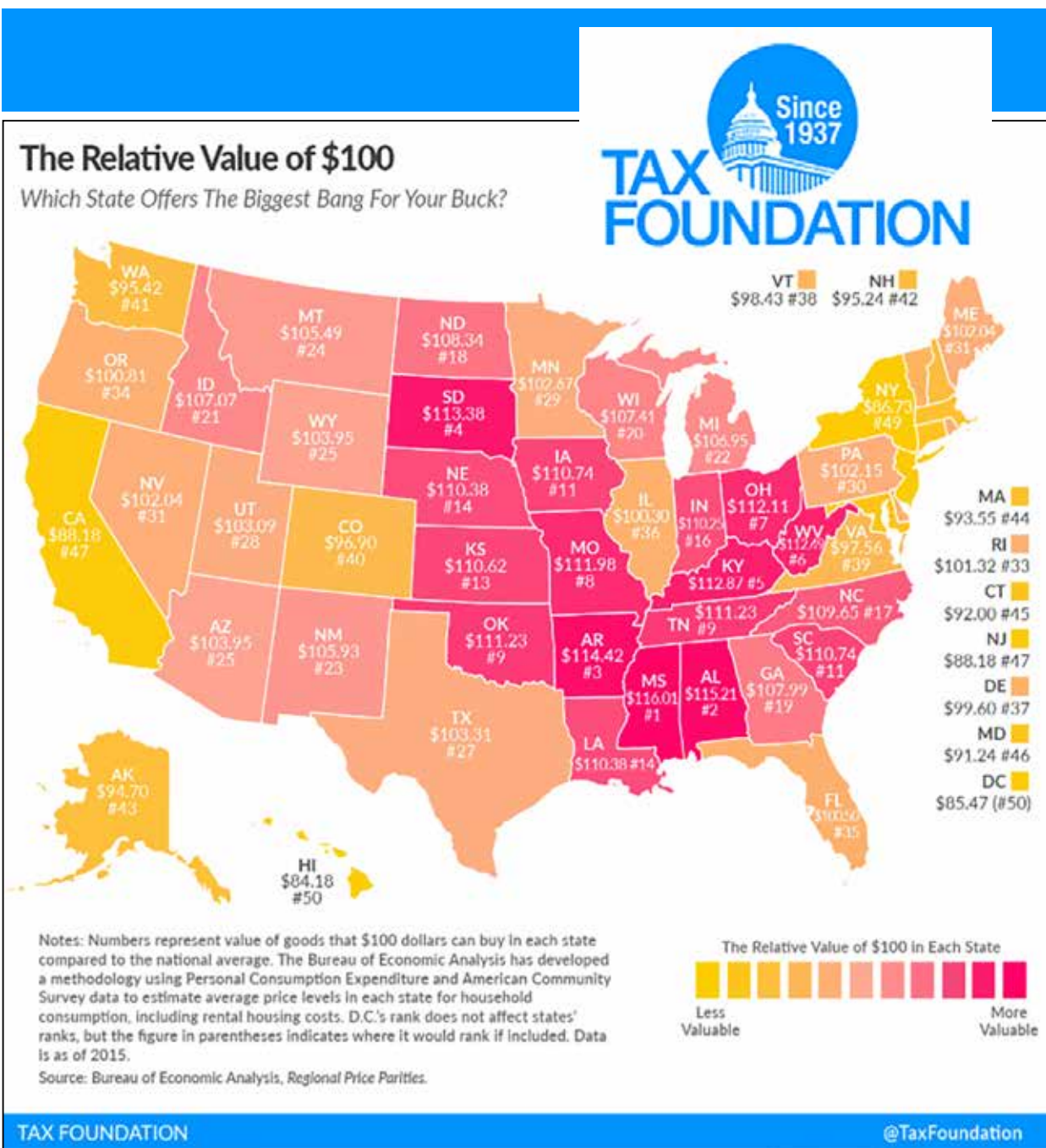
For more information on new staff at the foundation, visit cfncw.org/staff.

"GET BACK INTO LIFE"



147 Easy Way, Ste. 106 • Wenatchee, WA 98801

663-7733



Chelan County Sheriff Burnett elected new WASPC president

SPOKANE - Chelan County Sheriff Brian Burnett was recently installed as the newest President for WASPC, Washington Association of Sheriffs and Police Chiefs at their annual spring conference here May 22 - 25. WASPC currently has 198 Police Chiefs and 39 Sheriff's as active voting members and many other associate and affiliate members.



Chelan County Sheriff Brian Burnett

Burnett will serve a one-year term from May 2017 - May 2018. He previously served one year terms as Vice President and President elect, before serving as a sheriff-at-large position. Burnett calls the opportunity both an honor and humbling, since his nomination came from his peers of the 38 other elected sheriffs of the State of Washington. WASPC alternates the President position annually from sheriff to chief and back to sheriff. Burnett stated that he originally became involved with WASPC to help network with other sheriffs and chiefs from around the state, in order to form relationships and gain knowledge on best practices in law enforcement in order to reduce liability for the taxpayers of Chelan County. Burnett is also a current co-chair for the Sex Offender Notification and Registration Committee. Go to waspc.org for further information.



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

The following are some of the unpaid Department of Revenue (Rev) and/or Labor and Industries (L&I) penalties and/or Department of Employment Security (ES) taxes and/or overpaid benefits filed against Chelan companies/individuals as of July 2017 and August of \$1,000 or more.

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

- July 20**
 - Sanchez Guillermo, \$4,848 - Rev.
- July 25**
 - Steven Everett Wait, \$2,044 - L&I
- July 27**
 - Terry Drexler/Hillside Excavating, \$22819 - Washington State
 - Rivercity Investments, LLC, \$29,922 - Rev.
 - Johnston & Johnston, \$2,054 - Rev.
- July 28**
 - Jeffrey, Melinda Raven, \$32,383 - Unpaid Taxes, E. Security
- August 1**
 - Irma Estrada Ortiz, \$2,407 - Overpaid Benefits, E. Security
- August 3**
 - Garage Door Svcs, \$6,885 - L&I
 - Cesar Adiel Herrera, \$16,218 - Rev.
 - Kevin Michel Molvik, \$3,399 - Rev.
 - Casey Bouillioun, \$3,231 - Rev.



Open 7 days a week: 8 a.m. to 9 p.m. www.pybuspublicmarket.org

Pybus September Events

Saturday, September 2

- Wenatchee Valley Farmers Market 8am-1pm
- Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm

Wednesday, September 6

- Mike Cattin's Retirement Reception

Thursday, September 7

- Thursday Evening Farmers Market is 3pm to 7pm
- RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm
- Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm

Friday, September 8

- Free Business Workshop from the Prosperity Center
- Eden Moody Performs for Friday Night Music on the Railcar from 7-9pm

Saturday, September 9

- Wenatchee Valley Farmers Market 8am-1pm
- 2017 Walk to End Alzheimer's North Central Washington @ 9am
- FREE Bike Helmet Fitting and Giveaway 10am to 1pm @ West Entrance
- Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm

Thursday, September 14

- Thursday Evening Farmers Market is 3pm to 7pm
- RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm
- Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm

Friday, September 15

- Free Business Workshop from the Prosperity Center
- Mike Bills Performs Live for Friday Night Music on the Railcar from 7-9pm

Saturday, September 16

- British Car Show 10am to 2pm
- Wenatchee Valley Farmers Market 8am-1pm
- Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm

Monday, September 18

- Bra Decorating Party 4pm to 7pm --

Public Invited

Thursday, September 21

- Thursday Evening Farmers Market is 3pm to 7pm
- RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm
- Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm

Friday, September 22

- Free Business Workshop with the Prosperity Center
- The Roberts Perform Live for Friday Night Music on the Railcar from 7-9pm

Saturday, September 23

- Annual NCW Dahlia Show and Exhibition on Saturday and Sunday
- Wenatchee Valley Farmers Market 8am-1pm
- Hot Rodzz Espresso Saturday Night Cruise-Ins at 4:30pm

Sunday, September 24

- Annual NCW Dahlia Show and Exhibition on Saturday and Sunday
- "Shanty Chor" Performs "Sailors Work Songs" at 4:30pm

Thursday, September 28

- Thursday Evening Farmers Market is 3pm to 7pm
- RunWenatchee's Weekly Club Run & Walk 4:30pm to 6:30pm
- Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm

Friday, September 29

- Free Business Workshops from the Prosperity Center
- Family Game Night Hosted by Pacific Crest Church
- Lance Tigner Performs Live for Friday Night Music on the Railcar

Saturday, September 30

- Bra Chandelier Unveiled to Commemorate Breast Cancer Awareness in October
- 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

SOUTH
Fresh, Modern, Latin Food & Drink

CALL AND SECURE A SPOT @ PYBUS
(509) 888-LIME SOUTHRESTAURANTS.COM

gelato • espresso • crespelle

PROUDLY SERVING *Viadolce* ARTISANAL GELATO

Fire

WOOD OVEN PIZZA

proudly serving cured artisanal salumi

FRESH ~ HOT ~ LOCAL

REDUCE REUSE RECYCLE

Full Bloom
FLOWERS AND PLANTS

7 North Worthen,
Pybus Market

509-667-ROSE (7673)
fullbloom@charter.net
www.wenatcheeffloral.com

Advertise your business on this special
Pybus Market Page
Call your advertising executive for more details.

Carol - 548-5286 Lindsay - 860-7301 Ruth - 682-2213

The Cheesemonger's Shop

Stop by to try some awesome cheeses to go with your Farmer's Market purchases. The Farmer's Market is every Thursday evening from 3 - 7 p.m., and Saturday morning from 8 a.m. - 1 p.m..

Something for everyone!

Open at Pybus Market
M-F from 10:00 a.m. - 6:00 p.m.
Sat 9 a.m. - 6 p.m., Sun 10 a.m. - 5 p.m.
Call 888-9930 or see us online at www.cheesemongersshop.com