

# WENATCHEE BUSINESS JOURNAL

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## Wells Fargo closing Manson branch July 12

By Gary Bégin

MANSON - Wells Fargo's District Manager for North Central Washington Agustin Reyes, said the Manson branch of the San Francisco-based bank is closing Wednesday, July 12.

"We notified the employees in late March and a letter was sent to customers in early April," he said.

Reyes, in an exclusive interview with NCW Media, said the closing was part of evaluating and consolidating the company's branch network. "The Manson branch customers can still look forward to banking at the Chelan Wells Fargo branch where they will recognize familiar faces" as three former Manson employees will be transferring to the Chelan office, according to Reyes.

A total of five staffers will be affected by the closure with the current branch manager, John Freeze,

transferring to Seattle and another worker going to the Wenatchee branch, according to Reyes.

Reyes said there wasn't "one reason" for the closure, but a combination of several reasons, which included "customer patronage, cost to maintain and marketing distribution."

"We will continue being a part of the Manson community by participating in local events and donating to non-profit organizations," Reyes said.

There are no plans to leave an ATM machine in Manson, but Reyes pointed out it was only a seven mile drive to the Chelan branch from Manson.

Nationwide, the bank recently announced a reduction in annual expenses by about \$2 billion by the end of 2018, with those savings reinvested into customer service, risk management, cyber security and other initiatives, according to a recent bank news release.



GARY BÉGIN/NCW MEDIA

District Manager for NCW Agustin Reyes in his Wenatchee bank branch lobby.

## Rock Island river acreage: Designated IDD by Port

By Gary Bégin

EAST WENATCHEE - The Port District of Douglas County declared an Industrial Development District on about 130 riverfront acres that are part of the city of Rock Island's Urban Growth Area June 27 during a regular meeting here.

The vote was unanimous as the three Port commissioners accepted the recommendation of their Executive Director Lisa Parks to designate the potentially valuable parcel along the Columbia River in order to

make way for future possible environmental clean-up and commercial development.

Longtime Rock Island resident and city council candidate Jana Howard asked questions about the possibility of Waste Management buying the former silicon plant and turning it into a garbage transfer station, but Parks said the declaration of IDD status had "no impact on ownership." Making her point emphatically, Parks said, "We are not a land use regulatory authority. That is up to the city."

Rock Island Councilman Ray Pearson was at the meeting and expressed his approval of the IDD plan. "I'm glad we're moving forward." Pearson said his main concern was that the people of his city have a "say so in what goes on."

Jon Port, another parcel owner, was at the meeting as well. He had previously expressed his chagrin at his inability to sell or develop his parcel because the adjoining property was on the state environmental hazards list.

In that same letter, dated

SEE ROCK ISLAND RIVER PAGE 10

### 'DESTINATION SAN FRANCISCO' NEARS \$400K FED GRANT GOAL

From a Port of Chelan news release As of June 23, the Air Service Investment Program (ASIP) to secure direct flights from Pangborn Airport to San Francisco is about \$50,000 from reaching its goal of \$400,000. Port of Chelan County commissioners recently approved a resolution pledging \$50,000 toward the ASIP. Commissioner Donn Etherington stated, "Support has been strong across the region from many businesses, local governments, non-profits and individuals excited to see new air service. While we still need more pledges, the Port of Chelan County financial commitment gets our local match closer to the goal." The regional pledges, including a few from the San Francisco Bay area, have now reached almost \$350,000 with the Port's pledge. Commissioner Rory Turner stated "Raising local funds from 77 entities, with more pledges coming in everyday, showcases the region's strength and commitment to our economic growth." The ASIP shares the financial risk with the airline and demonstrates the region's intent to use the new service. An airline will invest about \$8 million to start daily jet service over a two-year period. The community funds will be used as a match for a federal grant worth \$750,000 to share the risk with the airline. "Airlines that see broad support are willing to invest in new air service," stated Craig Larsen, Business Development Director for the Port. With entities pledging from four North Central Washington counties, the region continues to show its support. "Destination San Francisco" is one step in many steps to gain new air service at Pangborn Memorial Airport. "The Ports of Chelan and Douglas counties have been working toward new air service for many years. Critical was the recent completion of the runway extension. Service to San Francisco Bay area will improve the vitality of our economic region for business and leisure travel alike," stated Commissioner JC Baldwin. "This is a great opportunity for our region and we're thrilled that so many businesses, organizations and individuals have pledged their financial support." Pledgers may want tourists from the San Francisco Bay area, or have business or family ties to the region. Some pledgers choose to support new air service for the good of the community. Regardless of their reason, they all understand new air service is good for business, citizens and growth. The \$400,000 is critical to receive the full grant amount from the U.S. Department of Transportation. The original grant deadline was extended and is now anticipated for sometime in July, so fundraising continues. To pledge towards "Destination San Francisco Bay Area", go to flywenatchee.com/bay-area-flight or contact Craig Larsen at 509-663-5159 or craig@portofchelancounty.com.

See Page 6 for Pangborn's recent "Aviation Day" festivities and more photos.

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**\$2**

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## NEWSSTAND LOCATIONS

### Wenatchee

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

### East Wenatchee

Fred Meyer, 11 Grant Road  
Safeway, 510 Grant Road

### Cashmere

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

### Leavenworth

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

### Chelan

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

### Pateros

Howard's Super Stop,  
245 Lakeshore Drive

### Brewster

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

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# 'Hirst Decision' could be tipping point for 'endangered' rural Democrats

By Sen. Tim Sheldon

For all the enthusiasm I hear from my party about saving endangered species, I wish there was a little more sympathy for the most endangered creature of all – the Democrat who represents a rural district.

There aren't many of us left, and the way things are going this year, our line may die out with the present generation. A single issue, the state Supreme Court's misguided Hirst decision, may well determine whether our children will ask, in places like Shelton, Sequim, Aberdeen, Longview, Port Angeles, Issaquah and other small cities around the state, "Mama, what was a Democrat?"

I pity the poor mother who will have to answer, "They've got one on display at the county museum."

My party is reacting with indifference to one of the biggest crises rural Washington has ever faced, and this one has our extinction written all over it. But that's really a small concern compared to the looming disaster for

the state's rural economy and the hardship it will wreak on thousands of families. Hirst threatens them with bankruptcy and shattered dreams, and those who survive, in small towns across the state, will struggle under the burden of dramatically higher property taxes. All in the name of hard-hearted urban political ideology.

Sure, there are other examples of our state's urban-versus-rural divide. We've seen vetoes this year of common-sense efforts to make our state's Growth Management Act more flexible. We've seen lawmakers from the prosperous urban areas on Puget Sound seek the biggest tax increase in Washington history, for reasons of dubious merit, without a whit of concern for the average Joe or Jill who runs a gas station in Cosmopolis.

But those battles we fight every session. The Hirst debacle is bigger than them all. The Supreme Court's ruling last fall applies pressure to the windpipe of rural Washington by making

it difficult, if not impossible, for rural property owners to drill new wells. If you can't hook up to city water, tough. No water means no development.

That's the whole idea, and a little context is probably in order. For years our state's environmental groups have worked with like-minded legislators to force ever-greater numbers into densely populated cities, apparently with the thought that the rest of the state ought to be set aside as a nature preserve. This was the idea behind this state's Growth Management Act, passed in 1990, though it probably should be said that land-use planning by itself isn't harmful – it's the ham-handed way it often is carried out.

As these increasingly restrictive land-use rules have ratcheted down, a quieter battle has raged over water. The state has long permitted rural property owners to drill small, family-sized wells, without going through the costly and cumbersome process of obtaining a water right. These "exempt wells" have

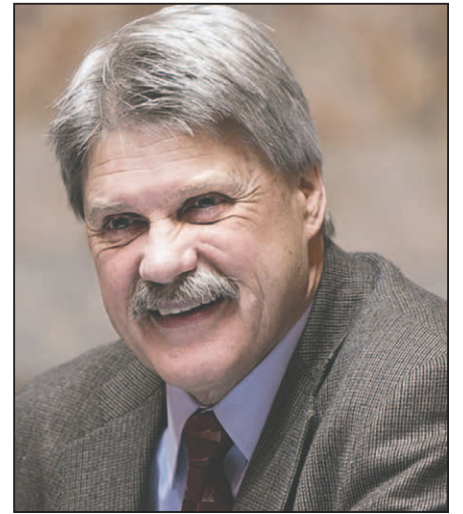
so little impact on water supply – less than 1 percent statewide – that no general state restriction is justified. In those isolated basins where water supply is a concern, the state has demonstrated its ability to regulate, for better or worse. Sensible legislators have rejected proposals for one-size-fits-all statewide restrictions, like hefty fees for mitigation, precisely because we understand people's livelihoods are at stake.

Then environmental groups pressed the Hirst case, and the court turned the tables on us. The decision swept aside decades of water law. Counties can no longer rely on general advice from the Department of Ecology. They must evaluate each application for water one-by-one, to determine whether overall water supply is harmed. Rural property owners must obtain costly studies, with no guarantee that a favorable result will mean water.

County governments say they lack the ability to evaluate the information they receive. They know will have to defend their decisions against a new spate of environmental lawsuits – and some already have thrown up their hands.

Experience shows us this de facto moratorium will cause the value of undeveloped rural property to plummet, and property taxes will be shifted to those who remain standing. Everyone will suffer. In the Senate we have passed a bill that would restore pre-existing water law. But the only idea that seems to be emerging in the House, controlled by my own party, combines old green notions that just lead to more restrictions and higher costs. The underlying assumption seems to be that people who live outside of cities are a problem.

Yet there is no problem. My property, out on Hood Canal, is served by a well, and let me assure you, virtually every drop I pump is returned to the aquifer through my septic system and drainage. That's not true for city water, which often is pumped miles away from its source, or from deep aquifers, to homes and businesses and back out again to rivers and Puget Sound. Many of us were outraged this year



SUBMITTED PHOTO

Sen. Tim Sheldon

when the broken Seattle Metro system dumped hundreds of millions of gallons of raw sewage into the Sound. Now, that's a problem. Kind of strange the environmentalists didn't raise a ruckus about that one.

I think everyone in the Legislature is aware of the damage we will cause if we fail to act. But I want to offer a warning to those in my party who believe they must go along with urban leaders who owe their loyalty to environmental groups. As the longest-serving member of the Legislature, I have witnessed a disturbing trend these last 27 years.

Democrats used to be elected from districts around the state, both urban and rural. Starting about 25 years ago, many rural Democrats began to feel uncomfortable with the party's progressive tilt.

These legislators held Democratic values, reflected the moderate-to-conservative views of their constituents – yet found they had no place in the caucus rooms of Olympia.

Some retired. Some switched parties. Some, like myself, were driven out by this deference to powerful special-interest groups, and forged a coalition with Republicans in the Senate to bring balance to the legislative process. Today not a single Democratic legislator is elected from Eastern Washington, outside of central Spokane.

The Democratic Party has increasingly been concentrated in the urban districts of the Seattle-Tacoma area, where it is free to ignore the needs of those who live anywhere else.

But there are still a few of us left in Western Washington. Democrats who represent rural areas and fail to take a stand for the people they serve will likely find their days are numbered, and risk ending up on exhibit at the county museum in a dusty glass case.

Sen. Tim Sheldon, D-Potlatch, represents the 35th Legislative District, including Mason County and parts of Thurston and Kitsap counties.

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# Lisa Bees Bistro burglarized

By Gary Bégin

DOUGLAS COUNTY - In an exclusive interview with the Wenatchee Business Journal, Lisa Bee's Bistro, Bakery and Produce Market owner Lisa Stanton said her social media accounts have been overwhelmed with an outpouring of community support after her namesake establishment was burglarized June 14.

"We are 99 percent sure it was three young males, probably high school age or around 19 or 20," Stanton said.

The surveillance cameras at the popular Columbia River-side eatery captured photos of masked men and even showed their footwear, which is one reason Stanton thinks the criminals can be pegged as young men.

Stanton, family and friends only had to close shop briefly thanks to a great team effort to get things in order, cleaned-up and back in business.

She especially wanted to thank Sheriff Harvey Gjesdal and his deputies for spending "five hours" on site after the incident doing investigative work. Stanton also wants to give a big shout out of thanks to LocalTel Communications and the Douglas County PUD who made sure the shutdown was brief.



GARY BÉGIN/WBJ

Lisa Bees is five minutes from East Wenatchee going towards Orondo on SR2.

"The PUD came out within an hour and LocalTel was there within two," she said. "New equipment was over-nighted."

Word of the break-in spread like wildfire throughout the close-knit Douglas-Chelan counties communities via Facebook where Stanton reports "more than 160,000 people reached" as the story spread from one group and was picked-up by another and another and so forth. She has more than 5,000 followers on her own site.

Stanton originally offered a \$500 reward leading to the arrest of the men, but others have upped that amount to more than \$1,200 as of this interview. She has also installed incredibly loud security alarms on every building "that can be heard a quarter of a mile away" as well as motion detectors, dead bolts and "beefed-up security" measures designed to thwart any future efforts at ruining her livelihood.

Stanton said more than 20

customers have already expressed concern to her personally and one little boy even gave her \$1 in a card that said, "I'm sorry your money was stolen."

She has also received more than a dozen bouquets of flowers and plants. "People get really upset. You work so hard ...this is a great community."

Stanton is positive this crime was not aimed at her personally, "They could have done much more harm than they did," Stanton, "It

was nobody that knew us." Anyone wishing to patronize Lisa Bees for a great meal, cold drink or many other things to aid in the store's financial recovery, can visit at 13023 SR2 or call 509-884-300 for more information.

According to a news release from Douglas County Sheriff Harvey Gjesdal, four residential burglaries took place in early June and "a fifth burglary occurred on June 14 at Lisa Bee's fruit stand at the 13000 Block. of Hwy. 2. Three cash registers, \$1,250 in cash, a Mac laptop computer, and an i-phone 6S were stolen. There was substantial vandalism inside the business."

Gjesdal reports that "A neighbor who lived west of the business said he had seen a suspicious vehicle in the area. It was a dark or flat black wagon with a very loud exhaust."

Gjesdal said, "This spike in burglaries is not usual in Douglas County. I encourage everyone to be security conscious."

Report any suspicious activity to law enforcement immediately. Try to provide detailed descriptions of suspicious persons or vehicle's.

If anyone has information about this or any other crime, call the Douglas County Sheriff's Office at 509-884-0941 or, after hours, RiverCom dispatch at 509-663-9911.

Gary Bégin can be reached at gary@ncwmedia.net.

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ALL PHOTOS GARY BÉGIN / NCW MEDIA

From left are husband and wife dealers Diana and Mark Emry; Gus Foster; husband and wife event directors Heather and Cory Clark and their twin children Finley and Aubrey; Angie and Chris Mowrer of Seattle; Aaron Nevers; mother and son Lee and Martin Lambel; father and son dealers Brad Gioletti and Jason Bronson.



## Wenatchee Toy Show: Share your passions

By Gary Bégin

Hundreds of visitors were drawn to the first Wenatchee Toy Show at the Wenatchee Convention Center Saturday, June 24. Event director, founder and all-around “head bottle washer” Cory Clark felt the exhibition went pretty well.

“The dealers seemed happy. We’re definitely doing this again next year,” he said. One of those dealers definitely agreed with that assessment. Gus Foster, owner/operator of Central City Comics of Ellensburg, said attending the show “was worth it, especially since the tables only cost \$40. Wenatchee has been waiting a long time for something like this. I think it’s great.”

Many of the dealers made the seven hour event a family affair including husband and wife combo, Diana and Mark Emry of Dryden. “I buy collections and keep what I want and sell the rest,” said Mark. The couple said they felt the event “went pretty well.” Diana also sells

collectibles at the Cashmere Antiques Mall. Mark is a full-time employee as an operations manager in Rock Island. Foster was one of many dealers from out of town who took a chance on Wenatchee’s first toy-specific show. Aaron Nevers came from Spokane with his collection of “action figures.”

“I had a really good day. 1980s action figures are pretty popular,” Nevers said.

Wenatchee native Brad Gioletti and his son Jason said his day “was a success, considering it was my first show.” Gioletti’s booth specialized in comic books.

Some folks have been literally waiting their entire lives to have some fun selling the toys that have surrounded them all their lives.

Martin Lambel and his mom Lee came from Richland. “I retired from work and have been hoarding toys in my basement for 25 years,” Martin said. “Now I finally get the chance to start going to these kind of shows and selling them.”

Toys, games, trains, trading cards, comics, video games and pop culture collectibles such as the wildly popular GI

Joe dolls and Star Wars memorabilia were everywhere.

If you are a professional dealer or just a hobbyist out to have some fun and network with others that share your obsessions and passions regarding toys, call Cory Clark, 509-699-0025, to ensure your spot in next year’s Wenatchee Toy Show.



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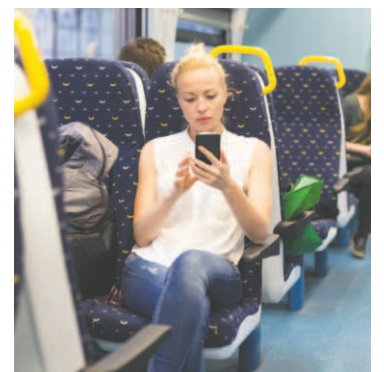
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# Pangborn Aviation Day: Family fun, education

By Gary Bégin

EAST WENATCHEE - Pangborn Memorial Airport here held a six-hour “aviation lovefest” that drew hundreds of airplane experts, novices and those just “plane” curious to its runways and hangars Saturday, June 17.

World War Two vintage aircraft, Miss Veedol of trans-Pacific flight fame and other planes were not just in display, but readily available for tours.

Several helicopters took part in the festivities offering free rides and an entire hangar was festooned with

informational kiosks and children’s activities.

Even Big Bend Community College from Moses Lake was on hand with brochures, and experts to talk to, but more importantly, a plane.

The school offers a degree in “flight technology” which could lead to a job as a pilot

with any number of airlines.

There were children running everywhere and parents eager to shoot photos of them in and around the airplanes on display.

The airport, jointly operated by the Ports of Chelan and Douglas counties, is almost at its goal raising

\$400,000 towards attracting a commercial passenger carrier for non-stop flights to and from San Francisco. (See front page story and photo of Miss Veedol.)

Events like this go a long way in promoting that goal as evidenced by the huge turnout from the

greater Wenatchee Valley community.


Companies and persons interested in donating to that cause can visit [pangbornairport.com](http://pangbornairport.com) or call Business Development Director Craig Larsen at 509-663-5159 for more information.



ALL PHOTOS GARY BÉGIN / WBJ

Starting at left and continuing clockwise is a World War Two Corsair fighter jet; a World War Two bomber, “Maid in the Shade”; a plane used to teach students from Big Bend Community College of Moses Lake and one of several helicopters used to give rides to the general public.

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Thanks to Chelan Safeway, Plaza Super Jet (Wenatchee), Brewster Harvest Foods, Triangle Exxon (Brewster) and Howard's Super Stop (Pateros) for joining our family of fine dealers in the Chelan, Okanogan and Douglas counties area. See the left side of Page 2 for a complete list of dealers. For information on how your retail establishment can become a dealer of the WBJ call Erin, 509-293-6780.



# The Trust for Public Land gets \$100k National Endowment for the Arts Grant

## Wenatchee's Kiwanis Methow Park a big winner

### TPL news release

The Trust for Public Land, in partnership with the city of Wenatchee, has received a grant from The National Endowment for the Arts' Our Town Grant Program to establish a health festival and create community-generated art at Kiwanis Methow Park, a 1.2 acre public park in South Wenatchee.

More than 4,200 residents live within a 10-minute walk of the park, which serves more Latino residents and children than any other park in the city.

Cary Simmons, Northwest Program Manager at The Trust for Public Land describes, "Coming into the neighborhood, we'd heard a lot about the community's scarcity. It's a vulnerable place; there aren't enough safe sidewalks or streetlights, but as we got to know South Wenatchee better and shifted the focus to people, we found enormous abundance in culture, community pride, and energy – not scarcity."

"The City of Wenatchee is thrilled with the NEA's partnership and support for Methow Park," said Wenatchee Mayor Frank Kuntz.

"This park is strategically located in one of our most at risk and culturally diverse neighborhoods. After a recent trip to Mexico by City officials, we understand the importance of highlighting culture and creating investment and ownership in this park as a catalyst for our community. The investment and our partnership with The Trust for Public Land help fortify the effort."

During the park design process, local residents and neighborhood organizations have been working with the City to increase pedestrian safety in the neighborhood, as well as access to social services and culturally relevant community programs.

To work towards these goals, The Trust for Public Land is working with city leaders, neighborhood groups, and residents through an ongoing, outreach and engagement process – to date connecting with over 900 residents at community festivals, outreach events, and informal chats in the park – to create a vision for a park that meets residents' vision for healthy living, community gathering, and celebration of culture.

Revitalizing Kiwanis Methow Park will create a place for improving overall community health by serving as a community hub designed by local residents, for local residents.

"When people do have those places to gather where everyone belongs, they strengthen their relationships", said Misael Fajardo-Perez, a local minister. "It's about the person knowing they have someone else to accompany them on their journey through life. Having a space to share out in the community is so important for that reason."

"This process that The Trust for Public Land is facilitating is closing the gap that exists between South Wenatchee and the rest of Wenatchee," says Fajardo-Perez.

Manuel Santos, a construction worker and member of South Wenatchee's newly formed neighborhood association adds, "At the park a connection and communication begins and you find an exchange of cultures. It's an impact in the community because you get to know your neighbors and get to know them better as a community ...it helps



PHOTO COURTESY OF THE TRUST FOR PUBLIC LAND

Kiwanis Methow Park hosts many community activities.

you feel safer, get to know your neighbors, and support each other. That's why these spaces are so important."

This project builds upon the successful Community Wellness Festival, held in Kiwanis Methow Park in 2016, and includes the design and implementation of "Healthy Wenatchee" events at the park.

These events will include health screenings for hypertension, diabetes and food insecurity, and linkage to follow up medical and social services, wellness education, arts activities for local children, and

live performances by Wenatchee's award-winning high school Mariachi band. More information will be available online at [tpl.org/wenatcheevalley](http://tpl.org/wenatcheevalley).

### About The Trust for Public Land

The Trust for Public Land creates parks and protects land for people, ensuring healthy, livable communities for generations to come. Millions of people live near a Trust for Public Land park, garden, or natural area, and millions more visit these sites every year. To support The Trust for Public Land and share why nature matters to you, visit [tpl.org](http://tpl.org).



## Northwest pear crop estimate

PORTLAND – At the June 1 annual Pear Bureau Northwest meeting, Northwest pear growers

and producers from Washington's Wenatchee and Yakima districts and Oregon's Mid-Columbia and

compiled the first official 2017-18 fresh pear crop estimate for Washington and Oregon. Pear growers

Medford districts estimated the fresh pear harvest at 17.6 million standard box equivalents, or 390,000 tons of fresh pears. The estimate is 2 percent less than 2016 harvest and 10% less than the five-year average.

"Growers are reporting an excellent quality of pear crop on the trees, albeit a

bit shorter crop than last season," stated Kevin Moffitt, president and CEO of Pear Bureau Northwest (PBNW) the marketing organization representing USA Pears. "At nearly 18 million boxes, we expect a high quality crop in promotable numbers."

Harvest is expected close to historical average

pick dates, which is later than the last two seasons. Starkrimson are expected in early August with Bartlett harvest expected in late August. Anjou, Bosc and Comice will be harvested beginning in September through early October. Concorde, Forelle, and Seckel will be picked in September

and October, across the four growing districts.

The estimates for leading varieties include 8.9 million standard boxes for Green Anjou, about 51 percent of total Northwest fresh pear crop, 4.4 million standard boxes of Bartlett (25 percent of the total crop) and 2.2

SEE NORTHWEST PEAR, PAGE 9

## Alatheia hosts 'red carpet' fundraiser

Alatheia Riding Center will host its fourth annual Little Black Dress Event July 21 from 6:30 - 10 p.m. at Chateau Faire Le Pont Winery in Olds Station.

This year's 'Red Carpet Edition' event is Oscar award-themed. Guests are encouraged to dress in their most glamorous 'little black dress' and be a star for the night. With a VIP-style entrance, the women will walk the red carpet and stop to pose for photos with the paparazzi.

Guests can enjoy hearty appetizers and a no-host bar featuring beer and the spectacular wines of

Chateau Faire Le Pont.

There will be a brief presentation, sharing the healing power of horses and ways attendees can help change lives through supporting Alatheia. The evening will wrap with dancing to music by DJ Manny.

The cost to attend this ladies only event is \$50 per person and guests under 21 must be accompanied by an adult. All proceeds support Alatheia Riding Center.

To purchase tickets visit [bit.ly/alatheialbd](http://bit.ly/alatheialbd) or for more information about Alatheia, email [info@alatheiaridingcenter.com](mailto:info@alatheiaridingcenter.com).

Good business leaders create a vision, articulate the vision, passionately own the vision, and relentlessly drive it to completion.

— Jack Welch



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*Completion expected in July*

# Chamber breaks ground for Pateros welcome sign

By Mike Maltais

PATEROS – An excavator on the site of the new Pateros sign south of Pateros moved the first scoops of dirt, Tuesday, April 11, marking the start of a construction campaign that is expected to be completed in time for this year's Apple Pie Jamboree in July.

Steve Varrelman, owner of BTO Construction in Pateros broke ground for the new welcome sign that will stand near the site near the former sign that was destroyed in the 2014 Carlton Complex wildfire.

Shortly after the original sign burned, the Pateros Chamber of Commerce initiated a campaign to rebuild the landmark. The Chamber's Sign Committee comprised of Libby Harrison, Joni Parks, Rose Olcott and John Roberts enlisted the help of citizens, businesses, volunteers and donors to complete the necessary property agreement, regulatory compliance, fundraising and design that culminated in Varrelman's initial groundbreaking.

Along with BTO Construction, several businesses and individuals have given their time, expertise and money to help make the new sign a reality. They include:

- **Eric Smith** – Erlandsen and Associates, Inc., Brewster
- **Larry Trimm and Brent Yeaton**

– RSI Metal, Mt. Vernon

- **Griffin Freels** – Godbey Red-E-Mix Concrete, Brewster.

- **Brett La Mar** – Lake Chelan Building Supply, Chelan

- **Bret Pitsinger, Clint Pearce and Forrest Harrison** – Van Doren Sales, LLC., East Wenatchee.

- **Shannon Seaford** – Papa Murphy's, Wenatchee.

- **Brittany Jean** – Singer, songwriter

Van Doren Sales agreed to pick half the cost for the new sign's lettering which brings the quote for that portion of the installation to less than \$2,000.

Parks said the original sign was built in the early 1990's and measured about 36 feet by 24 feet. Its replacement, somewhat smaller at 20'x20', will sit slightly in front of the old location, Parks said.

Construction costs are estimated to come in somewhere between \$10,000 and \$20,000, according to a Chamber media release and donations toward that end are still being accepted at any branch of North Cascade Bank at Brewster, Twisp, Okanogan, Omak, Grand Coulee, Chelan, Wenatchee and East Wenatchee.

Donations can also be mailed to the Pateros Chamber of Commerce, P.O.B. 374, Pateros, WA 98846 or donated online at the Chamber's

GoFundMe account at [www.gofundme.com/paterosignfund](http://www.gofundme.com/paterosignfund).

To follow the progress of the Pateros sign project, visit the Pateros Chamber's site on Facebook.



## 5-Star rating award to Wheatland Bank

Wheatland Bank of Spokane is pleased to report it has once again earned a coveted 5-Star rating from Bauer Financial, the nation's premier bank rating firm. (A five-star rating indicates the bank excels in areas of capital adequacy, profitability, asset quality and much more.)

Wheatland Bank has earned and maintained this top 5-Star rating for 41 consecutive quarters putting it in an even more prominent position as an "Exceptional Performance Bank". This designation is reserved for those banks securing a 5-Star rating for 40 consecutive quarters or longer.

"Wheatland Bank is an integral member of the community," remarks Karen L. Dorway, president of Bauer Financial. "Its support provides the vitality the community needs to remain socially, educationally and

commercially vibrant. A strong community, in turn, produces a strong community bank. And the cycle continues. True community banks, like Wheatland Bank, understand that what is good for the community is equally good for them, making them an invaluable neighbor."



Financial strength has been the priority for Wheatland Bank since its inception in 1979. Initially founded to serve the needs of Lincoln County's agricultural and business

communities, it has since expanded to 14 conveniently located branch offices.

Wheatland Bank has been a source of pride for its local community for 38 years. Its original commitment is kept alive with powerful local ownership and decision making even as the bank has expanded. Wheatland Bank is a value-oriented financial services provider dedicated to serving the needs of its customers, communities and employees while enhancing shareholder value.

Bauer Financial, Inc., of Coral Gables, Florida, the nation's leading independent bank and credit union rating and research firm, has been reporting on and analyzing the performance of U.S. banks and credit unions since 1983. No institution can pay for or opt out of a BauerFinancial rating. Star-ratings are all available for free at [bauerfinancial.com](http://bauerfinancial.com).



CONTINUED FROM PAGE 8

million Bosc respectively (13 percent of the total crop.) Red Anjou will represent 6 percent of the crop with a potential 1.1 million standard boxes.

Green Anjou pears are showing a projected crop increase of 7 percent compared with a smaller crop in 2016. Growers estimate that the Bartlett pear crop will be down 4 percent compared with last season, which is a mere 2 percent drop off of a five-year average. The Bosc pear crop is estimated to be well short of average, while Red Anjou production is expected to be 10 percent higher than last year and 6 percent above the five-year average.

The organic pear estimate came in at 1.12 million standard boxes (25,000

metric tons), 6.4 percent of the total Northwest crop. This number is lower than 2016 season by 5.5 percent, but shows a 10.5 percent growth over the five-year average for the Northwest. The organic Green Anjou crop is expected to be 470,000 standard boxes, while the Bartlett and Bosc crop sizes are estimated at 377,800 and 123,200 standard boxes respectively.

"Promotion plans for the new season are in place and PBNW regional marketing managers have begun calling on retailers across the USA and Canada, analyzing data and developing programs to optimize the retailers' pear category," states Moffitt. Display and promotion opportunities will begin in the fall with early season programs, leading to promotion support all

season long.

Across US and Canada, PBNW consumer outreach will focus on the undeniable health benefits of eating pears and the delicious versatility of a ripe, sweet, juicy pear from Washington and Oregon. Pears have the most fiber per serving of the leading 20 fruits by sales in the produce department, and the importance of fiber on gut health, heart health and weight maintenance will top our discussions with consumers and nutrition influencers in 2017-18. Marketing communication plans focus on inspiring consumers to add pears to their grocery list, purchase a variety of pears and repurchase pears on their next shopping trip. Key waves for media outreach will focus on Fiber-Full Pears and Pear Swap recipes – all designed to

## Northwest pear crop estimate

encourage buying and eating more pears.

Pear Bureau's long-range planning for nutrition research will focus on the role pears play in gut health and health maintenance, working with academic advisors in nutrition to further research the benefits that drive nutrition communication outreach.

The export market typically accounts for around 39-45 percent of the total sales in a given season including Mexico and Canada as the biggest markets, as reported by Global Trade Atlas. PBNW activities are coordinated to help increase grower returns across nearly 30 countries worldwide. The program targets both consumers and trade with the goal to create greater demand by increasing awareness on ripening, varieties, nutrition and usage. Activities in top markets, including Mexico, Central America, India, Middle East and Asia will include in-store sampling, nutrition workshops, consumer advertising, movie promotional tie-ins, social media and event activations. Larger scale special activities for the 2017-18 season include

a USA Pears Road Show in India and a Luchador (Mexican wrestling) themed nutrition promotion for kids and families in Mexico. Mexico is the industry's largest export market, and PBNW uses its proprietary retail pear category data to identify the opportunities for new varieties, size and grades of Northwest pears with the major retailers.

"The PBNW meeting concluded with a strong industry commitment to continue to deliver exceptional and consistent eating quality for consumers, from the first Bartlett and Starkrimson to the last Green Anjou. The industry is comprised of nearly 900 family growers, with 50

packing houses and 12 shipping organizations determined to produce the finest pears in the world with a taste profile that surpasses any and all skus in the produce department," reinforces Moffitt.

**About Pear Bureau Northwest** Pear Bureau Northwest is a non-profit marketing organization established in 1931 to promote the fresh USA Pears grown in Washington and Oregon, home to 84 percent of the US fresh pear crop. The Bureau represents nearly 900 family growers and develops national and international markets for Northwest pear distribution. "The Pear Bureau knows pears." For more information, visit [usapears.org](http://usapears.org).



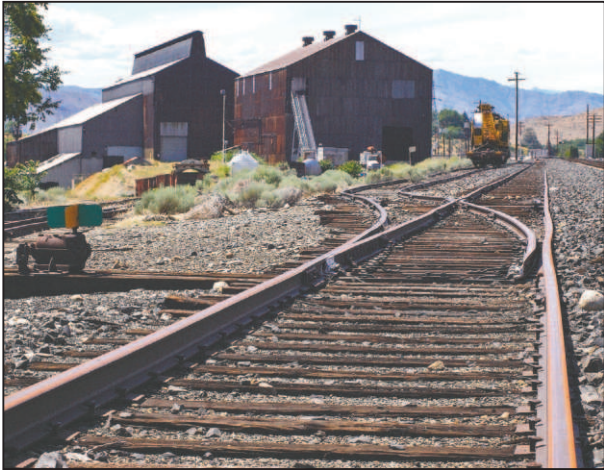
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GARY BEGIN/WBJ

This view of the former silica facility showing BNSF track right of way.

## Rock Island river acreage: Designated IDD by Port

CONTINUED FROM PAGE 1

June 20, Port stated, "I am in full support of the Port establishing an IDD on my property and the other properties identified in the report."

This legal designation allows the Port to apply for grants for development as well as for environmental mitigation.

That clean-up may cost millions depending on how much, if any, mercury and other toxic materials are discovered and in what quantity. The Port only had to satisfy one of many "marginal lands" criteria per RCW 53.25.030. The vast majority of those criteria were met, including "the existence of lots or other areas which are subject to being submerged by water."

Parks and Port

Commissioner Jim Huffman reassured the three audience members that the city would retain full rights regarding zoning under Urban Growth Area (UGA) regulations since the majority of the newly named IDD falls within the UGA. Before the June 27 meeting, a public hearing and workshop was held in Rock Island's city hall on June 13 where a great many citizens attended and had an opportunity to discuss the pros and cons of the plan.

Rock Island and the Port have wanted to move forward on development of the parcel for several years, but were unable to negotiate a buyout or get environmental approval from the state to make the deal happen.

Though not at the

# Lake Chelan wineries garner 72 medals

The Seattle Wine Awards results were announced last week and confirmed the increasing awareness of the Lake Chelan wine industry as a producer of wines that can compete with even the most established Washington wine regions.

The thirteen Lake Chelan Wine Valley wineries participating in the competition were awarded an impressive total of 72 medals, including 13 Double Gold and 24 Gold medals.

Tsillan Cellars again lead the medal parade with 17 medals including one Double Gold, 10 Gold and 4 Silver medals.

Shane Collins, Tsillan Cellars head winemaker the past ten years added to his total of over 300 Gold medals awarded Tsillan Cellars wines in recent years. Results from the prestigious

Indy International Wine Competition were also released last week and Tsillan Cellars 2016 Estate Malbec was deemed "Best of Class" in addition to a Double Gold medal while the 2016 Estate Riesling was also awarded Double Gold.

Even more impressive is the fact that these wines were made exclusively from estate vineyards that express the unique viticulture potential in the Chelan Valley.



SUBMITTED PHOTO

Shane Collins



SUBMITTED PHOTO

Wine awards.

June 27 meeting, in an exclusive interview with the Wenatchee Business Journal the day before, Rock Island Mayor Randy Agnew said, "I'd love to see a park and a marina on that site, maybe even a casino," Agnew said. "I only want what's best for the people of Rock Island."

For much more on this important developing story, be sure to read a follow-up article scheduled for the August edition of the Wenatchee Business Journal.



COURTESY PHOTO/JULIE BURDICK PHOTOGRAPHY

From left to right are: Sarah Bumps, Top Rojanasthien, Bret Pitsinger, Don Sangster and Jim Fletcher.

## GWATA panelists explain 'friendly family takeovers'

Information courtesy of GWATA

The following panelists took part in the recent Greater Wenatchee Area Technology Alliance, aka GWATA "Succession Planning" seminar held at the Confluence Technology Center June 22.

### Sarah Bumps

Davis Furniture was purchased by father and son, Bill and Roger Bumps, in 1979 from Louie Kunz and Max Stuteville. In 2007, Sarah began working in the family business. In 2016, Sarah became the general manager. Sarah is currently in the process of taking over ownership of the family business.

### Bret Pitsinger

Van Doren Sales was started in 1946 by Louis Van Doren Sr. after he invented a machine that stacked apple boxes in cold rooms (Hi-piler). The company is currently in its third generation - Bret is the grandson of Louis Sr.

### Top Rojanasthien

The Thai Restaurant was started in 1991 by Dan and Suwana Rojanasthien. Top began running the business in

2011 and purchased the restaurant in 2016.

### Don Sangster

Don Sangster and Tony Copeland purchased Finkbeiner Motors in the Wenatchee Valley in 1989. Immediately the name was changed to Sangster Motos. In 2001, Don took sole ownership of the dealership. Today, three of Don's children are working in the family business with plans to purchase in the future.

Also participating, but not as an owner or "about to be owner" of a family business, was **Jim Fletcher** of the Small Business Development Center in Wenatchee.

North Central Washington business resources GWATA  
gwata.org / 509.661.9000

North Central Washington Economic Development District  
newconnect.org  
509.682.6907

Wenatchee Valley College Center for Entrepreneurship  
wvc.edu/academics/entrepreneurship  
509.682.6900

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509.663.5159

Port of Douglas County  
portofdouglas.org  
509.884.4700

GWATA is also hosting its annual "Summer Social" at Highlander Golf Course in East Wenatchee on Thursday, August 3. For tickets to this event, contact: GWATA at gwata.org or call 509-661-9000.

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



# Crunch Pak wins innovation award

CASHMERE - Crunch Pak, the sliced apples specialist, won an Innovation Award for Best New Fruit Product for Apple Rings at the United Fresh Produce Association show on June 15 in Chicago.

Crunch Pak was one of five companies to receive an Innovation Award; the winners were selected by show attendees from a total of 46 entries.

"This year's Innovation Awards winners won from a field of excellent and qualified competitors," said John Toner, United Fresh vice president of

convention and industry relations. "The exceptional creativity of these five winners helped them stand out."

Crunch Pak's Apple Rings are round circles of fresh apples with the cores removed. Available in a variety of flavor options: sweet, tart, and a mixture of both, Apple Rings give home cooks the option to dip, layer, use in a recipe or eat out of hand.

Krista Jones, director of brand marketing and product innovation, said the company's award-winning packaging technology with

its breathability ensures that fresh Apple Rings deliver the best quality eating experience.

"Apple Rings may change the way people consume apples. With their unique shape - it adds variety outside of just slices," Jones said. "The Crunch Pak team worked hard and is excited to bring customers a new and innovating way of slicing product."

The company is shipping Apple Rings to customers nationwide.

For more information visit [crunchpak.com](http://crunchpak.com).



# MEMBER MESSENGER

*"Driven to Promote and Protect Small Business"*

JULY 2017 ASSOCIATION NEWSLETTER

PAGE 1



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**CHELAN COUNTY**  
**Shoreline Master Program**  
**UPDATE**

Chelan County Shoreline Master Program

## Attention Members

Over the last few years, Chelan County has been working to complete a required update to its Shoreline Master Program (SMP). BNCW has attempted to stay as

engaged in this process as has been possible.

Members should care about the SMP because it comprises a set of regulations that affect all property uses and development occurring within the shoreline jurisdiction.

The county's current SMP was developed and adopted over 40-years ago, in 1975. Over the last year, the Chelan County Planning Commission has worked very diligently to put together a draft proposal that seeks to meet the needs of the citizens of the county.

However, the SMP is one of the only local regulatory

plans that requires the Department of Ecology's stamp of approval. Whatever the final update to the SMP ends up being adopted and approved, it will have impacts for property owners throughout Chelan County.

**The Chelan County Board of Commissioners has set the Shoreline Master Program Hearing for July 11, 2017 at 1 pm at 400 Douglas Street, Wenatchee.**

This hearing provides the public with what will likely be a final opportunity to share with the county commissioners their comments, concerns, and

feedback specific to the proposed draft update.

To view the Planning Commission's recommended draft, as well as other support documents, you can find the link on the County's website home page at [www.co.chelan.wa.us](http://www.co.chelan.wa.us).


Please mark your calendars for the date and time noted above and share your comments.

If you are unable to attend, comments may be emailed to Chelan County senior planner, Lilith Vespier, at [Lilith.vespier@co.chelan.wa.us](mailto:Lilith.vespier@co.chelan.wa.us) prior to the hearing or submitted at the hearing.




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### BNCW MEMBER HIGHLIGHTS

**Welcome new BNCW members!**

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

- **Bagdon's Inc.**  
Larry & Sarah Bagdon  
509-662-1411
- **Hackenmiller Construction, LLC**  
Dustin Hackenmiller  
509-860-5331

*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!*

### Members: Is Your Contact Information Accurate?

As your BNCW staff works to produce the 23rd Annual BNCW Home Tour & Remodeling Expo magazine, we want to be certain that each of our valued member's contact information is current and accurate. Included in the official event magazine is our membership directory, designed to be a resource to consumers throughout NCW. BNCW distributes over 16,000 of these magazines both before, during and after the Home Tour event. If your company's contact information has recently changed, or if you simply wish to confirm that what we have is accurate, please either give BNCW a call, or, log into the members-only area of the BNCW website and you can edit your member profile information, including adding your company logo. We want to make certain that you're accurately represented!



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PAGE 2

## BNCW's:

FROM A DIFFERENT PERSPECTIVE

Fannie Freddie

**"N**ine years after the government takeovers, there's again talk of reforming Fannie and Freddie; good luck! Builders, Realtors, bankers, and investors want a strong government guarantee to backstop the \$10 trillion mortgage market and keep the popular 30-year fixed rate mortgage. Democrats want money for affordable housing to be part of any fix, and Republicans want neither. Moreover, with healthcare, taxes and trade on the agenda, time is very limited."

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



## Don't miss BNCW's annual membership appreciation BBQ!

This year's BNCW membership appreciation BBQ is Thursday, August 10th, 5:30 to 7:30p.m. at the Wenatchee River County Park in Monitor (across Hwy 2 from Boswell's Furniture).

Bring your family and enjoy an evening of fun... compliments of your Association and our member sponsor **Wenatchee Valley Glass!**

This is a great way to spend some time relaxing, catching up with old friends and making some new ones, all the while enjoying beverages and



an excellent BBQ!

The BNCW takes great pride in our members and this is an evening dedicated to spoiling you a little in appreciation for your continued support and dedication!

There will be fun and games for the kids and maybe a few for the

adults, too!

Burgers, brats, beverages, some sides and dessert will be provided. If you choose, you can bring a special dish of yours to share, too. Seating is limited so don't forget to bring your chairs.

To assist us in preparing for the food, we ask that you RSVP by calling the BNCW office at (509) 293-5840, or emailing Kim at [kfenner@buildingncw.org](mailto:kfenner@buildingncw.org).

*We are looking forward to seeing you at the BBQ, August 10, 2017!*

## WHAT people are saying:

"We value participating in the Home Show and Home Tour & Remodeling Expo because of the networking we can do with others in the building community. One of our biggest jobs this summer and fall came from another vendor we were neighbors with at the Home Show last spring. Just today, we received a multi-faceted job from a contractor we met at the Remodeling Expo.

The networking we are able to do at BNCW events has been an invaluable asset to the growth of our business."

Jessica Guerin,  
Wenatchee Valley Glass

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**Please RSVP by Tuesday, July 18<sup>th</sup>**

This assists our hosts in preparing for the event.

Call 293-5840 to RSVP or scan and email this back to [lindsay@BuildingNCW.org](mailto:lindsay@BuildingNCW.org) We look forward to seeing you there!



Earthquake preparation and early warning systems are in the news recently.

Here in Wenatchee, we experienced a 6.8 earthquake and a giant landslide temporarily dammed the Columbia River. Although this occurred in 1872, we are aware we are in a seismic zone.

As a BNCW member company, if there is interest, I am interested and able to provide some educational articles, webinars, and files (FEMA E-74) to coordinate the building trades' awareness of the seismic codes and best practices.

FEMA has prepared many documents and research on shaker tables. Here is one example: <https://www.fema.gov/quake-smart-toolkit-welcome>

Besides Life Safety concerns, it is important for businesses and government services to determine their resilience to the earthquake hazard and their time to recover and be back in business for the community good and leadership.

How soon will the hospitals and clinics be able to take injured patients? Will there be gas explosions and chemical spills at manufacturing facilities? Will there be water? Will there be water pressure for fire fighters?

We felt the Nisqually 6.8 earthquake here in Wenatchee in 2001.

**Ken Mattson, President**  
Alpha Sales Technologies  
[kenm@alphasalestech.com](mailto:kenm@alphasalestech.com)  
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# Building! MEMBER MESSENGER

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

JULY 2017 ASSOCIATION NEWSLETTER

PAGE 3

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**SEPTEMBER 2017**

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
save the date					1	2
3	4	5	6	7	8	9
10	11	12	13	Chefs on 14 Tour	Home Tour 15	Home Tour 16
Home Tour 17	18	19	20	21		
24	25	26	27	28		

**BNCW HOME TOUR & REMODELING EXPO**  
 September 15<sup>th</sup>-17<sup>th</sup>  
**BNCW CHEFS ON TOUR**  
 September 14<sup>th</sup>



On June 15, BNCW members and guests enjoyed a wonderful evening of networking at Jessup Real Estate.

Owner/Broker Norma Jessup has over 28 years of experience and currently, her team consists of 16 real estate agents serving the greater Wenatchee valley.

If you missed it, you missed a great evening of people mingling, meeting agents and checking out some of the new listings.

Norma and her team did an incredible job providing delicious food and beverages and were fabulous hosts!

Thank you, Norma, and your team of professional agents for hosting the June BNCW Nothing but Networking event!

We hope to see our members and their guests at the next BNCW networking event on July 20th which is being hosted at North Meridian Title & Escrow!

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

**2017 HOME TOUR**  
 And REMODELING EXPO

September 15<sup>th</sup>, 16<sup>th</sup> & 17<sup>th</sup>  
[www.BuildingNCW.org](http://www.BuildingNCW.org)

Tour through some amazing homes built by BNCW Builder Members! From Entry Level to the incredible High-End homes!

**Don't miss the 22<sup>nd</sup> Annual BNCW Home Tour & Remodeling Expo!**

**BNCW Chefs On Tour**  
 September 14<sup>th</sup>

**Exclusive VIP preview** of some of the beautiful homes that will be featured in the Tour.

Enjoy great food prepared by local chefs competing to be this year's Best Chef! Sample local wine and beer!

For more information visit [www.BuildingNCW.org](http://www.BuildingNCW.org)

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

## Advertise your BNCW membership with pride

The BNCW logo is synonymous with an organization that promotes high standards and professionalism among its membership throughout North Central Washington.

Our Association is a trusted source for industry professionals in the communities we serve.

As a member of Building North Central Washington, you are encouraged to display the Proud Member logo in all of your marketing efforts: business cards; stationery;

media advertisements; online and website marketing; telephone directory advertisements and etc.

In addition to stickers for your vehicles and office windows, we have camera-ready art available to you by simply calling the BNCW office at 509-293-5840, or logging into the members-only area of the BNCW website at [www.BuildingNCW.org](http://www.BuildingNCW.org).

Let's demonstrate our unity and pride in being a part of this premier organization!



# MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

JULY 2017 ASSOCIATION NEWSLETTER

PAGE 4

## Keep Your Employees Safe!

With the forecast for some typical eastern Washington heat in July, we want to ensure that our members are especially cognizant of outdoor heat exposure and how to avoid heat-related illnesses on the jobsite. This is also a good opportunity to extend the reminder that if you don't have a section within your L & I required Accident Prevention Plan (APP) that specifically addresses how your company complies with the

Outdoor Heat Exposure rule, you should. With the Outdoor Heat Exposure Rule in effect May 1 through September 30, employers must provide training to workers so they understand what heat stress is, how it affects their health and safety, and how it can be prevented.

Need help? Simply give BNCW a call and we'll help!

The following is a good reference chart to keep handy:

### PREVENTING HEAT-RELATED ILLNESS

- Drink a lot of water, about 1 cup every 15 minutes.
- Know the signs/symptoms of heat-related illness; monitor yourself and co-workers.
- Block out direct sun or other heat sources.
- Use cooling fans/air-conditioning; rest regularly.
- Wear lightweight, light colored, loose-fitting clothes.
- Avoid alcohol, caffeinated drinks, or heavy meals.



www.Lni.wa.gov/Safety 1-800-423-7233

### HEAT STROKE – A Medical Emergency

#### What happens to the body:

Dry, pale skin, sweating may still be present; hot, red skin (looks like a sunburn); mood changes; irritability, confusion, and not making any sense; seizures or fits, and collapse (will not respond).

#### What should be done:

- Call for emergency help (ambulance or 911.)
- Move the person to a cool, shaded area. Don't leave the person alone. Lay him on his back and if the person is having seizures, remove objects close to him so he won't hit them. If the person is sick to his stomach, lay him on his side.
- Remove heavy and outer clothing.
- Have the person drink small amounts of cool water if he is alert enough to drink anything and not feeling sick to his stomach.
- Try to cool the person by fanning him or her. Cool the skin with a cool spray mist of water, wet cloth, or wet sheet.

### HEAT EXHAUSTION

#### What happens to the body:

Headaches, dizziness, or light-headedness, weakness, mood changes, irritability or confusion, feeling sick to your stomach, vomiting, fainting, decreased and dark-colored urine, and pale, clammy skin.

#### What should be done:

- Move the person to a cool, shaded area. Don't leave the person alone. If the person is dizzy or light-headed, lay him on his back and raise his legs about 6-8 inches. If the person is sick to his stomach, lay him on his side.
- Loosen and remove heavy clothing.
- Have the person drink some cool water (a small cup every 15 minutes) if he is not feeling sick to his stomach.
- Try to cool the person by fanning him. Cool the skin with a cool spray mist of water or wet cloth.
- If the person does not feel better in a few minutes call for emergency help (ambulance or 911.)

If heat exhaustion is not treated, the illness may advance to heat stroke.



## BNCW's Weekly Dirt e-Update

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

The purpose is to keep our members well-informed of important information that may affect them.

If you're not currently receiving this weekly e-Update and would like to, simply give BNCW a call at (509) 293-5840 and request to be added to our contact list and we'll be sure that you begin receiving the *BNCW's Weekly Dirt*.

### BNCW EVENTS

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

- July 19, 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 July CPR & First Aid Training

- July 19, 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](http://BuildingNCW.org).

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## Braden Draggoo of Wenatchee achieves agent milestone

**Braden Draggoo**, an agent for New York Life in Wenatchee, has earned membership in the Million Dollar Round Table (MDRT) for 2017. Achieving membership in MDRT is a distinguishing life insurance career milestone, attained only by those who have demonstrated superior professional knowledge, experience and client service.

MDRT membership represents the top life insurance and financial service professionals worldwide. MDRT is an international, independent association of the world's best life insurance and financial services professionals. In addition, this is the 61th consecutive year that New York Life has dominated the MDRT in the United States.

Braden has been a New York Life agent since 2008, and is associated with New York Life's Eastern Washington General Office. Braden is from Omak and has resided in Wenatchee for almost 10 years.

## Novelli hired by Okanogan Behavioral HealthCare

**Jim Novelli**, the new Chief Executive Officer of Okanogan Behavioral HealthCare, is a native of New York City. He received his BA from the State University New York-Fredonia and master's degree from Southern Illinois University at Carbondale.

Novelli has been involved in the behavioral health field at both the state and community level. He directed a crisis service program for a number of years and taught at the local community college. He then worked for the Illinois Department of Human Services, Division of Developmental Disabilities as assistant center director of the Choate Mental Health and Developmental Center. His final position with the state of Illinois was with the Division of Mental Health where he served as the executive director of Region Five. In this position, his office was responsible for oversight of the system of care for the southern portion of Illinois, which encompasses 36 counties and 26 community mental health agencies. Most recently he was the CEO for Eastern Montana Community Mental Health Center, in Miles City, Montana.

Novelli believes hope and recovery are possible when individuals have access to needed services. That includes public outreach to help those in need to become aware of the available services that would help them. It is important to reduce the stigma associated with mental illness. People talk about their child's broken leg, Novelli says, but not their child's mental health. He wants to "help people get through that process" and accept mental health care as health care. He believes the integration of physical health and mental health is a priority.

Jim and his wife, Joette, have three children, one boy and two girls. Since the children are 25, 22 and 20, they will not be moving with their parents to become Okanogan County residents. Novelli, whose hobbies include martial arts, cooking and animal rescue, especially dogs, looks forward to becoming part of the Okanogan County community.

## Speidel named 'Super Lawyer'

**Russell J. Speidel** has been named in Washington Super Lawyers, 2017 edition, as one of the top attorneys in Washington. Only five percent of the lawyers in Washington receive this distinction. This year marks the eleventh year Mr. Speidel has been selected for



**Russell J. Speidel**

this honor. Super Lawyers recognizes attorneys who exhibit excellence in their legal practice. The rigorous selection process includes peer nominations, independent evaluation of candidates by attorney-led research staff, a peer review of candidates by practice area, and a good-standing and disciplinary check.

## Children's Dentistry Employee of Quarter

**Britney Cabrera** is being honored as Children's Dentistry of Wenatchee's Employee of the Quarter. Britney is a Registered Dental Hygienist, and has been a part of the team for 4 years. She always shows leadership with a positive attitude, helpful to everyone in the office, and patients love her gentle hands. We are very proud to have her as a part of our team!



**Britney Cabrera**

## Willet completes training

**Gaylen Willett**, owner of Gaylen Willett Insurance in Chelan, completed continuing education classes at the National Association of Insurance and Financial Advisors' (NAIFA) Jumbo CE Seminar in Leavenworth on April 21. She also attended the NAIFA's state convention May 24-26 at Campbell's Resort in Chelan. She is the local NAIFA secretary.



**Gaylen Willett**

## Wenatchee Engineering Firm Welcomes Julie Mott

After crisscrossing the state, and even the world, Washington native **Julie Mott** remains in heart of Washington in the Wenatchee Valley. Julie recently joined SCJ Alliance, a consulting firm specializing in civil engineering, transportation planning and design, environmental and urban planning, landscape architecture and design, and public outreach.

Julie, a project coordinator for the firm, is originally from Port Angeles, Wash., graduated from Gonzaga University in Spokane and spent a year in Paris before moving back to her home state.

"I love to explore and try new things," she said. "Wenatchee is a great home-base for me and my family, and SCJ offers a diverse variety of projects to work on."

SCJ has provided the expertise behind many endeavors in the greater Wenatchee region, including the design of the new Crescent Bar Island Recreation Area. Other high-visibility efforts include the new WSDOT North Central Region Administration Facility, the East Wenatchee Gateway project, trail and roadway improvement projects in Winthrop, Twisp's downtown revitalization, and community planning efforts in Entiat, Rock Island and Grand Coulee.

"Having someone like Julie on our team is a true blessing," said SCJ Engineering Manager Dan Ireland. "Her personality and ability to work with clients on grant opportunities and projects is a great asset. You can tell she really has a passion for helping people make their visions and projects become a reality."

Julie volunteers her time in organizations

throughout Wenatchee. She is president of the Wenatchee Valley Follies Guild and vice president of the Wenatchee Central Lions. She also serves as a board member for the Washington State Apple Blossom Festival, Keep it in the Valley Foundation and Solomon's Porch.

Since its founding eleven years ago, SCJ has grown steadily to a dynamic team of close to 80 employees in six locations across Washington. Headquartered in Lacey, SCJ has been nationally recognized multiple times for growth, award-winning projects, and as a great place to work. In addition to Wenatchee, the company also has offices in Lacey, Centralia, Seattle, Ballard and Vancouver.

## Emerge Washington Hires executive director

Emerge Washington announced that it has hired **Karen Besserman** as its new executive director. The 18th Emerge America affiliate, Emerge Washington officially launched in May, and will serve as the premier political leadership training organization for Democratic women in the Evergreen State. In her role as executive director, Besserman will lead all aspects of the organization, including its efforts to recruit and train Democratic women to run for office, fundraising and managing key relationships with political stakeholders.



**Karen Besserman**

"I'm very excited to be joining the Emerge Washington team and contributing to its goal of equal representation of Democratic women in our decision-making bodies at the local, state and national level," said Besserman. "The enthusiasm I've already experienced working with Emerge Washington and the Emerge America network is contagious and I look forward to utilizing my past experience to help Democratic women succeed in running for office."

Besserman has a long history of managing and advocating for women candidates. Before

moving to Seattle, she managed the campaign of Sharon Sayles Belton in Minneapolis, the first African-American woman elected as mayor of a major city. She also worked in Seattle on Maria Cantwell's campaign for the Senate in 2000.

In 2001, Besserman started Besserman Associates, a consulting firm specializing in local candidate and issue campaigns, individual fundraising and public affairs and advocacy. The firm helped with the Women's Bioethics Project launch a national book club program and the World Association for Children and Parents (WACAP) develop a program to feature adoptable children on the news each week with the goal of finding them families among other major projects. Her other clients included the State of Washington, the Committee for Children, the Minority Executive Directors Coalition and the Refugee Women's Alliance.

Most recently, Karen has focused on social justice, working with clients like the Organization for Prostitution Survivors, the Coalition Ending Gender-Based Violence and Diverse Harmony, the first queer/straight alliance youth choir in the country.

"We are lucky to have Karen joining the Emerge Washington Team," said Pam Eakes of the Emerge Washington Organizing Committee. "Her vast political experience advocacy, campaigns and consulting will Emerge Washington an edge when it comes to recruiting and training Democratic women and connecting them to political stakeholders in the Evergreen State. We can't wait to see the great things she does with the organization."

This new hire comes as Emerge Washington and Emerge America are about to host a Northwest Regional Candidate Boot Camp for Democratic women running in 2017 or 2018 in Seattle from June 9-11. Top political trainers and strategists will teach attendees critical skills including developing a campaign plan, fundraising, messaging, and public speaking.

For more information on the boot camp, please visit: [bit.ly/ewanorthwestbootcamp](http://bit.ly/ewanorthwestbootcamp) or <http://www.emergeamerica.org/EmergeWA>.

## Sanderson named Certified Employee of the Year for LCSD

By Zach Johnson

CHELAN - We have all had teachers that inspired and motivated us to do great things in our life, but how many of them taught math?

Math is boring right? Wrong.

At least that is the message that seventh grade teacher Sarah Sanderson - who was recently named Certified Employee of the Year, for Lake Chelan School District - has been preaching in her class since the start of her teaching career.

When kids say they struggle with math, Sanderson responds by saying "that they just haven't had it taught in the right way."

"Typically math has been taught to kids by someone that says they aren't a math person, or



PHOTO BY ZACH JOHNSON

Sarah Sanderson

they listen to their parents say they can't do it, so the kids think that the subject is hard and they get this negative feeling about it. So that is my goal; to just change that mind set. I think kids don't necessarily struggle with math like we think they do, it's because we do think they struggle and adults portray that connotation to them so that is what the kids perceive it to be."

Sanderson tries to

shift that mind set by making math fun and applicable to everyday life. She does this by having the students do a lot of group work, partner work and a quarterly project where the students show what they know in a different way from a paper test. Sanderson said this allows the students to be creative and use math in a more applicable way.

"We also do lots of card sorts where they are organizing using inquiry based learning, so we don't do a lot of question and answer of worksheets," Sanderson stated. "If I feel they need practice, we do a scavenger hunt where they solve a problem and find an answer somewhere in the room. Then on the back of that answer, there is another problem they

SEE SANDERSON, PAGE 21

# Central Washington Hospital gets prestigious American Heart Association 'stroke care' award

Central Washington Hospital received the American Heart Association /American Stroke Association's Get With The Guidelines - Stroke Gold Plus Quality Achievement Award with Target: Stroke Honor Roll. The award recognizes the hospital's commitment to providing the most appropriate stroke treatment according to nationally recognized, research-based guidelines based on the latest scientific evidence.

Hospitals must achieve 85 percent or higher adherence to all Get With The Guidelines-Stroke achievement indicators for two or more consecutive 12-month periods and achieve 75 percent or higher compliance with five of eight Get With The Guidelines-Stroke Quality measures to receive the Gold Plus Quality Achievement Award.

To qualify for the Target: Stroke Honor Roll, hospitals must meet quality measures developed to reduce the time between the patient's arrival at the hospital and treatment with the clot-buster tissue plasminogen activator, or tPA, the only drug approved by



SUBMITTED PHOTO

Pictured left to right, Dr. Scott Stroming, Dr. Randal Moseley, Dr. Peter Rutherford, Tracey Kasnic, Teri McIntyre, Dr. Joseph Tornabene, Vikki Noyes, Elizabeth Peterson.

the U.S. Food and Drug Administration to treat ischemic stroke. If given intravenously in the first three hours after the start of stroke symptoms, tPA has been shown to significantly reduce the effects of stroke and lessen the chance of permanent disability. Central Washington Hospital earned the award by meeting specific quality

achievement measures for the diagnosis and treatment of stroke patients at a set level for a designated period. These quality measures are designed to help hospital teams follow the most up-to-date, evidence-based guidelines with the goal of speeding recovery and reducing death and disability for stroke patients. "A stroke patient loses

1.9 million neurons each minute stroke treatment is delayed. This recognition further demonstrates our commitment to delivering advanced stroke treatments to patients quickly and safely," said Julie McAllister, Vice President of Nursing. "Central Washington Hospital continues to strive for excellence in the acute treatment of stroke patients.

The recognition from the American Heart Association/American Stroke Association's Get With The Guidelines-Stroke further reinforces our team's hard work." "The American Heart Association and American Stroke Association recognize Central Washington Hospital for its commitment to stroke care,"

said Paul Heidenreich, M.D., M.S., national chairman of the Get With The Guidelines Steering Committee and Professor of Medicine at Stanford University. "Research has shown there are benefits to patients who are treated at hospitals that have adopted the Get With The Guidelines program."

Get With The Guidelines - S puts the expertise of the American Heart Association and American Stroke Association to work for hospitals nationwide, helping hospital care teams ensure the care provided to patients is aligned with the latest research-based guidelines. Developed with the goal to save lives and improve recovery time, Get With The Guidelines - S has impacted more than three million patients since 2003.

According to the American Heart Association/American Stroke Association, stroke is the number five cause of death and a leading cause of adult disability in the United States.

On average, someone in the U.S. suffers a stroke every 40 seconds, someone dies of a stroke every four minutes, and nearly 800,000 people suffer a new or recurrent stroke each year.

# Chelan PUD GM Wright, Rep. Reichert elected to prestigious energy board

Chelan PUD news release

At its annual meeting on June 15 in Washington, D.C., the Alliance to Save Energy elected seven new board members, including Rep. Dave Reichert and General Manager Steve Wright of Chelan PUD.

The Alliance, the leading energy efficiency coalition in the U.S., is a nonprofit, bipartisan organization of business, government,

environmental and consumer leaders that advocates for enhanced energy efficiency across all sectors of the economy. Their mission is to promote energy efficiency worldwide to achieve a healthier economy, a cleaner environment and energy security.

The new members include members of Congress and business leaders in the technology and manufacturing sectors, to



GARY BÉGIN/WBJ

Steve Wright

help lead the organization's work. Alliance President Kateri Callahan welcomed the new board members, saying, "The Alliance is very fortunate to be led by policy makers and innovative business leaders who are tireless champions of energy efficiency and who work hard — on a bipartisan basis — to drive energy productivity gains, which in turn, creates jobs, increases prosperity and helps the

environment." Callahan went on to describe the value Rep. Dave Reichert and Chelan PUD General Manager Steve Wright bring to the Alliance, "Representing a district that supports 3,441 jobs in energy efficiency, Rep. Reichert has cosponsored legislation to benefit taxpayers, non-profits and governments through energy efficiency tax deductions. Reichert is a senior member of the tax-writing House Ways and Means Committee, where he chairs the Subcommittee on Trade."

"General Manager Steve Wright of Chelan County Public Utility District has led the development of a community-based Strategic Plan encompassing aggressive energy efficiency programs. Throughout his career in the energy industry, Wright has held several Administrator/CEO roles, including with the Bonneville Power Administration where he oversaw substantial increases in energy



efficiency investments, and BPA was named a Star of Energy Efficiency award winner from the Alliance to Save Energy in 2004," Callahan added.

In being nominated, Wright stated, "I started my public service career in the energy efficiency world. I understand the value of energy efficiency to our customer-owners through their own cost-savings, as well as the cost-savings and revenue potential for the PUD. Energy efficiency is a critical component of our strategy to create value for Chelan PUD customer-owners. Serving on the Alliance Board, helps advance strategies that benefit the people of Chelan County."

Wright will provide counsel to the Alliance on key energy policies facing the U.S. in the coming years. For more information about the Alliance, visit: <http://www.ase.org/about>.

## WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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## TOP PROPERTIES

### Chelan County

The following real estate transactions took place during the month of May. Figures are not exact legal descriptions. Because of space constraints, abbreviations are used. For more information and the full list by month go to [co.chelan.wa.us/assessor](http://co.chelan.wa.us/assessor). Code: M=million, k=thousand, W=Wenatchee, Ch=Chelan, C=Cashmere, L=Leavenworth, sf=Square foot, ac=acres

SALE PRICE	DESCRIPTION	BUYER	SELLER
\$1.08M	2055 Edgewood Ln. W 7ac 2682sf	D&K Froese	M&J Maines
\$1.95M	2902 S. Lakeshore Rd. Ch 5ac 2523sf	J&K Berger	P&V Rogers
\$11.6M	Okanogan & various W 10.5ac 121,000sf	SNF Ventures	Campbell Healthcare Investments
\$2.1M	Jagla Rd & various W 118ac	Gold Crest	R. Riker Fruit Co. LLC
\$2.5M	402 W. Manson Rd. Ch 6100sf	Worldmark Club	Lakehouse Chelan LLC J&G Jones
\$4.4M	6795 Nahahum Cyn Rd C 40ac 23,000sf	Foothills Rev. Trust	D&J Reierson
\$2.2M	9917 Saunders Rd. C 25ac	9917 Saunders Rd LLC	H&K Bumgarner
\$1.6M	20103 Chiwawa Loop Rd L 148ac	Newell Family LLC	B. Mpherson Tt. et al
\$530k	2014 Maiden Ln W 5ac 2880sf	J. Pratt	P&A McLaughlin
\$560k	17446 River Rd L 38ac 3447sf	J&D Roberts	J. Smith
\$565k	3567 Dianna Way W 3ac 1787sf	A&I McLaren	Triple R Const. LLC
\$583k	3742 Sky Crest Ln W 1ac	G&J Callsvik	Springwater Homes LLC
\$620k	527 N Chelan Ave W 3ac 8240sf	D. Roper LLC	527 N. Chelan LLC
\$673k	1842 N. Wenatchee Ave W 8ac 7200sf	3rd Rock LLC	Kissler Ent. LLC
\$695k	1020 Sage Crest Dr W 5ac 3400sf	L&N Thelin	M&M Jens Poulson
\$705k	3706 Sky Crest Ln W 1ac	J&J Baker	Springwater Homes LLC
\$708	505 Mackinaw Ln Ch 1ac	R. Goff	Chelan Lookout LLLP
\$799	132 Jackrabbit Ln Ch .3ac 1809sf	B&C Denson	Chelan Lookout LLLP
\$740k	4611 S. Lakeshore Rd Ch 2.3ac 2054sf	M. Perrault	D. Witsil
\$750k	9230 Deadman Hill Rd C 13.7ac 5438sf	K&K Furfaro	D. Huntsinger-Carson
\$800k	2900 S. Lakeshore Rd. Ch 09ac 750sf	J. Harris	R&C Brooks Trts.
\$862k	323 Highpoint Pl C 2ac 2913sf	J&N Atkins	M. Rourke



GARY BÉGIN/WBJ

## Federal Building RFP for new Wenatchee City Hall

Start: Friday June 23  
Close: Friday, July 21 5 p.m.

The city of Wenatchee is requesting statement of qualifications and request for proposals from consulting firms with architectural expertise to assist the city in the redevelopment of a portion of the Federal Building for a new city hall and other city needs. Interested applicants may attend a walk thru of the building on either Thursday, July 6 at 10 a.m. or Thursday, July 13 at 10 a.m. Proposals must be submitted no later than 5 p.m., July 21. Questions should be directed to Steve King at (509) 888-3203 or email at [sking@wenatcheewa.gov](mailto:sking@wenatcheewa.gov).

## Wenatchee Area Real Estate SNAPSHOT

May 2017  
Provided by Pacific Appraisal Associates

### Residential Real Estate Market

**Closed Sales**  
**96** ▲ 4%  
from May, 2016  
92

Sold Last 90 days: **241**

**Closed Sales Year-to-Date**  
YTD: 2016 2017  
▼ 369 338

**Avg DOM** 87  
**Pendings** 190  
**New Listings** 110

2016 YTD 2017 YTD Change  
579 494 -15%

**Active Listings**  
**130** ▲ 7%  
From Apr. 2017 ▼ -40%  
From May 2016

May 2016 2017  
**217 130**

**Sold Trend - Residential Single Family**

**Median Sales Price**  
**\$279,900** ▲ 9%  
YTD from 2016 YTD  
\$257,850

Last 90 days: **\$281,000**

**Average Sales Price**  
YTD: 2016 2017  
▲ \$280,469 \$295,263

**Building Permits - YTD**

	2016	2017
Single Family	86	99
Plex Units	10	0
Apartments (units)	0	0

**Average SP to LP Ratio**  
(Sold Price to Original Listing Price)

**98%** ▲ 98%  
YTD Average 6 Month Average

YTD: 2016 2017  
**97% 98%**

**Number of Actives & Pendings Per Price Range**

Wenatchee Market - Single Family Homes / Condominiums														
Price Range (thousands)	0-150	151-200	201-250	251-300	301-350	351-400	401-450	451-500	501-550	551-600	601-650	651-700	701+	All Ranges
Number of Active Listings & Pendings	15	18	55	60	38	35	28	15	10	10	9	8	19	320
Average Number Sold per Month	3.3	9.7	11.8	18.3	10.5	8.0	3.5	3.0	1.0	0.5	0.7	0.2	1.2	71.7
Indicated Mos. Present Supply	4.5	1.9	4.6	3.3	3.6	4.4	8.0	5.0	10.0	20.0	13.5	48.0	16.3	4.5

The number of homes on the market is at a 7 year low (active listings reported for May).

The current active count is 130 compared to 217 this time last year.

The highest count of 570 was reported in 2010.

**Number of Homes on the Market**

Residential Market: Single Family Homes and Condos

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

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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.

## Lake Chelan View Apartments: Affordable housing comes to Chelan

By Zach Johnson

CHELAN - Aside from parking, one shortage that is well known amongst residents and locals in Lake Chelan, is a lack of workforce housing. With the minimum wage in Washington state being \$11 per hour, and the average estimated rent at \$1,475 per month, there are little options for a service, winery or orchard employee to live in the Chelan area. After Regency Manor relocated from their location on Markeson Street in Chelan to Wenatchee, now building owner and Chelan resident Al Abdollmohammadi saw an opportunity to alleviate some of the problem. "As soon as we saw it last year, we talked to the owners and wanted to do workforce housing," Abdollmohammadi, who retired in Chelan five years ago said about his apartments on Markeson street. "People who are making \$12 or \$13 an hour, they can't afford the condos and other housing options, so this is something for Chelan. If someone is looking for a job they won't have to move away from Chelan."



ZACH JOHNSON/WBJ

Each room has a different configuration and size, but all of them have a nice view of the lake or mountains.

Abdollmohammadi said that he didn't cut any corners during construction and installed all new fire alarms, sprinklers and appliances. The apartments also feature a 24-hour security system with a coded entry to the building, an on-site laundry room and building manager, storage, an abundance of parking and an outdoor barbeque area

# Bavarian style ‘tiny houses’ coming to Plain

By Ian Dunn

PLAIN - Adeline, Otto, Belle, Hanna and Rudolph are coming to the Thousand Trails Leavenworth RV Campground in Plain.

Those are, in fact, the names of the so-called “tiny houses” that are now at the campground. An open house was held this past weekend.

It’s called the Leavenworth Tiny Village. It’s the latest Petite Retreats Tiny House Village.

“We started with our first one last year, in Oregon, right outside of Mount Hood. We have a tiny house village. We have two tiny houses right outside of Sedona, Arizona. This is a big village opening for us, where there are five with more of a community aspect,” said Ann Colletti,

Thousand Trails and Petite Retreats spokeswoman.

Five tiny houses have been set up as a vacation rental option, Colletti said, very similar to a cabin or house rental.

The tiny homes have been decorated in Bavarian style, to tie into Leavenworth.

The smallest home is 180 square feet, the largest 300 square feet. The tiny homes have created lots of fans, through the various tiny homes shows on HGTV.

“They have been very well received. I think people are excited to see them in person. People can stay in one for a little bit, since so many people watch the shows, but there aren’t many opportunities to see one in person. People are generally pretty excited if we have an

event or book a vacation with us,” Colletti said.

The smallest house sleeps two, while the biggest house sleeps five.

“Each one is bigger than the other. They all have different exteriors, but they also have different personalities and names,” Colletti said.

“There is a little seating area, a small table. There are lofted sleeping areas and some have first floor space. Outside the home is a grill, fire ring and picnic table. The stay there will be very much like a cabin rental.”

To book a tiny house, you can go to [rvonthego.com](http://rvonthego.com) and search for Leavenworth.

Very shortly, a new website is coming online, [leavenworthtinyhouse.com](http://leavenworthtinyhouse.com).

Once that website is



COURTESY PHOTO

Bavarian style tiny houses are headed to Plain.

live, Colletti said you can book directly through that website.

That will allow you to pick a house and floor plan and understand what you are getting into with a tiny house.

“Some people who visit our open houses say, they

are very small. We laugh, because it is a tiny house. Normally, people see that and have a good time,” she said.

Colletti said a lot of people are interested in tiny homes by the builder, Tumbleweed.

“They are pretty popular in the tiny house space,

but there are not a lot of opportunities to see them in person. People are excited to see a Tumbleweed tiny house,” Colletti said.

The Thousand Trails Leavenworth RV Campground is located at 20752 Chiwawa Loop Rd. in Plain.

# Kyle Miller awarded LCSD Employee of the Year after 25 years of dedicated service

By Zach Johnson

CHELAN - Kyle Miller has certainly earned being named the Lake Chelan School District Employee of the Year.

Aside from her daily duties in the food service department and as a janitor, Miller has helped inspire and connect with hundreds of kids over 25 years.

She attributes her ability to connect with a wide range of students to a lesson she learned from her sister one day when she was giving swimming lessons.

While in the water Miller noticed the kids would gravitate more toward her sister than herself and when she asked why, her sister advised Miller to get down in the water more to get on their level.

“That was probably a defining moment,” Miller pronounced. “I think you could use that at any age. Just get on their level because it builds trust, so since that day I have been conscious about getting on people’s level.”

One of the ways she used to practice this was by sitting down at the end of students tables during lunch.

“Everyday I would move to a different table, and you think they don’t notice you or they may not like you because you are an authority figure or an adult, but actually all they want is for someone to sit with them,” Miller explained.

“There were times I

would sit down and say, ‘I’m just sitting, you guys go ahead and talk’ and they would just talk about anything. Of course with elementary school kids, when I would sit down I would get bombarded with ‘hey Kyle’ so the energy is different but the kids all like it when you sit with them.”

Miller said there have been a few occasions



SUBMITTED PHOTO

Kyle Miller

students have come up to her and said they really appreciated when she used to sit with them at lunch. This is essentially what Miller loves about working with kids.

“I kind of compare working with kids like being a waitress,” Miller said. “If you give kids a little bit of attention then you get a tip in the form of a hug or some trust. Kids are as easy as trying to please a customer and then you get immediate gratification, so it is not something you wait on like a paycheck. They are so rewarding and very lovable.”

Even in our short

time speaking in a small conference room I could tell Miller definitely has an ability to connect with students.

This was evident after Miller described a myriad of stories where kids sought out Miller during the day to either work, talk or spend time with her.

One girl - who used to help clean the lunchroom continued to visit during her schooling - even invited Miller to her wedding when she got older.

Overall, Miller has earned the trust from the students and support from her colleagues with her smile, positive attitude and constant approach to go above and beyond.

For those of you that don’t know, Miller is the one who shovels the sidewalks from Morgen Owings Elementary to the Lake Chelan School District building.

On any given snowy day, Miller can be found at the school around 3 a.m, completing her typical workload of cleaning the building. After finishing, Miller then zips up her coat and heads outside before firing up the snowblower and clearing the sidewalks.

Once those are done, Miller shovels all of the steps and then finally de-ices everything she cleared.

“It takes a lot longer than you would think,” Miller commented. “I love the snow and I love to ski and snow blow, but that is

# Douglas and Chelan counties in top 10 for mortgage ‘ease’

Homeownership is often considered a cornerstone of the “American Dream,” but depending on where you are looking to buy, you may have a better chance of getting a mortgage

approval. *SmartAsset* recently determined the places in the U.S. where aspiring homebuyers were most likely to be approved for a mortgage. Counties were ranked by

comparing the number of mortgage applications and the number of mortgages approved in the county. Listed below are the top counties in Washington:

Rank	COUNTY	Loan Funding Rate	5 Year Borrowing Costs	Property Tax	Annual Mortgage Payment	Loan Funding Rate Index
1	Benton	68.86%	\$77,301	\$13,688	\$14,719	68.86
2	King	66.61%	\$77,301	\$13,213	\$14,719	66.61
3	Whatcom	66.39%	\$77,301	\$11,518	\$14,719	66.39
4	Clark	66.32%	\$77,301	\$15,088	\$14,719	66.32
5	Franklin	65.63%	\$77,301	\$15,350	\$14,719	65.63
6	Snohomish	65.02%	\$77,301	\$14,094	\$14,719	65.02
7	Douglas	64.81%	\$77,301	\$13,252	\$14,719	64.81
8	Island	64.67%	\$77,301	\$10,868	\$14,719	64.67
9	Clallam	64.57%	\$77,301	\$12,261	\$14,719	64.57
10	Chelan	64.18%	\$77,301	\$10,934	\$14,719	64.18

The rankings were a factor in *SmartAsset’s* overarching study on the best mortgage

markets in the U.S. You can see an overview of the methodology, as well as an interactive

map highlighting the top mortgage markets in the U.S. here: [smartasset.com/mortgage/mortgage-rates#us](http://smartasset.com/mortgage/mortgage-rates#us)

the worst part of my job because I have to get up early.”

Although not her favorite and what can amount to a 12 hour day, Miller is obliged to do the work. She said that she often feels sad when the summer comes.

“I get a little anxiety and a little teary thinking that I now have to talk to my adult peers instead of the kids,” Miller stated. “I love the staff and the people I work with, it feels like a home so

I kind of miss it when I’m not here. There is not a day I am not appreciative for this job.”

“The staff is so awesome,” Miller referenced a few times in our interview. “If there is any need they all rally together and help. During my two bouts with colon cancer and chemotherapy they made sure me and my family had meals each night. And when I ran out of sick leave they donated

their own leave so I could stay home and recuperate. They also include me in all aspects of their day (with the students) and that is a privilege.

Cleaning was something Miller always found herself doing, even in her past jobs in an office setting.

“I would be the one who was always cleaning our staff rooms or picking up the papers, so no matter what I’m always moving my

## America's perfectly slow economy?

The Trump economy continues to mirror the Obama economy: Slow and steady. But that might not be bad news. But before I bring you the silver lining, here's the problem: Since 2010, which is after we started



**MARKET UPDATE**  
Brad Blackburn

to recover from the financial crisis, our GDP has only averaged a mere 2% growth. If you compare that to our historical average of 3%, you can see what the concern is.

So, what's holding us back?

Many argue we're still suffering a hangover from the financial crisis. Others will point to over regulation, or the effects of inequality, or globalization, or the weak global economy... There are many angles, I think there's some truth in all those ideas.

However, I want to explore an idea I haven't heard many people talk about: Over the last 20 years, our GDP has grown from \$11 trillion to more than \$16 trillion. If you go back 40 years, our economy has nearly tripled in size. So, the world has never seen an economy this big, which means economists have never studied an economy this big. Who cares if our economy averaged 3% growth over the last 100 years? This economy is a completely different beast.

There's a reason gymnasts are usually tiny. It's easier to move quickly, change directions, and be explosive when you're small and nimble. However, this American economy is no gymnast. Today's

American economy is much more comparable to Shaquille O'Neal – and while Shaq was a great athlete, there's no way he could be as explosive as your average gymnast. But that's not all bad, because Shaq was powerful, and once he really got moving, not much was going to slow him down.

That might be where our economy is right now. Wars haven't slowed us down, scary global economic issues in Europe, Japan, and China, haven't slowed us down. Political drama and incompetence here in America hasn't slowed us down... Our Shaquille O'Neal economy continues to shrug all that stuff off.

So, perhaps our economy isn't capable of explosively sprinting anymore, but that may not be a terrible place to be. It might be that consistent 2% growth is perfect for a big, strong, mature economy like ours.

The problem for investors is that the stock market seems to be anticipating something better than that. Because of that, I worry that the stock market could be disappointed at some point in the future, which won't be a fun ride for investors.

However, if our economy is big and strong and powerful, and really hard to slow down, that could be a very good thing for investors over the long-term.

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## The millionaire within: give some away to charity

Give away money? Isn't that counterintuitive in a world that broadcasts messages to save, invest, and grow your wealth? It's about "capturing" assets, not giving them away. Right? Charitable



**KEEPING THE EDGE**  
Tricia McCullough

giving is not just about sending a donation to the Red Cross after a disaster or to the Salvation Army at Thanksgiving. Most of you know that. And those of you who are working with planners and fee-only advisors already have estate or legacy plans designed and implemented that include strategies like *charitable remainder trusts* (CRTs) and other products that comprise alphabet soup, like CRUTs, CRATs, GRUTs, and GRATs, for maximum benefit to you and your beneficiaries.

These days, the word "philanthropy" no longer means just the likes of Warren Buffet, Bill Gates, or other high-profile or affluent individuals giving away millions of dollars. Rather, it means a way of life and a way of thinking and believing; it is the art of teaching children to live life with compassion in their hearts, educating the poor and underprivileged to help them help themselves, and so much more. It's not necessarily about the wealth; it's about giving meaning to your wealth. It's about where your heart is, what you are doing for others, and how it makes you feel. It's what life is all about. It's about the "Millionaire Within."

### Why Philanthropy Is a Hot Topic Today.

According to philanthropic planners and fee-only advisors, philanthropy is becoming increasingly important for various reasons, due to the substantial wealth created in this country in recent years. The affluent now have more than they need for their expanded lifestyles. Also, the baby boomers who have created and inherited wealth are getting to the age where they are beginning to think about "giving back" to the society that has been so good to them. Many believe there was a systemic change in our country after the 9/11 tragedy, which resulted in individuals and families becoming more "grounded" and appreciative of life and what was really important. It's also due to the enormous wealth in our country today - many people who never dreamed they would be millionaires now are. We are now seeing classes of millionaires; just as there were lower-, middle-, and upper-class individuals and families when we were growing up, we now have the lower-, middle-, and upper-class millionaires. The combination of the wealth, the realization and energy around what is really important in life, and an ever-increasing global awareness of the significant differences in lifestyles here in the U.S. as compared to the lifestyles in most of the rest of the world (e.g., poverty, health crises, illiteracy) has created a collective consciousness about philanthropic work.

**Transformational Philanthropy:** Teaching a Man to Fish Let's take a look at philanthropy outside of

the traditional definition, which is primarily reactive philanthropy.

By definition, this is an immediate need and a reaction by the donor to a request. On the other hand, transformational philanthropy is looking to "fix the cause."

For example, a hospital may have a neonatal unit that needs to provide charity care to young infants with poor nutrition, or facilities may be starting educational programs on nutrition in certain communities, with visiting nurses providing education on general healthy lifestyle practices - they would need both traditional and transformational philanthropy assistance.

There is a need for the hospital unit, for example, to take care of the babies when they are born at two pounds, but there is also a need to slow down unplanned births through education.

It's important to understand the differences between reactive and traditional philanthropic giving, but it's just as important to know about transformational philanthropy because it usually inspires you to do some of both. Your advisor can explain to you what is really going on in the world of philanthropy today.

Philanthropy is a matter of the heart, and it will bring you a reward like you've never known before.

*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.*

# Can't say NO to a customer

How many times have you asked a supplier, or a retail establishment, if they had a certain product, or could provide a specific service, and got a "no" in response? This article discusses the advantages of implementing a "can't say no" policy.



**BETTER BUSINESS**  
David S. Murray

Keeping in mind, the staff might interrupt the "can't say no" policy as saying yes to every request, the process needs to be fully explained to all your staff. Thus, everyone understands how

it works and that it will become part of your standard operating procedure. For example, let's assume you're in the lumber business and counter sales people handle the walk in trade. One of your counter salesperson gets a request for plywood 1 7/8 inch thick and the customer wants it delivered on Saturday at 6:00 AM. Certainly, not a stocking size or on

the normal trucking schedule. So, the salesperson would rightly say no to both requests. But, instead of saying no, the sales person should change that to say, "let me check and I will get back to you". Sticking with the "can't say no" policy, he/she would bring the customer's request to the owner/manager. This gives the owner/manager the option of custom ordering the product and arranging for a special delivery, or he/she may need to pass on the inquiry and offer an alternative. By having this flow of information coming from his staff, he/she may note there has been several requests for the same item, decide there is a market demand, and brings it into his stock offering. Point of the story, stopping the "no's" delivers market information and possible opportunities.

In my experience using this as our SOP, valuable insight was achieved to advance our market share against our competition. In some cases it helped move margins upward. Advancement in four distinct areas were: **SALES,**

**OPERATIONS, PRODUCTION, and PRODUCT OFFERING.** Examples from each department are:

**SALES.** Over time, the "can't say no" grew sales as the customer base came to realize that first we were listening to them, and, second that we cared enough to make the extra effort. We became known as the "can do" company. I should note at this point we weren't always able to come back with a yes. But, we always offered an alternative option if one were available.

**OPERATIONS.** We found that the customer base wanted more deliveries before a certain time. They also wanted the product delivered directly to their customer bi-passing the need for them to handle the product twice. Thus, our fleet of trucks and drivers increased. The competition was left in the dust once we implemented both requests.

**PRODUCTION.** As with the information we received on the trucking, we found the customer needed faster lead times on custom manufactured production items.

More machinery and manpower were added and the production department sales grew. Custom products exploded, as did margins.

**PRODUCT OFFERING.** This was the most gratifying area of all. Like the lumberyard story on the thick plywood, we responded to many customers requesting like items. We put those items on the floor as a new stocking item and captured a large market before the competition could determine what had happen.

You can also take the same policy internally so each department head has the ability to improve his department. Departments "can't say no" to one another without first kicking the request up the ladder. A very effective internal improvement that helped foster team work.

Why is this simple policy so successful? When you demonstrate to a customer or client you are going above and beyond on their behalf, you are earning their trust. Once that trust is achieved, customer loyalty occurs. You will also be amazed

the information that is uncovered. Not only information about the market place trends, but also about your own company. We found an unexpected benefit of the "can't say no" policy. Our core product line sales grew as the customer viewed our efforts to support them as a partnership that helped them grow.

When you or your staff are faced with saying no to a customer or client, think of it as an opportunity. If that opportunity can be satisfied profitably, your business will grow. If you don't pay attention to your customer's request, believe me, someone else will.

*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.*

# Reichert, Newhouse join delegation seeking protection from invasive species

## From Congressional news release

WASHINGTON – Members of Congress from Washington, Oregon, and Idaho sent a letter to Secretary of the Interior Ryan Zinke, formerly a Montana congressman, requesting assistance to combat the spread of invasive mussels threatening the Columbia River, its fisheries and hydropower infrastructure.

Chelan, Douglas and Okanogan county representatives Rep. Dave Reichert (R-WA) joined Dan Newhouse (R-WA) and many others signed a letter urging Secretary Zinke to combat the spread of quagga and zebra mussels that threaten the region.

The letter states:

Dear Secretary Zinke:

We write to draw your attention to the immediate threat of invasive mussels to the Pacific Northwest

region and request your assistance, through the Department of the Interior, in combating their spread.

In November 2016, invasive mussel larvae were detected at Canyon Ferry Reservoir and Tiber Reservoir in Montana. Prior to this detection, the Pacific Northwest remained one of the only regions in North America without invasive quagga and zebra mussels. Any further spread of invasive mussels would have devastating and extensive impacts on the economy, natural resources, and river operations throughout the region. In fact, if invasive mussel populations become established in the Pacific Northwest, it is

estimated to cost our region \$500 million every year just to manage the effects of an infestation.

Therefore, we believe it is imperative that we work together to ensure that these species do not breach the Continental Divide and invade the Columbia River system. Failing to do so would likely result in widespread infestation throughout the Columbia River Basin. Once these mussels are introduced, there is no known way to eradicate them.

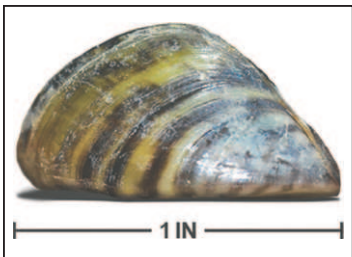
The Department of Interior is critical for augmenting efforts of the States in preventing the spread of invasive mussels through such means as establishing and

operating watercraft inspection stations and invasive mussel monitoring. The earlier an invasion is detected, the more cost-effective and successful management efforts will be. We appreciate any efforts the Department can undertake to coordinate with stakeholders for monitoring best practices, and we applaud the Department for establishing the Invasive Species Working Group and its several subcommittees focused on this issue.

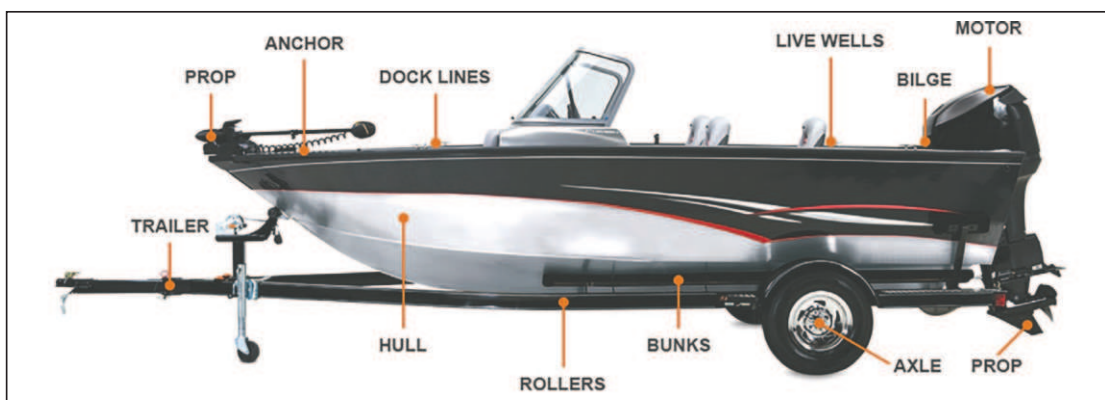
As you continue in these efforts, we request that the Department do everything possible to ensure containment at the source at high-risk federally infected waterbodies,

which is the most effective way to prevent any further spread of invasive mussels. The main source of infected watercraft entering the Pacific Northwest region originates from the Lower Colorado River system, particularly from Lake Mead National Recreation Area. In past years, Members of Congress and states have requested that the Department institute mandatory inspection and decontamination for all vessels leaving infested federal waterbodies, unfortunately the Department has yet to implement this request. As you establish new priorities at the Department of Interior, we reiterate this request and ask for immediate attention to this serious economic and environmental issue.

We offer our assistance and willingness to work with you and your staff on this matter. ...we look forward to your response.



Zebra Mussel



Zebra and Quagga Mussels hide here: You can't always see zebra/quagga mussels because their larvae are invisible to the naked eye. They can survive for days in water trapped in a boat. The only way to be sure you're not carrying zebra or quagga mussels to another body of water is to always clean, drain and dry your boat, trailer and gear.



Quagga Mussel

## Stemilt sued by EEOC for sexual harassment

SEATTLE - The largest grower of organic tree fruit in the United States, Stemilt Growers, and its integrated business, Stemilt Ag Services, violated federal law by subjecting a Latina tractor driver to sexual harassment and then retaliating against her after she reported the abuse, the U.S. Equal Employment Opportunity Commission (EEOC) charged in a lawsuit filed today.

According to the EEOC's lawsuit, Heidi Corona had worked for Stemilt as a tractor driver for over three years in Quincy, Wash., when she transferred to the company's Wenatchee, Wash., orchard, where she was the only female in this job position.

The EEOC charged that on her second day at the new location, Corona's direct supervisor drove her to a remote area and then proceeded to make sexually explicit comments, proposition her for sex, and attempted to kiss her.

Trapped in a moving vehicle at an unfamiliar and remote location with no cell service, Corona asked him to stop making such comments and stated that she was only there to work.

The agency also found that after this incident, the supervisor assigned Corona to pick up trash and excluded her from meetings with the other tractor drivers.

When Corona reported the harassment to upper management, she was given a choice of continuing



to work under that supervisor or accepting a transfer to work as a warehouse sorter for lower pay. She took the latter, the EEOC said.

Such alleged conduct violates Title VII of the Civil Rights Act of 1964, under which employers are required to prevent and remedy sexual harassment and are prohibited from retaliation against an employee who reports harassment.

The EEOC filed its lawsuit (EEOC v. Stemilt Growers, LLS, and Stemilt Ag Services, LLC Case No 2:17-CV-00210) in U.S. District Court for the Eastern District of Washington after first attempting to reach a pre-litigation settlement through its conciliation process.

EEOC seeks lost wages, monetary damages (including compensation for emotional distress and punitive damages), and injunctive relief, including training on anti-discrimination laws.

"No one should have to choose between continuing to work under a harasser or taking a pay cut to feel safe at work," said EEOC Senior Trial Attorney Carmen Flores. "Employers are responsible for

the conduct of their supervisors and must act promptly to stop harassment of their workers."

EEOC Seattle Field Office Director Nancy Sienko said, "We have seen how farmworkers, a group that is so often comprised of immigrant women working in isolated areas, are particularly vulnerable to sexual harassment.

"The EEOC has made a priority of defending the civil rights of vulnerable workers and will seek the full extent of legal relief for Ms. Corona."

Wenatchee - based Stemilt Growers LLC and its wholly owned subsidiary Stemilt Ag Services LLC operate and manage over 150 acres of orchards in Eastern Washington and employed over 6,000 workers in the 2009 growing season.

The EEOC's Seattle Field Office has jurisdiction over Eastern Washington.

**Making money is art and working is art and good business is the best art.**

— Andy Warhol

## WENATCHEE BUSINESS JOURNAL'S PROFESSIONAL SERVICES DIRECTORY

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## Sanderson named Certified Employee of the Year for LCSD

CONTINUED FROM PAGE 15

have to answer, and they do this in partners, so it is kind of a fun game versus a dreary worksheet and it gets them moving.”

Another concept that has helped Sanderson is mathematical discourse, which essentially where a student’s talk amongst themselves to solve a problem and then share the evidence to support how they solved it.

“There are other students who solve the problem a different way, so that kind of discussing about math and putting it into a sentence with justification is big,” Sanderson said. “On all of our tests the students have to justify their answers and how they are correct.”

According to Lake Chelan School District Superintendent Barry DePaoli, Sanderson was instrumental in instituting a collaboration time with all of the content teachers in the same grade level and a time for grades 6-12 to meet with their respective subject.

“The seventh grade team, we meet every other day for about 45 minutes and we collaborate on students. If we notice certain trends, we pull students in or if they are failing all four of our classes we’ll get parents or whoever we need to find support,” Sanderson said.

“We also collaborate on grade level vocabulary, so if I’m teaching one word maybe in science they can use that word also. Or, we do it with projects, for instance we could be studying scale and then in science they could be looking at the earth versus the sun, so we make sure we coordinate all of that so it is not brand new.”

“It did cause a schedule change, but we have proved value we can get out of that time is highly beneficial to students,” Sanderson articulated. “The progress we have seen and help and support we have been able to give is far greater than any expense or schedule change difficulties.”

More and more schools are creating collaboration time with their teachers because of the benefits, including Icicle River Middle School

in Leavenworth, where Sanderson first taught before getting the position in Chelan.

Originally, Sanderson taught elementary age kids, but decided to move up a few grades to have a bigger influential impact on her students.

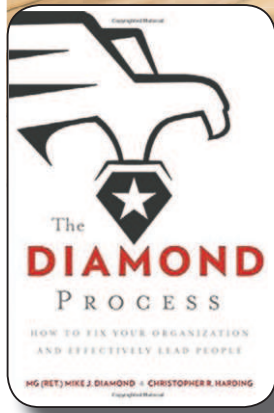
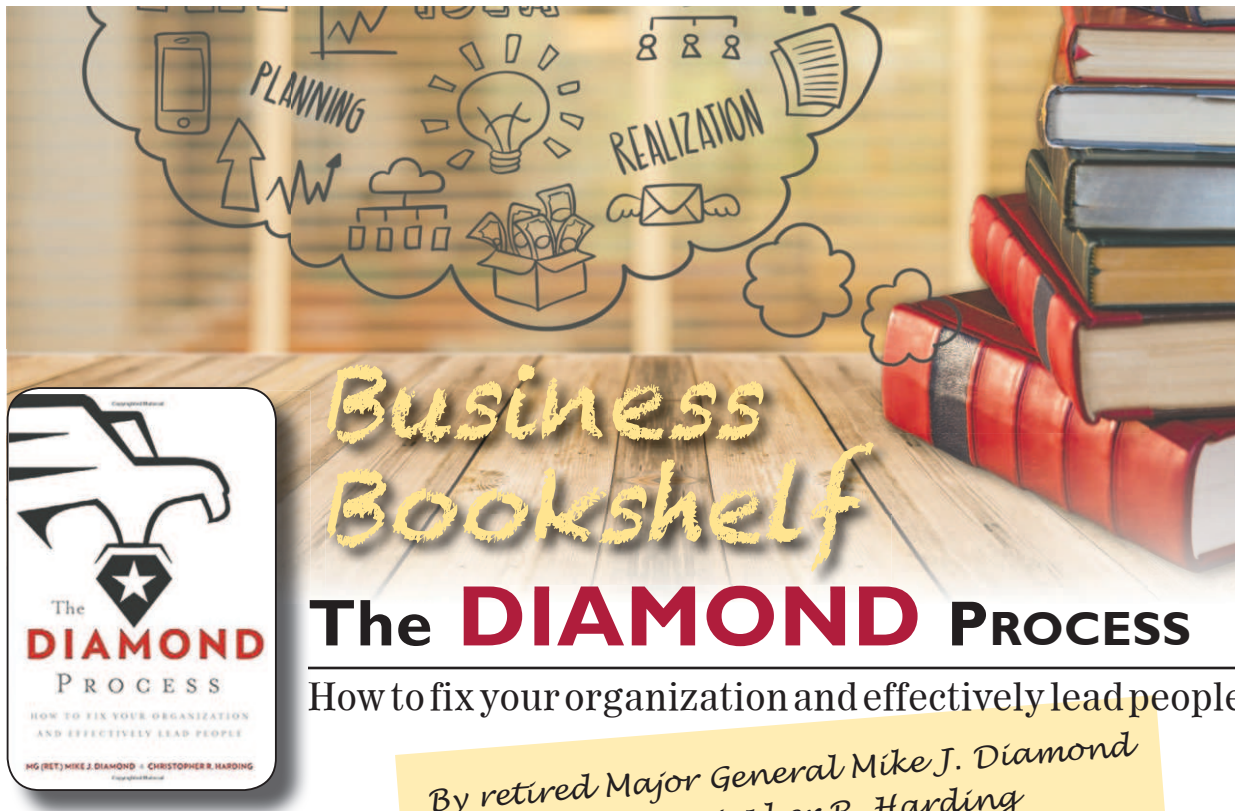
“In fourth and fifth grades, the kids just love you and they give you hugs all the time so you feel so loved, but at the same time I was wondering am I influencing their life?,” Sanderson admitted. “Seventh grade is more difficult to gain that trust, and some days it is just not a math day, there are other things going on in their mind or body and school is not a priority, so they are a little more fickle. But because of that, I feel this is the most influential moment in their life, and although they won’t appreciate it now, in a couple years when they get into high school, they’ll realize that was a turning point or that person really inspired me and gave me a positive outlook when I needed it.”

When asked about advice Sanderson would give to future and current teachers that are discouraged about the profession, she responded with in two succinct words, ‘keep positive’.

“I think the system, and not only the (Lake) Chelan School District which is the best, but on the national level it can be discouraging, but support others, because I know that without the support and being on an awesome teaching team and administration, anyone would want to quit,” Sanderson said. It is no fun to have a student ruin your day, but with support, good ideas and a team to handle the situation it doesn’t have to be a drag.”

Sanderson admitted it was a nice feeling to be recognized as employee of the year by her colleagues but humbly insisted there are lots of other people she felt should be recognized as well.

“One teacher can’t be awesome, it has to be the whole system and whole team, and that is what we have. I know my team are a lot of the people who nominated me for it, so that just shows how supportive they are.”



The Diamond Process is a leadership book about the Diamond Process Model (DPM) which informs leaders how to successfully run a business.

Mike and Chris advocate that leaders lead two things; people and processes. However, they have found in their combined 40 years’ experience in the corporate and military settings that most leaders do not focus on process.

Through DPM, the authors show readers how they can organize their entire business to align it with the strategic direction of the senior most strategic leader. Once the senior leader sets forth the key drivers of the organization

(mission, vision, goals and objectives), DPM shows how to connect those key drivers with the necessary resources (people, money, equipment) to achieve desired results.

The secret is to link the key drivers and resources through work processes. DPM outlines how to do this by defining, establishing, and organizing work through the different lines of business within each company that includes primary, secondary, and tertiary work processes.

The authors advocate appointing process leaders who are responsible for each process that contributes to a specific goal or objective in the strategic plan. They

also show leaders how to use process and results metrics in order to gauge whether the organization is succeeding.

In this day and age, leaders are expected to succeed regardless of the situation. People have expectations of instant and immediate success.

Leaders enter jobs and must immediately start making critical decisions that will affect their organizations and they simply cannot make good decisions without a decision support system (DSP).

The Diamond Process is the ultimate DSP as it provides leaders with the right information

on how their business is performing. It also shows leaders how to organize work through understanding process management which will alleviate many perceived “people problems.” In an organization.

Have you ever wondered why some bosses have no idea what work their people are doing? Have you ever questioned why the 80/20 rule exists and why some people do most of the work?

Have you ever had a new employee show up that was not right for the job?

These are all process problems. They are also problems that are solvable with the Diamond Process.

## Lake Chelan View Apartments: Affordable housing comes to Chelan

CONTINUED FROM PAGE 17

with a view overlooking Lake Chelan.

“Chelan is safe, but we tried to bring that extra sense of care that you would get in a place like Seattle,” Abdollmohammadi said.

The 22 units are all configured differently and range in size that include studio, one bedroom and two bedroom units with an average rent of \$950 to \$1,050 including all utilities.

After a year of renovating, Abdollmohammadi and his crew are finishing up the last touches on some of the apartments and 16 of the 22 total units are filled.

So far the feedback given according to Abdollmohammadi has been good.

“There is nothing else like this in Chelan with a good view of the lake,” Abdollmohammadi stated. “These people work hard they deserve something

like this.” Unfortunately Abdollmohammadi doesn’t foresee any other projects on the horizon to further address the need for workforce housing because of the lack of financial incentive for a developer that can either charge more or make double in Seattle.

“I spent a lot of money and we ended up going over budget by 25 percent, but the goal wasn’t to make money. The goal was to save the building and provide

housing for the workers in Chelan. We might have spent too much, but the end result is good and I am happy with it.”

For those wishing to tour the Lake Chelan View Apartments, contact Al Abdollmohammadi at (206) 650-8266 or visit their website at lakechelanviewapartments.com for more information. The property is located at 726. N. Markeson Street in Chelan.

## Kyle Miller awarded LCSD Employee of the Year after 25 years of dedicated service

CONTINUED FROM PAGE 18.

hands,” Miller said.

“When I clean offices, I think about how they sit in small desks for eight hours and they have to sit there and think ‘wow, I’m going to retire here and this is my geographical place,’ for me, I get to walk miles every day so I really like the freedom and moving.”

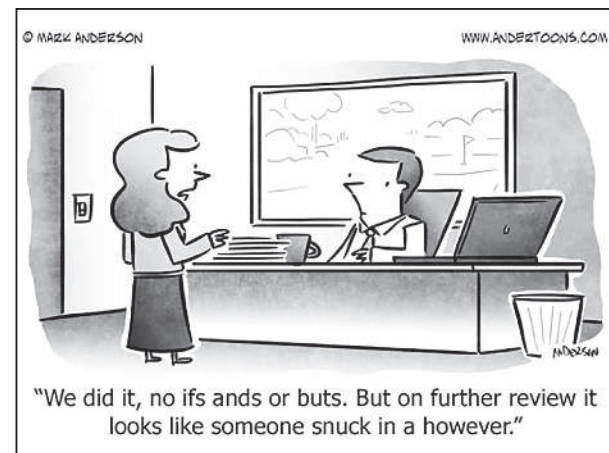
When I asked Miller how she felt to be awarded the Employee of the Year, she was characteristically

modest by saying it was an honor, but that she felt there were other staff who deserved it more than her.

“I don’t like thinking that I’m better than anyone else, especially in my classification because they all work really hard. So it is nice for us to have that, but they have helped me and they make me look good too, so I don’t want to take anything away from them,” Miller said in reference to the other janitor/food service department

workers. “It is an honor, but I don’t want the attention,

I want to give attention to others.”





# Entrepreneurship for military spouses

By Linda McMahon,  
SBA Administrator

We are all aware of the tremendous sacrifices members of our military make to defend our country and our citizens. But we may not be aware that military spouses make incredible sacrifices as well. One of them may be their own careers as they frequently move, often to remote areas, in support of their spouses in the service.

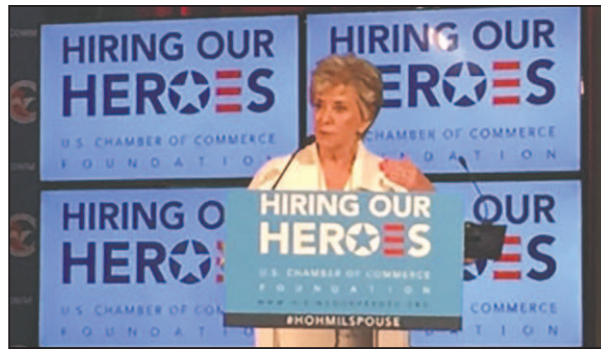
The unemployment rate among military spouses is 23 percent. That's shockingly high – especially when 85 percent say they want to or need to work. Many families depend on having two incomes, and military families are no exception. I'm pleased to see some employers increasingly looking for ways to attract them, using technology such as teleworking to enable military spouses to work remotely. There's another option – becoming their own boss as entrepreneurs. Running your own business can be empowering. And

it can be very adaptable to the highly mobile lifestyles military spouses often have.

I was honored to speak today at the U.S. Chamber of Commerce Foundation/Hiring Our Heroes Military Spouse Summit in Washington, D.C.

One panelist, Lakesha Cole, spoke about how entrepreneurship has empowered her. She owns an online boutique and subscription box for girls. She is also the founder of Milspousepreneur, which works to inspire other military spouses to build their own businesses. Cole is truly a role model, and I applaud her both for her own success and for sharing her strategies with others.

As head of the U.S. Small Business Administration, I am committed to helping more people have the tools and skills they need to be entrepreneurs, just like Cole. The SBA and its partners have loads of resources, both online and in communities across the country. It even has special



outreach specifically geared to military spouses through a number of programs on military installations. Our Office of Veterans Business Development works with military spouses as well as with vets and service members.

In general, the SBA serves small businesses and entrepreneurs with what it calls “the three Cs” – capital, counseling and contracts. Each of those has special outreach for military spouses who may be interested in starting their own businesses:

**CAPITAL:** The SBA has lending partners in communities all across the country that can provide get the capital necessary to start and grow a business.

for aspiring military spouse entrepreneurs, and our SBA district offices and resource partners provide counseling and training. Military spouses are also eligible for training programs the SBA supports including VWISE and Bunker Labs EPIC. More information on these is available at <https://www.sba.gov/milspouse>.

**CONTRACTING:** The SBA helps small businesses sell to the federal government. And it's not just the big stuff like helicopters and aircraft carriers that the government is purchasing – it also buys mundane things like pencils. Uncle Sam is the world's biggest purchaser of goods and services, and a lot of those are sold by small businesses. And since 91% of military spouses are women, they should know that the government has set a goal that at least 5% of its procurement contracts will go to women-owned small businesses.

As we look ahead, the SBA is working with the Department of Labor and

Department of Defense to reduce barriers to business ownership and cross-state credentialing for military spouses. For example, if someone has a real estate license or a hairstylist's license in one state, we want to make it easier to transition that to another state.

There are more than a million military spouses – 700,000 married to someone on active duty and 400,000 on reserve. That's a lot of untapped potential! They have one very important thing in common – they are married to someone serving our country in uniform. But they have a wide diversity of talents, experiences and objectives of their own, and the SBA can help translate those into careers. We want military spouses to succeed and feel empowered. Small businesses don't just support families and make our communities vibrant places to live, they contribute to our economic prosperity. And a thriving economy further strengthens the nation our military is working to defend.

## Linda McMahon approved to head SBA, women entrepreneurs thrive

### WIPP news release

“Women small business owners are an economic force. Women Impacting Public Policy (WIPP) hopes Linda McMahon, confirmed today as the head of the U.S. Small Business Administration, will work to ensure women entrepreneurs have everything they need to succeed and grow.

In particular, we ask her to focus on women entrepreneurs' access to capital and government contracting needs. We ask Congress and the Administration to support Administrator McMahon in helping women business owners and the economy prosper by making significant investments in programs that help women entrepreneurs, including those that provide business



SUBMITTED PHOTO

Linda McMahon training services, prioritize gender parity in access to capital and increase federal contracting opportunities - giving women entrepreneurs the coaching, capital and connections to markets they need to grow. We were encouraged by her supportive words about women entrepreneurs and women's organizations during her confirmation hearing and look forward

to tackling these issues together.”

### About WIPP

*The Voice for Women in Business in our Nation's Capital, Women Impacting Public Policy, Inc (WIPP) is a national nonpartisan public policy organization that advocates for and on behalf of women business owners in the legislative processes of our nation, creating economic opportunities and building bridges and alliances to other small business organizations. Through WIPP, our collective voice makes a powerful impact on Capitol Hill and with the Administration. In 2016, WIPP partnered with the National Development Council (NDC) to provide support for WIPP's coalition activities. In her role as Director of the NDC Washington office, Jane Campbell also serves as President of WIPP.*

## Discover 24/7 on-demand online training to help you grow Learning Center

Find free, self-paced online training courses to help you learn about the many aspects of business ownership. These 24/7 on-demand training courses cover a variety of topics including financing, government contracts, business management, marketing, starting a business, and more. Visit the [SBA Learning Center](#) to begin

learning now.

SCORE brings you a wide variety of online learning to meet your needs. With an extensive database that covers nearly every aspect of business ownership, you will be sure to find something for you. Browse their collection of live webinars, recorded webinars, and courses on demand now.

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## Three Business Resources for Veterans

Each year, the SBA serves over 200,000 veterans, service-disabled veterans and military spouses across the United States and at military installations around the globe.

**To veterans:** You served our country, now let the SBA serve you.

The following are three ways the SBA serves veterans:

**1.** Boots to Business is a two-step entrepreneurial program offered by the SBA on military installations around the world as a training track of the Department of Defense (DOD) Transition Assistance Program (TAP).

**2.** Boots to Business: Reboot extends the entrepreneurship training

offered in TAP on military installations to veterans of all eras and their spouses.

**3.** Veteran Business Outreach Center (VBOC) provides entrepreneurial development services such as business training, counseling and mentoring for eligible veterans owning or considering starting a small business.

## 3 ways to Make the Most of Summer Slowdown

While some seasonal businesses hit prime time during the summer, many others see a major slowdown as clients and customers go on vacation.

Here are a few ways your business can make the most of the summer months:

**1. Inventory and Audit.** If your business is slower during the summer, take advantage of the extra time by conducting a summer audit with your team, your stakeholders, and yourself. Most importantly, you can use the summer months to

reevaluate your personal goals.

**2. Liability Review and Tax Prep.** The slowdown is a good time to do extensive research on your liability insurance options. Check out this blog post for things to consider as you work to ensure that your business is protected.

You might not intuitively think of June as an important time for taxes, but there are many things you can do during the summer months to work toward achieving a good outcome for the year.

**3. Networking and Outside Sales.**

Summer is a great time to network in person, so take the opportunity to catch up on face-time with contacts, colleagues, and prospects. While sales commonly slow down during the summer months, there are always new ways to get creative and boost sales. One option is ramping up your social media efforts to create new leads. Consider a contest or social campaign through Facebook to increase your presence and attract attention for your business.



## Did you hire an employee or independent contractor?

All business owners should know the rules when it comes to classifying a worker as an employee or an independent contractor.

Depending on which category your worker falls, there are important differences in how you do your taxes, payroll, and accounting.

For an employee, you must withhold income taxes and pay social security, medicare taxes and unemployment tax on wages paid. For an independent contractor, you normally do

not have to withhold or pay any taxes on payments.

The following are two key points for small business owners to keep in mind when it comes to classifying workers:

### 1. Control.

The relationship between a worker and a business is important. If the business controls what work is accomplished and directs how it is done, it exerts behavioral control. If the business directs or controls financial and

certain relevant aspects of a worker's job, it exercises financial control.

### 2. Relationship.

How the employer and worker perceive their relationship is also important for determining worker status.

The IRS can help. Submit Form SS-8, Determination of Worker Status for Purposes of Federal Employment Taxes and Income Tax Withholding and the IRS can help you clarify the status.

## What is Cloud and How Can it Help You?

First, what is cloud computing? It's the practice of using a network of remote servers hosted on the internet to store, manage, and process data, rather than on a local server or a personal computer. When your business uses these internet-hosted services, they are in "the cloud."

Cost savings potential through the cloud are huge in the small-business sector. The cloud gives small business

access to enterprise-grade technologies for lower prices than ever before, as they are only charged for what they use as opposed to being obligated to purchase an entire platform or potentially expensive software licenses.

The following are the three basic forms of cloud services:

1. Software-as-a-Service (SaaS) is where a business subscribes to an application it accesses over the internet.

2. Infrastructure-as-a-Service (IaaS) is where companies provide the complete framework for a virtual storefront or backbone for your business.

3. Platform-as-a-Service (PaaS) is where a business can create its own custom applications for use by all in the company.

A Global Industry Analysts report predicts that the cloud market will be worth \$500 billion by 2020.

## Five ways mobile marketing can boost your business

If you think mobile marketing is something you don't need to worry about unless you're targeting teenage customers, think again. Americans of all ages are addicted to their smartphones. Consider these statistics from Deloitte's 2016 Global Mobile Consumer Survey:

- More than 40 percent of Americans of all ages check their phones within five minutes of waking up.
- More than 30 percent of Americans of all ages check their phones within five minutes of going to sleep.
- Overall, Americans check our smartphones an average of 47 times per day. The 18-to-24-year-old crowd checks nearly twice as often - 82 times a day.

What does America's increasing reliance on smartphones mean to your small business?

With consumers spending so much time on their phones, it only makes sense that your marketing message needs to be there,

too.

Here are five ways to boost your mobile marketing:

### 1. Develop a mobile-friendly website.

Google modified its search algorithm last year so that mobile-friendly websites rank higher in results when searches are done on mobile devices. For best results, use responsive design so your website will display correctly on all types of smartphones.

### 2. Send mobile-friendly emails.

Consumers increasingly use smartphones to check their email, which means your design and content must be simple and short enough to display clearly on a small screen.

### 3. Try text message marketing.

People are using shorter forms of communication - specifically, instant messaging/text messaging - more often on their smartphones. Most smartphone users check their texts before they

do anything else on their phones.

### 4. Look into location-based marketing.

Use location info from customers' smartphones to deliver targeted messages when customers are physically nearby. You can try "geo-fencing," which sends messages to shoppers within a specific radius of your location.

### 5. Provide mobile customer service.

Give customers the option to receive texts when their order ships and when it's out for delivery. If your business is appointment-based, such as a dental office, ask customers if they'd like to receive appointment reminders by text - it can greatly reduce no-shows.

Mobile everything is the wave of the future, and by testing the mobile marketing waters now, your small business will be better prepared for success in the coming years.

Spokane office: Open Monday through Friday, 8 a.m. to 4:30 p.m.

## 5 Mid-Year Tax Planning Strategies

By Barbara Weltman

For many small business owners, thinking about taxes occurs only twice a year ... when returns are being prepared and perhaps at the end of the year. This is a mistake.

With half of 2017 over, now is a great time to assess where you stand and to take action that will be helpful to your 2017 tax bill.

### 1. Meet with your tax advisor

The vast majority of small business owners use CPAs or other tax advisors to prepare and file their returns.

These tax pros can also serve as business advisors throughout the year, providing guidance on what the business can do to optimize profitability while minimizing taxes.

If your tax preparer doesn't provide this service, consider finding one who will.

Schedule a meeting with your advisor to review your profits or losses, and to craft a tax plan that you can implement going forward.

### 2. Assess your profitability

If 2017 is shaping up to be a good year for you, consider strategies to help with expansion while saving taxes:

◆ **Buy equipment.** In 2017, you can opt to expense up to \$510,000 of equipment purchases (even if you finance them) instead of depreciating the cost over a number of years. Find details in IRS Publication 946, How to Depreciate Property.

◆ **Hire wisely.** As you add to your staff, keep in mind that the work opportunity credit rewards you for hiring someone from a targeted group, such as a qualified veteran. Find details about these targeted groups and the amount of the credit in the instructions to Form 5884, Work Opportunity Credit.

◆ **Set up a qualified retirement plan.** You can save for your retirement years while cutting your current tax bill through contributions to a qualified retirement plan. If you don't already have a plan there are several plan options; the one to choose

depends on whether you have employees and how much of the contributions the business can afford to shoulder. Find more details in IRS Publication 560, Retirement Plans for Small Business

### 3. Expand your R&D

You don't have to be a drug manufacturer or a technology company to invest in research and development.

Whether you do R&D to develop a product or simply find new methods for your operations by creating internal use software, you may qualify for a tax credit; this helps to underwrite the cost of research. Find more details about the research credit in the instructions to Form 6725, Credit for Increasing Research Activities.

A "qualified small business" can opt to use the credit as an offset to the employer's share of Social Security taxes (up to \$250,000) rather than using it against income taxes.

Which business is qualified? One with less than \$5 million in gross receipts for the current year and no gross receipts for any year preceding the fifth year prior to the current year.

For example, a business with \$4 million in gross receipts in 2017 and no gross receipts prior to 2012 may use this option. Find a more extensive explanation of this option from the IRS.

### 4. Issue stock

If you're a C corporation in manufacturing, technology, retail, or wholesale, you may qualify to issue stock (referred to as small business stock or Section 1202 stock) that will allow the shareholder to eventually obtain tax-free treatment for any capital gain.

More specifically, if you issue the stock now and it's held for more than five years, then all of the gain is tax free.

The stock must be acquired in exchange for cash, property, or services (i.e., not received through a gift or inheritance). Thus, it can be used to:

- ◆ Bring in new investors
  - ◆ Reward employees
- Find more details about



Barbara Weltman

a qualified small business for this purpose in the instructions to Schedule D of Form 1040.

### 5. Review your income tax payments

If you're paying your income taxes on business profits through estimated taxes, you have two more times to get it right for 2017: September 15, 2017, and January 16, 2018.

You don't want to overpay, which is an interest-free loan to the government (recouped when you file for a refund), or underpay, which can result in costly tax penalties.

Remember that estimated taxes include not only regular income taxes (including the alternative minimum tax), but also:

- ◆ Self-employment tax
- ◆ 0.9% additional Medicare tax on earned income
- ◆ 3.8% additional Medicare tax on net investment income


Find more information about estimated taxes in IRS Publication 505, Tax Withholding and Estimated Tax.

### Conclusion

The summer has begun. Don't miss this opportunity to review your tax position and to determine the strategies you can use between now and the end of the year to optimize your tax bill for 2017.

### About the author

Barbara Weltman is an attorney, prolific author with such titles as *J.K. Lasser's Small Business Taxes*, *J.K. Lasser's Guide to Self-Employment*, and *Smooth Filing* as well as a trusted professional advocate for small businesses and entrepreneurs. She is also the publisher of *Idea of the Day*® and monthly e-newsletter *Big Ideas for Small Business*® and host of *Build Your Business Radio*. She has been included in the *List of 100 Small Business Influencers* for three years in a row. Follow her on Twitter: @BarbaraWeltman.



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### Pybus July Events

Saturday, July 1st

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

Monday, July 3

- Packet Pick-up for River Run 4pm to 6pm

Tuesday, July 4

- Cashmere Valley Bank's "Breakfast for Heroes" is 7:00am to 10:30am
- River Run on the 4th 5K and 10K @ 8am
- 4th Annual Washington State "Cherry Pit Spit" Contest at Pybus Market 1:00pm to 3:00pm

Wednesday, July 5

- Red Cross Blood Drive 12 noon to 5pm

Thursday, July 6

- 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, July 7

- PNW Bike Fest Baddest Bagger Competition
- Gavin McLaughlin Performs for Friday Night Music on the Railcar from 7-9pm

Saturday, July 8

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

Wednesday, July 12

- #RIDE4ALZHEIMERS Reception 12 Noon to 2pm

Thursday, July 13

- 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, July 14

- Lance Tigner Performs for Friday Night Music on the Railcar from 7 - 9pm

Saturday, July 15

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

Wednesday, July 20

- 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

Thursday, July 21

- Eden Moody Performs for Friday Night Music on the Railcar from 7 - 9pm

Friday, July 22

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

Thursday, July 27


- 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, July 28

- Family Game Night Hosted by Pacific Crest Church

Saturday, July 29

- 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



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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..

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