



Medieval Faire brings joy, captures whimsy

GARY BÉGIN/WBJ

"Wotan the Faerie Smasher" was a "big hit" at the Two Rivers Medieval Faire April 29 and 30 at the Chelan County Fairgrounds.

See story on Page 9

Chelan Fresh, Borton Fruit of Yakima merge

Submitted by
Chelan Fresh

CHELAN – Chelan Fresh, headquartered here, already one of the largest and most versatile apple, cherry and pear suppliers in the world, is merging with Borton Fruit of Yakima.

The merger brings together two industry leading companies and five generations of farmers. Borton Fruit’s diverse production and innovative style joins the dynamic supplier base of Gebbers Farms, Crane & Crane and Chelan Fruit Cooperative in the marketing group.

The addition of Borton Fruit brings an immediate 47 percent volume expansion to Chelan Fresh’s sales and marketing portfolio, including organic offerings, early-season cherries, innovative plantings and new proprietary apple varieties.

The partners in Chelan Fresh boast new and efficient production facilities and

orchards.

Together, the group has recently invested more than \$235 million dollars in state-of-the-art packing facilities and technologies, new storage facilities, and production efficiencies.

These investments, combined with more than 13,000 acres planted in young, high-density orchards with modern trellis systems, will drive innovation on a large scale.

In addition, the group will become an industry leading producer of Honeycrisp apples.

Chelan Fresh will market the majority of the new fruit under the globally-recognized Trout label, which has long been associated with high-quality apples, pears and cherries.



The Trout label, first marketed in 1923, is well-known around the world. The majority of the new fruit will be marketed under the Trout Label.

This marks the label’s largest brand expansion since the Trout label was first marketed in 1923. Chelan Fresh also markets the Cascade Crest Organic and the Chelan Fresh labels. “Customers want a one-stop-buying experience and shoppers want a wide selection of high-quality apples, pears and cherries all year long,” said, Tom Riggan, CEO of Chelan Fresh. “With the increase in volume and varieties, we can support any size program twelve months out of the year.”

SEE CHELAN FRESH, PAGE 8

Plaza Super Jet: Still the ‘crossroads of Wenatchee’

By Gary Bégin

Years ago an article in a local newspaper described the Plaza Super Jet grocery store at 106 Okanogan Ave., as “the crossroads of Wenatchee.”

It is still that way now, according to owner and General Manager Jeff Lau.

“Everybody shops here.”

That was also true many years ago as well, everyone was shopping at the store, Lau family-owned since 1979, but the margins were 10 percent less.

“Our gross margins were 16 to 18 percent, now they are 28 to 30 percent,” according

to Lau. Everyone profits now, customers and employees, since a bonus plan that rewards efficiency, honesty, punctuality and general team excellence was implemented by Lau.

The employee turnover rate has been drastically reduced as well. It works like this: Show up to work, take breaks and lunch in a timely manner, make sure the cash register balances out at the end of your shift and do this consistently. You get an hourly bonus in your paycheck after six months based on your total hours.

Lau started this rewards plan at .25 cents an hour



GARY BÉGIN/WBJ

Plaza Super Jet employees from left are: Abel Chavez, Stanley Goldy, Jessica Barnett, Kelly Hadsell, Barb Pool, Wiley Goins, Jeremy Hoffert and Jeff Lau.

and now offers \$1 an hour for traits that all employers crave.

“Some employees are getting \$1,000 bonuses every six months,” reports Lau.

That equals about 1,000 hours, or half a year of full time work. “It works,” Lau said. Even though most

SEE PLAZA SUPER JET, PAGE 6

History of Plaza Super Jet grocery store

Paul Kinney, a World War I veteran and Wenatchee Valley resident since 1902, began selling Standard Oil products in Cashmere in 1919. In 1926 he opened a Standard Station on the corner of Okanogan and Methow Street in Wenatchee and with the assistance of his wife, Helen “Ma” Kinney, started the Plaza, a 720 square foot confectionery and food store on the corner of Okanogan and Orondo.

The original store featured a window opening onto an ice cream bar with four stools, and a full service grocery counter within.

In 1939 Paul rebuilt his station further from the store to accommodate more parking.

In 1961, after saving for 35 years, the Kinney’s realized their dream of erecting a 6,000 square foot building with 4,000 square feet of shopping area. A separate seafood, John and Gene’s Fish Market and produce market occupied about a third of the new store.

Additionally, they built an “ultramodern” restaurant/ice cream parlor on the corner of the triangular lot that had been the site of the original store. They believed

SEE PSJ HISTORY, PAGE 6

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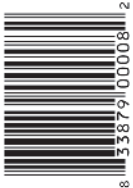
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Business & Professional
Women statewide
convention



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\$2

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NEWSSTAND LOCATIONS

Wenatchee

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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21st Century unionism comes to Washington

Guest Commentary
By Jami Lund

OLYMPIA - Change comes slowly in the world of education, but central Washington schoolteachers are embracing a revolutionary new change - they are taking back control of their profession.



Jami Lund

Nearly all teachers in the state of Washington are stuck in a decades-old approach to workplace representation. The decision to invite a union to be their voice in district decision-making happened forty or fifty years ago.

The teachers who made that decision retired long ago, but the organization collecting sixty million dollars a year trudges on.

Only one union, the Washington Education Association (WEA), has the sole franchise of teacher representation. Like all monopolies, its flaws grow unchecked by competition. Enterprises, which do not have to earn payment, tend to overcharge and they tend to focus on the agenda of the leaders. This is true of those operating the teachers union.

The union dues for teachers in Washington have increased until they now average \$1,030 each year. Nearly all of the money leaves the local community, and a fifth of it is sent off to Washington, D.C. to the National Education Association.

The organization has also grown more disconnected from the desires of teachers, and is increasingly fixated on the political and ideological agenda of the union's executives.

The tenor of their politics grows more strident as the union

leadership attracts like-minded folks while repelling those with a different view.

Professional educators should be part of guiding local schools, and workers sometimes need a workplace advocate. But the union has packaged extensive politicking, marketing and Left-wing activism with these basic workplace needs of educators.

Refusing to pay is not an option in most school union contracts in Washington. Holding the union accountable is difficult for members who have full-time professional careers as educators. In addition to the multi-millions of dollars the union has to repel any criticism, it has a staff of hundreds who are committed to the preservation of the union business model as their top priority.

The rules allowing public sector unions to exist stack the deck to strengthen the financial security of the union operators. Like a true monopoly, unions can even prevent employees from getting workplace help at their own expense. The law allows a union's right to the franchise to continue unabated without any subsequent process of renewal. If teachers are interested in finding another provider of the workplace services, the law only allows consideration during June every few years.

Although the law and the union power have protected the dominance of the union business model for decades, that dominance is starting to crack in Central Washington.

In the Mansfield, Waterville, Sprague and St. John school districts, teachers have broken free of the expensive gigantic union. They followed the process for calling for an election and



voting out the WEA, and they each created their own local independent teachers association.

As Waterville Teachers Leadership Council President Justin Grillo noted, "If we are going to tell kids that they need to be responsible for themselves, then we need to model that."

The Mansfield Professional Educators president, Ric Bayless, explained how it came about. "We discussed our concerns, our profession, our vision for our students, and our community. The teachers unanimously supported the creation of an association that would allow administration, board members and teachers to work together to mutually advance the interests of students and the professionalism of educators."

Educators in Central Washington have several qualities, which might explain this new phenomenon.

First, small communities are not conducive to the increasingly combative approach of the WEA. In recent years the union has been engaging in confrontation, pressure campaigns and hard line bargaining leading to strikes. In a close-knit community, these tactics make much less sense.

Second, the WEA efforts on behalf of the various causes of the Left are not commonly supported in Central Washington.

Third, the independence and self-sufficiency of rural Washingtonians are values, which make it easier for educators to

accept taking on the responsibility for their own representation.

The benefits were immediate for these four organizations. The most valuable was the opportunity self-governance allows for teachers to reflect on their profession and to reclaim their role as professionals. This improves relationships with their district and restores the focus of school decisions on students rather than employees.

The fact that \$627 of their union dues does not get sent off to the WEA and NEA has advantages too.

Those organizations that want to invest in their own communities with scholarships or other school investments have the capacity to do so. Educators who want additional professional services can shop and join groups like the Northwest Professional Educators, which provides outstanding professional and legal liability protection services.

Perhaps the nationwide union monolith is starting to crack, as it grows more expensive and estranged from everyday educators like those in Central Washington. These teachers are the vanguard of a new generation of sensible, locally-controlled unionism for the 21st century.

Jami Lund is the Senior Policy Analyst for the Freedom Foundation, an activist organization in Olympia seeking individual liberty, free enterprise and limited government. Comments regarding this guest commentary should be emailed to: gary@ncwmedia.net



In an effort to evolve our product and improve your reading experience, please signify your like or dislike of the following business features by emailing Managing Editor Gary Bégin: gary@ncwmedia.net.

You can just ramble on or simply refer to the specific number on the right with a yea or nay.

Please keep in mind that since this publication is meant as a "B2B" monthly, business features, photos and articles are what we focus on and not general human interest, hard daily news or sports.

Thanks!
Gary

PS - For those who prefer regular mail, tear this page out, circle the item, write your answer next to it and mail to: M.E. Gary Bégin, 201 Cottage Ave., Ste 4, Cashmere, WA 98815



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Local Business and Professional Women host 96th State Conference



By Gary Bégin

A gathering of 62 women business owners from all over Washington happened here at the Coast Wenatchee Center Hotel May 19 - 21. Officially it was billed as the 96th State Conference of the Business

and Professional Women, but regardless of gender, ideas flew, money changed hands and mergers happened - at least intellectually.

The conference was subtitled “Stepping Out! Professionally” and featured two plus days of official organizational

SEE BPW CONFERENCE, PAGE 5

PHOTOS BY GARY BÉGIN/WBJ



Wenatchee BPW President Wendy DalPez.



Lynn Brown, left, and BPW State President Susan Lipston.



Market Place Expo Chairwoman Sherrie Funston.



Cashmere businesswomen Brenda Pickering, left, and Angela Gaston.



Tupperware Director Debi Hill.



Pampered Chef Consultant Laurie Teas.



Speaker April Welch.



Pharmanex dealer Patty Rush.

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Mission Ridge Wins National Award

SCOTTSDALE, Arizona - Over the first weekend of May, Mission Ridge Ski and Board Resort was awarded the National Ski Areas Association (NSAA) Conversion Cup Award for best “learn to ski/snowboard” program in the country during the NSAA Convention here.

Mission Ridge’s Learn to Ski/Snowboard Freedom Pass Program has been a hit with guests up on the mountain and now ski areas around the country are taking notice. Nominated for the second consecutive year, Mission Ridge beat out Whistler Blackcomb in British Columbia, Copper Mountain Resort in Colorado, and Boreal Mountain Resort in California.

The Conversion Cup trophy, which travels around the country annually, resided last year in Massachusetts at Wachusett Mountain Ski

Area. Other past winners of the prestigious award include Killington Ski Resort in Vermont, Camelback Mountain Resort in Pennsylvania, Mountain Creek in New Jersey, and Mt. Bachelor in Oregon.

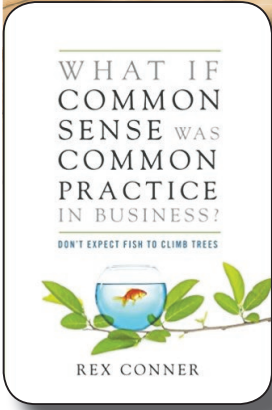
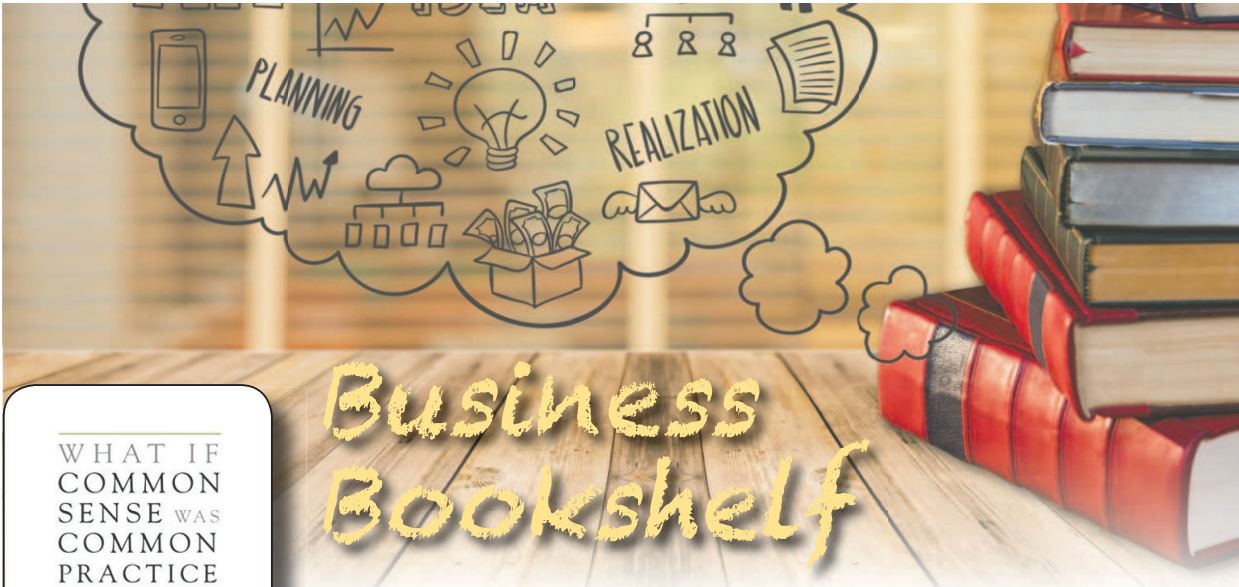
“Being nominated two straight years and being mentioned alongside the other resort nominees has itself been a tremendous honor,” said Mission Ridge’s Marketing Director Tony Hickok, “but winning and being able to deliver this trophy to Wenatchee and to all of our staff is the real honor.

A program like the Learn to Ski/Snowboard Freedom Pass takes the commitment of the entire mountain and especially our Ski School, Rental, and Ticketing staffs. Not only has this program given nearly 2,000 people who had never experienced skiing or snowboarding the

SEE MISSION RIDGE, PAGE 6



On left is Mission Ridge GM Josh Jorgensen and on right is Marketing Director Tony Hickok.



Business Bookshelf

What if Common Sense Was Common Practice in Business?

DON'T EXPECT FISH TO CLIMB TREES

by Rex Conner

Albert Einstein once said, “Everybody is a genius. But if you judge a fish by its ability to climb a tree, it will live its whole life believing that it is stupid.” We’ve all witnessed the violation of common sense in the workplace, from hiring someone that doesn’t have the skills for the job to losing valuable people because of a needless conflict with the boss. Often times we just accept those violations as “the way it is” without realizing that simple solutions exist.

“As long as people are involved, we reason that ‘those situations just happen’,” says Rex Conner. “But it doesn’t have to be that way!”

A trusted partner to companies in dozens of industries over the last three decades, Conner has found that far too often, people aren’t fully aware of what’s expected of them on the job or don’t have the skills to do their job. Excellent employees, who might be better suited for positions in

another department, end up leaving due to frustrations, kicking off the chaos of searching for and finding a new quality performer for the job. Sounds like common sense, right? This is exactly what Conner addresses - how this common sense, the root for most of human misery and lack of performance, can bring clarity to any workplace - in his book, What if Common Sense Was Common Practice in Business? Don’t Expect Fish to Climb Trees.

This practical guide not only shines a bright light on the realities of common sense violations (Part A of the book), but gives simple “how-to” solutions (Part B of the book) for applying these changes to any-sized company. Speckled with perfectly-timed Dilbert comic strips, detailed charts and easily applicable takeaways, What if Common

Sense Was Common Practice in Business? addresses how to keep “fish off of trees” by matching a person’s skills with the skills required for the job, along with common sense practices such as:

- *Creating a culture of clear communication that deals with people’s performance*
- *Establishing a Common Performance Language™ in your organization*
- *Squeezing subjectivity (the root of all workplace evil) out of your work processes*
- *Getting your workplace silos to talk to each other to benefit people performance*
- *Reducing the conflict between the boss and bossed to retain the people you want*
- *And other blinding flashes of the obvious!*

“Think of all the negative experiences you have

had in the workplace, disagreeing with a boss or coworker on what should be done, how something should be accomplished or evaluated, not getting a raise or position, or having scheduling conflicts,” adds Conner, lead partner and owner of Mager Consortium. “If that work process were objective, clear and complete, it would remove the source of the conflict. In order to remove the subjectivity, you simply map out the process, filling in the gaps and clarifying the fuzzy descriptions - those that are open to interpretation. This is what we hope to guide readers toward through the pages of What if Common Sense Was Common Practice in Business?”

What if Common Sense Was Common Practice in Business? is available through Amazon and MagerConsortium.com.

Rex Conner

(aka “Trainasaurus Rex”) is the lead partner and owner of Mager Consortium, where, since 2012, they’ve applied the uniquely effective processes of Dr. Robert Mager to the entire spectrum of human performance in the workplace.

Conner has witnessed the common violations of common sense while working as a trusted partner inside of more than 50 companies in dozens of industries over the last three decades.

He is also a Certified Instructional Technologist, holds a Masters Degree in Education, and a Doctorate in Flying Instruction. He began his professional pursuits as an Instructor Pilot for the USAF and, while in the Air Force, served as an academic instructor, flight examiner, and detachment commander.



For more information, visit magerconsortium.com, and connect with Conner on LinkedIn.

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WENATCHEE BUSINESS JOURNAL

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BPW Conference: Local Business and Professional Women host 96th state conference

CONTINUED FROM PAGE 3

meetings and seminars. Especially noteworthy was the debut of a new feature at BPW conventions - the Market Place Expo open to the public for the first time. It offered a variety of local and “imported” goods

by vendors from Quincy, Port Orchard, Okanogan, Cashmere and of course, Wenatchee. Expo Chairwoman Sherrie Funston said, “This is the first time we ever opened up our Market Place to the public so it will be interesting

to see how it goes.” She said 23 vendors signed up for the 2017 event. BPW representatives from Eastside, (WVC) Campus, Enumclaw, Issaquah Sno-Valley, North Sound, Port Orchard, Renton, Republic, South Puget Sound,

Southwest Seattle and the host chapter all gave reports. 2017 marked the final year of State President Susan Lipston’s two-year tenure and she thanked “each and every member for making these past two years fun, inspiring and great.”



Paparazzi dealers Amanda Nikolas, left, and Kristin Creiglow.



Jenny De Lancy, left and Kennedy Clark represented The Hair Loft Salon & Spa.



Carrie Carpenter of the Sagewood Bag Company.



GARY BÉGIN/WBJ

Alignment Pros & Express Lube opens in East Wenatchee

Alignment Pros & Express Lube opened its doors May 20 at 182 Eastmont in East Wenatchee. Owner **Eugen Capusan**, shown in photo, is excited to offer the public more than just oil change services and to that end will be constructing an entire alignment shop behind the current oil change service area. For more on this business, be sure to read the July edition of the WBJ.



Annual Awards Banquet

CHELAN - At the annual Chamber banquet held at Rancho Grande here, **Ruth Keys**, advertising executive for the Lake Chelan Mirror, (left photo) accepted the Diamond Membership award given to companies with 50 or more years as members. The Lake Chelan Mirror, joined 93 years ago as one of the first members ever. Other awards were given to: Non-profit of the Year: Chelan Senior Center, New

Business of the Year: Green Dot Sub Shop Chelan - owners **Dave and Cindy Sneesby** (pictured at right); Business of the Year: New American Funding - Sandy Calicoat; Economic Development Award - Bob Christopher. The Lake Chelan Mirror is part of the NCW Media family of newspapers which includes the Wenatchee Business Journal. Keys has worked for the Mirror for more than 40 years.





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Mission Ridge Wins National Award

CONTINUED FROM PAGE 4

opportunity to fall in love with the sport, it also brought us together as an organization. It has made our mountain family an even tighter knit group,” Hickok continued. Mission Ridge’s Freedom Pass program provided unlimited beginner lessons, gear

rentals, and beginner terrain access for the entire season for just \$159. The program is designed to give new skiers and snowboarders the opportunity to transition from never having skied or snowboarded to feeling confident in their abilities and excited to explore more of the mountain.

About Mission Ridge Ski & Board Resort



The Mission Ridge Ski Area is located in North Central Washington, 12 miles south of Wenatchee. The resort’s winter operations typically run from early December through early April. Summer operations center around the Base Area facilities for meetings, weddings and receptions. The ski area operates in partnership with the USDA Forest Service, Okanogan-Wenatchee National Forest and the Washington Department of Fish and Wildlife. More information about conditions and the resort is available at missionridge.com.

Plaza Super Jet: Still the ‘crossroads of Wenatchee’

CONTINUED FROM PAGE 1

accountants might advise against it, Lau’s bottom line has steadily improved and employee “buy-in” ensures happy customers and ecstatic workers. He himself has an accounting degree from Western Washington University - Bellingham, but abandoned that line of work when he took over the grocery store from his dad Don, who worked at the store since he was a youngster.

Because he cares about all the little details, Lau works both in the back office, with four-decade management mainstay and business partner Barb Pool, as well as “on the floor” of the well-provisioned enterprise.

The current location has been a mainstay of the Wenatchee shopping experience since 1963 when a permanent building was built to replace the “roving” entity known for being all over town back in the day.

Most of Lau’s 22 staffers are full time and are also getting medical insurance and other benefits, but because of his bonus system, little or no theft of cash or products is occurring, customers are catered to, the store is kept incredibly clean and an atmosphere of teamwork permeates the air.

“I never have to wait in line when I go there to buy candy or mints,” said neighbor and shopper, Wenatchee Valley Museum and Cultural Center Executive Director Sandy Cohen recently.

Lau gave a presentation about his employee

retention program at the last quarterly meeting of the Port of Douglas Economic Roundtable held at the Wild Rivers Inn in April.

Cohen admitted he was a happy customer, “As soon as I go to check out someone immediately gets on a register, I never have to wait,” he related to the 50 or so attendees.

Another in the group mentioned that the store also has a great selection of beer.

Lau, owner-manager for the last 16 years, admits that his beer selection is well-known for its variety. He relies on customer feedback, both good and bad, to help him know whether employees are being helpful, courteous and efficient as well as what to stock on his shelves.

“Customers will ask for a certain brand and we will do everything possible to get it for them,” said the hands-on boss. His independent store belongs to a cooperative, URM Cash and Carry out of Spokane, that helps keep his prices low enough despite the lack of size when compared to huge grocery retailers such as Walmart, Albertson’s and Safeway.

Although Lau gets standard grocery items and special deals from URM, he is glad for the inherent flexibility in that program that allows him to shop elsewhere as well. The collaboration with URM is not restrictive or exclusive, so he can buy fruit and vegetables at Charlie’s Produce, for example, or anywhere else a bargain is available.

“Grocery is the cash cow, but the produce, meat and deli departments bring people into the store,” states Lau. He estimates about 10 to 12 percent of his sales belong to meats, produce and deli. “The tobacco department has been in a steady decline over the years,” Lau said, but a glance at his beer selection would make one feel as if you were looking at a store triple the size of what it really is. In fact the motto on his business card reads, “The biggest little store in town.”

Although most of his clientele are from the surrounding neighborhood, Lau also draws professionals and other customers from the Chelan County administrative offices and courthouse nearby.

Besides the high morale of his employees, which translates to an atmosphere conducive to relaxed shopping, Lau also credits “responsiveness” to customer desires as part of the reason for his success.

Years ago his company spent \$50,000 annually on advertising in the paper and also tried radio and direct mailing to get the word out, but now he only offers flyers to those who walk in the door and does not distribute them in any other way.

“It’s like a bonus to the customers for coming in,” Lau said. He no longer spends great sums on ad buys. “I noticed when we stopped spending \$50,000 a year in the newspaper we had \$50,000 a year more in our bank account,” he said. The advertising

expenditure didn’t translate to increased sales, according to Lau.

Besides a massive 30-foot high sign above the building, his store also has a website, but Lau said its sales value is minimal. Word of mouth, longevity in the community, customer satisfaction and variety of products suits the mild-mannered Lau well enough to continue his program of employee bonuses. In the past some potential customers may have shied away from the experience of shopping in his store because of unsavory characters “hanging out” within and without the store, but Lau said he has eliminated that issue by letting it be known their presence wasn’t welcomed or tolerated.

Perhaps the key to his store’s continued success is in his friendly and efficient attitude mirrored by every worker.

“We are committed to taking care of our customers, employees and store. Our mission is to provide our customers with a family shopping experience. Like the Kinneys, we still believe our service, the quality of our products and a pleasant shopping environment will keep the neighborhood coming back!” Lau said.

“We’ve got more than you think,” it states below the motto on the business card. That phrase applies to more than just a variety of peppers.

Shop at Plaza Super Jet 7 a.m. to 11 p.m. seven days a week, “everybody” else does.

PSJ History: History of Plaza Super Jet grocery store

CONTINUED FROM PAGE 1

giving customers a good selection of top quality goods along with friendly service in a modern setting would keep the goodwill of the neighborhood and allow them to hold their own against huge supermarkets.

During the 1960’s, the use of the “Super Jet” name was confined to certain Washington stores that followed a fast checkout design and maintained 2,000 to 4,000 square feet of retail space.

The first in the state was Stan’s Super Jet in Tacoma. The second store in the state to earn this designation was the Plaza. Ice cream continued to be manufactured in a building behind the Plaza Super Jet known as the “Plant”.

Many area residents can recall being

recruited by the Kinney’s in their youth to sell ice cream throughout Wenatchee. Following Paul’s death, his children, Richard, Paul, and Marion (Camp) Kinney, shared ownership of the Plaza.

In 1979, the Plaza Super Jet was purchased by Don Lau and Gary Sinclair, who added approximately 4,000 square feet to the building during a 1984 remodel.

Gary retired in 1999 and sold his shares to Don, whose first act was to install electronic fund transfer and scanning technologies in the store. Additionally, he began the process of replacing aging equipment by installing a new heating and cooling system, along with produce tables and cold cases. Don retired in 2002 after selling to David

Johnson and his son, Jeff Lau. David has since left the company as well.

Jeff has spent the last few years bringing back the shine of Paul Kinney’s dream. New floors, coolers, automatic doors, roofing and décor have created a better environment for both shoppers and employees. Skilled managers have been recruited to improve the Meat and Produce departments and train our Grocery department’s team of checkers and courtesy staff on how best to serve our customers. Forty year Plaza employee Barb Pool became the first to participate in the Plaza Super Jet’s Employee Stock Ownership Plan.

In October of 2005, the Plaza Super Jet was awarded Family Foods Fourth Best Overall Store Award for Appearance and Service.

This selection was made from over 60 member stores throughout Washington, Oregon, Idaho and Montana.

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Douglas County wounded warrior still on the front lines

By Gary Bégin

WATERVILLE - Owen Lauerman spent 13 years in the Army, was “blown up” in Afghanistan by an IED (improvised explosive device) and was subsequently medically discharged, but then wondered where his life was headed next.

“I’m a chicken farmer,” he said proudly at a recent tour of his farm out in the wilds of Douglas County. His small spread, not too far from Waterville, is surrounded by wheat farms. He leases enough land to have about 100 quail and 1,500 chickens.

More importantly for Lauerman was the direction, purpose and future of his life.

Now years after Army life, he has those answers and ironically finds himself on the front lines again - this time as a producer of top quality free range eggs laid by a variety of chickens in a place previously known for one main product - wheat.

He is no longer “just” a wounded warrior, but a pioneer of culinary tastes taking hold in the Pacific Northwest.

His breeds include Black Australopes, Barred Rocks, Silver Laced Wyandotte and Ameraucana.

Currently Lauerman Farms sells more than 150 dozen eggs a week to restaurants and retailers in the Lake Chelan area, but plans are in the works for a major expansion into Seattle.

He spends about .13 cents per egg or about \$2 per dozen and sells them wholesale for twice that amount locally and three times that amount

in Seattle leaving enough “meat on the bone” for retailers to add a couple bucks and make a profit themselves.

Lauerman, in another ironic twist, used to live in downtown Seattle and now will be exporting blue, brown and white eggs back into the “foody” capital of the state, if not the nation.

Lauerman’s birds roam around the lush vegetation in a predetermined and semi-confined area where they can eat all the naturally existing bugs they can handle as well as a normal diet of chicken feed.

They have a moveable roosting and laying area where the multi-colored eggs are laid and gathered by Lauerman, who is now a one-man army in the egg production business.

After four days of these birds “living large” and cage free, they get to move on to another predetermined parcel where the cycle begins again.

When someone buys his beautifully packaged eggs, they can see the mixture of colors and they know they are getting the real deal, not some mass produced factory induced product born of caged birds in huge warehouses.

“I was driving around the county just looking around and I met this guy who agreed to let me lease some of the land he was leasing for wheat farming,” Lauerman said.

“There was an old abandoned house and it was a mess. I cleaned it out, but it still needs a lot of work.” In the meantime Lauerman, his wife and three young children live in a fifth wheel.

He purchased an egg washing machine and gets

pallets of empty cartons delivered to the farm at \$3,000 each, but they will last him for the rest of the year. He’d like to eventually buy massive amounts of cartons which would significantly lower his costs per dozen, but first things first.

A veteran’s group that helps vets get started in business, donated two large refrigerators where Lauerman can place the eggs after they are washed.

He is always prepared to shoot varmints like coyotes, fox, weasels and badgers, but hasn’t been bothered by any chicken predators since the operation began. He also has an electric fence plugged-in at night to ward off unwanted critters with a yen for yardbird.

Lauerman has a refrigerated delivery van that he uses to cross the Columbia on the Beebe Bridge each week and get his product to market.

His biggest customer right now is the Riverwalk Café across the street from the park of the same name on Lake Chelan. He also does a brisk business with Chelan Red Apple Market, Bear Foods Health and Grocery and several others.

Because of the quick turnover, Lauerman rarely has product go bad due to expiration dates, but when they get too close he gladly donates them to the food bank in Chelan and the one in Waterville as well.

Lauerman thought about growing and selling vegetables first, but it was too labor intensive.

He thought about starting an orchard, but it would take years of efforts and investment before his



PHOTOS GARY BÉGIN/WBJ

Owen Lauerman holds a pail of quail eggs.



Owen Lauerman poses in the moveable “hoop” chicken house.

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Wounded Warrior: still on the front lines

CONTINUED FROM PAGE 7

labor and money bore fruit, literally and financially.

He thought about cattle and he thought and he thought, but then hit upon doing what almost no one else in Douglas County does - and he literally “chickened out” and decided on commercial egg production.

“I learned everything from the internet. From Googling, Pinterest and Facebook and from other farmers,” Lauerman said.

“I learned what the balance sheet of a wheat operation looked like from one friend and the balance sheet of an orchard from another,” he said. Since this is his first year in the poultry business, he is banking on birds getting him to financial solvency come the end of 2017.

Lauerman has great expectations for the future, especially if the Seattle deal works out. “We are going to test the sale of these eggs in a few stores first and then if the test goes well we will have a contract for all 13 stores.”

This deal could easily lead to Lauerman’s



Various chicken breeds in a fenced field.

purchase of thousands more chickens. Even quail egg production would be impacted as a “green” oriented retailer can get \$10 a dozen for them west of the Cascades.

Chefs at some chic eateries offer mushrooms stuffed with quail eggs (see photo at right). Discriminating diners love the flavor and Lauerman loves the impact on his bottom line equally.

Another important distinction between chicken and quail eggs are various health benefits, including helping the body to detox from heavy metals (see Health Benefits of Quail Eggs sidebar), which is ideal for those going through chemotherapy treatment for cancer.

For more information on Lauerman Farms, visit the website: Lauermanfarms.com.



Lauerman holds an egg to show the density of the yolk in comparison to some white, mass produced eggs’ runny consistency.



Various chicken breeds near a feeder.

Health Benefits of Quail Eggs

More Nutritious Than Chicken Eggs

Quail eggs contain 2 percent more high-quality protein than chicken eggs. They also contain more potassium and vitamin A than chicken eggs. Quail egg is also a rich source of calcium, iron, potassium, and vitamin B2. They contain such a high amount of vitamin A that experts recommend limiting the consumption to ten or less eggs so you don’t overdose on vitamin A.

What’s more, quail eggs are very heart-friendly. They are full of good cholesterol or HDL that keeps the heart healthy and working efficiently.

Prevents Respiratory Diseases

Here’s a surprising health benefit of quail eggs: it could keep the lungs working properly and treat various respiratory disorders like tuberculosis and asthma.

A protein called ovomucoid is the common ingredient in most anti-allergy medications.

Apart from keeping the lungs healthy, quail eggs could also boost the immune system and increase hemoglobin level.

It Could Boost Libido/Treat Sexual Disorders

Consuming quail eggs regularly helps increase libido in men by “feeding” the prostate gland with elevated amount of proteins, phosphorus, and vitamins. This stimulates sexual desire and even prevents erectile dysfunction in men.

Purifies the System

Did you know quail eggs help detox the body? Eating quail eggs help remove

heavy metals from your body as well as draw out toxins from the blood. Quail eggs are so good at purifying the system, they could also ease liver stones, kidney stones, and bladder stones!

Cuts Recovery Time

Whether you suffered a trauma from blood stroke or strained muscles from working out, eating quail eggs boosts the body’s ability to heal itself, resulting in faster, more efficient recovery. In some cases, patients suffering from stomach ulcer and gastritis saw remarkable improvement in their condition after taking quail eggs.

Unlike chicken eggs that have to be eaten cooked to kill salmonella, quail eggs could be eaten raw. There is no risk of salmonella spreading because the quail’s body temperature is much higher than that of a chicken.

The heat from the quail’s body tempt inhibits dangerous

microorganism from proliferating. The lysozyme in quail eggs kills off any bacteria!

Because quail eggs are much smaller than regular chicken eggs, you could eat more — but try to limit your consumption to ten quail eggs. Three to five quail eggs daily should be enough to maximize their health benefits.

Finally, if you’re eating quail eggs regularly, you will need to cut back on vitamin A-rich foods like carrots so you don’t overdose on this vitamin.

From the Healthydietbase.com website



Quail eggs nestled in mushroom caps.



Brewster Wells Fargo hosts Teach Children to Save Day

By Mike Maltais

BREWSTER – The local branch of Wells Fargo Bank, in conjunction with the American Bankers Association (ABA), and Junior Achievement of Washington (JA), hosted Teach Children to Save Day (TCSA) for second grade students at Brewster Elementary School in late April.

The volunteer program, sponsored by the ABA, was one among more than 200 Wells Fargo branches conducted in 102 classrooms in 20 different Washington schools that day.

Brewster Wells Fargo branch manager, Nestor Lemus and lead teller, Julie Godinez, visited the class of second grade teacher, Katie MacLean who

was introducing her young students to money management fundamentals.

I piloted a program called Money Savvy Kids,” said MacLean. “Each student got a piggy bank and learned about saving, spending and donating.”

A part of MacLean’s instruction involved her class visiting a local bank, and that visit was reciprocated when bank volunteers Lemus and Godinez brought Teach Children to Save Day to the second graders.

Between 9:30 a.m. and noon the two Wells Fargo representatives delivered a five-session course with topics ranging from “People in the Community Work Together” to “How Money Moves in the Community” and the “Role of Government

Chelan Fresh combines with Borton Fruit to supply many popular apple varieties

CONTINUED FROM PAGE 1

The combined marketing company will retain the Chelan Fresh name and operate from both Chelan and Yakima, Washington. Although the venture will officially begin on September 1, the sales and marketing teams are already working closely to bring immediate benefits to buyers.

Comments from the Chelan Fresh Board of Directors

“The next generation of our family is determined to be positioned as industry leaders in the market place for the future in the fruit business,” says John Borton, CEO of Borton Fruit. “That means servicing retail accounts from a large volume base, from modern orchards, state-of-the-art packing lines, and with exciting new varieties year-round. This partnership greatly enhances our ability to serve our customers.”

Bill Borton, president of Borton Fruit, says, “We are excited to partner with another firm that prides itself on growing high-quality fruit and cutting-edge varieties. With farms in different growing regions throughout the Pacific Northwest, the group can supply customers with great fruit from the very front-end of harvest through the end of the year.”

“There is no doubt that this new partnership leverages volume and scale to provide high-quality fruit



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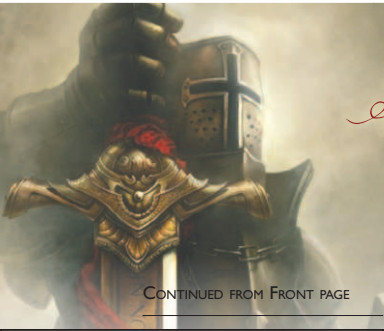
Today, the third and fourth generations of Bortons operate the family farm. Left to right: Eric Borton, Andy Birley, Bill Borton, Byron Borton and John Borton.

and excellent year-around customer service, but the most rewarding part to me will be working day in and day out with all of the Chelan Fresh partners,” said Reggie Collins, CEO of Chelan Fruit Cooperative. “Together, we’re all building one of the most modern, innovative companies in the business on the foundation of family, friends and a passion for farming.”

Cass Gebbers, president of Gebbers Farms says, “Our companies’ upcoming fourth and fifth-generation family leaders are now in their 30’s.

They’ve played ball on the same teams since they were kids and John (Borton) and I coached them together in national tournaments. They are as energetic in farming as they were on the basketball court.”

“Borton (Fruit) brings more than 100 years of expertise to our team. The company brings unique strengths and fresh perspectives, which will benefit customers. We are pleased to be joining forces with such a strong and innovative partner,” added Riggan.



CONTINUED FROM FRONT PAGE

History, fantasy, laughter collide at 10th Medieval Faire



PHOTOS BY GARY BÉGIN/WBJ

By Gary Bégin



“The Minstrel Darius” performed during the festivities.

CASHMERE - History, fantasy and a mix thereof collided on the grounds of the Chelan County Fairgrounds April 29 and 30 as the 10th rendition of the Two Rivers Medieval Faire held court. Although many thousands of dollars changed hands during the two-day event, it was organized and produced by a group of dedicated non-profit oriented volunteers.

In previous years the event was known as the Wenatchee Valley Renaissance Faire and was held on the campus of Wenatchee Valley College, but because the club at the college

that sponsored the event is no longer involved the Faire had to find another venue.

That’s where the Fairgrounds came in. “We are in love with the fairgrounds! The scenery from the arena is magnificent and the staff couldn’t have been more helpful. In previous years at the college, a club there sponsored the Faire. The college was responsible for much of the expense, and accounting. So, of course, they also received most of the revenue. This year we were on our own and dealt with the event insurance, venue costs, rentals, printing, advertising and so on,” said Debra Johanson, merchant

coordinator for the event.

The business of running a major festival is fraught with everything from scheduling static acts on specific stages to organized mayhem in the form of cosplay artists. Cosplay is short for “costume play” and occurs when normally average and regular citizens decide to let their inhibitions loose and don an outfit, playing along with whatever theme the event calls for.

“Herman the Ogre and Wotan are paid performers. They are roaming entertainers. We met Herman at the Spokane

SEE MEDIEVAL FAIRE, PAGE 10



From left are Tyler Lee, Lailah Lee and Daniel Adamson. The boys try on some authentically reproduced chain mail, while Lailah wears period dress for the occasion.



Youngsters enjoyed a chance to shoot at some targets while learning archery.



Herman the Ogre was a monster full of love as many kids gathered around to dance and shake his massive hands during the Faire.

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PANGBORN MEMORIAL AIRPORT

Medieval Faire

CONTINUED FROM PAGE 9

Renaissance Faire a few years ago, and we met Wotan last year at the Midsummer Renaissance Faire in Bonney Lake,” Johanson said.

The Black Knight Society (BKS) is a nonprofit organization devoted to re-creation and re-enactment of ancient, dark ages, medieval, and medieval fantasy combat. Almost all the Faire board members are also board members of the BKS and so are able to organize the massive event in harmony with its own stated goals.

“Our board members network all year while attending Renaissance faires in Oregon and Washington. Hard planning comes in after faire season which is mid October. Marketing and physical work on sets and props begins in January, and volunteer meetings and activities are set up all

the way to Faire. This year, however, because we didn’t have our new venue until late January, a lot of the work had to be squeezed into the last three months before Faire,” said Johanson.

In order for any non-profit to not lose money, revenue has to be generated from products, services, donations and or grants and loans. In the case of the Faire, “entertainment is the main expense. It takes up at least 60 percent of the entire budget,” according to Johanson, but revenues came in several forms.

Booth space started at \$60 for a 12-foot by 12-foot space and topped out at \$110 for 24x24 as compared to other faires where 10x10 spaces are the norm, according to Johanson. The Two Rivers (named after the Wenatchee and Columbia) event also had a roaming vendor rate of \$50. All prices were for both days.

Some groups such as the Romans (warrior re-enactors from the days of Caesar and the empire), Wilhelm (swordplay) and the others, were paid to help cover their travel costs and camping fees.

Like with many non-profit events, the glue that held the entire festival in place were the dedicated volunteers.

“We had a great group of about 12 year-round volunteers, and many others, from in and out of the area, stepped up during the faire itself. Building a large group of reliable volunteers is always challenging. Management and volunteers did some double duty this year.

We have five in faire leadership and no one gets paid,” Johanson said.

“We receive the gate receipts, merchant booth fees, and sponsorships.

The first goal is to break even, hopefully! We haven’t



Perhaps the best attended spectacle at the Faire was the jousting tournament complete with knights on horseback wearing period dress.



Clancy Frey of Wenatchee thoroughly enjoyed and devoured this turkey leg.



Wayne Lewis came from Whidbey Island to make and sell his handmade iron products.



Christopher and Carmen Jones came from Everett to roast and sell the wildly popular turkey legs as seen here on one of their four grills.



Lisa Lindsay of the Okanogan Wildlife League brought various birds to educate the public on “raptors of the renaissance.”

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Building North Central Washington is deeply rooted in the Wenatchee Valley and is proud to be a Silver Sponsor of the Wenatchee Valley Independence Day Celebration!

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As an organization that is deeply rooted in the Wenatchee Valley, Building North Central Washington and its members have a vested interest in helping to build a strong, vibrant Valley. Whether working to help a Make-A-Wish project possible; helping to

bring a homeless shelter to fruition, or simply doing our best to meet needs where they exist, BNCW believes strongly in giving back to the communities in which our members live and work.

For a third year, BNCW is proud to once again be a Silver Sponsor of the

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What better way to celebrate all of the freedoms that we enjoy here in our valley than to participate in this grand Independence Day celebration?! There will be entertainment, food

and family-friendly activities and, of course, fireworks - all during this day-long community event!

Also, this year, the Wenatchee Symphony will join the armed forces to honor our men, women and families who serve/served. We encourage our

members, families and friends to not only plan to enjoy this fantastic community event on July 4th, but to consider supporting the fund-raising effort, too.

For more information, you're encouraged to contact Jan Lutz at (509) 669-5808.

We'll see you on the Fourth!



Planning for 23rd BNCW Home Tour & Remodeling Expo™ Kicks Off

The 23rd Annual BNCW Home Tour & Remodeling Expo takes place this year September 15-17! The planning effort for BNCW's Annual Home Tour & Remodeling Expo has begun! This year's committee co-chairs are **Tina Hofstetter** - H & H Construction NW - and **Robert Guerin** Wenatchee Valley Glass. Tina and Robert would like to extend a personal invitation to any fellow BNCW member or their staff to join them on this very important and enjoyable committee. For our member builders, if you're considering participating in this year's Tour, now's the time to get serious about making that decision. The deadline for the member builder standard participation fee is Friday, June 9. After that date, the participation fee increases. Member builders may enter a newly constructed home, or a sizable

CONT. ON PAGE 13

BNCW MEMBER HIGHLIGHTS

Welcome new BNCW members!

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

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

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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.



2017 BNCW Annual Golf Classic was *Awesome!*

The 22nd Annual BNCW Golf Classic was held Friday, May 19th at the beautiful Highlander Golf Club, and it was enjoyed by a full field of 144 golfers!

Overall, the weather was beautiful and our players, sponsors and volunteers all enjoyed excellent camaraderie, great golf, good food, drink, games and events throughout the entire afternoon of play!

Once again, our event planning committee - led by **Jake Holt**, Central Washington Concrete, and **Nathan Roberts**, Noble Truss & Lumber - worked tirelessly over the last several weeks to ensure that this year's tournament was the most enjoyable one yet - and that it certainly was!

It truly would be impossible to produce this event at the level that our players have come to expect without the dedication of member leaders like Jake, Nathan and the other volunteers listed below.

- 2017 TOURNAMENT WINNERS:**
- **1st Place Team** – *Berry Construction*
 - **2nd Place Team** – *Noble Truss & Lumber*
 - **3rd Place Team** – *Numerica Credit Union*
 - **Worst Score** – *Anytime Restoration*
 - **KP Hole #3** – *Linda Gulick*
 - **KP Hole #7** – *Cliff Berdar*
 - **KP Hole #9** – *Kevin Vitulli*

- **KP Hole #17** – *Ted McDaniel*
- **Men's Longest Drive** – *Travis Turner*
- **Women's Longest Drive** – *Brette Sangster*
- **Straightest Drive** – *Ryan Morgan*

We would like to recognize and thank our committee members and volunteers for their efforts in the planning and execution of this year's event!

- 2017 PLANNING COMMITTEE:**
- **Co-Chair** - **Jake Holt**, Central Washington Concrete
 - **Co-Chair** - **Nathan Roberts**, Noble Truss & Lumber, Inc.
 - **Patrick Davidson**, New American Funding
 - **Jerry Larson**, OrePac
 - **Bill Walther**, Numerica Credit Union

- 2017 VOLUNTEERS:**
- **Stephanie Musser**, Peoples Bank
 - **Miriam Shieni**, Caring Cottage
 - **Kathy Bendtsen**
 - **Mindy Dore**, North Cascades Bank
 - **Julie Lester**, Jessup Real Estate
 - **Kristen Kennedy**, Below the Surface Cleaning
 - **Michelle Stutzman**, Below the Surface Cleaning
 - **Karen Norlin**, Cornerstone Home Lending, Inc.
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- **Elizabeth Holt**, Tri-Cities Chamber of Commerce
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- 2017 TOURNAMENT SPONSORS:**
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- Columbia River Steel
- Coronado Products
- Elysian Lawn & Landscape
- Erlandsen & Associates
- Firefly
- Gold Construction, Inc.
- Golfers Edge
- Guild Mortgage - Jason Austin
- H & H Construction

- NW, LLC
- H.D. Fowler Co.
- Heneghen's Water Works, LLC
- Highlander Golf Club
- Homesley Construction
- Intermountain West Insulation
- Lange Construction, LLC
- Les Schwab Tire Center - East Wenatchee
- Marson & Marson Lumber, Inc.
- NCW Home Inspection
- NCWAR
- North Meridian Title & Escrow
- Numerica Credit Union
- Peoples Bank
- Pool to Spa Services

- ProBuild
- Riverway Contractors, Inc.
- Rookard Custom Pools
- Sadler Construction, Inc.
- Sage Homes, LLC
- Sangster Motors
- Sligar Excavation
- The John's Real Estate Corp.
- The Wash Station
- Therma Tru
- Valley Supply Co.
- Velocity Insurance Group
- Village Life
- Washington Federal
- Wenatchee Body & Fender
- Weyerhaeuser Wood Products





MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

JUNE 2017 ASSOCIATION NEWSLETTER

PAGE 3

Planning for 23rd BNCW Home Tour & Remodeling Expo™ Kicks Off

CONTINUED FROM PAGE 11

remodeled home project, too. Builders who enter more than one structure enjoy a sizable discount on their second entry. Also, the earlier a builder commits, the greater their chance to be considered for one of the coveted

and limited BNCW Chefs on Tour™ locations! This year's BNCW Chefs on Tour™ event will take place on Thursday, September 14th! To learn more, please feel free to either contact Lindsay Everhart -

BNCW Membership and Events Director - at (509) 293-5840, or go online at www.BuildingNCW.org.



BNCW membership minute

Managing Your Messages

For a consumer, one of the most frustrating aspects of trying to find a contractor/tradesman to look at their project is having to leave messages and getting no return phone call. How long should they wait before moving on to the next contractor?

For a contractor, the frustration comes by receiving too many messages and trying to find the time to return them. It isn't easy to return a message saying you are too busy to work with them or that the project they have is too small, too big, etc.

How can BNCW help BOTH parties involved?

For member contractors

who may already be booked out, consider recording your outgoing voicemail message to let the caller know you are fully booked and won't be able to accept additional projects until after a specific date. You might even consider adding to your outgoing message something like, "if my timeline doesn't match up with your needs, please consider contacting BNCW at 509-293-5840 and they can help you with contractor referrals." The caller will appreciate you for being upfront with your timeline, as well as caring enough to provide them with a referral to a trusted organization - like BNCW - that can help

them to identify a solution to their immediate need if they are unable to push off their project.

As for the consumer - all you need to do is call BNCW first and ask us to assist you in finding contractors that are able and ready to look at your project in a timely fashion. This process has proven to be a WIN for the consumer and a WIN for the contractor.

Contact BNCW at 509-293-5840 or, visit www.BuildingNCW.org to view a complete list of local, trusted professionals in your area.

All BNCW members are licensed, bonded and insured companies.



BNCW June Dinner Event
Tuesday, June 6th
Wenatchee Convention Center • 6:00pm - 8:00pm

FUN ~ Great Food ~ And Even Better Company!

PLEASE RSVP BY FRIDAY, June 2nd, 2017
VIA FAX AT: 509-665-6669 OR PHONE 509-293-5840
All cancellations must be received by 6-2-17 to avoid being charged • Dress is Casual

Dinner Sponsored By:



JOIN US!!
Thursday: June 15th
5:00 - 7:00 p.m.

Your Host for the Evening:



Real Estate is Our Passion, Helping is Our Mission

Light Appetizers, Beverages and an Evening of Networking!

503 Grant Rd., East Wenatchee
(same complex as Jack-In-The-Box)

Please RSVP by Tuesday, June 13th

This assists our hosts in preparing for the event.
Call 293-5840 to RSVP or scan and email this back to lindsay@BuildingNCW.org We look forward to seeing you there!

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 Tour 14	Home Tour 15	Home Tour 16
Home Tour 17	18	19	20	21	BNCW HOME TOUR & REMODELING EXPO September 15 th -17 th BNCW CHEFS ON TOUR September 14 th	
24	25	26	27	28		



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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



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

Underground Low-Voltage Landscape Lighting and Sprinkler System Control Requirements

(Reprinted From LNT's Electrical Currents Newsletter)

We have been asked to clarify the intent of the rules relating to licensing, certification, permits, and inspections for the installation of specific types of underground low-voltage landscape lighting, and sprinkler control systems.

WAC 296-46B- 925(8) establishes an exemption for specific types of work and states “The electrical failure of these systems does not inherently or functionally compromise safety to life or property.”

The rule exempts thermocouple derived circuits and low-voltage systems for built-in residential vacuum systems, underground landscape sprinkler systems, underground landscape lighting, and residential garage doors.

However, for these types of systems to be considered exempt, the following conditions must be met:

- The power supplying the installation must be

derived from a listed Class 2 power supply (This must be marked on the power supply along with the mark of the accredited testing laboratory. Most larger commercially available systems do not meet this requirement);

- The installation and

termination of line voltage equipment and conductors supplying these systems is performed by appropriately licensed electrical contractors and certified electricians;

- The conductors of these systems do not pass through fire-rated walls, fire-rated

ceilings or fire-rated floors in other than residential units;

- Conductors or luminaires are not installed in installations covered by the scope of Article 680 NEC (swimming pools, fountains, and similar installations).

All other landscape lighting systems, and sprinkler control systems supplied by other than listed Class 2 power supplies must be done by licensed electrical

contractors and certified electricians. Electrical permits and inspections are required for all systems that do not meet the specific allowances for exemption listed above.

The rules have another exemption from licensing for firms that install certain cord and plug connected equipment in WAC 296-46B-925(10) provided “The equipment must be a single

manufactured unit, including the plug and cord, that does not require any electrical field assembly except for the installation of the plug and cord and is allowed to be plug and cord connected by the NEC.”

Field installation of low-voltage landscape lighting systems do not qualify for this exemption, even if the power source happens to be cord and plug connected.

FREE Member Classifieds

BNCW Member Classifieds

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

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

- You can contact the BNCW office at (509) 293-5840 and we'll take your information and posted it for you on BNCW's website, or

- You can login at www.BuildingNCW.org using your user name and password, and post your message directly in the classifieds section of the website.



Do you enjoy being part of a team helping to shape an event or effort? If so, we're eagerly seeking members who would like to participate on a couple of committees. Regardless of how involved you're able to be, we want you!

Specifically, the planning committee for the **2017 Sangster Motors and BNCW Home Tour & Remodeling Expo** is just now beginning the planning process.

We Want YOU!

We invite you to join us for just one of the fun committee meetings with no commitment. If you enjoy it - great - if not - no worries!

If you're interested in contributing your energy and ideas and would like to be a part of this important planning committee, we encourage you to contact Lindsay Everhart, BNCW's Membership & Events director, at (509) 293-5840, or via email at Lindsay@BuildingNCW.org. We will share with

you the meetings schedule and get you plugged in!

This is a great way to play an important role in helping to shape this key event, while getting involved in your Association! Remember, you're always free to contribute as little or as much time as you wish - it's always up to you. Thank you!



BNCW EVENTS

BNCW's June Board of Directors Meeting

- June 21, 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 June CPR & First Aid Training

- June 21, 2017 from 4:00pm to 6:00pm
Held at Building North Central Washington,
2201 N. Wenatchee Avenue, Wenatchee

\$45/person, includes Continuing Ed credits and is good for new and recertification.
Call BNCW at (509) 293-5840 to Register!

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

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

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

You may also register online at BuildingNCW.org.

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Wenatchee attorney John Brangwin completes DUI training

Wenatchee attorney **John M. Brangwin** of the law firm of Woods & Brangwin, PLLC, at 17 N. Mission, Suite 2A, recently completed advanced training on DUI defense. Brangwin traveled to Austin, Texas for the DUI Defense Lawyers Association's (DUIDLA)

Spring Seminar. The seminar took place over three days, April 27-29, at The Westin Austin. The three-day training presented expert speakers from across the nation. A significant portion of the course work was devoted to defending drug DUIs. In fact, most all the courses the first day focused around blood testing, including substantial training on GS/MS (Gas Chromatography / Mass Spectrometry). Brangwin devotes a significant portion of his practice to defending those accused of driving under the influence. Few offenses in criminal justice call for greater attorney expertise than cases involving driving under the influence of drugs and alcohol.

He is a member of the DUI Defense Lawyers Association, the National College for DUI Defense and is a Governor of the Washington State Association of Criminal Defense Lawyers. He has completed the National Highway Traffic Safety Administration's Standardized Field Sobriety Testing, is certified on the BAC DataMaster and owns two BAC instruments.

The mission of DUIDLA is to protect and ensure by the rule of law those individual rights guaranteed by the state and Federal Constitutions in DUI-relates cases, to resist the constant efforts which are being made to curtail these rights and to encourage cooperation between lawyers engaged in the furtherance of these objectives.

NCESD employee elected president of statewide organization

North Central Educational Service District (NCESD) Registrar and Certification Specialist **Sariann Meredith** has been elected to serve as President-Elect of the Washington Association of Educational Office Professionals (WAEOP). Meredith will also chair the Audit and Finance Committee during the one-year term, and will serve as President of the organization in 2018-2019.

Previously, Meredith has served as the Area 4 Director, Awards Chair, Bylaw/Handbook Chair, and Continuing Education Chair for the organization. She has been employed at the NCESD for 18 years. Eldene Wall, Executive Assistant and Public Relations Coordinator for the NCESD has also served as WAEOP President.

"I am honored to be a part of the leadership of WAEOP. I am privileged to be able to be part of the Board and work with the members. It is an amazing group of professionals, and I'm excited to work with them as President," explained Meredith.

The mission of WAEOP is to create inspiring opportunities for all office professionals to attain excellence by working together, strengthening relationships, developing leaders and encouraging life-long learning.

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

The NCESD is a respected resource to other ESDs throughout Washington State.

NCESD adds to team

The North Central Educational Service District (NCESD) has announced that **Marianne Haukli** has joined the team as receptionist/secretary.

Haukli brings over 20 years of experience to the position. In addition to serving as the lead receptionist, she also assists with fingerprinting services, manages the organization's fleet, schedules meeting rooms for internal and external use, and is responsible for proofreading and stocking copy and meeting rooms.

"I am thrilled to join the NCESD. The warm welcome extended by the entire staff has been wonderful, and I enjoy working with the team and our customers," she explained.

"We're thrilled to add Marianne to the NCESD team. She brings an extensive background working in school districts and customer service fields, and is a strong asset to our organization," explained Suzanne Reister, Executive Director of Human Resources.

Outside of her work with the NCESD, Haukli enjoys CrossFit, spending time with friends and family, watching movies, skiing and hiking.

Alexander retires



COURTESY PHOTO
Tom Alexander.

Submitted by Manson School District

MANSON - How do you properly thank someone who has given their entire working life to an organization?

The Manson School District will be faced with

answering this question as Tom Alexander retires at the end of June after 38 years of teaching and coaching, all here.

Manson High School teacher Brad Soliday shared, "Tom's loyalty and devotion to Manson's school and community has been extraordinary.

I can't imagine that if you could add up the hours this man has spent working for students and athletes in Manson over 38 years that anyone could rival his accumulated devotion.

He has truly been a pillar of our school. I could not have asked for a better colleague or friend for the past 22 years. Thanks Tom."

Cashmere Valley Bank celebrates Horey career



SUBMITTED PHOTO
Annie Horey was celebrated after 30 years of banking service by her fellow employees and the Cashmere community at a fete held at the Riverside Center May 25.



First American Title

Escrow Officer **Hilary Jessup-Parker** has transferred to First American Title's Chelan Branch.

Liz Madden has joined the Team at First American Title as a Title Assistant in the Chelan Branch. Hilary will be facilitating transactions and closings for Chelan area clientele. Liz will be a great resource to customers for property information.

Escrow Officer **Lori Arkills** has joined the Team at First American Title. Lori brings 18 years of experience and has returned home where she started her escrow career. Lori will be facilitating transactions and closings for Wenatchee area clientele.



Hilary Jessup-Parker



Liz Madden



Lori Arkills

Port of Chelan County Commissioner Rory Turner receives Outstanding Historic Building Rehabilitation Award

Submitted by Port of Chelan

Port of Chelan County Commissioner **Rory Turner** has spent years as a private developer reviving historic buildings throughout Washington State. Along the way, he continues to be recognized for his great work revitalizing these buildings.

This week Mr. Turner received The Valerie Sivinski Award from the State Historic Preservation Office for Outstanding Historic Building Rehabilitation for his work on the 1923 Elks Building in downtown Ellensburg.

After years of neglect and disrepair, Mr. Turner focused his development and building rehabilitation expertise on bringing the building back to prominence and multi-functional use. The Ellensburg Elks Building now has two restaurants, office space for commercial use and non-profit organizations, and a restored lodge



SUBMITTED PHOTO
Rory Turner

room for use as an event center.

This award is not the first award Turner has received for rehabilitating downtown spaces. In 2016, Turner received the Excellence on Main Award from the WA State Main Street Program for the Ellensburg Elks Building as well as Turner's work in the Wenatchee Downtown.

Wenatchee buildings rehabilitated

and preserved for their historic structure and story include the Exchange Building, Wenatchee Hotel and the Dore Building.

The Port of Chelan County supported similar historic preservation work in 2012 with the redevelopment of the Pybus Building (Morse Steel) in downtown Wenatchee. The Pybus Market Charitable Foundation led by Mike and Joann Walker, the City of Wenatchee and the Port collaborated to preserve and rehabilitate the decrepit Pybus industrial building. Today the Pybus Public Market is home to 16 restaurant or retail businesses and the Wenatchee Farmers Market.

Commissioner Turner was elected Commissioner for the Port of Chelan County in 2015. His deep experience in commercial development brings a unique expertise to the Port Commission in its efforts to improve the economy through real estate and business development as well as business recruitment.

Wenatchee woman ‘School Employee of Year’

OLYMPIA — Carolyn Griffin-Bugert (Wenatchee School District) was named the 2017 Washington State Classified School Employee of the Year, the Office of Superintendent of Public Instruction (OSPI) announced today. Griffin-Bugert is a grants administrator for her district.

State Superintendent of Public Instruction Chris Reykdal recognized the nine Regional Classified School Employees of the Year and



SUBMITTED PHOTO
Carolyn Griffin-Bugert

legislators, representatives from the state’s educational service districts and various education associations.

“Carolyn is the kind of employee we need in every school district,” Reykdal said. “She is dedicated to engaging with her community, partnering with local businesses and creating a positive legacy of progressive learning in her region. On behalf of OSPI staff, thank you for your commitment to Washington students.”



SUBMITTED PHOTO
From left are Darrell Dickeson, Kari Page and Wenatchee Mayor Frank Kuntz.

Kari Page named WVC Distinguished Alumni of the Year

The Wenatchee Valley College Alumni Association is proud to announce that the 2017 WVC Distinguished Alumni Award will be presented to **Kari Page**, a 1991 graduate.

Page will be recognized at the June 11 Apple Sox baseball game, where she will throw the opening pitch.

Page is being honored for her exemplary community service, outstanding career achievements and dedicated involvement with the WVC

Alumni Association.

Page was born and raised in Wenatchee by parents well known and respected in the community – Kerry and Linda Page, owners/operators of Kerry’s Body Shop on Wenatchee Ave. She is the youngest and only girl of five children, all of whom still live in the Wenatchee area.

specializing in risk management, security, surveillance, investigations and crisis management. Page also served on the board of Mt. Baker Chapter of the Society for Human Resources Management (SHRM) and currently is president of Apple Valley Human Resources Association, an affiliate of SHRM.

While a student at WVC, Page made the Dean’s List, was a member of the choir, as well as an active participant in athletics. She served on the Knights Football Sports Medicine Team and enjoyed supporting her many friends who were football players and cheerleaders.

Page’s achievements and interests range from being an accomplished musician (violinist, vocalist and pianist) to a champion competitive swimmer of 30 years including a four-year winning streak as a triathlete.

Page’s career spans 26 years. She landed an operations management role overseeing 60 employees while attending Western Washington University full-time. In 1994, the Monday after graduation from WWU, she hit the ground running as the human resources generalist of CH2M Hill. She then took a role as an HR generalist for Whatcom County.

Page has worked diligently to build her career path with zeal, dedication and intentionality. She successfully transitioned into a senior management capacity as Healthy Pet’s HR director at the age of 32. She returned to the Wenatchee Valley at the end of 2015 to begin her new role as the director of human resources for the City of Wenatchee.

“

There are no secrets to success. It is the result of preparation, hard work, and learning from failure.

– Colin Powell

”

Holiday shopping boosts 4th Q 2016 sales statewide

OLYMPIA - Shoppers in a spending mood during the holidays helped boost the state’s taxable retail sales by 6.4 percent in the fourth quarter of 2016 over the same period in 2015, reaching \$38.2 billion. That same holiday spirit also contributed to a 5.9 percent bump in retail trade sales, which totaled \$17.1 billion for the fourth quarter of 2016.

Taxable retail sales includes transactions subject to the retail sales tax, including sales by retailers, the construction industry,

manufacturing and other sectors.

Retail trade is a subset of all taxable retail sales in the state and includes sales of items such as clothing, furniture and automobiles, but excludes other industries, such as services and construction.

These figures are part of a quarterly report released today by the Washington State Department of Revenue (Revenue). The taxable retail sales figures compare the same quarter year-over-year to equalize any seasonal

effects that would influence consumer and business spending decisions.

- The holidays showed strong positive sales for these retail industries:**
- Taxable retail sales reported by new and used auto dealers increased 10 percent, reaching \$3.31 billion.
 - Lawn and garden supplies and equipment sales rose by 13.0 percent to \$161.6 million.
 - Drug and health stores’ sales rose 18.8 percent, reaching \$739.9 million.
 - Taxable e-commerce and mail order sales increased 11.0 percent to \$872.6 million.*
 - RV, boat and motorcycle dealers’ sales rose 18.7 percent, to \$292 million.

See statewide fourth-quarter taxable retail sales and retail trade sales by industry: dor.wa.gov/docs/reports/2016/lrt416/TRS_Statewide_Table6_QT42016.xlsx.

Of the top 10 most populated counties in the state, Pierce and Skagit counties enjoyed the largest overall taxable retail sales percentage increase. Tacoma and Spokane Valley saw the largest increase of the most populous cities.

See more details on the taxable retail sales and retail trade sales by industry for:

- Counties: <http://dor.wa.gov/docs/reports/2016/qbr416/t3Q416.xlsx>.
- Cities: <http://dor.wa.gov/docs/reports/2016/qbr416/t4Q416.xlsx>.

Manson School District honors

SUBMITTED PHOTO
Kayla Helleson

SUBMITTED PHOTO
Maria Verduzco

The Manson School District Board of Directors honored Elementary Counselor **Kayla Helleson**, left and Elementary Para-educator **Maria Verduzco**, as the 2017 Blue and White Excellence Awards winners at its April board meeting. Each recipient received a plaque for their commitment to Manson schools and the community. Helleson and Verduzco will also be honored at the Manson Chamber of Commerce’s Manson Night to Remember awards dinner in October.

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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"I'd like to, but that's right around when I'm going to be swimming upstream, spawning, and ultimately dying. Sorry."

TOP PROPERTIES

Chelan County

The following real estate transaction information was supplied by the Chelan County Assessor’s Office on properties worth \$500,000 or more.

SALE PRICE	DATE	ADDRESS	BUYER	SELLER
\$2,800,000	03/09	410 Stayman Flats Rd. Chelan	Bob White Facilitator, LLC	Naumes Inc. of Oregon, Inc.
\$1,695,000	03/06	4790 Chelan Blvd. Manson	Chen Yongji and Yiyu Fang	Wade Paul
\$1,400,000	03/09	11900 Shugart Flats Rd. Leavenworth	Rust Kelly and Marcy Ayala	Orlando
\$1,375,000	03/21	Navarre Coulee Rd. Chelan	Bob White Facilitator	Naumes Inc. of Oregon
\$1,375,000	03/21	20612 US 97A Chelan	Bob White Facilitator, LLC	Naumes of Oregon Inc.
\$1,350,000	03/28	103 Palouse St. Wenatchee	135 Holdings, LLC	Fuller-Quigg Co
\$1,302,500	03/06	Deadman Hill Rd. Peshastin	Pearshastin Creek, LLC et al	Homer Smithson, Jr.
\$1,302,500	03/06	7551 Peshastin Creek Rd. Peshastin	Pearshastin Creek, LLC et al	Homer Smithson, Jr.
\$1,302,500	03/06	SR 97 Peshastin	Pearshastin Creek, LLC	Homer Smithson, Jr.
\$1,250,000	03/14	8751 Icicle Rd. Leavenworth	Ron and Tinas De Miglio, et al	All Inn Zen, LLC
\$1,230,000	03/23	Embroden Rd. Leavenworth	Joshua and Camila Fletcher	SWL II, LLC
\$850,000	03/24	972 S Lakeshore Rd. Chelan	Adams Tri Cities Enterprises, Inc	Clinton Campbell et al.
\$635,000	03/21	9552 E. Leavenworth Rd. Leavenworth	Sims Kelly LLC	Boyce Iris
\$621,880	03/20	126 Porcupine Ln. Chelan	Troy and Esther Christie	Chelan Lookout LLLP
\$588,000	03/14	635 Boyd Rd. Chelan	Clark William and Angell Hellyer	David and Terri
\$580,000	03/17	15930 Cedar Brae Rd. Leavenworth	Woods Allyn and Richelle M Perry	Wayne M
\$530,000	03/03	135 N Wenatchee Ave. Unit 3 Wenatchee	Pacific Rim Land Inc	135 Holdings LLC
\$515,000	03/16	73 Burch View Ln Wenatchee	Springwater Homes, LLC	Birch Mountain, LLC
\$515,000	03/16	73 Burch View Ln Wenatchee	Farnus Robert and Marlene	Springwater Homes, LLC



GARY BÉGIN/WVBJ

Schmitt Electric nearing completion

The new Schmitt Electric headquarters is nearly complete next to Lowe’s at 1200 Walla Walla Ave. in Wenatchee. G.G. Richardson is the general contractor for the project.

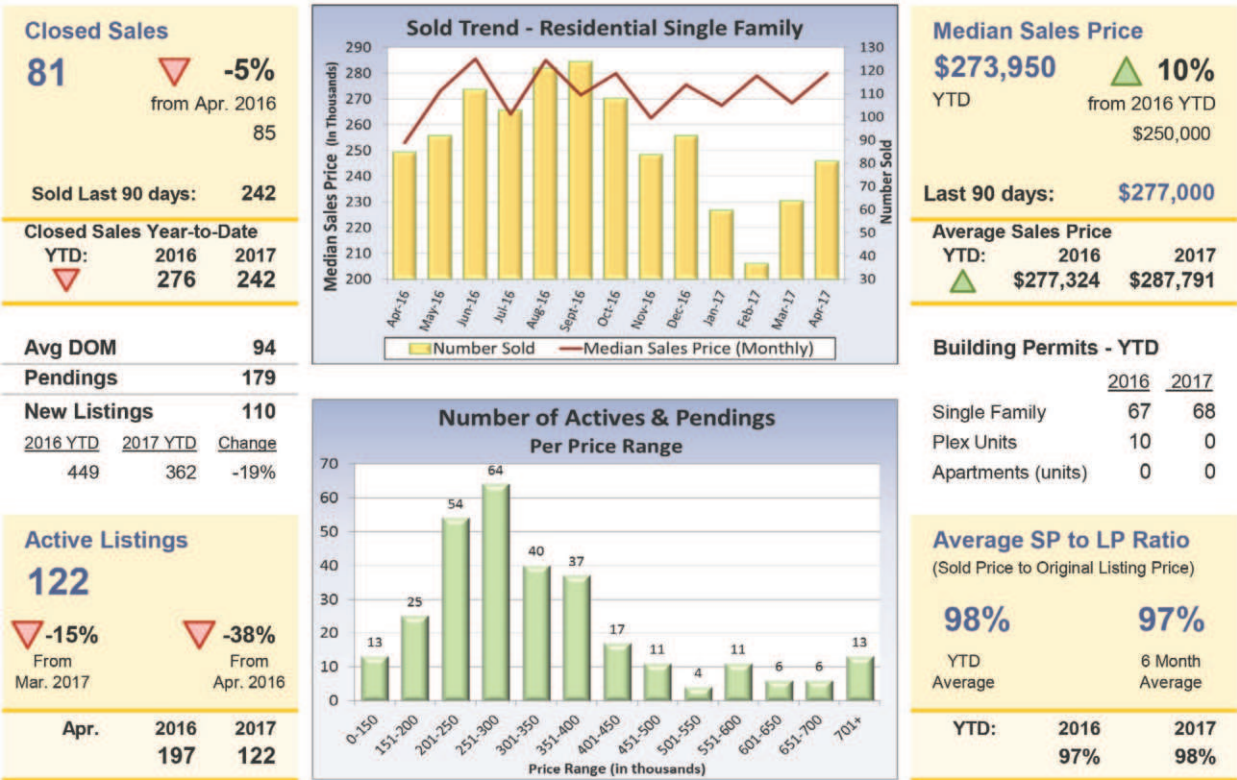
Wenatchee Area

Real Estate **SNAPSHOT**

April 2017

Provided by Pacific Appraisal Associates

Residential Real Estate Market



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+
Number of Active Listings & Pendings	13	25	54	64	40	37	17	11	4	11	6	6	13
Average Number Sold per Month	3.2	10.5	12.5	16.7	10.0	7.5	3.2	2.7	1.7	0.5	0.7	0.2	0.8
Indicated Mos. Present Supply	4.1	2.4	4.3	3.8	4.0	4.9	5.4	4.1	2.4	22.0	9.0	36.0	15.6

Wenatchee Market Comments:
The year-to-date median sales price is \$273,950, up 10% over this time last year and 24% over 2014's median sales price of \$221,400.

Year to Date Medium Sales Price (Jan-Apr)			
2014	2015	2016	2017
\$ 221,400	\$ 240,000	\$ 250,000	\$ 273,950

Inventory is down from a year ago. Currently there are 122 listings on the market, which is a 38% decrease from 197 last year.

Residential Market: Single Family Homes and Condos

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

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Wenatchee, WA 98801

Wenatchee Valley Dispute Resolution Center has new interns

The Wenatchee Valley Dispute Resolution Center (WVDRC) recently concluded a 40-hour Basic Mediation Training (BMT) for aspiring mediators. The training is the first step in preparing individuals to becoming certified as volunteer mediators at the Center. Six participants completed the face-to-face training including Steve Kolk, Joanne Dalinkus, Jody Underwood, Emilie Fogel, Diana Hernandez and Anita Janis. Veteran certified mediators and trainers Paul Shelp and Ed Frost traveled to Wenatchee from the Dispute Resolution Center in the Tri-Cities area to provide the training sessions twice each year. Mediation skills are useful in a range of settings where people disagree including but not limited to consumers/ businesses, K-16 education institutions, governing boards, and landlord / tenant issues and is applicable in the dissolution of relationships, property division, development of parenting plans and more. Mediation changes relationships through peaceful conflict resolution. It can also teach people new skills in addressing future disagreements.

For more information about the Wenatchee Valley Dispute Resolution Center's mediation services or to inquire about the next Basic Mediation Training, please contact the Center at (509) 888-0957 or staff@wvdr.org.



COURTESY PHOTO

Standing L to R: Paul Shelp, Jody Underwood, Steve Kolk, Diana Hernandez, Joanne Dalinkus, Ed Frost. Seated L to R: Emilie Fogel, Anita Janis



Why is the stock market so resilient?

Despite the unimpressive economy and the drama engulfing the political world, the stock market is remarkably calm. But that's nothing new.



MARKET UPDATE
Brad Blackburn

Since the Financial Crisis, the markets have shrugged off a weak economy, the Fiscal Cliff, the Sequester, a government shutdown, multiple crises in Europe, and more... So why are the markets so resilient?

Let's examine the most recent stuff first. Clearly, part of the recent stock market optimism was the promise of deregulation and tax reform.

However, given the turmoil in Donald Trump's presidency, the markets have reason to doubt that promise. So why isn't the stock market spooked? To answer that question, I'm going to quote myself from back in February:

"There is nothing the stock market would like more than for Mike Pence or Paul Ryan to take over as President tomorrow. If that happened, the markets would get all of the positive parts of Donald Trump – without all the childish ignorance."

However, as happy as the markets would be with a President Pence, there's a real risk of a long, drawn-out investigation and impeachment proceedings that could slow the Republican agenda to a halt.

The quicker all this can be resolved, the better. For now, it seems the stock market is betting on a quick outcome.

Beyond the political

drama, the markets are also happy that Trump is playing nice with China and things are calming down politically in Europe.

In addition, while the economy isn't booming, it is still growing, and the likelihood of a recession is low.

Further, even if a recession comes, the Fed has proven it's willing to pull out all the stops to help the economy.

In addition to all that, corporate earnings have been solid (which is what the markets care about most). So, despite all the scary stuff, there are plenty of excuses for the markets to continue rising.

However, I think there is something far more simple that is keeping the markets strong: Huge sums of money are flowing into the stock market every day.

Consider how many more people are making monthly contributions to their 401K's and IRA's than they were 20+ years ago. Because of that, there is a never-ending demand for stocks. If you remember economics 101, more demand means a higher price.

There's another important aspect to this, which is the rise of index

funds.

Index funds aren't managed, which means there's no one choosing when to buy or sell, or when to be excited or scared about the markets. With index funds, no one is making those decisions.

Whether the economic and political news is good or bad, billions of dollars still flow into the stock market month after month. So, perhaps the markets keep rising because investors are asleep at the wheel.

I'm not sure what to make of this phenomenon. Today's stock market is different than anything in history. It makes me wonder if economic and political discussions are completely irrelevant. As long as investors keep pushing money into the markets relentlessly, the markets might rise relentlessly.

Obviously, at some point, it has to stop; but the old rules seem to have changed, so I have no idea when.

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



Some lawmakers want to take away popular property tax limit

With so much commotion happening in our national government, it is reassuring to know one effective policy in our state is working every day, quietly and effectively, exactly as planned.



GUEST OPINION
Paul Guppy

That policy is based on the wise decision voters made in 2001 to enact a 1% limit on how much state and local officials can increase the regular property tax each year.

This modest tax relief idea was so popular it passed with over 57% of the vote. Later, in 2007, the policy was confirmed in a bill passed by most lawmakers of both parties and signed by Democratic Governor Christine Gregoire. *HB 2416, the same day passed 86-8 in the House, 39-9 in the Senate and signed by Governor Gregoire, all on November 29, 2007.*

The policy applies equally to all 1,200-plus sets of taxing officials in our state. That's a good thing, because every home and business is taxed by several jurisdictions at once.

Some properties are hit by ten different sets of officials, from the state, county, and city to so-called "junior" tax districts for schools, parks, and transit.

It all adds up to the heaviest property tax burden Washington residents have ever paid, and it continues to go up every year.

Opponents of the 1% limit predicted the sky would fall. They said police and fire services would go unfunded, health centers would close, roads and bridges would fall apart, crime would surge.

The opposite happened. Today, funding for local budgets is at record highs, and elected officials take more money from us than at any time in history.

The 1% cap works well because it applies to only one kind of tax, the regular, or base, property tax. Other fees and taxes are unaffected, and the law even lets officials increase the regular property tax as much as they want, if they

ask voters first.

Now some lawmakers want to take away a policy that is working well. One bill, HB 1764, was introduced to repeal the 1% limit and replace it with a 5% limit, a 500% increase in how much officials could raise taxes. That bill didn't pass, but a tax limit repeal could be written into the budget later in the session.

Why is it that when elected officials feel they are short on money their first instinct is to increase taxes on the people? They seem to think cutting household incomes is more important than making hard decisions about how to spend existing rising revenue. They want to make their public work easier by taking more money from their constituents.

In the next two years state revenues are slated to increase by \$2.6 billion, or more than 6%, from all sources. Most working families would be delighted with yearly income increases of 6%.

The property tax limit works as a modest brake on some state and local officials, who, in their incessant quest for more money, act as if the public never pays them enough.

If the property tax limit is pulled back, the resulting burden will fall hardest on the poor, on immigrant families, on hourly workers, and on elderly people living on fixed incomes. What some officials don't seem to realize is that whenever they raise taxes, they make their jobs easier by making life harder for everyone else.

Washington's 1% property tax limit is one of the most successful homeowner protection policies in the country. Without starving government, it is helping elderly people stay in their homes, helping young couples afford a home, and helping keep at least some housing stock affordable in many communities.

Modest property tax limitation serves the public interest because it shows respect for a clear decision made by the people of our state, one that is proven by experience and was confirmed by a majority of lawmakers of both parties.

The 1% property tax limit works; why not leave it alone.

Paul Guppy is the WPC Vice President for Research

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Will You Die Broke?

There is a well-known rule of thumb - the 4% Rule - that suggests if you spend 4% of the value of your capital a year, you are unlikely to outlive your savings. It is used to determine the amount of funds to withdraw from a retirement account.

T. Rowe Price believes it is a reasonable starting point. And according to a Vanguard study, “The 4 percent spending guideline remains intact for retirees who stay diversified split between stocks and bonds, contain their costs and consider their time horizon. They can safely withdraw 4% from their initial balance.”

This rule indicates that 4% should provide a steady stream of funds to the retiree while also

maintaining an account balance that allows funds to be withdrawn for many years down the road.

A Harris Poll concluded that 21% of Americans are “not at all confident” that they will be able to reach their financial goals and retire comfortably.

Unfortunately, the 4% Rule may be a moot point to these people.

Die Early? A Realistic Alternative?

A recent survey conducted by Wells Fargo shows that 22% of people say they would rather die early than not have enough cash to live comfortably in retirement.

Other surveys bear those numbers out. For example, one by financial services company Allianz found that a shocking 77% of people in their late 40s worried more about outliving their money in retirement than death itself.

Despite this fear, the

Wells Fargo survey also found that 41% of those in their 50s are not putting aside anything for retirement, while 48% have resigned themselves to the fact that they will not have enough money to survive in their golden years. So, why on earth would these people just give up and not try to solve the problem and put their fears to rest?

A fee-only advisor would suggest that instead of just putting fear on the back burner, you can take control and start saving a small amount, then a little

more at regular intervals.

As soon as the balance begins to increase, levels of stress and fear will ease up. Consider delaying your retirement for a few years.

If you can’t, then you could think about various ways to consult if you have expertise to share. This will help you supplement your income.

You can also downsize and reduce your expenses, as well as readjust your standard of living both now and in retirement.

The Multiply-by-25 Rule

There is another rule that people have used to calculate the amount of

money they will need in retirement.

The Multiply-by-25 Rule and the 4% Rule are often confused with one another, but they contain an important difference: one determines how much you should save, while the other estimates how much you can safely withdraw.

The Multiply-by-25 Rule estimates how much money you’ll need in retirement by multiplying your desired annual income by 25, and how much you need to safely withdraw.

For example, if you want to withdraw \$40,000 per year from your retirement portfolio, you need \$1 million dollars in your retirement portfolio. (\$40,000 x 25 equals \$1 million.)

If you want to withdraw \$50,000 per year, you need \$1.25 million. To withdraw \$60,000 per year, you need \$1.5 million.

When all is said and done and you know the 4% Rule and the Multiply-by-25 Rule, it is important to understand the financial risks of “dying broke” and

then develop a retirement plan that allows you to live securely in your later years.

Even though saving for retirement can be challenging sometimes, it is important to plan ahead so that you do not have to spend your retirement years worrying about how you will survive.

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.

Everyone has an invisible sign hanging from their neck saying, ‘Make me feel important.’ Never forget this message when working with people.

— Mary Kay Ash



Business lessons from three entrepreneurs

Bill Gates, Oprah Winfrey, Elon Musk and Jeff Bezos are just a few examples of dozens of high-impact American entrepreneurs who have become household names. Yet, in our globalized twenty-first century economy, some of the world’s most inspiring entrepreneurs can be found beyond our borders. Three little-known entrepreneurs in particular are shaping the emerging regions of the world in countries where many American entrepreneurs see tremendous opportunity.

So, it is important that today’s emerging entrepreneurs learn about the business pioneers in these once remote corners of the world – regions that recent technology has integrated into the same global economy that we all participate in.

1. Funke Opeke These days, some of the most impactful entrepreneurs alive are leaving their mark not only outside of the U.S. but well beyond the boundaries of the developed world. Among the most remarkable of these individuals is Funke Opeke, a former Verizon executive, educated at Columbia University, who returned to her native Nigeria after living in the U.S. for decades. Her executive position at Nitel, the country’s now defunct state-run telecommunications provider, was marred by the country’s inadequate

infrastructure. Disappointed but determined, Opeke resigned from Nitel and raised over \$200 million for her own company, Main One. The latter successfully established an underwater fiber-optic cable connection between Europe and Africa.

By the end of 2010, West Africa, home to some of the world’s fastest-growing economies, had its first broadband connection thanks to Main One. In turn, this has paved the way for foreign e-commerce companies to make inroads into the region while also enabling more domestic high-tech entrepreneurship: “What’s really fulfilling,” Opeke told a Nigerian newspaper in 2014, “is when I see companies like Konga.com and Jumia.com, and educational institutions with access to the Internet, working. Clearly, we have made a difference.”

The Entrepreneurial Takeaway: it is notable that Opeke was well into her forties when she left the telecommunications industry boardroom for the entrepreneurial life.

The success of Main One demonstrates that, with enough vision and energy to see something through, one is never too old to establish something new.

2. Wang Chuanfu By some metrics, China is the world’s largest economy and, by others, it is the second largest. In either case, entrepreneurs throughout the world would be wise to keep an eye on the trailblazers of Chinese enterprise.

Among the most impressive of these is Wang Chuanfu, the son of farmers who climbed the entrepreneurial ladder to become China’s wealthiest person. In 1995, the twenty-nine-year-old chemist caught the entrepreneurial bug. Starting with the equivalent of \$500,000 raised from family and friends, he left a steady job at a research institute to co-found BYD (“Build Your Dream”).

BYD soon proved that sound engineering,

coupled with low-cost labor, could produce cell phone batteries for a price that would extend the Chinese cell phone market beyond the elite to the country’s rapidly expanding middle class.

Notably, BYD gained efficiencies by replacing the expensive automated factory with a lower-tech assembly method involving only one robot and six hundred people. By 2003, BYD had laid claim to almost half of the global mobile phone battery market and began making aggressive forays into the automotive industry, where it is now one of the largest manufacturers of electric vehicles.

To illustrate, in recent years, both the City of London and Long Beach, California have made large purchases of electric buses from BYD. BYD’s success in multiple industries attracted a \$232 billion from Warren Buffett’s Berkshire Hathaway in 2008. Today, Chuanfu, the man described by Berkshire’s Vice Chairman Charlie Munger as “a combination of Thomas Edison and Jack Welch”, is estimated to be worth roughly \$5 billion.

The Entrepreneurial Takeaway: Chuanfu did not so much invent something new as devise less expensive ways of producing existing products. Like many successful entrepreneurs, he did not “reinvent the wheel.” Instead, he came up with significant efficiency improvements and had the tenacity to bring those improvements to the market.

3. Marcos Galperin In 1999 a twenty-eight year-old Argentinian was completing his MBA at Stanford and attending a guest lecture presented by John Muse, a private equity professional from Dallas. When Muse concluded his presentation, Marcos Galperin offered to drive him to the airport. Along the way, Galperin sold Muse on his vision for an eBay-like auction platform targeted squarely at the Latin American market.

By the time they reached the airport,

Galperin’s MercadoLibre had a commitment of seed capital from Hicks, Muse, Tate, & Furst. By May of 2000, the Buenos Aires-based technology startup had raised over \$50 million from the likes of JP Morgan, Goldman Sachs, General Electric, and Spain’s Banco Santander. Once the site went live, responding to the feedback of its users, Galperin shifted MercadoLibre from auctions to more of a fixed-priced model. Initially, MercadoLibre launched in Argentina and Mexico and MercadoLivre, a Portuguese version, in Brazil.

Today, the brand is wildly popular in those countries as well as Venezuela, Colombia, Uruguay, Chile, Peru, Ecuador, Costa Rica, the Dominican Republic, Panama, and Portugal. The company generates over \$650 million in annual revenue and Galperin’s net worth currently exceeds \$1 billion.

The Entrepreneurial Takeaway: The story of MercadoLibre is one of boldness and focus. How many people would have been bold enough to offer to drive a guest lecturer to the airport and then pitch an idea along the way? On top of that, Galperin had a very clear vision of what he was building and what he intended to accomplish with it long before MercadoLibre ever went live.

Opeke, Chuanfu, and Galperin all took the initiative to identify and address an important unmet need in their respective countries.

These were all enormous challenges that few people have the energy and persistence to resolve successfully. That is why these entrepreneurs are just as inspirational as the iconic entrepreneurs that we all know. As Marcos Galperin likes to say, “think big and execute!”

Joe Carlen is the co-founder of Value Guards, LLC and a practitioner of business valuation, patent valuation, and market assessment. He is the author of A Brief History of Entrepreneurship: The Pioneers, Profiteers, and Racketeers Who Shaped Our World. For more information: value-guards.com.



GUEST OPINION
Joe Carlen



‘Solutions’ for retirement are available

By Mikaila Wilkerson

CASHMERE - Every day there are hundreds of people planning for their retirement and, for some, saving up for retirement can seem daunting.

Financial advisors Angela Gaston and Tony Velickoff have come to Cashmere to help local residents receive guidance during their retirement planning.

Both Gaston and Velickoff are independent financial advisors. Their independent advisory firm, The Solution People, focuses on developing safe and productive retirement plans. They held an Open House Ribbon Cutting for their most recent office at 133 Cottage Ave., Suite B2 April 13.

For Gaston, she and her husband had met with an insurance agent in the past to figure out how they can put money away for their retirement.

“In the process of doing so, the insurance agent that we met with started talking to us about career paths and different directions that were possibilities for me, in particular,” Gaston said. “He told me that I would be really good at this and so, of course, I contemplated that a little bit.”

Gaston revealed that there very few women financial advisors and that there is definitely a need for

them in the field.

“I actually found that out to be the case after I got into this career,” Gaston said. “Just from going to various trainings throughout the country there was a huge ratio difference. At one training I went to there were 40 men and 5 women.”

The need for more women is a big reason as to why Gaston wanted to continue with this job field. She hopes to empower women and to teach them to better prepare themselves for their own future and how to be financially stable.

“Women, of course, are in need of financial advice just as much as men are, if not more for various reasons,” Gaston said.

Velickoff’s desire to help people in any way that he can is what prompted him to become a financial advisor.

“For this it was mostly about protecting people from market volatility,” Velickoff said.

Before becoming a financial advisor, Velickoff had been involved in trading. He had trained himself in it and earned a good amount of money from doing so.

According to Velickoff, market volatility caused him to lose some money as well. The last 25 years we’ve seen an increase in market volatility that has caused people to lose however there have also been large



MIKAILA WILKERSON/WBJ

Financial advisors Angela Gaston (middle) and Tony Velickoff (right) stand next to Stacy Speer, Ambassador of the Cashmere Chamber of Commerce, on the left.

gains. Realizing this, he became determined to learn how to help people protect their gains and lower their stress level about money. “It’s possible to do superior work with a good sense of humor and be compliant. People are under enough stress. We want them to know that they can have safe, productive retirement plans and enjoy the process,” he said.

The Solution People also hope to break down the supposed stereotype about only having serious and strict financial advisors.

“This industry is not exactly known for the possibility of having fun while you’re doing the planning and still doing the work,” Velickoff said.

Both Gaston and Velickoff truly want to get to know their clients and have a good, solid relationship with them while having a great time

working alongside them.

“That’s the key,” Velickoff said. “If you don’t know what’s going on with somebody you cannot, in good conscience, advise them.”

Gaston stated that through their business, she and Velickoff hope to change their clients’ lives for the better.

“We know we have the ability to do so,” Gaston said. “We love educating people and teaching them about finances and what a difference we could make.”

The Solution People recently put together a workshop at Wenatchee Valley College geared towards people ages 50-70 to help give those people some more direction in their financial planning.

Even though financial advisors usually see older people going to meet with them, younger people are also being reached out to.

“What we’d love to do is actually reach out to some of the younger generation,” Gaston said. “The difference that we can make in their lives with getting them started in their younger 20’s and educated them about the impact that just their age has for them in regards to a compounding effect over time in what they can have in retirement is huge.”

As an example of this, Velickoff explained that two of his daughters started plans a couple of years ago. They began with \$100 a month each and are on track to having close to half a million dollars in cash by the time they are 65 years old. Another benefit with their plan is a tax-free income stream estimated at \$60,000 annually for life at age 65.

Every person needs different plans to work with depending on where they are at in their lives financially or career-wise.

“That’s kind of our message to younger people,” Velickoff said.

“We can do this for most people with as little as \$50 - \$100 month - it doesn’t take much to get started. Most people burn that up without even thinking about it. The most important factor is time”.

The Solution People will be participating in the Let’s Learn Series on NCWLIFE TV station with Eric

Granstrom in the future.

“The focus of that is to start out basic and young and get going properly,” Velickoff said.

Gaston and Velickoff explained that even if it is just \$100 getting put in per month, they want to help people see that, with their help, they could save their clients a lot of money throughout the years.

“There’s a study that says most people will spend more time planning a 2-week vacation than they will their own retirement,” Gaston said. “It’s daunting to think about your money, finances and your whole situation. You think ‘Oh I’m going to retire so far down the way, I don’t need to really worry about that right now’ or ‘I don’t really need to plan now’.

“You think it’s not fun to plan retirement however it really can be, especially when you see progress.”

“Put your retirement date on the calendar,” Gaston said. “Even if it’s 40 years from now really visualize that and set goals for that date and make it fun so that when you are meeting with your financial advisor on your yearly basis you have that path going and have that consistency where you know you’re achieving certain goals along the way.”

Mikaila Wilkerson can be reached at reporter@cashmerevalleyrecord.com

Wildfire Home Protection buys Wildfire Safe

From news release

PESHASTIN - “We’ve had a great 10 years of helping our neighbors and couldn’t be happier that someone with the same approach of fuels reduction with the intent of improving forest health has taken over Wildfire Safe,” said Kyle and Kelsey Walter.

“Connor has extensive firefighting experience with 10 years in the Forest Service as a wildland firefighter and five years as a structure firefighter so he has really seen the need to reduce catastrophic damage from wildfires by being proactive in forestry practices.”

“Kyle and I originally met Conner in 2002 while working for the Forest Service on the Entiat and Chelan Ranger Districts. How serendipitous is it that 15 years later, Connor was interested in expanding his forestry business Wildfire Home Protection, just as Kyle and I were looking to transition out of Wildfire Safe in order to focus on other business ventures and our expanding family life. Connor had heard of the Bandit tracked chipper and now that he has added it to his two other tow-behind chippers, he has a complete fleet of chipping machines! He also has a boom truck to facilitate the arborist work his company offers.

Connor, his wife Trisha, and their two daughters have lived in the Peshastin area for the past 15 years and are dedicated to the Eastern Washington lifestyle.

An avid fisherman, Connor has a degree in Natural Resources Management from Central Washington University and Trisha works in the Wenatchee School District. District and the whole family is often outside tending farm animals and ping.

Connor is looking forward to helping you with your forestry needs and if you have any questions, we are all available and excited to hear from you. Kyle and I are facilitating the transition by assisting Connor with client relations and chipper operations, so we all welcome your phone calls or emails with any questions about your property and resources to help you in your goals.



COURTESY PHOTO

From left are Kyle, Kelsey and Lilyana Walter and Connor Craig in front of a giant chipper machine.

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MIKAILA WILKERSON/WBJ

Brenda Pickering, owner of Pickering Insurance, as she cuts the ribbon during her business’s grand opening on Thursday, April 13 in downtown Cashmere at 133 B1 Cottage Ave. Pickering Insurance is a division of MetLife that also works with Travelers, Safeco, The Hartford and Progressive.

By Mikaila Wilkerson

CASHMERE - People crowded around in excitement as Brenda Pickering, owner of Pickering Insurance, ecstatically cut the ribbon as the grand opening of her business took place at 133 B1 Cottage Ave. here, April 18.

Pickering Insurance is primarily a division of MetLife Insurance, but there are other companies that Pickering works alongside.

Travelers, Safeco, The Hartford and Progressive are among the other insurance companies that Pickering associates with.

“I have a wide range that I can shop with, and I give people options,” Pickering said.

Pickering moved to Cashmere a little over a year ago to be closer to her family, shortly after deciding

to branch out her business and go solo after her years of working for AAA. She has been working in insurance for over 20 years.

“We just wanted to be closer to Cashmere and my home,” Pickering said. “That’s why I decided to make a change and realized that going out on my own was a good step at this point.”

For a period of time Pickering was a shift manager at a Pizza Hut, so she has always been involved in the service industry.

Having started off at AAA for the start of her career, Pickering began by working with the travel side of the company.

“I wanted to get away from waiting tables,” Pickering said. “So I saw a job

Brenda Pickering goes solo

posting for a temporary, part-time travel person. I really wanted to be in travel- that’s always been something I always enjoyed was traveling.”

According to Pickering, she did not have any prior qualifications or experience for working in the travel industry. She got the job because she maintained a great attitude and she showed genuine interest in the position.

Her duties while working in AAA travel were handing out tour books and maps, booking hotel reservations and assisting clients in any way she could.

“That was back when we had type writers,” Pickering said. “So I would be typing out reservations and whiting out when I made a mistake.”

After working in the travel industry for a while, Pickering showed an interest in working for the Insurance side of AAA.

“I went into the insurance side because they lost their CSR (Customer Service Representative) and so I wanted a full-time job instead of a temporary, part-time one and so I was able to step into that,” Pickering said. “Then it just grew from there.”

Pickering sat down with the VP of Insurance and with the

manager of travel to talk about Pickering’s transition from travel to insurance.

“They asked ‘Brenda, why should we hire you?’ I looked them square in the eye and said ‘Because I can do it better than the last person’”, Pickering said. “I walked out of there thinking ‘Brenda, you’re such a spaz.’ Then I got the job. They came back chuckling and they gave me the job.”

As soon as Pickering was hired on, the other insurance agent in the company left, leaving Pickering to figure everything out by herself when she knew nothing about insurance.

“I have learned my job ‘trial by fire’ pretty much,” Pickering said. “I was constantly learning, learning, learning... now I’m learning to be a business owner.”

Soon enough, Pickering got licensed and stuck to her newfound insurance path.

“It’s just something that I really can’t step away from,” Pickering said. “I love what I do.”

For Pickering, the best part about her job is talking with her customers, getting to know them and being a part of their lives.

“(I love) helping them get the best coverage that they can get

with the money they have available and making sure that they’re properly covered,” Pickering said.

The ability to find the true needs of customers is key to Pickering because the customer’s needs and what’s important to them have to be known before any progress can be made.

According to Pickering, customer’s needs can be very different depending on the individuals seeking coverage and what they are wanting coverage for.

“Everybody has very specific, different needs,” Pickering said. “It’s really important that their insurance person is aware of what they’re doing, their hobbies and things that are important to them.”

Pickering hopes that her business allows her to connect with her clients and community and to be more hands-on with those that she works with.

Every morning Pickering walks into her office with a smile on her face and a positive attitude towards what the day could bring her.

“I think that the key to success is always just being willing to help and wanting to help people,” Pickering said. “(I’m) working hard for people, that’s what’s really important.”

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601 S Mission St	Mexican Restaurant
509-662-7331	
Kutch Contracting LLC	Ira Kutch
509-393-8460	General Contractor
Mama D's Kitchen LLC	Charles Dugger
300 S Columbia St	Café
509-661-4949	
Janet's AFH	Carmen Maldonado
613 Royal Anne Dr	Elderly daily living
A @ M Inspections	Mark Schley
509-860-2340	Home Inspector
KPG Inc PS	Nelson Davis
23 S Wenatchee Ave Ste 223	Civil engineer
509-663-2711	
Megan Crosier	Megan Crosier
537 Orondo Ave	Cosmetologist
509-393-5516	

Panda Chinese Restaurant opens in downtown Chelan

Submitted by Anita Day

CHELAN - Panda Chinese Restaurant, located at 127 E. Johnson Avenue here, opened in April.

Qun Luo and Fu Zhong purchased the building in November 2016 and moved their family here from Alva, Oklahoma shortly thereafter. They liked the feel of the small community of Chelan which is similar to the size of Alva.

They bring with them 15 years of experience from the business they owned there and are excited to make roots here with their four children and new restaurant. Three of their four chil-

dren are attending Morgan Owings Elementary school and they also have one toddler. Prior to owning their restaurant in Oklahoma, they both worked in restaurants in Los Angeles.

The menu will include traditional Chinese cuisine served individually or family style, with specialty dishes such as beef and broccoli, General Tso chicken, Szechwan shrimp, beef and scallop.

Hours of operation are 11 a.m. to 9 p.m. Monday through Sunday. Take out orders will be also available.

After a long winter and many hours of work to update the building and kitchen, the couple finally opened their doors April 11.



RUTHEDNA KEYS/WBJ

The owners of the Panda Chinese Restaurant pose with their children: Left to right are: Anna, Fu Zhong, Jennifer, David, Calvin and Qun Luo.



MIKE MALTAIS/WBJ

Martin, left, and Manny Hurtado.

By Mike Maltais

BREWSTER – A new Farmer’s Market opened for business here last month at Sixth and Main streets. Brothers Manny and Martin Hurtado appeared at the Brewster City Council meeting April 12, to advise council members that they have been performing their due diligence with respect to city codes, ordinances and regulations to ensure they

are in full compliance.

Manny said he also compiled a small notebook for each prospective vendor that includes applicable codes and other information so participants will know what is required and to help the Hurtados “get just the right people in our Farmer’s Market.”

Martin added that they have researched Farmer’s Markets in nearby cities like Chelan and Entiat to see how

Hurtado brothers open Brewster Farmer’s Market

those cities regulate their markets and what they allow in comparison to Brewster.

“For example, you can have coffee for sale,” said Martin of other market venues, “and kettle corn and different things that we are not allowed to do.”

Martin said they will revisit council if they find that customer requests warrant discussion regarding code adjustments.

“I believe we’re all learning what to do with this Farmer’s Market and we’re going to follow what’s there now,” said Manny, “but in the future if we find that there’s something that the community is really

enjoying then we’ll bring it back to the council and say, ‘how about if we add this?’”

Brewster City Clerk Misty Ruiz asked what items the market will offer for sale.

“Our code says no hot foods, so that’s definitely out of the question,” said Manny, “but we’ll have fresh flowers, fresh fruits and vegetables, honey, handicrafts and pretty much what any other Farmer’s Markets have.”

Manny said one of the opportunities the new market will offer is a site for businesses or organizations, like the Brewster Boys and Girls Club, to have a booth to distribute information about their programs and services.



Submitted by
Princess Properties

Comfort Suites at the Park announced in May they are the recipients of Choice Hotels International's "Hotel of the Year" award. This prestigious award is given to the best of the best within the Comfort Suites brand annually.

Comfort Suites at the Park, 195 East Penny

Comfort Suites at the Park wins Choice Hotel's annual Hotel of the Year award

Road in Wenatchee, was nominated, along with two other Comfort Suite franchises based on their top marks in guest satisfaction and ranking within the Choice Hotels International system. Consistently scoring exceptional ratings from guest reviews, and having been awarded the Platinum award multiple years in a row, the Comfort Suites at the Park is proud to join the elite ranks of "Hotel of the Year"

winners. Princess Properties also owns and manages the Quality Inn Downtown 4th Ave in Spokane.



SUBMITTED PHOTO

Pictured left to right are: Megan Brumagim - Choice Hotels International, Brand Strategy, Patrick Pacious - Choice Hotels International, President and COO, Travis Tramp, CHA - Princess Properties, District Manager, Jenelle Cuculich - Princess Properties, Quality Inn Spokane, Supattra Winger, Host - Princess Properties, Comfort Suites Wenatchee, Tanya Tramp, CHA - Princess Properties, Owner, Steven Tramp, CHA - Princess Properties, Owner, Marshall Tramp, CHA - Princess Properties, Quality Inn Spokane, Azim Saju - Choice Hotels Owner Council, Chairman Steve Joyce - Choice Hotels International, CEO.

WVC Foundation hires executive director and alumni relations coordinator

Wenatchee Valley College Foundation is pleased to announce that **David Davin** has been hired as the new executive director and **Rachel Evey** as the alumni relations coordinator.

Davin will start on July 17 and Evey on July 3.

Davin is the interim executive director oDavin is coming to WVC from the University of Southern California Alumni Association, where he is the director of regional and engagement programs.

He previously worked as a program manager in the USC Gould School



David Davin

of Law, as marketing and public relations manager at Reliant Financial,

and as co-founder and chief operating officer at DoMyStuff.com.

He received a master's degree in professional writing and two bachelor's degrees in English and American Studies at USC.

Evey, of Bakersfield, Calif., works as a manager of development and donor services at Kern Community Foundation.

She has previously worked as the development



Rachel Evey

and donor services coordinator and as foundation assistant for the community foundation.

She received a bachelor's degree in international relations and Italian at the University of California-Davis.



When a business doesn't pay taxes, the state can file a lawsuit against the business and obtain a judgment against any property a business owns. Judgments are filed in Chelan County Superior Court as records of judgments paid or satisfied.

The following information is from the Chelan County Superior Court Clerk's office and represents unpaid Department of Revenue Rev) and/or Department of Labor and Industries (L&I) tax judgments for late March, April and May 2017.

Because of high tax delinquency volume, the WBJ is only publishing companies that owe \$5,000 or more. Readers are hereby notified that some or all of these judgments may have been satisfied (paid) since the filing date.

The list below shows the company name, amount of judgment, department and date filed:

- Omega Contracting Services, LLC, \$10,965 (L&I), March 21.
- Montes Landscaping/C&O Orchard, \$11,554 (L&I), March 21.
- Doc House, LLC, \$5,534 (Rev), March 23.
- Nahed, LLC, \$7,971(Rev), March 23.
- Garage Door Services, \$7,572 (L&I), March 27.
- JTL Concessions Corp/The Grotto, \$11405 (Rev), March 29.
- No Way Jose, LLC, \$8,584 (Rev), April 4.
- Clarke and Clarke Orchards, \$10,671 (L&I), April 7.
- RJs Marine, LLC, \$9,031 (Rev), April 13.
- BLC Transportation, LLC, \$7,563 (Rev), April 13.
- Icicle Outfitters and Guides, Inc., \$16,115, April 13.
- Leavenworth OC, Inc., \$15,965 (L&I), April 18.

Brewster Wells Fargo hosts Teach Children to Save Day

CONTINUED FROM PAGE 8

and Taxes." Lemus, who started his business career at age 16 with a landscaping business in Wenatchee, has been with Wells Fargo since 2008, after a friend who worked for the company introduced him to the business.

He worked his way up from teller to his present position as Brewster branch manager.

Godinez started her career with Wells Fargo in 2008 as a teller, moved to customer sales and service rep, personal banker and back to lead teller. "I want to be a service manager in the future," Godinez said.

"This is the first time we have visited the Brewster school," Lemus said, but plans a return visit in May, when he will deliver a presentation to

Brewster High School seniors and juniors on savings, credit management and related topics.

The Council for Economic Education reports that Washington is among 33 states that do not require high school students to take a personal finance course.

"By starting these conversations early, we can get Washington's kids excited about learning how to save and spend money responsibly so they can make smart, confident financial decisions as adults," said Patrick Yalung, Wells Fargo Washington region president.



MIKE MALTAIS/WBJ

Brewster Wells Fargo branch manager Nestor Lemus holds a question and answer exchange with Brewster Elementary second grade students.





Small Business Administration names Banner Bank ‘Regional Lender of Year’

Banner Bank news release

WALLA WALLA - The U.S. Small Business Administration named Banner 2016 Regional Lender of the Year for the Seattle/Spokane District and a Star Performer for the Portland District.

The awards were presented at separate ceremonies as part of National Small Business Week.

Presented May 2 at the Washington State Small Business Awards Gala in Seattle, the Lender of the Year was determined by the SBA measuring the number of approved small business loans, total dollars approved, and a bank's willingness to utilize all of the SBA programs. Using this data, Banner ranked third among all banks serving the state and was the top Washington-based lender, closing 168 loans for \$28,192,300 last year.

On May 3, the SBA presented Banner Bank with a Star Performer

Award for demonstrating “lending excellence” at the Portland (Oregon) District Small Business Week Award Luncheon. According to the SBA, this award is based on total loan volume closed in Oregon. Star Performers must close at least 20 loans during the fiscal year.

Banner surpassed the requirement again this year, closing 40 loans totaling \$3,580,400 with an average loan size of \$89,510. By SBA data, Banner was the fifth most prolific lender in the Portland District and the top-performing regional bank.

“Small businesses are the engine of the regional economy and we are fully committed to be a source of capital to small businesses throughout our footprint,” said Mark Grescovich. “This most recent recognition by the SBA affirms we continue to meet our internal goal of actively lending to this important segment

of businesses and in turn doing our part to move the economy forward.”

The SBA's Seattle/Spokane District includes the entire state of Washington except for a small geographic region that includes Vancouver, Washington, which is included in the Portland District due to proximity.

The Portland District includes that Vancouver, Washington area and 30 of 36 Oregon counties. Only the six most eastern counties in the state are not included as those are assigned to the Boise, Idaho District.

This is the fifth straight year the SBA has recognized Banner Bank's SBA commitment in Washington, receiving the same award the last two years and Community Lender of the Year the two previous years.

Additionally, this is the second year Banner received the SBA Star Performer Award in Oregon.



GARY BÉGIN/WBJ

Banner Bank in Wenatchee is located at the corner of Mission and Fifth streets.



Wenatchee CBC Manager Vice President **Kevin Vitulli** pictured in his office recently said, Banner Bank is proud to have received the SBA award.

About Banner Bank

Banner Bank is a Washington-chartered commercial bank that conducts business from more than 200 locations in Washington, Oregon, California, Utah and Idaho. Banner Bank is a community bank which offers a wide variety of commercial banking services and financial products to individuals and small- and medium-sized businesses and their employees throughout the western U.S. Visit Banner Bank at bannerbank.com.

U.S Commercial Service Exporting Videos

What's next for your business? There is a world of opportunity for your company to expand beyond U.S. borders. If you aren't sure how to start exporting, the U.S. Department of Commerce's U.S. Commercial Service makes it easy on export.gov Each year, thousands of U.S. companies turn to them to leverage their global trade expert network in more than 100 U.S. cities and 75 countries. The entire series includes topics:

- **Get Ready to Export** - Learn about evaluating your company's readiness and creating a plan.
- **Plan Your Market Entry Strategy** - Find out how to choose the best markets and position your company for success.
- **Find Foreign Buyers** - Understand the different ways you can find buyers.
- **Get Paid and Finance Your Export Transaction** - Avoid payment problems by learning about financing options.
- **Make the Export**

Sale - Discover how to manage the paperwork and preparing your product for shipment.

- **Intellectual Property Rights and International Business Culture** - Complete your understanding of how to protect your product and put your best foot forward.

The videos are short, so you can watch an entire series within a 10-15 minute block of time. It's worth a few minutes to see how your company can tap into international opportunities.

Small Business Success Virtual Conference

Thursday, June 8
9 a.m. - 2 p.m. PST

Don't miss the **Small Business Success Virtual Conference** on June 8th, powered by SCORE and Verisign.

This half-day event offers educational chat rooms to give you the information you need to succeed as a small business owner.

Webinar topics include:

- Digital Marketing Demystified

- How To Grow Your Startup Sales Funnel in 7 Steps
- Build a Strong Credit Profile to Increase Your Options When Applying for a Business Loan
- Harnessing the Power of the Internet to Make Your Small Business Shine
- Understanding the Key Clauses in Your Commercial Lease: What You Need to Know Before You Sign
- 6 Ways SCORE Can Help You Succeed

- Hire with Confidence: How to Comply with "Ban the Box" and Other Trending Hiring Laws
- Location, Location, Location! 14 Little-Known Factors to Consider When Choosing the Right Location for Your Retail Business
- Omnichannel Marketing for Small Businesses
- Know Your Key Numbers
- Online Marketing Tricks Sure To Get You More Customers

Join the ‘electric revolution’ en route to Spokane

Plug-In NCW and the Wenatchee Electric Vehicle Association are sponsoring a demonstration drive this Spring. “Charge across Washington” is planned to highlight that an EV80 can now drive from Everett to

Spokane along recently electrified US Highway 2.

Our driver team, Randy and Anne Brooks are experienced Leaf drivers and the car “The Bean” a 2016 Nissan Leaf.

The Mayor of Everett will send them off on the 7th of June with a letter to the Mayor of Spokane. We are organizing EV introduction events at the charging stops along the way.

Our destination is the historic Montvale Hotel in Spokane. “The Bean” can get a L2 charge while Randy and Anne get some rest in one of their exceptionally nice rooms.

Pick a location to join us, signup at: eventbrite.com/e/charge-across-washington-tickets-31439910619

Can you help us? We really would like EVs owners to meet “The Bean” and her drivers while they charge at the various charging stations, so that local residents that come by can see and talk to real EV drivers and hear about their experiences, challenges and triumphs.

We also would like to have as many EV drivers as we can at the Montvale Hotel, Spokane, WA for the reception.

So, we are not asking for your money, but we are asking for something more valuable, your involvement.





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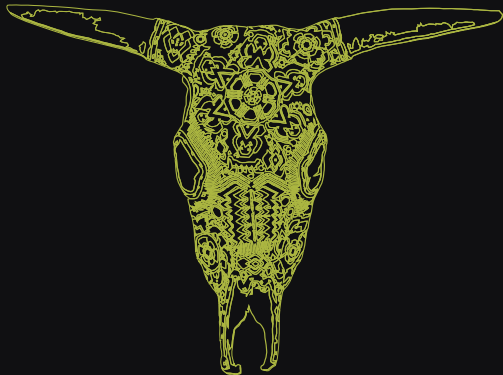



Stop by to try some awesome cheeses to go with your Farmer's Market purchases. The Farmer's Market is every Thursday evening from 3 - 7 p.m., and Saturday morning from 8 a.m. - 1 p.m..

Something for everyone!

Open at Pybus Market
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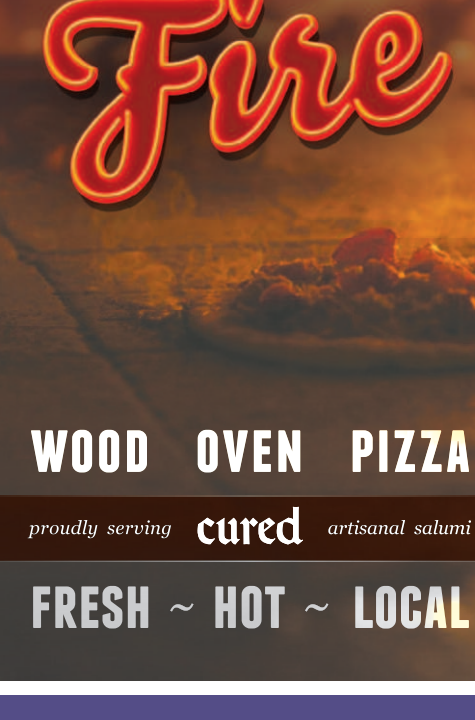
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