

## KITES!



GARY BÉGIN/WBJ

The popular Entiat Kite Festival was held last month and despite the chilly weather - at least there was wind. Businesses in Entiat are always looking for ways to stop traffic on busy Highway 97A and enrich the economy while providing family fun. Entiat Chamber of Commerce President Alan Moen said he wanted people driving to Chelan to think of Entiat as more than “just a place to get gas.”

## Town Toyota Center: \$6.5M economic impact

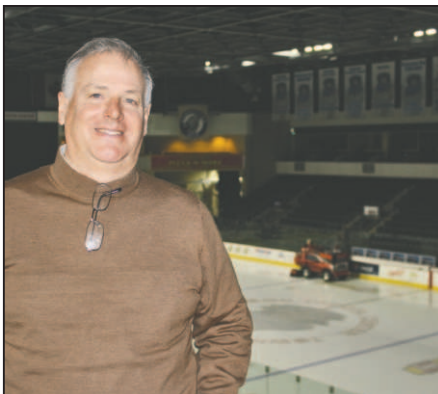
By Gary Bégin

Town Toyota Center General Manager Mark Miller said that he is “satisfied” with the final balance sheet from the 2016 season. “This is not meant to be a ‘cash cow’ business,” Miller said in response to the normal profit and loss business model.

Liking the venue to a “glorified city park,” Miller said the quality of life of the Wenatchee community was enhanced by the diversity of events, entertainment and activities hosted by the Center. Those events included every demographic from children to the substantial Hispanic population. The “best selling” general audience event such as the “Hell on Hooves” rodeo and the much tamer, but equally choreographed figure skating spectacles and competitions. The TTC saw rock musicians, percussion instrumentalists and comedians.

“People ask me if I ever met Cheryl Crow (pop singer) or Jeff Dunham (puppeteer/comedian) and I say, ‘sure I have’ ...when I handed them their checks after their shows,” Miller said.

Besides bringing top industry acts to Town, Miller also points to the \$6.5 million economic impact, which in a nutshell means, most everyone in Wenatchee and beyond gets a little piece of the pie in one form or another. Hotels, restaurants, gasoline, convenience stores and the list goes on.



GARY BÉGIN/WBJ

Town Toyota Center General Manager Mark Miller stands high above the ice near the corporate suites seating area while a Zamboni ice machine goes through its paces far below.

Miller gives a big shout out to the Chelan Public Utility District for the technology needed for the TTC lights to enhance performances and save money by using LED lighting.

The Center also boasts the “largest industrial kitchen in the county,” according to Miller and with that added feature the TTC can and does attract events that cannot be accommodated by smaller conference rooms or banquet rooms, the kind normally found in hotels and convention centers. We are adding the TTC as an additional venue for other caterers to hold events if they need more room or if the other rooms in the area are unavailable, Miller said.

SEE TOWN TOYOTA CENTER, PAGE 5

## Marijuana farmers fight resolution aimed at putting them out of business

By Gary Bégin

Marijuana farmers and their supporters hit the streets of Wenatchee in March carrying signs informing motorists about the economic benefits of their legalized activities. Cars streaming by on Chelan Avenue in the late afternoon mostly honked their horns in favor of the picketers.

Farmers and their minions say Chelan County commissioners and a handful of residential complainers are out to put

them out of business.

Comment about the validity of the protest was solicited from recently elected Chelan County Commissioner Kevin Overbay, former member of the Chelan County I-502 Cannabis Workgroup, by the Wenatchee Business Journal, but he did not reply. Overbay lives in Malaga and has a marijuana farming operation as a neighbor.

He did speak to the Lake Chelan Rotary previously about the subject. “There were \$169 million in taxes taken off the top, and

Chelan County received \$50,000, why? That is the question, where is it going? Well part of it is going to the Department of Health (DOH) for prevention programs. The Liquor Control Board gets some and then the rest goes into the general fund,” Overbay said. “There are some loopholes in the law also. Right now it used to be where your growers and processors would pay 37 percent in taxes, they don’t have to pay that anymore. The retail end has to pay the 37 percent. The total

has to eclipse \$25 million before cities or counties get any payout. Then they get a portion of that based on the population,” Overbay said in late January to the group.

“Liquor control issues these licenses for folks to grow marijuana, there isn’t a whole lot of information given to the county so basically it is a gold rush. We have folks on a two year cycle and then when the moratorium is put in March 2018, they will have two years to cycle down unless we can come up

SEE MARIJUANA FARMERS, PAGE 4

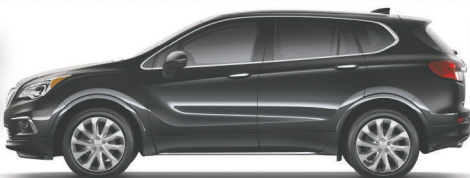


GARY BÉGIN/WBJ

Marijuana growers picket on Chelan Avenue in March.

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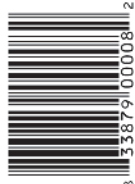
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### QUOTE

**“We cannot afford to ... reach new consumers — if we do not ... other countries will seize them from us.”**

Rep. Dave Reichert. Page 9

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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**  
The Lake Chelan Mirror,  
310 E. Johnson Ave.  
The Vogue — A Liquid Lounge,  
117 E. Woodin Ave.

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Wenatchee ranks 93rd

HeroPay news release

LOS ANGELES - Wenatchee recently ranked 93rd out of 358 cities analyzed in a study of “Best cities to start a business in 2017” by HeroPay, a California based startup dedicated to helping small business merchants navigate the complex world of credit card payments. “Our team examined data from 358 cities and conducted a survey of 150 small business owners countrywide as part of the study,” according to Hiro Taylor, CFA, Founder & CEO, HeroPay.

Some interesting notes:

- The best statistical category for Wenatchee was, average commute to work (minutes) [16.7], falling in the 98th percentile vs. an average amongst cities of 22.7
- Survey insight: 40 percent of small business owners look to hire this year vs. 5 percent stating they would decrease employees
- Millennial business owners aged 18-24, were the most financially confident in their business this year at 84.6 percent vs. the average of 70.7 percent (confident vs. not) heropay.com/academy/best-cities-start-business/

# Guide gives Women entrepreneurs step-by-step tips

Submitted by WIPP

SEATTLE -- Women Impacting Public Policy (WIPP) released a free guide that gives women entrepreneurs step-by-step instructions on how to grow their businesses online. The guide, How to Grow Your Business Online, is the second in a series that gives women business owners the tools and information needed to help them create their online presence, increase their company's visibility and get in front of more potential customers and clients. How to Grow Your Business Online complements the first guide in the series, How to Get Your Business Online, which walks women business owners through getting their business online in three easy steps and shares best practices to getting the most out of an online presence. Both guides are free and can be downloaded on WIPP's website at WIPP.org. “In this day and age, having an online presence is a critical component to business success, yet research shows nearly half of U.S. small businesses don't have a website,” said WIPP President Jane Campbell. “Most cite cost and technical know-how as the biggest barriers. We put these guides together so women business owners can get easy-to-understand information free of charge. Running a business is hard. Getting online shouldn't be.” A report from business-to-business research firm Clutch found 46 percent of small businesses still don't have a website, yet the vast majority of consumers perform online research before they buy. “We want to ensure women business owners have all the tools they need to succeed. Getting their business online and taking advantage of everything the Internet has to offer is a crucial tool in their tool belt if they're going to grow and thrive,” Campbell said.

## Downtown business, historic groups cheering for HB 1343

By Gary Bégin

WENATCHEE – “This program has been the biggest game changer in small Main Street Communities in our state since it was adopted in 2007,” said Executive Director Linda Haglund of the Wenatchee Downtown Association. Haglund was talking about the so-called Main Street Credit Program which allows funds to be allocated to municipalities to improve the business environments in their respective downtown areas. “The challenge is that it is working SO well that when I started there were very few Accredited Main Street Communities that qualified for this great program. Today there are 34 programs. The 1.5 million currently available went in the very weeeeeee hours of 2017,” she said. Haglund was referring to the dispersal of the funds in the program that were immediately assigned to programs, leaving little or nothing for those not in the original pool of recipients. “For our program here in Wenatchee I typically get 15 - 20 businesses that will participate. Only four were able to this year and this has a HUGE impact on our budget. A good example of what we use this money for is the 116 brand new L.E.D. lights that were installed in 2016 in our downtown. They replaced very inefficient ones there were over 25 years old. It was a private/public partnership with the city of Wenatchee, however with the painting of the old light poles, our organization's portion was almost \$80K,” Haglund said. “This program is basically the only way that a business that pays B&O can redirect that money specifically into the Main Street they operate their business on. Pretty cool. Having this cap raised and some language adjusted, allows not only this program to grow and expand to other small communities, but it allows businesses to connect and participate in a unique way to their towns. We are the cheerleaders for our Historic Main Street. This money is a creative and engaging way for us to continue the good work we do,” she concluded. Reports from the Historic Downtown Chelan Association show a whopping \$132,000 collected from the state for the program. 12th District Senator Brad Hawkins (R-East Wenatchee) said, “It was good to meet with Linda Haglund in Olympia a couple weeks ago about the House and Senate Main Street bills. These bills would make helpful and much-needed improvements to the Main Street Program. I serve as the Vice Chair of the Senate Agriculture, Water, Trade and Economic Development Committee. The committee approved Senate Bill 5135 (the Senate's version of this bill) on February 9th.” House Bill 1343: Modifying the Washington main street program by increasing the total amount of tax credits allowed under the program and making administrative changes to the program. Referred to the House Finance Committee on February 14. Go to : [washingtonvotes.org/Legislation.aspx? ID=174704](http://washingtonvotes.org/Legislation.aspx?ID=174704)

# State 3Q 2016 retail sales up 7.4 percent

From Dept. of Revenue and WBJ Staff report

OLYMPIA – Washington state's taxable retail sales increased 7.4 percent in the third quarter of 2016 over the same quarter in 2015, reaching \$38.5 billion. Retail trade, which is a subset of all taxable retail sales, rose 5.8 percent to \$16.33 billion. In regards to local and regional city statistics, Wenatchee saw an 11.1 percent rise in retail sales for the third quarter 2016 as compared to the same period in 2015 from \$238,413 to \$264,878. Other nearby cities of interest: Omak was up 3 percent to \$54,341 from \$52,778. Moses Lake rose from \$166,294 to \$188,079, an 11.9 percent rise. Ellensburg jumped 18.8 percent from \$120,476 to \$143,179. Yakima increased

4.1 percent from \$466,170 to \$485,308. Chelan County saw an increase in taxable retail sales from \$506,048 to \$549,272 equalling an 8.5 percent rise. Douglas County rose the highest percentage-wise of all the area counties going from \$206,453 to \$239,625 – up 16.1 percent. Grant County increased 7.9 percent from \$436,424 to \$470,928. Okanogan County was up 5.6 percent from \$168,867 to \$178,308 during the same period. These figures are part of a quarterly report released by the Washington State Department of 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.

### Statewide snapshot of taxable retail sales activity

■ Sales reported by *new and used auto dealers* increased 6.9 percent, reaching \$3.36 billion. ■ *Lawn and garden supplies and equipment* sales rose by 17.3 percent to \$176.9 million ■ *Drug and health stores'* sales rose 19.6 percent, reaching \$672 million. ■ Taxable *e-commerce and mail order* sales increased 10.5 percent to \$663 million.\*

#### Accessing more results by city or county

Check Revenue's Statistics and Reports page for additional detail about taxable retail sales by city, county and industry: [dor.wa.gov/Content/AboutUs/StatisticsAndReports/stats\\_qbr2016.aspx](http://dor.wa.gov/Content/AboutUs/StatisticsAndReports/stats_qbr2016.aspx).

Highest taxable retail sales – top 10 counties				
COUNTY	TAXABLE RETAIL SALES	PERCENT CHANGE	RETAIL TRADE	PERCENT CHANGE
King	\$15.58 billion	7.7	\$5.51 billion	3.8
Pierce	\$3.87 billion	6.2	\$1.96 billion	7.6
Snohomish	\$3.57 billion	7.8	\$1.85 billion	7.5
Spokane	\$2.4 billion	6.8	\$1.17 billion	5.9
Clark	\$1.71 billion	7.3	\$744 million	6.8
Thurston	\$1.3 billion	9.7	\$628 million	6.8
Kitsap	\$1.11 billion	9.5	\$571 million	9.0
Whatcom	\$1.03 billion	3.7	\$459 million	6.5
Yakima	\$999 million	5.9	\$456 million	4.6
Skagit	\$732 million	6.5	\$390 million	6.0

Highest taxable retail sales – top 10 cities				
CITY	TAXABLE RETAIL SALES	PERCENT CHANGE	RETAIL TRADE	PERCENT CHANGE
Seattle	\$6.39 billion	9.4	\$1.78 billion	5.8
Bellevue	\$1.81 billion	3.1	\$761 million	3.4
Tacoma	\$1.27 billion	4.9	\$627 million	6.0
Spokane	\$1.25 billion	5.7	\$577 million	6.3
Vancouver	\$935 million	2.6	\$425 million	4.7
Renton	\$777 million	13.6	\$376 million	2.6
Everett	\$714 million	2.9	\$351 million	2.1
Lynnwood	\$647 million	8.3	\$408 million	7.7
Spokane Valley	\$605 million	9.8	\$357 million	4.8
Puyallup	\$596 million	6.4	\$392 million	5.9



# 50 BILLS in Olympia affecting business

By Gary Bégin

The 2017 legislative season in Olympia is drawing to a close. Bills that passed committee and made to a floor vote in the House must also survive a vote in the Senate. Those that did may impact your business or all businesses in one way or another and that is why they are listed here.

Everything from immigrant labor to criminal background checks to controlled substance rules that seem never-ending, were just some of the everyday new laws enacted in Olympia.

Here are 50 more bills presented by the WBJ for your edification, amusement or horror. The bills listed below are not in any particular order or listed in any hierarchy of importance.

To further research the specific bill, go to the Washington Legislature website and put in the ID number posted at the end of every entry below.

It is always a good idea to consult your state senator for the reason they voted one way or the other and what the results mean to you - the small businessman: State Senator Brad Hawkins, 12th Legislative District Email: [brad.hawkins@leg.wa.gov](mailto:brad.hawkins@leg.wa.gov), Website: [Error! Hyperlink reference not valid.](#)

(360) 786-7622 or Toll-free: (800) 562-6000.

The below bills are as diverse as the state in regards to demographic interests and industries. For example, yoga instruction, lodging tax, use of eminent domain and port districts creating telecommunications facilities are just a few of the bills offered for approval. Alcohol, marijuana, suing the state

**1) House Bill 1298:** Prohibiting employers from asking about arrests or convictions before an applicant is determined otherwise qualified for a position.

Substitute offered in the House on February 22. Prohibits an employer from, among other things, including any question on an application or inquiring into an applicant's criminal background until after the employer initially determines that the applicant is otherwise qualified for the position. [www.washingtonvotes.org/Legislation.aspx?ID=174584](http://www.washingtonvotes.org/Legislation.aspx?ID=174584)

**2) House Bill 1351:** Authorizing, under one license, the sale of spirits, beer, and wine at retail for offpremises consumption. Substitute offered in the House on February 22. Establishes that a holder of the combination

license is eligible for the same liquor license endorsements available to grocery stores and beer and/or wine specialty shop licensees. ID=174712

**3) House Bill 1787:** Providing oversight of the state procurement and contracting for information technology goods and services.

Substitute offered in the House on February 23. Specifies responsibilities regarding procurement of information technology goods and services. ID=175687

**4) House Bill 2015:** Modifying the lodging excise tax to remove the exemption for premises with fewer than sixty lodging units and to tax certain vacation rentals, short-term home-sharing arrangements, and other compensated use or occupancy of dwellings.

Substitute offered in the House on February 23. Applies the King County convention center tax on lodging to lodging premises with 59 or fewer units. ID=176202

**5) House Bill 1521:** Removing the requirement that an employee must work at least six months before taking vacation leave. The amendment failed by voice vote in the House on February 28, 2017 Removes the emergency clause and makes the act effective July1, 2019. ID=175133

**6) Senate Bill 5445:** Prohibiting the use of eminent domain for economic development. Passed 25 to 24 in the Senate on February 28, 2017 Declares that economic development is not considered a public use for the taking of private property in eminent domain actions. See Who Voted "Yes" and Who Voted "No" at <http://www.washingtonvotes.org/RollCall.aspx?ID=744352>

**7) Senate Bill 5517:** Concerning rail dependent uses for purposes of the growth management act and related development regulations. Passed 38 to 11 in the Senate on February 28, 2017 Authorizes cities and towns to adopt development regulations allowing agricultural, forest, and mineral resources lands adjacent to railroads to be developed for freight rail dependent uses. See Who Voted "Yes" and Who Voted "No" at <http://www.washingtonvotes.org/RollCall.aspx?ID=744327>

**8) Senate Bill 5679:** Concerning the authority of port districts to provide telecommunications services. The amendment passed by voice vote in the Senate on

February 28, 2017 Provides that port districts located in counties with a population less than seven hundred thousand are eligible to construct, purchase, acquire, develop, finance, lease, license, handle, provide, add to, contract for, interconnect, alter, improve, repair, operate, and maintain telecommunications facilities, within or without the district's limits, using unlit optical fiber. Authorizes the port districts to select a telecommunications company to operate its telecommunications facilities. ID=176021

**9) House Bill 1321:** Concerning certain public facilities district's authorization to acquire, construct, own, remodel, maintain, equip, reequip, repair, finance, and operate one or more recreational facilities other than a ski area with voter approval. Passed 86 to 12 in the House on March 1, 2017. ID=744497

**10) House Bill 1796:** Providing reasonable accommodations in the workplace for pregnant women. Passed 98 to 0 in the House on March 1, 2017. ID=744491

**11) House Bill 1809:** Concerning tax credits for clean alternative fuel commercial vehicles. Passed 97 to 1 in the House on March 1, 2017. ID=744502

**12) Senate Bill 5040:** Making revisions to the uniform business organizations code. Passed 48 to 1 in the Senate on March 1, 2017 Aligns and clarifies the contents of a certificate of registration for a foreign entity doing business in this state with the contents of a certificate of existence for a domestic entity. ID=744666

**13) Senate Bill 5119:** Concerning water-sewer districts. Passed 49 to 0 in the Senate on March 1, 2017 Modifies property valuation, sale, and auction requirements for water- sewer districts. Permits water-sewer districts with large populations to issue warrants directly to the county treasurer under certain conditions. Authorizes water-sewer districts to contract for asset management services of their water storage assets. Authorizes water-sewer districts to acquire, lease, and sell pollution control facilities and issue revenue bonds to defray the costs. ID=744640

**14) Senate Bill 5141:** Concerning the regulation of programs of yoga practice or instruction at private vocational schools. Passed 47 to 2 in the Senate on March 1,

2017 Exempts entities related to the instruction or practice of yoga from regulation as a private vocation school. ID=744597

**15) Senate Bill 5165:** Concerning snack bar licenses. Passed 43 to 6 in the Senate on March 1, 2017. See Who Voted "Yes" and Who Voted "No" at <http://www.washingtonvotes.org/RollCall.aspx?ID=744595>

**16) Senate Bill 5237:** Updating workforce investment act references and making no substantive changes. Passed 49 to 0 in the Senate on February 28, 2017 Changes statutory references from Workforce Investment Act (WIA) to Workforce Innovation and Opportunity Act (WIOA). See Who Voted "Yes" and Who Voted "No" ID=744348

**17) Senate Bill 5285:** Conducting a workforce study of employment opportunities in the agriculture, environment, and natural resources economic sectors to inform students about employment opportunities in the studied fields. Passed 49

to 0 in the Senate on March 1. ID=744639

**18) Senate Bill 5439:** Providing sales and use tax exemptions, in the form of a remittance of tax paid, to encourage coal-fired electric generation plants to convert to natural gas-fired plants or biomass energy facilities. Passed 45 to 4 in the Senate on February 28. Exempts from state and local sales and use taxes all charges for construction related to the conversion of a coal-fired electric generation facility into a natural gas-fired electric generation facility or biomass energy facility. ID=744349

**19) Senate Bill 5615:** Authorizing the development of new manufactured housing communities outside of urban growth areas under the growth management act. Passed 30 to 19 in the Senate on March 1. Permits counties to establish manufactured housing communities outside of urban growth areas in the same manner as fully contained communities. ID=744632

**20) House Bill 1201:**

Concerning the taxing authority of public facilities districts.

The amendment passed by voice vote in the House on March 2. Clarifies that a public facilities district need only have one regional center where the construction had to occur before January 1, 2004, in order to utilize local sales and use tax for up to 6 to 40 years and use the proceeds to finance the expansion, rehabilitation, and improvements of a regional center. ID=174391

**21) House Bill 1806:** Increasing monetary penalties for crimes committed by corporations. The amendment failed by voice vote in the House on March 2. Restores underlying law providing maximum fines imposed on corporations only when the prescribed penalties are not executable against corporations. ID=175707

**22) House Bill 2005:** Improving the business climate in this state by simplifying the administration

SEE 50 BILLS, PAGE 8



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# Marijuana bills ‘high’ on list of Olympia legislators’ radar

Listed below are 30 marijuana-related bills circulating in Olympia. Some have passed, some failed, some are still being negotiated as of press deadline.

**1) House Bill 1416:** Increasing the penalty for use of marijuana in public places. Introduced by Rep. Brad Klippert (Kennewick) (R) January 19. *ID=174865*

**2) House Bill 1212:** Concerning the possession and transfer of marijuana, marijuana plants, useable marijuana, marijuana-infused products, and marijuana concentrates. Introduced by Rep. Brian Blake (Longview) (D) January 13. *ID=174402*

**3) House Bill 1228:** Limiting industrial insurance benefits for injuries or diseases caused by use of intoxicating liquor or drugs. Introduced by Rep. Liz Pike (Camas) (R) January 13. *ID=174432*

**4) House Bill 1260:** Providing for the vacation of misdemeanor marijuana offense convictions. Introduced by Rep. Joe Fitzgibbon (West Seattle) (D) January 16. *ID=174546*

**5) House Bill 1151:** Clarifying residency requirements for licensed marijuana businesses. Introduced by Rep. Sharon Wylie (Vancouver) (D) on January 12. *ID=174296*

**6) House Bill 1152:** Concerning licensing agreements and consulting contracts for licensed marijuana businesses. Introduced by Rep. Brian Blake (Longview) (D) on January 12. *ID=174297*

**7) House Bill 1250:** Authorizing retail marijuana outlets to give a free lockable drug box to adults age twenty-one years and over and to qualifying patients age eighteen years and over subject to restrictions. Introduced by Rep. Dan Griffey (Allyn) (R) on January 16. *ID=174536*

**8) Senate Bill 5290:** Concerning the administration of marijuana to students for medical purposes. Introduced by Sen. Steve Hobbs (Lake Stevens) (D) on January 19. *ID=174912*

**10) House Bill 1099:** Addressing local governments’ unofficial moratoria on state-licensed marijuana retail outlets. Substitute offered in the House on January 19. Establishes that effective January 1, 2018, a municipality that refuses to allow the siting or operation of retail marijuana businesses absent the formal adoption of an ordinance or resolution explicitly prohibiting the operation of such businesses within its jurisdictional boundaries forfeits the following: (1) 70 percent of the municipality’s share of the monies in the Liquor Revolving Fund and (2) all of its share of state marijuana excise tax revenues to which it might otherwise be entitled. The substitute bill would make a city, town, or county subject to the revenue forfeiture provisions of the act if it has an ordinance or

regulation that authorizes a specific number of state-licensed marijuana retail outlets that is less than the number of such outlets allotted or approved for operation within that jurisdiction by the Liquor and Cannabis Board (LCB). *ID=174195*

**11) House Bill 1487:** Authorizing marijuana retailers to sell marijuana merchandise. Introduced by Rep. Cary Condotta (East Wenatchee) (R) on January 20. *ID=175032*

**12) House Bill 1461:** Creating a voluntary marijuana production standard and certification program. Introduced by Rep. David Sawyer (Tacoma) (D) on January 20. *ID=175005*

**13) House Bill 1462:** Adding authority to the department of agriculture to regulate sanitary processing of marijuana-infused edibles. Introduced by Rep. Shelley Kloba (Bothell) (D) on January 20. *ID=175006*

**14) House Bill 1132:** Concerning dispute resolution between seed buyers and dealers. Introduced by Rep. Vincent Buys (Lynden) (R) January 12. *ID=174277*

**15) House Bill 1857:** Addressing provisions concerning marijuana with respect to research licenses, local authority notifications, the retail licensing application process, processor wholesale events, and jurisdictional requirements. Introduced by Rep. Shelley Kloba (Bothell) (D) on February 1. *ID=175857*

**16) House Bill 1858:** Increasing marijuana license fees and adding a temporary additional fee on marijuana licenses issued by the Washington state liquor and cannabis board. Introduced by Rep. David Sawyer (Tacoma) (D) on February 1. *ID=175858*

**17) Senate Bill 5606:** Authorizing licensed marijuana producers to sell marijuana plants and marijuana seeds to qualifying medical marijuana patients and designated providers, and to sell marijuana seeds to medical marijuana cooperatives. Introduced by Sen. Maureen Walsh (Walla Walla) (R) on January 31. *ID=175788*

**18) House Bill 1212:** Concerning the possession and transfer of marijuana,

SEE MARIJUANA BILLS PAGE 19



ZACH JOHNSON/WBJ

Chelan County Commissioner Kevin Overbay addresses the Chelan Rotary Club recently.

# Marijuana farmers fight resolution aimed at putting them out of business

CONTINUED FROM PAGE 1

with some regulations,” Overbay concluded. “We get no support from the state, they keep issuing licenses regardless of the moratorium or a ban because of the money they get for the licenses. It is too much of a cash cow for the state, he concluded.” (See related story for Overbay’s entire presentation to the Rotary).

The marijuana growers aren’t too happy either.

“The Central Washington Grower’s Association is protesting Chelan County government resolution 2016-14 and their recent actions to shut down existing, legal cannabis farms in the county.

“Legal farms will be protesting to raise awareness concerning the county’s effort to use limited tax dollars to eliminate jobs, local business and to reduce tax income provided by the legal cannabis industry. The county is irresponsibly using tax dollars to pay for lawyers in order to argue against i502 businesses, which was approved by the majority of voters in Chelan County government.

“If the county succeeds,

they will be responsible for eliminating 1,000 livable-wage jobs from the economy, which would make Chelan County’s unemployment rate more than 2 points higher than the national average. This would have a direct impact on area businesses who support the industry, which includes the building industry, all supply providers and family supports such as child care. Any success by the county in this matter would damage all county economic growth,” said an industry spokesman in a news release issued shortly after the first street protest.

A lawsuit brought by the growers last year ended up being put on the back burner and the litigants turned the issues into a workshop featuring county planners, complaining residents and farmers, but the results placed the farmers on the short end of the legal stick.

Many of them have invested huge sums of money into their grow operations since the formerly controlled substance was legalized by the citizens of the state.

Chances are good the lawsuit will be brought back

to life because of the latest Chelan County actions.

One of the grower’s main points is that the county and its taxpayers will end up footing the bill for the legal battle. The growers mostly at stake are the ones with outdoor operations because the odor is difficult to mitigate and that has been the main source of citizen complaints.

The indoor-only growers have a better chance at survival because of the controlled environment in a “greenhouse,” although the term implies lots of glass.

The truth is that much of the crop can and is being grown in large buildings equipped with huge amounts of venting and lighting systems.

The systems allow for perfect control of the light, water and humidity needed to grow the crop. One such indoor grower refused to go on record citing the pending litigation, but he joined the other farmers in a show of solidarity.




Keep reading the Wenatchee Business Journal for follow up stories on this subject.

More marijuana growers information can be found at [cwgrowers.org](http://cwgrowers.org).



GARY BEGIN/WBJ


Marijuana growers picket on Chelan Avenue in March.




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# Town Toyota Center: \$6.5M economic impact

CONTINUED FROM PAGE 1

Since the \$50 million initial expenditure to construct the facility in 2012, the TTC has been able to pay \$2 million a year towards that debt and place \$1 million in reserves. Only the Public Facilities District board can touch those reserves and won't do so without just cause such as an emergency or major capital expense.

With total retail revenues at \$3 million annually, the TTC, under Miller's leadership, often uses around 160 employees as part



GARY BÉGIN/WBJ

Going Wild. The Wenatchee Wild hockey team is by far the largest contributor to TTC coffers.

timers called in to handle big events and they also extend the economic reach.

Miller said one-third of the revenues are directly related to the successful Wenatchee Wild Junior A hockey team, one-third to the many youth events and one-third to other events such as concerts and shows. Next month will feature a rodeo and "stars on ice" and Miller states he is always "spinning my wheel" looking for acts to cater to a wider demographic.

For this year, a tourism office with a \$300,000 budget will be put into play by the TTC to draw even more visitors from far and wide into the Wenatchee area. Billboards, direct mail and advertising in the tri-city area are all part of the TTC master plan to ensure continued success.

Based on research done by Wenatchee Valley Sports (WVS), in 2016, the average local fan who comes to a Wild hockey game spends on the average \$44.81 and the tourist or "out-of-towner" spends \$70.56. Even more is spent on concert show attendees who average \$49.78 for locals and \$85.15 for tourists. These figures reflect a 12 percent increase over 2015, according to WVS.

"A room night factor computation is used" for events lasting more than one night such as the Apple Ice Classic Figure Skating.

More than \$1.2 million was brought in to the TTC last year through ticketed events. The top 10 events and revenues generated were:

- Hell on Hooves (rodeo), \$213,214
- U.S. Figure Skating Regionals, \$198,739
- Pepe Aguilar (Mexican-American singer-songwriter), \$186,463
- Hot Autumn Ice Women's Hockey, \$113,926
- Harlem Globetrotters (basketball), \$112,263
- Ron White (comedian), \$109,822
- Apple Ice Classic, \$107,574
- Stomp (musicians, dancers), \$104,097
- Cheap Trick (rock musicians), \$96,906
- PNAHA Youth Camp, \$96,168

Besides the ticketed events listed above with its \$1.2 million in revenues, by far the biggest contributor to the TTC coffers was the Wenatchee Wild hockey season with \$4.1 million in revenues. So-called non-ticketed events brought in \$870,000 for a total of \$6,249,143.

"Heads in beds," aka folks who stay in area hotels/motels, saw 3,411 room nights for non-ticketed events. These events included mostly skating and hockey competitions featuring younger athletes and performers.

The overall dollar amount is a bit misleading, but in a positive way as WVS

states, "These figures do not include economic potential for some events hosted by Town Toyota Center. There are 10-plus such events that are non-ticketed, have significant attendance, but have no foundation for measurement. While there is an obvious community and economic benefit to these events, tools to accurately

estimate their impact are not available."

Those events include a variety of consumer and trade shows such as the various recreational/sportsmen's exhibitions.

For more information about the rest of the TTC season, call 866-973-9611 or go to [towntoyotacenter.com](http://towntoyotacenter.com). The arena is located at 1300 Walla Walla Ave. in Wenatchee.

## 'Medicaid Transformation demonstration' public forum

The Washington State Health Care Authority embarked on a statewide series of public meetings to provide details of the state's plan to test new and innovative approaches to providing Medicaid health coverage in Washington.



GARY BÉGIN/WBJ

Senator Linda Evans Parlette

The North Central region's public forum was held March 15 in the hearing room of the Douglas County Public Services Building on 19th St. NW in East Wenatchee. The event gave the public a chance to engage, ask questions and offer comments. Retired 12th District State Senator Linda Evans Parlette, pictured above, is the executive director of the North Central Accountable Community of Health and she emceed the event. Be sure to read next month's Wenatchee Business Journal for more details on the Medicaid "transformation."

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*Russian threat?*

# Cybersecurity briefing given to Chelan County PUD

By Gary Bégin

PUD commissioners were briefed on the district’s comprehensive approach to cybersecurity, based on industry principles and guidance and a strong “defense in depth” approach by Information Technology Director Greg Larsen during the first meeting of the new year.

Larsen told the gathered officials, including newly installed Commissioner Steve McKenna, that the Chelan PUD belonged to several industry groups that shared information vis-a-vis cybersecurity threats, defense mechanisms and reaction to same.

The timing couldn’t be better. The U.S. Senate began hearings in early January about the Russian hacking attack on the presidential election and Russian hackers may also have been involved with the hacking of the Burlington (Vermont) Electric Company grid.

The Jan. 3 mini-seminar presented by Larsen who summarized “where we are today,” industry cybersecurity principles and guidance, key 2017 cybersecurity projects and “take-away points.”

Larsen said the giant utility that we all depend on for our utilities has undergone “penetration testing” to measure the effectiveness of fire walls against potential attackers from any source, foreign and domestic.

The goal of the PUD’s IT director is to “relentlessly protect customers and district assets against cybersecurity risks.” During a slide show presentation Larsen also admitted, “it’s not an easy thing to do - a simple click on the wrong link can make us vulnerable.”

It was made clear by Larsen that not just one method of defending the grid is being employed, but many techniques would be deployed “simultaneously.”

He vowed to continue training all employees that use computers to be aware of potential threats to the system.

Newly re-elected Commissioner Ann Congdon of manson said she is still

“unsure if I should open some emails or links.”

Cashmere orchardist and PUD President Commissioner Randy Smith said, “You can never be totally secure. You always have to be on your guard.”

The board of commissioners was reassured by Larsen that every effort is being made to continue learning new and better ways to prevent hackers from disrupting service, stealing data and causing chaos in the county by being involved with programs such as C2M2, which means Cybersecurity Capability Maturity Model (C2M2) program. It is a public-private partnership advocated by the U.S. Department of Energy to help safeguard the nations electric, water, gas and other energy sources grids.

Larsen also related a recent visit to Denver where he attended an industry conference. He commented that whether governmental or private utility is involved, “executive management must champion cybersecurity efforts.” This top down role model approach is designed to show junior executives and rank and file computer operators within organizations the importance placed on cybersecurity b y top management, according to Larsen. He also stated that “programs and policies need to be documented and maintained” and that there should be a specific “plan to respond to cybersecurity incidents before they happen.”

Another weapon at the disposal of the PUD is the use of “external resources to periodically assess the cybersecurity program and risks.” Larsen said Chelan PUD adheres to industry guidelines as delineated in North American Electric Reliability Corporation (NERC) standards which fall under Federal Energy Regulatory Commission (FERC). FERC regulates, monitors and investigates electricity, natural gas, hydropower,

oil matters, natural gas pipelines, LNG terminals, hydroelectric dams, electric utilities and more.

Larsen emphasized the importance of continued employee training, communications regarding threats and “phishing” exercises. “Phishing” is a method hackers use to steal data from unawares computer operators by via sensitive information such as usernames, passwords and credit card details for malicious reasons, by disguising itself as a trustworthy entity in an electronic communication such as an innocuous-looking email.

He also told the commissioners and staff, as there were few if any “public” attendees, that the PUD has “insurance protection against loss of customer information.”

Larsen is invested with the power and authority to “shut down the system if there is a sign of an attack,” according to the presentation. One of the most important revelations disclosed by Larsen is the connection Chelan County PUD has with industry expertise as found in the Pacific Northwest National Laboratory (PNNL) and the Multi-State Information Sharing and Analysis Center (MS-ISAC).

He also said the county system has a “red flags” committee and also uses encryption methods to protect data. The mini-seminar ended with another salient point made by Larsen - that the district has “automated collection and analysis of outgoing internet perimeter traffic as well as 24x/ security event analysis and notifications.”

Finally, Larsen told the commissioners that network security response simulation will be conducted with the Washington State Military Department, i.e., Army National Guard, with the PUD district acting as defenders trying to contain an “attack” while the National Guard simulates the “attack” on the system. Afterwards, the National Guard will conduct a debriefing in order to point out areas where enhancement of “district cyber resilience” can be identified.

“Employees are key to our success,” concluded Larsen.

# Solo performance business comes with strings attached

By Gary Bégin

Lance Tigner has a day job which dovetails nicely with his passion - performing music. Tigner is the owner/operator of On The Mend musical instrument repair company, 610 Easy Street in Wenatchee.

He was born in Wenatchee at St. Anthony’s and graduated Wenatchee High School back in the day. He took a few trips around the country, played here and there, lived here and there and is now back in the town where he began playing at age 6.

He learned through private music teachers and some college and is “still learning.” Tigner has been both a solo and ensemble performer throughout his career and has been in several bands crossing all genres from jazz, big band and rock among others. He’s been a solo and ensemble performer “always.”

He states matter-of-factly that the toughest thing about being a solo performer is that “there’s nobody else to blame.”

That gasoline to and from gigs is not the only or even the major expense of being a solo performer. “Strings, equipment, guitar repairs and maintenance, clothing and continuing education,” Tigner said, are his main expenses besides the gas.

Putting a value on his time is a matter of figuring “Experience, validity and market perimeters and expectations,” into the equation Tigner said. He doesn’t have to pay royalties when he plays other musicians’ songs and he does write his own music which can be heard on Bandcamp/LanceTigner.com.

Although some venues like theme parks and orchestra theaters require union membership, “I do not

perform at those venues,” Tigner said.

Tigner locates future performance stages via, “Word of mouth, friend referrals, internet and visiting venues.”

He is geographically limited as to where he will play based on population.

“Population matters, although I have been blessed with a large, loyal, local following.” Being in business for himself also means the flexibility of negotiating his fee and allowing for possible discounts if a venue wants him to play multiple nights.

Like all artists, Tigner looks around for inspiration and gets it from “Life experiences, mood swings and associations.” Admittedly this type of “company” takes a special dedication and focus. Tigner said if he were to give advice to younger musicians it would be this: “Make sure you are committed. Be prepared to sacrifice societal norms. Unless you become rich and famous, be prepared to have a ‘day job’.”

Tigner’s day job is musical instrument repair and can be Googled: On The Mend/

Wenatchee. “I learned this craft to stay in the industry,” concluded Tigner. He can be reached at: (425) 770-3268. On the Mend is open from 10 a.m. – 6 p.m. M-F. Visit him with your “broken” instrument at 610 Easy Street in Wenatchee.

The following is his schedule as of now:

- ✓ Sat Apr 15 10-11:30am Chelan Earth Day Fest. Chelan
- ✓ Sat Apr 22 6:30-9:30pm Eastside Coffee & Wine E. Wenatchee
- ✓ Fri May 5 12-1pm Apple Blossom Fest./Main Stage Wenatchee
- ✓ Sat May 20 6:30-9:30pm Eastside Coffee & Wine
- ✓ Fri May 26 6-8pm Rio Vista Winery Chelan
- ✓ Fri Jun 9 6-8pm Rio Vista Winery
- ✓ Fri Jun 23 6-8pm Rio Vista Winery
- ✓ Fri Jul 7 6-8pm Rio Vista Winery
- ✓ Fri Jul 21 6-8pm Rio Vista Winery
- ✓ Fri Aug 4 6-8pm Rio Vista Winery
- ✓ Fri Aug 18 6-8pm Rio Vista Winery
- ✓ Fri Sep 1 6-8pm Campbell’s Resort Chelan



Guitarist and singer/songwriter Lance Tigner strikes a pose with his Fender recently.

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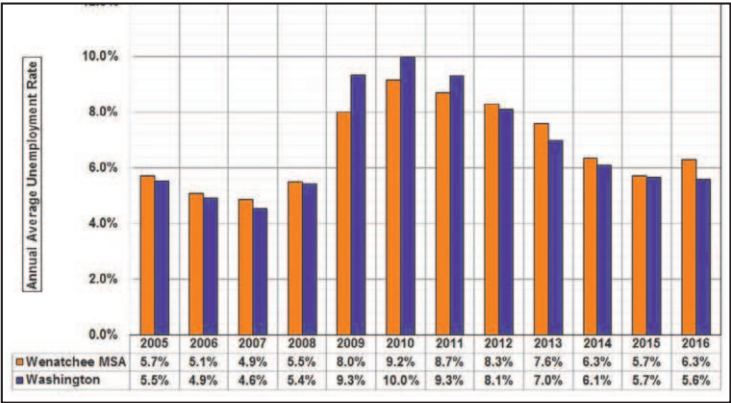
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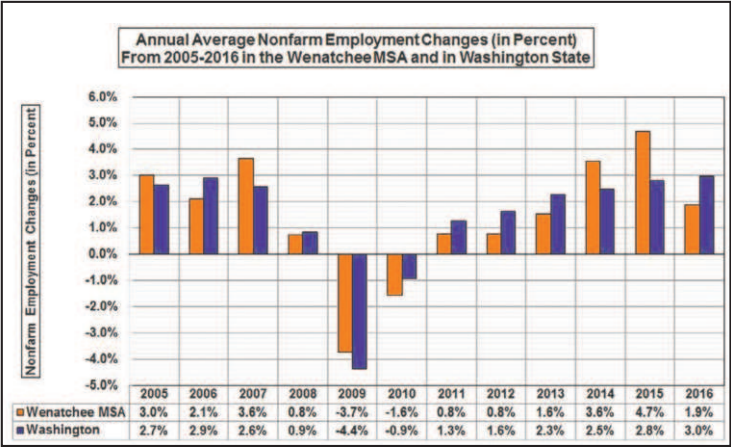
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Industry	Ann. Avg. Employment in 2015	Ann. Avg. Employment in 2016	Job Change	Percent Change
Total Nonfarm <sup>1</sup>	42.6	43.4	0.8	1.8%
Total Private	33.7	34.1	0.4	1.3%
Goods Producing	5.0	4.7	(0.3)	-6.5%
Mining, Logging, and Construction	2.4	2.2	(0.2)	-7.8%
Manufacturing	2.7	2.5	(0.1)	-5.3%
Service Providing	37.6	38.7	1.1	2.9%
Private Services Providing	28.7	29.4	0.8	2.6%
Trade, Transportation, Warehousing, and Utilities	9.9	9.9	(0.0)	-0.4%
Retail Trade	6.1	6.0	(0.1)	-1.1%
Education and Health Services	6.7	7.1	0.4	5.2%
Leisure and Hospitality	6.1	6.6	0.6	9.2%
Government	8.9	9.3	0.3	3.6%
Federal Government	0.9	0.9	0.0	2.9%
State Government	1.2	1.3	0.1	4.1%
Local Government	6.9	7.1	0.3	3.6%

<sup>1</sup> Excludes proprietors, self-employed, members of the armed services, workers in private households and agriculture. Columns may not add due to rounding.

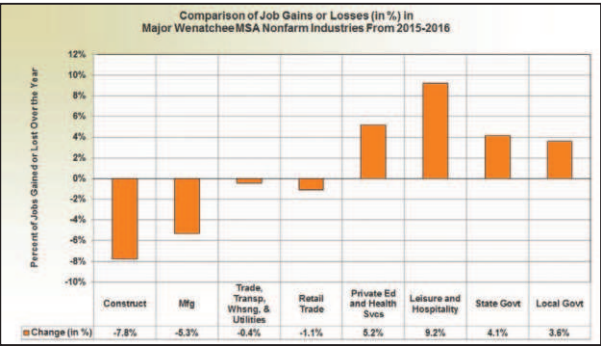
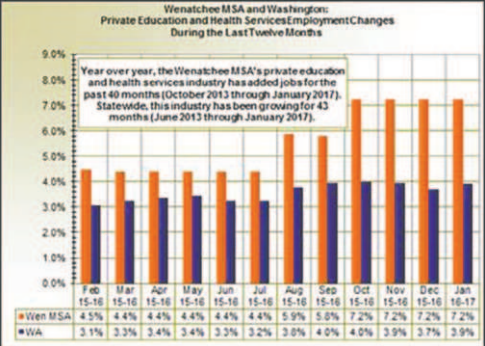
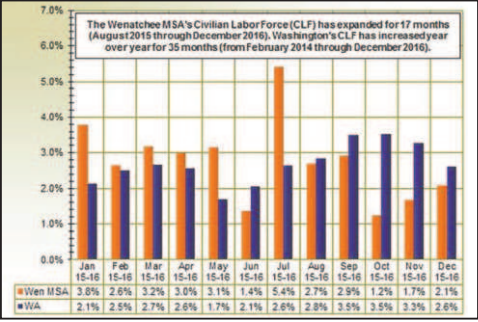
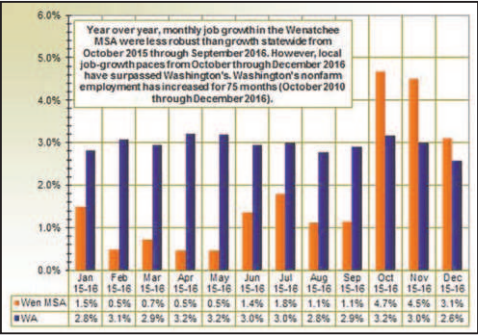
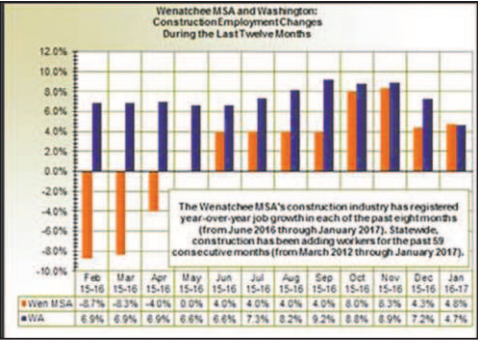


# Wenatchee MSA graphs 2016

The Wenatchee Metropolitan Statistical Area (MSA) statistics for 2016 were recently released. Some of the highlights include:

- The local unemployment rate rose from 5.7 percent in 2015 to 6.3 percent in 2016.
- Total nonfarm employment averaged 43,400 in 2016, up by 800 jobs and 1.8 percent since 2015. Washington's economy grew by 3.0 percent in 2016.
- Job growth in 2016 was strong in leisure and hospitality (up 9.2 percent) and in health services (up 5.2 percent) but negative in construction (down 7.8 percent) and in manufacturing (down 5.3 percent).
- Layoffs caused by Alcoa smelter idling in Malaga caused virtually all of the manufacturing downturn, but Chelan PUD and Alcoa recently began talking about that smelter's future.

The Wenatchee Business Journal would like to thank Donald W. Meseck, Regional Labor Economist, serving Adams, Chelan, Douglas, Grant, Kittitas, Okanogan and Yakima counties for these charts and graphs showing "Labor Market and Performance Analysis." Meseck works for the Washington State Employment Security Department.



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# 50 Bills: in Olympia affecting business

CONTINUED FROM PAGE 3

of municipal general business licenses. Passed 96 to 2 in the House on March 2. Requires most cities to partner with the Department of Revenue (Department) to administer general business licenses through the Department’s Business Licensing Service. ID=745029

**23) House Bill 1722:** Eliminating wholesale vehicle dealer licensing. Passed 71 to 26 in the House on March 3. Prohibits the Department of Licensing (DOL) from issuing new wholesale vehicle dealer licenses, effective July 1, 2017. Prohibits the DOL from renewing any wholesale vehicle dealer licenses, effective July 1, 2018. Eliminates the wholesale vehicle dealer license category completely, effective July 1, 2019. ID=745290

**24) House Bill 1857:** Addressing provisions concerning marijuana with respect to research licenses, local authority notifications, the retail licensing application process, processor wholesale events, and jurisdictional requirements. Passed 85 to 12 in the House on March 3. Eliminates the Liquor and Cannabis Board’s (LCB’s) obligation to develop an application process for marijuana licenses that includes three levels of priority among applicants with different experience and qualifications in the marijuana industry, while retaining the LCB’s obligation to conduct a comprehensive, fair, and impartial evaluation of applications. ID=745300

**25) Senate Bill 5286:** Prohibiting regulation of the amount of rent for commercial properties. Passed 26 to 21 in the Senate on March 3. Prohibits counties, cities, and towns from regulating rents on commercial buildings or sites. ID=745316

**26) Senate Joint Resolution 8204:** Amending the Constitution to prohibit the taxation of individual income. Passed 27 to 22 in the Senate on March 7. See Who Voted “Yes” and Who Voted “No” at [washingtonvotes.org/RollCall.aspx?ID=745943](http://www.washingtonvotes.org/RollCall.aspx?ID=745943)

**27) Senate Bill 5720:** Addressing the payment of production-based compensation wages for the employment and use of labor in agricultural activities and in the production, handling, and storage of farm products. The amendment passed by voice vote in the Senate on March 3. Establishes that an employer that paid employees for agricultural-related work on a production basis or piece rate basis may pay compensation

to their employees for previously uncompensated or undercompensated break times or rest and recovery time for the prior three years and shall not be liable for failure to pay wages for break times or rest and recovery time for the prior three years. ID=176140

**28) Senate Bill 5777:** Improving the business climate in this state by simplifying the administration of municipal general business licenses. The amendment passed by voice vote in the Senate on March 3. Authorizes the Department of Revenue (DOR) to delay implementation if a city’s legislative body determines that partnering with DOR creates an undue hardship. (2) Adds a deadline of July 1, 2020, for cities to participate in FileLocal as an alternative to partnering with DOR. Requires a city that ceases participation in FileLocal after the deadline to partner with DOR. (3) Provides that a city’s legislative body must determine that the city lacks fiscal or technical ability to partner with DOR if lacking fiscal or technical ability is the basis for the city’s claim of undue hardship. (4) Provides that a city that has partnered with DOR may decline to continue its partnership with DOR if doing so would cause an undue hardship. (5) Removes a provision prohibiting a city from enforcing its general business license if it fails to work with DOR to adopt a fee structure that is administrable by DOR. ID=176341

**29) Senate Bill 5834:** Concerning the licensing of bonded spirits warehouses

The amendment passed by voice vote in the Senate on March 3. Narrows the scope of the bonded warehouse license to cover only bulk or barreled spirits, as federal law prohibits bottled spirits from being comingled in this type of warehouse. Clarifies that spirits retail licensees and retailers may continue to use their existing registered warehouses. ID=176546

**30) House Bill 1351:** Authorizing, under one license, the sale of spirits, beer, and wine at retail for offpremises consumption

The amendment passed by voice vote in the House on March 6. Clarifies that combination spirits, beer, and wine licenses may be issued for the premises of a former contract liquor store and that a license is not required to be for the premises at the contract location. ID=174712

**31) House Bill 2057:** Concerning services and processes available when residential real property is abandoned or in foreclosure.

The amendment passed by voice vote in the House on March 6. Makes clear that permission from the borrower to the servicer to enter the premises to secure and maintain the property occurs after default; (2) Recognizes that a servicer in possession of a court order allowing entry to secure and maintain property may enter and act in accordance with the order; (3) Amends the definition of “reasonable cause to believe that the property is abandoned” in the section pertaining to external maintenance; (4) Amends the section regarding certificate of abandonment to: Provide that the indicia of abandonment must be visible from the exterior; add additional indicia; and require that property be open and unprotected or in reasonable danger of damage, rather than requiring both; (5) Provides that a servicer’s duty with respect to property preservation entities encompasses a duty to monitor but not supervise, and further provides that the background check requirements pertain to employees engaged in on-site property preservation and not all employees of the property preservation entity; (6) Includes a new section pertaining to a servicer’s ongoing duty to maintain after obtaining borrower’s permission/court order/certificate of abandonment; and (7) Includes a new section pertaining to the duty to maintain real estate owned property. ID=176320

**32) House Bill 2095:** Concerning preliminary work to develop a process for planning for a new Interstate 5 bridge spanning the Columbia river. Passed 60 to 38 in the House on March 6. Designates the Interstate 5 (I-5) Bridge across the Columbia River as a project of statewide significance. Encourages the Governor to enter into an memorandum of understanding with the Governor of Oregon with a variety of purposes, including selecting a joint Oregon-Washington legislative action committee to begin a process towards project development for a new I-5 Bridge . See Who Voted “Yes” and Who Voted “No” at [washingtonvotes.org/RollCall.aspx?ID=745592](http://www.washingtonvotes.org/RollCall.aspx?ID=745592)

**33) Senate Bill 5621:** Concerning projects of statewide significance for economic development and transportation. Passed 28 to 21 in the Senate on March 6. Makes changes in the criteria for designation as a project of statewide significance. Requires cities and counties to enter into an agreement with the Office of Regulatory

Assistance for the coordinated and comprehensive review of a project of statewide significance. See Who Voted “Yes” and Who Voted “No” at <http://www.washingtonvotes.org/RollCall.aspx?ID=745629>

**34) Senate Bill 5632:** Modifying organized retail theft provisions

Passed 27 to 22 in the Senate on March 6. Includes, in the crime of organized retail theft, the theft of property with a cumulative value of at least seven hundred fifty dollars from a mercantile establishment with no less than six accomplices and at least one electronic communication made or received seeking participation in the theft in the course of planning or commission of the theft. ID=745630

**35) House Bill 1538:** Requiring prime contractors to bond the subcontractors portion of retainage upon request. The amendment passed by voice vote in the House on March 7. Adds to the criteria that if a bond is not commercially available the contractor is exempted from providing a bond for the subcontractor’s retainage. ID=175151

**36) House Bill 2144:** Concerning the taxation of vapor products

Introduced by Rep. Gerry Pollet (Seattle) (D) on March 9. ID=176832

**37) Senate Bill 5808:** Concerning agritourism. The amendment passed by voice vote in the Senate on March 8. Further defines agritourism activity to mean any activity carried out on a farm or ranch whose primary business activity is agriculture or ranching. Provides that an agritourism professional is not liable for loss or damage, as well as injury or death of a participant resulting exclusively from any of the inherent risks of agritourism. Provides that liability may not be prevented or limited if an agritourism professional permits minor participants to use facilities or engage in agritourism activities that are not reasonably appropriate for their age or knowingly permits participants to use facilities or engage in agritourism activities while under the influence of alcohol or drugs. Establishes that the warning sign must also contain provisions requiring that agritourism professionals are required to ensure that in any activity involving minor children, only age-appropriate access to activities, equipment, and animals is permitted. ID=176458

**38) House Bill 1403:** Encouraging job creation and retention in rural economies through the transparent and

accountable provision of targeted tax relief for silicon smelters. Substitute offered in the House on March 9. Establishes a public utility tax and business and occupation tax credit for a utility that sells manufactured gas, natural gas, or electricity to a silicon smelter. Provides a brokered natural gas use tax exemption to silicon smelters for the use of manufactured or natural gas if shipped directly to the smelter through a pipeline. ID=174852

**39) House Bill 1506:** Addressing workplace practices to achieve gender pay equity. The amendment passed by voice vote in the House on March 8. Specifies that for purposes of the job-related factor defense, the factors are explicitly not limited to education, training, or experience. ID=175118

**40) House Bill 1656:** Establishing a community aviation revitalization loan program. The amendment passed by voice vote in the House on March 8. Clarifies the community aviation revitalization revolving loan account is established in the custody of the State Treasurer. Provides additional information on the administration of the loan account, and clarifies that only the Secretary of the Department of Transportation or his or her designee may authorize expenditures from the account. Removes privately owned airports that provide a public benefit as a type of airport that is eligible to receive a community aviation revitalization loan. Clarifies who will be members of the community aviation revitalization loan oversight task force. Removes the mandate for the State Treasurer to create a revenue source code for the community aviation revitalization revolving loan program. Adds the community aviation revitalization revolving loan account to the list of accounts in the State Treasurer’s custody that receive their proportionate share of earnings based upon each account’s or fund’s average daily balance for the period. ID=175467

**41) House Bill 1851:** Protecting taxpayers by providing for accountability and transparency in government contracting. The amendment passed by voice vote in the House on March 8. Adds language specifying that work performed by private entities and nonprofit organizations is pursuant to contracts, and that work performed by public employees is pursuant to project plans. Clarifies that various provisions apply to both goods and services, and also to both private contracts and project plans

(e.g., comprehensive impact assessments and statements of performance objectives). Specifies that, before contracting out for goods and services customarily and historically provided by public employees, agencies must meet the criteria for competitive contracting in the Personnel Services Reform Act (PSRA). ID=175851

**42) House Bill 1967:** Concerning noncompetition agreements. Passed 97 to 0 in the House on March 8. Provides that if a court reforms an unreasonable noncompetition agreement, the party seeking to declare the agreement void is deemed the prevailing party under the agreement and in law. See Who Voted “Yes” and Who Voted “No” at [washingtonvotes.org/RollCall.aspx?ID=746190](http://www.washingtonvotes.org/RollCall.aspx?ID=746190)

**43) Senate Bill 5866:** Creating a tax court for the state of Washington. Introduced by Sen. Sharon Brown (Kennewick) (R) on March 10. ID=176859

**44) House Bill 1422:** Creating the Washington rural jobs act. Referred to the House Finance Committee on March 14. Creates a program to develop rural growth funds. Creates a tax preference for taxpayers who make a capital contribution to a rural growth fund. ID=174871

**45) House Bill 1894:** Reinstating tax preferences for certain high-technology research and development. Substitute offered in the House on March 9. Establishes a business and occupation tax credit for qualified research and development (R&D) expenditures, expiring January 1, 2027. ID=175975

**46) Senate Bill 5888:** Lowering the ceiling of the business and occupation manufacturing tax rate to 0.2904 percent. Introduced by Sen. Michael Baumgartner (Spokane) (R) on March 15. ID=176917

**47) House Bill 1018:** Modifying the maximum amount for grants provided to airports and air navigation facilities. Referred to the Senate Rules Committee on March 16. ID=174045

**48) House Bill 1296:** Consolidating and simplifying the annual report and annual survey used for economic development tax incentives. Referred to the Senate Ways & Means Committee on March 17. ID=174582

**49) House Bill 1566:** Concerning the definition of work activity for the purposes of the WorkFirst program. Referred to the Senate Ways & Means Committee on March 16. ID=175179

**50) Senate Bill 5896:** Concerning claims against public entities. Introduced by Sen. Sharon Brown (Kennewick) (R) on March 20. ID=176980





## Reichert statement on President Trump’s trade agenda

From a Rep. Reichert office news release

WASHINGTON - House Ways and Means Trade Subcommittee Chairman Dave Reichert (R-WA) and Committee Chairman Kevin Brady (R-TX) released the following statement last month after President Donald Trump released his 2017 trade agenda.

Reichert said: “I agree with the President that we must break down trade barriers for American manufacturers, farmers, and service providers through high-quality trade agreements that open up new opportunities for American businesses to sell their goods and services around the world. By forcing open markets and knocking down barriers abroad, we create here at home more good jobs that pay well—some 15 to 20 percent more than non-trade related jobs.

“If America wants to remain competitive on the world stage, we simply have to engage. Our competitors across the globe have already recognized the future belongs to those countries that trade outside their borders and create opportunities for their companies to tap into the enormous potential that is waiting in the international marketplace. We cannot afford to miss the chance for American

businesses to reach new consumers - if we do not fill these markets with American products, other countries will seize them from us. And if we sit on the bench, our competitors will write the rules and create the trade standards we will all have to play by. They are ready to move ahead with or without us.

“Our current trade agreements have benefited families and communities across my home state and the country. We can - and do - hold our partners accountable to these agreements through rigorous dispute settlement proceedings with real teeth, including at the World Trade Organization. Dispute settlement allows us to win a level playing field for American businesses and workers when our trading partners have not followed the rules.

“I agree with President Trump that we can make improvements and update our agreements like NAFTA, which was negotiated many years ago. I am committed to working closely with the Administration and my colleagues in Congress to modernize our trade agreements and move forward on negotiating new ones that meet the objectives Congress has established and the high standards Americans expect and deserve.”

## North Central Regional Library launches new website

WENATCHEE - The North Central Regional Library has launched its new website at [ncrl.org](http://ncrl.org). The new site was designed with user experience in mind and debuts a fresh look, more informational content, and new online resources.

“More and more people in our area are using the library’s website to access books and other materials, use our online resources, and learn about the library,” said Chad Roseburg, IT Director at NCRL. “Our goal was to build a site that is interactive, responsive, and user friendly.”

Improvements to the library’s website include new site navigation, mobile-

friendly responsive layout, integrated event software, and significantly more opportunities to highlight what the library has to offer.

The library has also introduced an exciting new online resource now available on their website: Hoopla Digital.

Hoopla provides library patrons with eBooks, eAudiobooks, digital comics, streaming movies and tv shows, and music.

Library patrons can borrow seven items per month using their computer or the Hoopla app on their mobile device.

For more information, contact Barbara Walters at 663-1117, ext. 129.

# Senate approves Hawkins’ ag-wage bill

OLYMPIA - The state Senate today passed legislation from Sen. Brad Hawkins that would offer remedies to tree fruit growers and other agricultural producers tangled in a recent Supreme Court decision about compensating workers for rest breaks.

“This bill would resolve a major issue from the court decision in a way that is good for both employers and workers,” Hawkins said after Senate Bill 5720 passed in a bipartisan vote of 28 to 18. “The workers would have an expedited opportunity to receive what amounts to back pay, and growers would have a defense against lawsuits currently affecting the tree-fruit industry and the communities that depend on it.”

The 2015 ruling in *Demetrio v. Sakuma Brothers Farms, Inc.* addressed workers paid not by the hour but by the piece or pound. The high court decided employers must pay employees for rest breaks separate

and apart from piece-rate wage payments – and the rate of pay for the rest break time must at least equal the applicable minimum wage or the employee’s regular rate, whichever is greater.

Hawkins, whose 12th Legislative District is renowned for the production of tree fruit, said the court ruling has created a “dark cloud looming over the industry” and has spawned numerous recent lawsuits about prior uncompensated breaks that jeopardize orchards and people’s livelihoods.

“The bill that passed the Senate today details a process for how growers can compensate employees for past uncompensated rest breaks. If they choose the options we approved, their workers will get paid and they will be protected from lawsuits,” Hawkins said. “Our growers were compensating their employees in good faith, following state guidance and industry practices. I don’t want them punished by extended



SUBMITTED PHOTO

Sen. Brad Hawkins

lawsuits, and I want the workers to get paid.”

SB 5720 would provide employers two options for paying workers for past, uncompensated rest breaks: the uncompensated amount across three years, plus interest, or a payment equaling 4.35 percent of a worker’s gross earnings. Employers doing either would be exempt from lawsuits.

*Editor’s Note: Sen. Hawkins is releasing weekly informative statements which the WBJ has condensed here for the sake of space and clarity. We will continue to bring readers updates from Sen. Hawkins each month until the session ends in April.*



“Life sciences is the industry of today and the future. But we are falling behind other states that provide stronger incentives for life science investment.”

Leen Kawas, CEO  
M3 Biotechnology, Seattle

## A PROMISING NEW THERAPY FOR ALZHEIMER’S DISEASE IS JUST AROUND THE CORNER.

Alzheimer’s disease is the third leading age-adjusted cause of death in Washington state. It directly or indirectly touches nearly everyone, including a small group of passionate researchers working on the campus of the University of Washington. M3 Biotechnology is developing a promising therapy that could reverse the effects of Alzheimer’s and bring relief to those suffering from the disease, potentially helping millions around the world.

Life science companies support over 100,000 jobs in Washington state with an annual payroll of 2 billion dollars. “We need to empower entrepreneurs in the state of Washington to build life science companies,” says Leen Kawas, CEO of M3 Biotechnology. “Life sciences is the industry of today and the future. But we are falling behind other states that provide stronger incentives for life science investment.”

M3’s research is providing real hope that there could be a new solution for Alzheimer’s patients and their families, says Kawas.

To learn more about M3 Biotechnology and how businesses are creating jobs and improving lives, visit [GrowHereWashington.com](http://GrowHereWashington.com).



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Olympia, WA 98507-0658



# Business Question of the Month

The Wenatchee Business Journal's Managing Editor Gary Bégin took a drive around Wenatchee recently to get the pulse of the business community by asking 10 different company owners or executives:

“Are you optimistic about the future of the economy?”



**Brad Hauck,**  
*Reflections Hair Artist salon:*  
“I’ve seen many ups and downs in my industry as well as our local economy. Looking forward I see an opportunity for our economy to grow, many things are happening in positive way such as the unemployment rate is down to 4.8 percent or lower and the stock market is growing nicely, even though that’s not a real measure of economy, but gives way to a better feeling in over all confidence in business. The interest rates are going up is a great indication of earnings, also when was the last time

banks were offering any kind of interest on savings accounts and now that is happening as well. Yes, I’m quite optimistic of our future economy.”



**Becky Pottorff,**  
*Quintessential Massage, PLLC:*  
“Because I am in the health care field and some insurances dictate when and for how long I can work with people I am leaning towards not continuing to take new insurance clients. That would be a hardship as 70 percent of my business is from clients with insurance. Overall I am hopeful that

economy will be better.”



**Renee Harnack,**  
*After Hours Plumbing & Heating, Inc.:*  
“Because the construction trades are so busy I am optimistic regarding the future economy.”



**Patty Rush,**  
*Independent distributor for*

*Nuskin, Pharmanex and AgeLOC Technology:*  
“I am encouraged as I watch the stock market rising and building becoming active again. People are not afraid to spend money now.”



**Robert Gilling,**  
*Sparkle Janitorial Service:*  
“I am optimistic about the future of the economy. Businesses seem to be doing well and hopefully that will continue to keep people employed. We have made quite a comeback from where we were 8 years ago and my hopes are for continued prosperity and common sense human



**Barbara Bantam,**  
*Olympic Credit Services*  
“The economy has been improving over the last year and I am optimistic the economy will continue to improve.”



**Ken Mattson,**  
*Legal Shield:*  
“Yes I am optimistic about the future; because of Hope. My attitude determines my altitude. I have recently networked with companies that I am excited about.”



**Gene Schur,**  
*Gene's Home Services:*  
“The Economy is a fact of life. Despite our past array

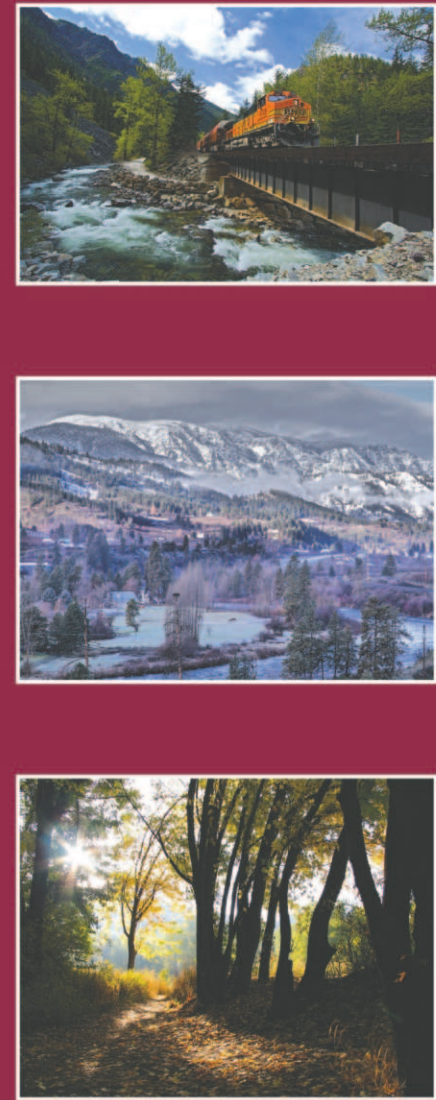
of inherited conversations or waiting for a created future to become, every day is a new day in which we can create a NEW possibility - of being; optimistic.”



**Doug Morger,**  
*Eagle Home Mortgage:*  
“At this time I am a little concerned with the economy. With higher interest rates on both consumer and home loans, peoples ability to borrow will slow. The result will be less people qualifying for purchases and a stall in the economy.”



**Karrie Hartman,**  
*Express Employment Professionals:*  
“Each new day we move forward as a compassionate team focused on helping good people build careers. As we support our valley businesses with Human Resources they grow stronger to support their customers which fuels economic goals of NCW. We #staffwenatchee.”



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## Report focuses on infrastructure investment

*Submitted by Association of Washington Business, Association of Washington Cities, Washington State Association of Counties, Washington Public Ports Association*

OLYMPIA — As the new administration and Congress consider making major investments in the nation’s infrastructure, a coalition of Washington State organizations representing cities, counties, ports and private-sector businesses is making the case that Washington is a wise choice. Washington State moves more than \$70 billion worth of goods through its ports and contributes well over \$300 billion annually to the U.S. economy, making the state’s infrastructure vital to the national interest, and yet Washington’s total infrastructure needs are estimated at more than \$190 billion, according to a report released today. The report, “Building the Economy: Infrastructure

Needs in Washington,” highlights both the needs facing the state’s infrastructure, as well as the benefits to the economy that would come from making smart investments in roads, bridges, ports, energy, and other areas. The Association of Washington Business (AWB), the Association of Washington Cities (AWC), the Washington State Association of Counties (WSAC), and the Washington Public Ports Association (WPPA) commissioned the report. The report uses existing data on needs and illustrative projects from throughout the state to highlight investment opportunities in the critical

SEE INVESTMENT REPORT, PAGE 19





# MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

APRIL 2017 ASSOCIATION NEWSLETTER

PAGE 1

**Pamela Cooke**  
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## BNCW Now Offering Workers' Comp Retro Programs!

Building North Central Washington is very pleased to announce that our Association will now be offering our qualified member companies access to a few high-quality, proven worker's compensation retro programs!

The SMART A-TEAM group retro program is designed for general contractors and sub-contractors who want to take advantage of a group retro program consisting of a large premium group.

A-Team participants are committed to accident prevention and keeping injured workers on salary for no less than 30 days. In addition, by returning injured workers to light duty as soon as possible, they are able to keep their costs low. In the past, some of the firms in this group may have had challenges with safety and/or claims, resulting in higher costs. With the support from SMART A-Team and Approach, they are improving their safety record by lowering their experience factor.

The SMART A-Team has averaged between 25 and 35 percent group refunds since its inception in 1996. The refund is

distributed 75 percent based on performance (premium vs. losses) and 25

experience factor and prevent accidents so that all workers can return home safe to their

management for companies in retail, wholesale, and professional service industries, while lowering the amount of premium paid to the Department of Labor and Industries (L&I).

SMART Advantage has averaged between 30 and 38 percent group refunds since its inception in 2004.

Also, BNCW now has access to a Retro program for qualified members in the transportation, manufacturing and food processing industries through the PITB Association (Pacific Inland Tariff Bureau).

For more information about these quality workers' comp retro programs and to see if your company may qualify to get some of your hard-earned dollars back, please contact BNCW at (509) 293-5840, or go online to BuildingNCW.org

percent premium. Even if a participant's losses exceed their premium, they can still get some refund monies depending on the amount of premium paid into the group's premium pool. While the SMART A-Team enjoys high refunds, it is their goal to lower each participant's

families every day.

BNCW will also be offering our qualified member companies access to participation in the SMART Advantage Retro program. The goal of the SMART Advantage retro group is to provide proactive workers' compensation claim

**BNCW MEMBER HIGHLIGHTS**

**Welcome new BNCW members!**

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

- **Firefly**  
Renee Parkins, 509-663-7082
- **Valley Supply Co.**  
Greg Berman, 509-933-1800
- **A and V Gutters**  
Vicente Rocha, 509-670-8254
- **Reliable Construction and Remodeling**  
Zack Benson, 509-322-8554

- **Lake Chelan Chamber of Commerce**  
Phil Moller, 509-682-3503

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!

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

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

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Wenatchee, WA 98801  
**PHONE:** (509) 293-5840  
**FAX:** (509) 665-6669

Email us for more information:  
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Visit us online at:  
[www.BuildingNCW.org](http://www.BuildingNCW.org)

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# MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

## BNCW's:

FROM A  
DIFFERENT  
PERSPECTIVE

**Weak  
Withdrawal**

“**D**espite a prolonged rise in house prices, bringing them back to where they were prior to the Great Recession, mortgage equity withdrawal (MEW) is a pittance compared to a decade ago. Between 2003 and 2007, MEW averaged 7% of disposable personal income. From 2012 through 2015 it averaged negative 1% and in 2016 it averaged 1%. Tighter lending standards, older, and more credit-worthy borrowers have held it back.”

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



## 2017 BNCW Designer Face-Off Winner



**Congratulations to Diana Hoyt of Deep Water Home!**

Diana participated in this year's Third Annual BNCW Designer Face-Off challenge, held during the 2017 BNCW Home Show in February. She was voted the winning designer by attendees to the Show!

Diana looks forward to defending her title in the 2018 BNCW Designer Face-Off Challenge!



### BNCW OFFERING MANDATORY EPA CERTIFIED LEAD-SAFETY CLASS

*Firms who knowingly or willingly violate EPA's RRP Program requirements could result in penalties of up to \$37,500 per day per violation.*

Does your business involve the renovation, repair or painting of structures built before 1978? If so, there are new federal regulations that went into effect in April 2010 which may prevent you from performing your work. Under the U.S. Environmental Protection Agencies Lead-Based Paint Renovation, Repair, and Painting (RRP) Program, construction firms must apply for and receive EPA Certification to disturb paint as part of their work in pre-1978 housing and child-occupied facilities. In addition, all of these jobs must be supervised by Certified Renovators; specifically, individuals who have completed an EPA-accredited, full-day training course. The training course is required for any contractor that is involved in any activity that will - or has the potential to - disturb six square feet of lead-based paint in a room or 20 square feet on the exterior. The rule does not apply to minor maintenance or repair activities; however, window replacement is not considered minor maintenance or repair.

**Who Should Take This Class?**

- Home Improvement/Renovation Contractors
- Remodelers/Carpenters
- Painters
- Plumbers

- Electricians
- Maintenance Personnel
- Residential Property Managers/Owners
- Workers Removing or Modifying Painted Surfaces
- Anyone disturbing more than 6 sq. ft. (interior) & 20 sq. ft. (exterior) of lead-based paint.

**What Activities are Subject to the RRP Program?**

- Remodeling and Repair/Maintenance
- Electrical Work
- Plumbing
- Painting
- Carpentry
- Siding/Window Replacement

The US Environmental Protection Agency requires that Renovation, repair and painting projects that disturb lead-based paint in pre-1978 homes, childcare facilities and schools must be performed by an EPA Certified Renovator working for an EPA Certified Firm and specific work practices must be implemented to prevent lead contamination.

**When:** May 10, 2017  
8:00am to 5:00pm (Limit 8 Students)

**Where:** BNCW Conference Room  
2201 N. Wenatchee Avenue

**Cost:** \$235 for BNCW Members  
\$285 for Non-Members

Pre-Registration is required at (509) 293-5840 or online at [www.BuildingNCW.org](http://www.BuildingNCW.org). Check-in is at 7:45am

## Certified Renovator Refresher Course Offered

EPA and Washington State Department of Commerce require all contractors who may disturb lead paint on pre-1978 homes take a class to become a Certified Renovator and then register their Firm.

The fines hurt: Up to \$37,500 for each violation.

Anyone disturbing more than 6 sq. ft. (interior) & 20 sq. ft. (exterior) of lead-based paint must get the training. Including; remodelers, painters, plumbers, electricians, maintenance personnel and property managers.

**Certified Renovators must attend a Certified Renovator Refresher every 5 years.**

Is it time for your Refresher? Come learn what's new in the RRP Rule. To comply with this law, contractors must have one Certified Renovator on staff and have their company certified with the EPA (or Washington State Department of Commerce) for a \$50 fee.

**To remain a Certified Renovator, you must have someone from your firm take a 6-hour recertification course with a hands-on component.**

- **When:** May 10, 2017  
8:00am to 3:00pm (Limit 8 Students)
- **Where:** BNCW Conference Room  
2201 N. Wenatchee Avenue
- **Cost:** \$180 for BNCW Members  
\$210 for Non-Members



## TRIVIA NIGHT

### BNCW April Dinner Event

Tuesday, April 11<sup>th</sup>  
Wenatchee Convention Center • 6:00pm - 8:00pm

**FUN ~ Great Food ~ And Even Better Company!**

**PLEASE RSVP BY FRIDAY, April 7<sup>th</sup>, 2017**  
VIA FAX AT: 509-665-6669 OR PHONE 509-293-5840  
All cancellations must be received by 4-7-17 to avoid being charged • Dress is Casual

Dinner Sponsored By:





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“The trusted source for all your building professional needs...visit [www.BuildingNCW.org](http://www.BuildingNCW.org) before you hire.”



## Labor & Industries Renews November 2016 Emergency Rule *Temporary Electrician Certificates*

The purpose of this emergency rulemaking is to adopt emergency rulemaking to issue temporary electrician permits in lieu of certificates of competency to out-of-state electricians as authorized by RCW 19.28.231.

Under the emergency rule, electricians who have completed an equivalent state regulated four-year journey level electrical apprenticeship program or possess an equivalent journey level electrician certificate obtained by examination in another state and who can meet the requirements under 19.28.181 are eligible for a temporary permit.

The temporary electrician permit is valid for 90 days and is not renewable. A temporary electrician can only work under the permit on jobsites where a general electrical contractor licensed in Washington State has requested and received permission to employ temporary electricians from the department’s Chief Electrical Inspector.

General electrical contractors are required to regularly report the status of temporary electricians and a current copy of the report must be posted at the jobsite and available to the department and any other authority having jurisdiction.

The emergency rule also amends language to allow journey level electricians from Canada that have completed at least four years of electrical construction training and have possessed a Red Seal endorsement for one year to become eligible to take the Washington State exam and receive a Certificate of Competency as a journey level electrician.

An initial emergency rule (WSR 16-23-129) and CR-101 Preproposal Statement of Inquiry (WSR 16-23-128) were filed on November 21, 2016.

This rulemaking renews the emergency rules while the permanent rulemaking process continues.



## Calling All Members!

Our Annual Golf Tournament planning committee is getting underway and we would love to have you as a part of the planning effort!

This is a fun, rewarding and enjoyable way to play a role in producing one of the Association’s most anticipated events of the year!

Interested but not sure you have the time? No problem! You can be as little or involved as you wish.

If you think that you might like to give it a try, please contact Lindsay Everhart - Membership & Events Director - at (509) 293-5840. We have a seat at the table just waiting for you!



### BNCW Annual Golf Tournament • Highlander Golf Club • Friday, May 19<sup>th</sup>

Registration.....11:30 - 1:00 PM

Shotgun Start..... 1:00 PM

Brats will be provided on both front and back 9

**AFTER TOURNAMENT PLAY**

Million Dollar Hole-in-One will be held on hole #9... sponsored by **Nationwide Insurance**

Dinner sponsored by **Noble Truss & Lumber, Inc.**

Raffles & Awards in the Clubhouse to conclude the event.

**\$1,000,000.00**

**Hole-in-One**

*The FOUR (4) closest to the pin on hole #9 will have a chance at winning!*

**For more information or to register a team of four (4), or as a single golfer to be paired up, please call Lindsay Everhart at 509.293.5840**

**\$125 p/p ~ or ~ \$500 team of 4**



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# MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

Need to Brush Up on Your Understanding of Lien Law & Construction Contracts?

Each year many of our members contact BNCW seeking information on what the Washington State lien law requirements are, and what they must do to protect their lien rights. While Washington's lien law requirements are quite specific, several key steps and timelines must be followed to the letter. To help our members simplify and navigate these requirements, as well as to learn some important basics of construction contracts, BNCW member law firm,

Johnson, Gaukroger, Smith & Marchant, P.S., is providing our members a seminar on construction lien law for private and public jobs, as well as construction contracts. This important seminar is at no cost for BNCW members and guests, and will cover - in addition to some key construction

contract tips - the following topics:

Lien Law – Private Jobs

- Procedures to filing and removing liens
- Proper form and preparation for and preliminary noticing and recording
- Timelines and foreclosure

Lien Law – Public Jobs

- Liens against retainage
- Bonding performance and payment
- Project completion Construction Contracts
- Details needed in contract
- Types of contracts
- Who is protected by the contract

When Thursday, May 25, 2017 10:00AM to Noon

Where: North Central Regional Library 16 N. Columbia St. Wenatchee

For more information, or to register, please contact the BNCW office at (509) 293-5840, or go online at [www.BuildingNCW.org](http://www.BuildingNCW.org)

# BNCW’s March Nothing But Networking Fun!

Last month, BNCW members and guests enjoyed a great evening of networking and learning more about what BNCW member company, Kelley Imaging, has to offer! If you couldn't make the March BNCW NBN, be sure to mark Thursday, April 20 on your calendar, as the folks at Caring Cottage will be hosting our next not-to-be-missed Nothing But Networking event! For more information, visit [BuildingNCW.org](http://BuildingNCW.org) or call (509) 293-5840!



## VOLUNTEER OPPORTUNITIES

# We Want YOU!

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 will soon begin meeting regularly.

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](mailto:Lindsay@BuildingNCW.org).

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 April Board of Directors Meeting

- April 19, 2017 7:00am to 9:00am Building North Central Washington, 2201 N. Wenatchee Ave, Wenatchee Chairman: Jim Blair

The Board of Directors is the policy-making body of the Association and is responsible for the business affairs of the Corporation according to BNCW's bylaws. Our Directors meet the Third Wednesday of each month in the boardroom of the BNCW offices. These meetings begin at 7:00am and are open to any BNCW member to attend. If you wish to contact any of the officers or directors, please visit the BNCW website for their contact information.

BNCW’s April CPR & First Aid Training

- April 18, 2017 from 4:00pm to 6:00pm Held at Building North Central Washington, 2201 N. Wenatchee Avenue, Wenatchee

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

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

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

Pre-registration Required. Seats are limited to 15 and fill-up quickly, so reserve your spots early! **You may also register online at [BuildingNCW.org](http://BuildingNCW.org)** .

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## New mediator joins Resolution Center team

Wenatchee Valley Dispute Resolution Center (WVDRC) is pleased to announce that a newly certified mediator, **Chauntel McFadden**, has recently joined the organization's Mediation Team.



**Chauntel McFadden**

McFadden completed the requisite training, practical experience and also participated in an interview with WVDRC's Certification Committee. The committee recommended McFadden's certification which was approved by the WVDRC Board at its February meeting.

McFadden joins a team of mediators, who voluntarily offer their services to WVDRC clients in a variety of areas including divorce, property settlements, parenting plans and their revision, as well as disputes between parents/teens, tenant/landlord, small claims, employee/employer, business/consumer, neighbor/neighbor, school, family, and property/business problem-solving.

In addition to mediation services WVDRC pro-

vides training, facilitation and other programs to assist people in reaching a peaceful resolution of their disputes while complimenting the judicial system.

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

For further information or to inquire about mediation and other services please visit the WVDRC website at wvdrc.org or call the WVDRC at (509) 888-0957.

Columbia Valley Community Health is pleased to welcome **Drew Chambers**, Physician Assistant, to its Primary Care team. Drew



**Drew Chambers**

comes to Wenatchee after working for three years at a rural, critical access hospital in Sheridan, Montana.

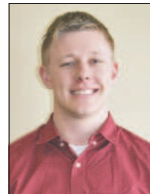
Prior to becoming a PA, Drew was a Certified Athletic Trainer for eleven years, working

closely with Orthopedics and Physical Therapy, and providing sports medicine outreach to his local community.

Drew is also a three-time national snowboard cross champion.

## Town Toyota Center hires Marketing Executive Assistant Cooper Elliott

**Cooper Elliott** was hired as the new marketing executive assistant for the arena in February. Elliott graduated from Washington State University (December



**Cooper Elliott**

2016). He was a student athlete playing baseball for three years and honored to be on the 2014 WSU Athletics All-Academic Team.

During his college years, he worked as an intramural official and supervisor in sports such as softball, football and basketball. Elliott had often volunteered for numerous baseball camps before that. He is a graduate of Cashmere High School. Elliott will assist in planning in-house events, sponsorship sales and premium ticket sales for the hockey season.



## First American Title announces new staffers, promotions

According to Account Manager Mike Leeds: Hilary Jessup-Parker has been promoted from Senior Escrow Assistant to an Escrow Officer. Roxanne Villa has been promoted from Escrow Assistant to a Junior Escrow Officer specializing in refinances. We have three new Escrow Assistant's: Kylee Vira, Anne Marasa and Rachael Bisque.



**Hilary Jessup-Parker**



**Roxanne Villa Roxy**



**Rachael Bisque**



**Kylee Vira**



**Anne Marasa**

# Who you gonna call before the 'rocks roll'?

By Gary Bégin

He's not a musician by trade, but Wenatchee resident Ken Mattson knows about "rock and roll." Mattson completed FEMA's "Reducing the Risks of Nonstructural Earthquake Damage" course in Portland in March. "This is the field where my Earthquake Gas Shutoff valves and my Seismic Alarm and Spill Control are important. My products mitigate life safety, property and functional property loss, aka mechanical, electrical and plumbing," he said. The purpose of the course as stated by a FEMA course description: "Failure of nonstructural components — which include all components that are not part of the structural system, such as architectural, mechanical, electrical, and plumbing systems, as well as furniture, fixtures, equipment, and contents — has accounted for the majority of earthquake damage in several recent U.S. earthquakes. In many cases, businesses, schools, hospitals, and other organizations had to spend excessive time and dollars for clean-up and repair due to nonstructural failures, thus impeding continued operations and rapid recovery. Nonstructural component failures can impede safe evacuation, delay rescue, and cause additional hazards such as fire following an earthquake. The purpose of this course is to describe, in simple terms, the sources and types of nonstructural earthquake damage, as well as effective methods and guidance for reducing the potential risks of injury and property loss from future earthquakes."

FEMA specifically aimed the curriculum towards "building owners, facility managers, maintenance



GARY BEGIN/WBJ

Ken Mattson holds his certificate from FEMA.

personnel, store or office managers, corporate or agency department heads, business proprietors, risk managers, and safety personnel. Design professionals, especially those that do not have experience with seismic protection of nonstructural components, might also benefit from this training."

Mattson owns and operates Alpha Sales Technologies, LLC, a worldwide distributor of seismic damage mitigation devices. He said about his training and the devices he sells: "The earthquake gas shutoff valves are to prevent gas fire explosions during an earthquake and have been mandated in many cities since the Northridge earthquake."

"I took the course to learn more about what FEMA is doing to regulate and protect businesses. I was amazed at how much FEMA and the ASCE (American Society of Civil Engineers) have built over the years and I did not know about."

Does Mattson have local sales? "No, my sales come Internationally and from HVAC warehouse sales in Seattle. Keller Supply, Pacific Plumbing, Gensco, and individual HVAC contractors."

"I recently joined the Building NCW organization

with the intent of adding value by becoming a resource with my LegalShield business. Now I am equipped to help contractors in following the building codes that this FEMA E-74 requires," he said. "This is a national program of educating engineers, architects, electricians and all building disciplines on mitigating nonstructural damage during an earthquake."

Is it helpful to lower insurance rates if course taken and applied to a structure? "Yes the mitigation process starts with evaluating life safety, then the risk of property loss, then the cost of getting back up and running and functional."

A consulting seismologist from Las Vegas, a civil engineer from the Portland Airport, a contractor specializing in earthquake preparedness from Seattle and 50 more students from all the building disciplines joined Mattson in the classroom.

The Wenatchee Valley area and nearby locals don't have much in the way of seismic activity, but just in case things change, Mattson's website is: [alphasalestech.com](http://alphasalestech.com) or call 509-679-9659 for more information.

# Halterman retires from Bridgeport School Board

By Mike Maltais

BRIDGEPORT – After 20 years of service to the Bridgeport School District, Rich Halterman is retiring as the school's Athletic Director and School Board Member.

Halterman accepted a plaque of appreciation from Bridgeport School Superintendent, Scott Sattler at the beginning of a late January school board meeting.

Halterman and his wife, Lynn, recently purchased a home in East Wenatchee and will be relocating there.

Halterman joined the U.S. Army right out of high school and served at various posts in Europe, Germany, Okinawa, Japan and Texas for eight years before separating from the military as a sergeant.

"When I got out of the service I ended up getting hired as a deputy for the

Douglas County Sheriff's Department," Halterman said. "I spent my first year in East Wenatchee and they transferred me up here to Bridgeport."

Halterman served 31 years with the DCSO, the last 19 as senior sergeant supervisor for Douglas County before retiring from that position.

Halterman served on the Bridgeport School Board for six years until work demands at the Sheriff's office required him to step down from the board.

"Four years later things calmed down enough that I got back on the board and served another 14 years," Halterman said.

Halterman also served on the Bridgeport City Council for seven years and has been an EMT for the better part of two decades. Along the way Halterman also found time to get involved with Bridgeport school athletics.

"I was A.D. (Athletic Director) for four-and-a-half years," Halterman said.

Halterman's vacancy at school A.D. was recently filled by Scott Darwood.



MIKE MALTAIS/WBJ

Bridgeport School Board member, Rich Halterman, right, holds a plaque of appreciation for 20 years of service given to him during the Bridgeport School Board meeting Jan. 30.





2017 Classified School Employee Of The Year

NCESD names Wenatchee’s Carolyn Griffin-Bugert

From a NCESD news release

The North Central Educational Service District (NCESD) announced the selection of Carolyn Griffin-Bugert as the Classified School Employee of the Year for 2017. Griffin-Bugert has served as the Grant Coordinator for the Wenatchee School District since 1998 and currently manages two 21st Century grants as well as private foundation grants. She has been in the field of education for 33 years.

According to Director of State and Federal Programs for the Wenatchee School District Bill Eagle, “During my many years in education,

I have rarely encountered the level of organizational skill, professionalism and dedication to quality programs for children that I have seen from Mrs. Griffin-Bugert.”

Griffin-Bugert herself stated, “Since 1998, I have continued to write grants, securing \$12 million to bring

“The programs that Carolyn has initiated in our school district serve over 2,500 students yearly.”

— Brian Flones, Wenatchee School District Superintendent



Carolyn Griffin-Bugert

innovative programming to our district’s students. For several years, I managed five separate grants (three federal grants and two private foundation grants) with an annual budget of \$2 million, 18 salaried staff and 35 hourly staff. My own salary has been entirely grant-funded since 1998.”

Wenatchee School District Superintendent Brian Flones said, “It is hard to describe in just qualitative and quantitative terms the impact that Carolyn has had on the culture, program support, and success of our students and schools over

the years. The programs that Carolyn has initiated in our school district serve over 2,500 students yearly. In nearly 20 years of service, Carolyn’s impact is far reaching for our students and has provided them with opportunities and dreams that will last a lifetime.”

The Office of Superintendent of Public Instruction is expected to announce the statewide winner sometime this month.



COMMISSIONER AARON VIEBROCK  
SUBMITTED PHOTO

Pictured from left are Commissioner Ron Skagen, Commissioner Aaron Viebrock, Bill Dobbins, Commissioner Molly Simpson.

The Douglas County PUD Awarded General Manager Bill Dobbins with his thirty-year service award. Commissioner Skagen thanked Bill on behalf of the citizens of Douglas County for his years of service, leadership, wisdom and dedication. Dobbins thanked the Commission and said “I feel very fortunate to be here and work with the people I work with.”



COMMISSIONER RON SKAGEN  
SUBMITTED PHOTO

Commissioner Ron Skagen, Ken Pflueger and Commissioner Molly Simpson

Awarded Wells Chief Engineer Ken Pflueger with his thirty-year service award. Commissioner Skagen thanked Ken on behalf of the citizens of Douglas County for his years of service. Ken thanked the Commission and said “I consider it a great fortune to have spent 30 years here. I appreciate the opportunity to be involved in professionally rewarding work. The utility is a well-managed and respected organization.”



COMMISSIONER RON SKAGEN  
SUBMITTED PHOTO

Commissioner Ron Skagen, Jeff Carrow and Commissioner Molly Simpson

Awarded Service Lineman Jeff Carrow with his twenty-five year service award. Commissioner Skagen thanked Jeff on behalf of the citizens of Douglas County for his years of service. Jeff thanked the Commission and said “I appreciate working at Douglas PUD. It is an honor and a privilege and I love my job.”

Tsillan Cellars welcomes new staff

CHELAN - Tsillan Cellars, Lake Chelan’s celebrated destination estate winery and restaurant announced recent promotions and welcomes staff to new positions. Tsillan Cellars and Sorrento’s Ristorante employ approximately 25 full time and 35 seasonal employees.

Alexa Hammond-Vick has been appointed Tasting Room manager for Tsillan Cellars new Woodinville Tasting Room in the center of the Woodinville wine country. With a double major in psychology and Women’s Studies from Washington State University, her passion for wine developed when she moved to Chelan and

worked at Tsillan Cellars before moving back to the Seattle area and her new management position.

Carrie McGuinn has been Tsillan Cellars Wine Club Director for the last seven years. Carrie is one of many WSU Cougar graduates at Tsillan Cellars. She will now take on the position of Office Administrator in addition to her role as Wine Club Coordinator. Her experience and knowledge from her time here at Tsillan Cellars will continue to be a vital functionality of the business.

Jamie Reaves graduated with a Bachelor’s Degree in Business Administration and Minor



Jamie Reaves

in Marketing from Concordia University in Portland Oregon. Jamie has worked as wine hostess at Tsillan Cellars the past two years and is well qualified to take on her new position as Tsillan Cellars Marketing Director.

Devon Griffith was raised on a Manson apple orchard, graduated from Manson High School and is a recent graduate from Washington State University with an Integrated Plant Sciences



Devon Griffith

College was appointed Tsillan Cellars Event Coordinator. Hillary brings a contagious enthusiasm to her job and says this is her “dream” job.

Degree, majoring in Fruit and Vegetable Management as well as attaining a minor in Viticulture and Enology. His duties will include management of the winery tasting room and working with Tsillan Cellar’s long time winemaker, Shane Collins and vineyard foreman Bal Flores.

Hillary Soergel has worked several summers at Sorrento’s Ristorante and upon completing her degree in Event Planning at Edmonds Community



Hillary Soergel

College was appointed Tsillan Cellars Event Coordinator. Hillary brings a contagious enthusiasm to her job and says this is her “dream” job.

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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By Gary Bégin

The Red Lion Hotel at 1225 N. Wenatchee Ave., is replaced its massive reception canopy and is also refurbishing the entire hotel, according to Principle Partner Gurbir Sandhu, speaking via email from Kennewick.

The work began in late February and is expected to continue until the end of the year. The canopy work is

being done by Peña Brothers Construction Company, based on work trucks at the site.

“The Red Lion Hotel Wenatchee is under going a large renovation to bring it up to date as a premier lodging establishment in Wenatchee Valley. The canopy makeover is only part of the complete makeover the hotel will undergo in 2017,” Sandhu said.

“The exterior renovation

# Red Lion \$3M refurbishment

in total will cost about \$700,000 including the canopy, new exterior finish and LED lighting conversions. This is part of an extensive renovation of the the hotel that will total approximately \$3 million,” he said.

The canopy is expected to be finished sometime in May. Complete hotel renovations are expected to be complete by the end of 2017, according to Sandhu.

Asked if this was part of a nationwide effort orchestrated from company headquarters in Spokane, Sandhu said, “Many Red Lion Hotels have received or are undergoing renovation. The Red Lion Hotel Wenatchee

will receive one of the most extensive renovations within the brand,” he said.

Sandhu is a franchisee within the brand. He also owns the Red Lion

Hotel Columbia Center in Kennewick.

The Pacific Northwest hotel chain also owns and operates: “Hotel RL, A new, adventure-driven brand; Red Lion

Inn & Suites; GuestHouse, Familiar, comfortable hotels and Settle Inn Extended Stay, Value-focused extended-stay hotels,” according to the corporate website.



GARY BÉGIN/WBJ

Workers were busy working on the canopy of the Wenatchee Red Lion Hotel in this late February photo.



GARY BÉGIN/WBJ

## Wenatchee Denny’s gets makeover

Construction tools and other items are strewn about the front entrance to the usually bustling Denny’s at 1337 N. Wenatchee Ave. last month. The two-week March makeover resulted in new decor, tables and booths and an electrical update for the iconic and popular eatery.

## Pouring concrete

Work has resumed at the Rylee Ann Apartments, 339 9th St., NE in East Wenatchee now that winter has ended. Pictured are workers pouring concrete and prepping another site near the main office. Property Manager Alison McClendon expects the units may be ready for occupancy this summer, but she is already expecting that they’ll be a waiting list of prospective renters due to the extremely low vacancy rate in the Wenatchee Valley. Most of the apartments will be 2 bedroom, 2 bath and go for \$1,250.



GARY BÉGIN/WBJ

### Top properties

- The following is a list of \$500,000 and above commercial and residential property sales in Chelan and Douglas counties.
- Chelan County**
- Buyer:** 1250 Central Ave., LLC  
**Seller:** Wenatchee Parkview Investors, LLC  
**Address:** 1250 Central Ave., Wenatchee  
**Price:** \$9,350,000  
**Date:** Feb. 14
- Buyer:** Philip and Debra Williams  
**Seller:** Rachel and Eric Sparwasser  
**Address:** 3408 SR 150, Manson  
**Price:** \$1,855,000  
**Date:** Feb. 10
- Buyer:** Thierry and Natalie DHers  
**Seller:** Robert and Kayleen

- Alessi**  
**Address:** 186 Porcupine Ln., Chelan  
**Price:** \$1,167,000  
**Date:** Feb. 9
- Buyer:** The Bank of New York Mellon  
**Seller:** Mark Kollmeyer  
**Address:** 4311 Sunnyside Dr., Chelan  
**Price:** \$752,165  
**Date:** Feb. 8
- Buyer:** Willkommen, LLC  
**Seller:** Two Barr Holdings  
**Address:** 1310 US 2, Leavenworth  
**Price:** \$740,000  
**Date:** Feb. 14
- Buyer:** Raymond and Sarah Willis  
**Seller:** Mike and Cindi Hendricks  
**Address:** 144 Alpenhoff Ln., Leavenworth  
**Price:** \$734,000  
**Date:** Feb. 9
- Buyer:** Michael and Nicole Pratapas  
**Seller:** Chelan Lookout LLLP  
**Address:** 255 Porcupine Ln.,

- Chelan**  
**Price:** \$706,585  
**Date:** Feb. 23
- Buyer:** David Davison  
**Seller:** Jason Trichler  
**Address:** 20713 Pelton Pl., Leavenworth  
**Price:** \$670,000  
**Date:** Feb. 14
- Buyer:** Ronald and Lorraine Clark  
**Seller:** Michael Roberts  
**Address:** 184 West Mountain Brook Ln., Wenatchee  
**Price:** \$649,900  
**Date:** Feb. 28
- Buyer:** River Street Investments, LLC  
**Seller:** Raymond and Patricia Schmitt  
**Address:** 312 River St., Cashmere  
**Price:** \$575,000  
**Date:** Feb. 21
- Buyer:** Joshua Fletcher  
**Seller:** Randall and Vickie Anderson  
**Address:** 10460 Fox Rd., Leavenworth

- Price:** \$575,000  
**Date:** Feb. 24
- Buyer:** Douglas and Kathleen Pauly  
**Seller:** Beatrice Schroeder  
**Address:** 1221 Summer Hill Pl., Wenatchee  
**Price:** \$550,000  
**Date:** Feb. 16
- Buyer:** Steven and Janine Bakken  
**Seller:** Kenneth Goedde  
**Address:** 5924 Wohlers Rd., Cashmere  
**Price:** \$547,000  
**Date:** Feb. 21
- Douglas County**
- Because the Douglas County website does not list the buyer or seller, the Wenatchee Business Journal has decided to include other information about the sale.
- Address:** 13512 US 2  
**Price:** \$600,000  
**Date:** Feb. 27  
**Zoning:** Mixed  
**Acres:** 33.69

### NEW CONTRACTORS

<b>ADA Construction LLC</b> POB 3784 Wenatchee 98807	<b>Gene's Home Services LLC</b> POB 555 Dryden 98821
<b>Cascade Welding Services LLC</b> 2660 Semolina Loop East Wenatchee 98802	<b>Golden Valley Signs LLC</b> 238 South Wenatchee Avenue Wenatchee 98801
<b>Columbia Earthmovers LLC</b> POB 3099 Chelan 98816	<b>Graham Custom Homes LLC</b> 73 Graham Lane Leavenworth 98826
<b>Cowell Custom Design/Construction LLC</b> 401 Desert View Place Orondo 98843	<b>Northmen Excavation LLC</b> POB 3096 Leavenworth 98826
<b>Dre's Tile &amp; Stone</b> 3000 Mission Ridge Road Wenatchee 98801	<b>Sculpted Homes LLC</b> 3346 Allen Lane Peshastin 98847
<b>Farley Construction LLC</b> 385 Palisades Road Palisades 98845	<b>Simply The Best Drywall LLC</b> POB 1032 Bridgeport 98813
<b>Gavin Construction</b> 1120 Cherry Street Wenatchee 98801	<b>West/Gard Builders LLC</b> 9312 East Leavenworth Road Leavenworth 98826



## Avoiding the trap of group thinking

One wonders how many businesses, and business leaders, failed in making the right decisions because of bad advice. Keeping this in mind, as a business owner, or leader, your sphere of influence should not be solely based on your advisors, your board of directors, or your management team. Often, those groups make irrational decisions related to their need to conform. They want harmony with others within the group and go along with whichever way the wind is blowing. If decisions become “affirmation” of the group rather than “information”, independent critical thinking is then replaced with groupthink.

**BETTER BUSINESS**  
David S. Murray

This article speaks to the ‘Groupthink’ mentality and the importance on how to avoid that trap.

History is full of examples of group thinking taking over the decision making process. Nixon’s Watergate is a good case for why you need to establish a system of checks and balances when it comes to information gathering. In Nixon’s case, no safe guards were in place and the situation went from bad to worse. The groupthink symptom resulted in his resignation. There are many other historical groupthink failures where the government’s actions resulted in disaster. When lack of accountability occurs, groupthink has a strong foothold in the decision making process.

In business, prime examples of groupthink that have caused some companies to fail entirely or required a government bail out in order to overcome the groupthink

management decisions are numerous. For example, General Motors, Chrysler, Studebaker, Pan American Airlines, Swissair and many other long established businesses have struggled to survive or are no longer with us. Some simply believed they were superior in every way and thus were invulnerable. Currently, we see a number of retail firms that have failed to adjust to the consumers shift to on line buying. Perhaps, due to the belief that the competition is a non-threat and can be easily overcome. Under estimating your competition or market trends, no matter how successful your company is, should never be considered in that light. If any of your advisors mindset falls within

*“Groupthink or lack of courage to ask the tough and strategic questions is the chief weakness on boards today.”*

— Pearl Zhu  
Author Digitizing Boardroom

this category, it’s time to replace that person.

So how can you guard against groupthink from your independent advisors or your management team? One method that works well is to challenge their thinking

by merely asking how they formed their opinion or position on a given subject. If they can’t support their position with solid factual material, you should recognize them as a group thinker. Your most powerful tool is too simply ask the question

“why”. Your advisors or your sources of information should be varied in their perspectives. Think of it as we do our government, conservatives and liberals. A lot of differing opinions but in the end, some of the

time it is successful.

Another method, is alternative information resources. You should never depend on your advisors or management team as your single supplier of information. You want advisors whose views may oppose your own or the other members of the group. Without question this fosters better decision making. Dissenting opinions should be encouraged.

Separating the group into two or three working committees is yet another way to avoid groupthink. Reconvening those committee members allows each to present their opinion and will produce superior final decisions.

Lastly, hold off executing any decision to allow the group time to evaluate and discuss. Set a date to make the final decision. Often this delay uncovers faults or unforeseen issues. It’s another way for the group

to think critically about what they are about to do.

Author, Pearl Zhu, Digitizing Boardroom, stated “Groupthink or lack of courage to ask the tough and strategic questions is the chief weakness on boards today”. She is absolutely correct. Ask the tough questions before making a mistake that effects your business, its employees, and your customers. Your own future could also be at risk.

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

## A Home Filing System

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**TAKING STOCK**  
Wendell Cayton

s o u t h . And, for all, there is and annual scramble to get tax information together for meeting with the accountant. The latter tax can be made much simpler with a good home filing system.

By following some simple principles for handling paper and administrative practices, you can easily manage your household administrative affairs like a well-run business office.

Good administration begins with a few simple rules for handling paper. First, concentrate on handling pieces of paper one time. Do what you need with the paper, file it or throw it away.

Next, since most of our home clutter comes from daily mail, develop a system to sort mail, and do so daily.

Try sorting mail into four piles: junk which goes directly to the circular file; bills which immediately go into an unpaid fills file; correspondence or actionable items that require a response; and

reading material which you plan to read later.

I prefer to keep a bound journal on my desk for writing notes and to do reminders. This helps keep down the clutter that comes from using sticky notes. It also keeps an informal journal, by date, of notes, calls, activities and reminders to which I can refer.

Finally, I equate the design of a home filing system to that of the process of setting up kitchen cabinets. Keep like items together. Keep those files that you are most likely to use on a daily basis close at hand. Files that you are less likely to use can be kept in less handy spots.

I prefer to organize files into four sections. A routine drawer holds an unpaid bills file, correspondence files, insurance files, and files on such items a hobbies, travel and community activities.

A second drawer contains files pertaining to assets, liabilities and property records.

A third drawer is for family. Keep personal records, files on children, grandchildren and personal correspondence in this group.

Finally, in the fourth drawer keep all tax records and family estate planning information.

Tax returns should be kept for seven years.

Family trusts, wills, and other planning documents should be kept here, bound permanently into their files.

Thin is better when it comes to file contents, Keep the number of documents or papers in individual files to a minimum.

When files grow too thick, separate contents into multiple files.

Periodically take a group of files and “scrub” by reviewing their contents and throwing out paper which is out of date or for which you no longer have any use.

If you are unsure about throwing out records, consider the source. If the source is likely to have an archived copy on like, let the source warehouse the records for you.

Files which are no longer needed, but which you feel the need to keep, can be stored in banker’s boxes in the garage or attic.

Finally, keep important records that cannot be easily be replaced in fireproof boxes or in a safe deposit box.

*The opinions expressed are those of Wendell Cayton, an Investment Advisor Representative of the advisory firm, Continuum Advisors, LLC. and not those of any company with whom he is associated. He may be contacted at wma@wealth-mgt.net .*

## An optimistic take on things

After months of leaning to the pessimistic side of things, I thought it would be a good exercise to make the most optimistic case I



**MARKET UPDATE**  
Brad Blackburn

could for the future of the markets and economy. After all, the stock market is charging ahead like the next golden age is upon us. Maybe I should join the party.

### The Economy

The economy has clearly picked up since the middle of last year, but it still isn’t impressing anyone. Our 4th quarter GDP was only 1.9%, and estimates for the first quarter of 2017 are even lower than that. However, there some also very positive signs for the future. Small business confidence and consumer confidence are higher than they’ve been in more than a decade. The hope is for that confidence to translate into more spending and investment, which would be great for the economy. We haven’t see that actually happen yet, but it’s good news that Americans are more confident.

### The Trump Effect

I’ve already written about this quite a bit, but Trump’s promises of deregulation,

tax cuts, and infrastructure spending ought to benefit the economy and stock market, at least over the short-term. However, they are mostly still promises. Trump and the Republican Congress still must step up and get legislation passed.

The bigger consideration might be that Trump has had a steady stream of

business leaders visiting the White House. The business world has Trump’s attention in a very big way. They are telling him exactly what they want, and he seems eager to please. It must help the confidence of the business world to know that Trump will do everything

SEE MARKET UPDATE, PAGE 19

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Market update: An optimistic take on things

CONTINUED FROM PAGE 18

he can to try to make life easier for them.

Sometimes the markets keep going up

Many worries about the stock market boil down to the same general idea: “The stock market is at an all-time high! Stocks have risen so much, for so many years – they have to crash soon.” I’ve argued similar points over the years. However, if the markets fell every time they reached an all-time high, we wouldn’t make much progress. There’s nothing stopping the stock market from reaching new highs month, after month, after month... That’s what happens in a strong market.

I worry that we have fallen into a “crisis mindset.” The last 20 years of investor experience were marred by two of the biggest booms and busts the world has ever seen. Because of that, it seems like everyone

is waiting for the next big crisis. However, the 2008 financial crisis and the technology bubble were very rare events. The next big crisis doesn’t have to be around the corner.

TINA

The great Warren Buffet recently sounded an optimistic note on the stock market. He said, “measured against interest rates, stocks actually are on the cheap side compared to historic valuations.” If that isn’t perfectly clear to you, let me explain. When interest rates are this low, it makes stocks more attractive. If I could get my clients a 5% CD in today’s world, I would jump on that deal. So would millions of other investors. That would mean much less demand for stocks, which could mean a big fall in the stock market.

This idea has become known in the financial world as “TINA,” which stands for There Is No Alternative. In other words, unless interest

rates go up significantly, there is no alternative for investors other than stocks. That demand ought to keep stocks from falling too far.

There are still lots of “haters”

I don’t have any scientific evidence to point to, but this stock market still has a lot of haters (me included). In a strange way, that’s a good thing. It’s been said that the stock market likes to “climb a wall of worry.” As long as there are worried people who’ve been too scared to invest, there’s new money that can flow into the markets. It’s that new money that pushes stock prices higher. Thankfully, in today’s world, there are still plenty of doubters.

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.

Report focuses on infrastructure investment

CONTINUED FROM PAGE 10

areas of transportation, water, energy, and communications.

“We are anticipating a renewed commitment to infrastructure and this report lays the groundwork to position our state to take advantage of opportunities that arise,” said AWB President Kris Johnson. “This is an unprecedented partnership between our four organizations and it occurred because we recognize what’s at stake. Investing in Washington’s infrastructure will provide jobs and lead to a healthier economy throughout the state.”

The report outlines Washington’s many economic contributions to the nation’s economy, including a contribution of well over \$300 billion. For example, the state is home to 10 Fortune 500 companies, moves more than \$70 billion

worth of goods through its ports each year, and is home to more than 7,000 small businesses.

Underpinning the state’s growth and success is a vast and interconnected infrastructure system – and that is where Washington’s 281 cities and towns, 39 counties, and 75 port districts come into the picture.

The report explains that ports depend on well-maintained highways, railroads, and shipping channels. Cities and counties need upgraded water and wastewater infrastructure and transportation networks to serve existing and future residents and businesses.

“The infrastructure needs in our state are great, and we need long-term and continuous investment to maintain our economy and prepare for natural disasters,” said AWC Chief Executive Officer Peter B. King.

The associations estimate Washington State’s total infrastructure needs to be over \$190 billion. Likewise, this level of investment is estimated to create 600,000 to 660,000 direct and indirect jobs.

“One-time investment packages are great and help meet the most immediate needs, but sustained investment and managing the public assets with a long-term view is critical,” continued King.

He explained that underinvestment in infrastructure leads to increased costs, reduced income, reduced economic output, and firms looking for other places to do business.

“The fact is, people are moving to Washington State and we are poised for that growth,” said Eric Johnson, WSAC Executive Director. By 2040, an additional 2 million residents are expected to move to Washington.

Marijuana bills ‘high’ on list of Olympia legislators’ radar

CONTINUED FROM PAGE 4

marijuana plants, useable marijuana, marijuana-infused products, and marijuana concentrates.

Substitute offered in the House on January 26. Legalizes transfers of specified quantities of marijuana products between adults provided the transfer does not involve the exchange of money or other valuable consideration. Legalizes the home cultivation of up to six recreational marijuana plants, subject to specified conditions. Legalizes the residential possession of up to 24 ounces of useable marijuana harvested from plants lawfully grown in the residence, subject to specified conditions. ID=174402

19) House Bill 1895: Prohibiting the use of public resources to assist the federal government in any activity that might impede or interfere with Washington state’s regulation of marijuana and marijuana-related products as prescribed by the laws of the state of Washington. Introduced by Rep. David Sawyer (Tacoma) (D) on February 2. ID=175976

20) House Bill 1911: Authorizing the masking of odors by regulated marijuana facilities. Introduced by Rep. Jeff Holy (Cheney) (R) on

February 2. ID=175992

21) House Bill 1920: Concerning inspections of licensed marijuana processors’ equipment and facilities. Introduced by Rep. Cary Condotta (East Wenatchee) (R) on February 2. ID=176001

22) House Bill 1125: Limiting the total number of retail marijuana licenses that may be held by a retailer and co-owners. Passed the House on Wednesday, February 1 by a vote of 69-28. This bill would restrict, to a maximum of five, the number of retail marijuana business licenses that may be individually or collectively held by a person, partnership, or corporation. A marijuana retailer’s license entitles the holder to sell marijuana products at retail prices in retail outlets.

There are currently no statutory restrictions on the number of marijuana business licenses that may be issued to individuals, partnerships, or corporations. (Rep. Cary Condotta (East Wenatchee) (R) Y - Rep. Mike Steele (Chelan) (R) Y

23) House Bill 2021: Authorizing the sale of marijuana plants and seeds to qualifying patients and designated providers. Introduced by Rep. Jessyn Farrell (Kenmore) (D) on February 8. ID=176232

24) House Bill 2033: Concerning cannabis health and beauty aids. Introduced by Rep. Cindy Ryu (Shoreline) (D) on February 8. ID=176244

25) House Bill 2021: Authorizing the sale of marijuana plants and seeds to qualifying patients and designated providers. Substitute offered in the House on February 14. Authorizes a licensed marijuana producer to produce, process, package, label, and sell plants and marijuana seeds at retail, at the premises of the producer, to a qualifying patient or designated provider with a valid authorization or a valid recognition card. ID=176232

26) House Bill 1857: Addressing provisions concerning marijuana with respect to research licenses, local authority notifications, the retail licensing application process, processor wholesale events, and jurisdictional requirements. Referred to the House Rules Committee on February 14. ID=175857

27) House Bill 1858: Increasing marijuana license fees and adding a temporary additional fee on marijuana licenses issued by the Washington state liquor and cannabis board. Referred to the House Appropriations

Committee on February 14. ID=175858

28) House Bill 1065: Concerning penalties for marijuana offenses. Substitute offered in the House on February 2. Reduces the penalties for possession and transfer of marijuana products outside of the Initiative 502 system in certain circumstances. Authorizes the noncommercial transfer (sharing or gifting) of marijuana products in amounts equal to half of the current possession limits by a person 21 years of age or older to another person(s) 21 years of age or older. ID=174144

29) House Bill 1126: Establishing a deadline for the use and implementation of a marijuana retail license by a licensee. Referred to the House Rules Committee on February 14. ID=17422228

30) House Bill 2060: Requiring counties, cities, and towns to permit the operation of state licensed marijuana retail businesses in order to receive marijuana-related tax distributions. Referred to the House Appropriations Committee on February 17. ID=176323

\*As of press deadline, some bills have fallen by the wayside, some have become law. Look up the “Bill Id#” to check individual status.

Revenue tax guides give business tips

OLYMPIA – Are you an aspiring salon owner? Interested in viticulture? Opening a day care? Learn how state taxes apply to these – and many other types of businesses – by using industry specific tax guides created by the Washington State Department of Revenue (Revenue).

Thousands of users access these guides monthly. The most frequently used guides cover tax issues for out-of-state businesses, the construction industry and nonprofits. All 49 guides are on the Revenue website.

Honored by Tax Jar with a 2017 State Tax award for “Best Industry Specific Sales Tax Guides,” these guides consolidate general tax information that applies to certain types of businesses operating in the state or selling to Washington consumers.

For instance, beekeepers may be eligible for a sales tax exemption on their honey bee purchases.

Interior designers can learn when a transaction is retail or wholesale – and the tax reporting difference.

Grape farmers will find out they do not need a Revenue tax registration account if they only make wholesale sales.

Revenue advises businesses to contact the department with specific questions not covered by the guides and sign up for emails that share changes to tax policy.

About Revenue

The Department of Revenue is Washington state’s primary tax administration agency, nationally recognized for innovation and service quality. Revenue collected \$22.4 billion in tax revenues in Fiscal Year 2016. These funds support education, social services, health care, corrections, public safety, natural resources conservation and other public services.



## \$3M Riverfront Rock Gym opens to brisk business

By Gary Bégin

Wenatchee now has a state-of-the-art rock wall gym where families can gather late into the evening while climbing high on a fiberglass-resin studded wall or lying low at the observation-deck snack bar. In either case, it gives kids and those young at heart something to do after 6 p.m. seven days a week.

“Rock climbers in Wenatchee needed an

indoor climbing gym to stay in shape over the winter months,” said Stewart Hoover, co-owner of the \$3.1 million dollar investment.

That figure includes ownership of the land, the two buildings and the huge indoor recreation playland complete with showers, exercise equipment, a small restaurant with seating and a training room.

Hoover and wife ThanhVan Tran, Mark Shipman and Flint Hartwig

invested managed to raise \$1 million and borrow the rest with the help of the Small Business Administration and U.S. Bank which financed the remaining \$2.1 million.

“The project was about 80 percent finished before the partners received the loan, but we appreciate the way the SBA and U.S. Bank worked with us to finish the job,” Hoover said.

Hartwig wore many hats. He owned the land, acted as



GARY BÉGIN/WBJ

builder and investor.

The partners hired Forte Architects, decorated the walls with rope-themed art by Phil Yenney, placed \$65,000 worth of solar panels on the roof and also hired Troy Bassett of Precision Water Jet to do signage.

Blue Star Coffee is featured at the Last Pitch Cafe which also carries bagels, snacks, energy, sport and protein drinks. Local craft beer by Icicle and Badger Mountain Breweries, soft drinks, sandwiches and a variety of snacks including cookies and salads.

The name of the cafe has nothing to do with baseball. “Last Pitch” refers to the last segment of a climb before reaching the summit or whatever goal was aimed for. The cafe seating area serves as a perfect viewing lounge for those below actually climbing various wall configurations either freestyle or with ropes.

“It’s a great place to socialize, to meet and hang out,” Hoover said.

As far as safety, Shipman said statistics show that more injuries occur on a badminton court than in a rock climbing gym.

Hoover and Shipman are proud to point out that their solar panel array is the largest in Wenatchee and will pay for itself in electric savings in a few years. The SBA-backed loan is a 10-year note.

Gym industry experts say about 100 “check-ins” a day are needed to break even and the Riverfront crew have averaged at least that and up to 200 on some days so far.

The busiest time is between 3 p.m. and 8 p.m. which coincides with the letting out of school and the end of the workday for most folks.

“Rock climbing will be in the 2020 Olympics,” Hoover

said. Riverfront plans on sponsoring climbing races in the future and said the popularity of the sport has “exploded” in the last 10 years.

The first full day of operations was Monday, Feb. 27. People wishing to climb are given a brief certification, sign a waiver and are also able to purchase a variety of climbing equipment including specialty shoes, harness and other items.

Group activities, training classes and prepaid, individual and family memberships are also available.

The Riverfront Rock Gym is located at 1319 Walla Walla Avenue immediately adjacent to the park of the same name.

Hours of operation are 6:30 a.m. to 10:30 p.m. Monday through Friday, 8 a.m. to 10 p.m. Saturday and Sunday. Call 509-888-2427 for more information.



GARY BÉGIN/WBJ

Four climbing friends gather at the Riverfront Rock Gym March 1. From left are McKenzie Norris, Nic Norris, Aidan Sweeney and Louie Bencze.

### Newest Wenatchee Valley antique mall has much more

## Spruce and Willow Home features eclectic collections

By Gary Bégin

Spruce and Willow Decor, dba the Spruce and Willow Home (SWH) store at 133 N. Wenatchee Ave., features antiques, used, vintage, rustic, new and repurposed items for the shopping public to enjoy and purchase. All told, an eclectic mix of just about everything for the discerning decorator and or knick knacks collector.

Manager LaPerria Velazquez said the shop opened on “Black Friday,” Nov. 25 and did quite well

throughout December. January and February also had consistently good sales.

“We love our location near the The Coast Wenatchee Center Hotel and downtown Wenatchee Convention Center,” she said. Vendor stalls are valued at \$1.85 a square foot and range in size and cost from \$50 a month to \$300 a month. The good news for owners Steve and Janet Wells is that there are no spaces available, but by sometime next summer another section will be

opened allowing 450 more square feet, according to Velazquez, so more vendors can get on the waiting list.

Vendors also pay a percentage of their sales to SWH. Janet Wells states, “We are within the average of all antique malls” as far as percentage of sales commissions is concerned.

In the everyday world, Steve is a CAM programmer for Pacific Aerospace and Electronics and Jan is a secretary at Cashmere Middle School.

Some of the cost of refurbishing the old building in order to create this amiable and inviting space, was absorbed by the Wells’ who helped recycle architectural items from the deconstruction process.

Both sides of the Wells’ families have been business owners for many years and both had an interest in antiques most of their lives and have also been antique dealers for many years.

“We loved the building.

Jan’s family has history there and her great uncle, Don Isenhardt, owned a furniture store there. Jan also lived upstairs in one of the apartments for a few years and was also a vendor at the previous antique mall for five years.

Steve’s mom owned her own retail store for over 35 years and Jan always helped with the buying, she enjoyed working with the public and had a passion to have her own store. “We felt it would be a great opportunity to provide this type of store with amazing vendors in that location

and the building that had special history,” said the couple.

“We put in a lot of time, hard work and fun and recycled a lot of material to help with the cost,” the couple said of their new space without divulging actual investment figures.

The fledgling company goes up against stiff competition in the antiques, new and used goods retail environment that is Wenatchee, but the Wells’ greatly aided their own efforts at success by joining both the Wenatchee Valley Chamber of Commerce and

the Wenatchee Downtown Association.

“Our goal is to help customers be happy with their purchase and our vendors to be successful,” concluded Jan Wells.

The store is open Monday thru Saturday 10 a.m. to 6 p.m., Sunday noon to 4 p.m. Visit the SWH website: spruceandwillowhome.com or call 509-888-5286 for more information.



GARY BÉGIN/WBJ

Spruce and Willow Home Manager LaPerria Velazquez stands in front of some curios.

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City of Wenatchee  
New Business  
Licenses Feb 2017

The Nature Conservancy	Mark Tercek
115 Orondo Ave Wenatchee, WA 98801 206-343-4344	environmental conservation group
Dane Street LLC	Will Fulton
1303 Princeton Ave N Wenatchee, WA 98801 252-237-0526	Medical Review Comp
Clean Grain Carpentry LLC	John Nowack
Wenatchee, WA 98801 509-860-9452	Resid & Comm finish carpentry
Seven Auto Sales	Oscar Guillen
3840 Hwy 97A Wenatchee, WA 98801 509-888-3199	buying & selling cars
Riverfront Rock Gym	ThanhVan Tran
1319 Walla Walla Ave Wenatchee, WA 98801 509-888-2427	Rock climbing gym
Demented Oakes Arts LLC	Corey Oakes & Megan Dement
Wenatchee, WA 98801 509-630-0617	online art gallery
Paul Reppas PHD PLLC	Paul Reppas
23 S Wenatchee Ave Ste 202 Wenatchee, WA 98801 509-885-9045	Psychotherapy for all ages
Wenatchee Music Festival	David Stueck
Wenatchee, WA 98801 509-630-5488	Concert Promoter
Simply Speech	Elizabeth McLaughlin
Wenatchee, WA 98801 509-670-3254	Speech & Language Therapy
Desert Rose	Erin Gariano
110 1st St Wenatchee, WA 98801 509-846-6923	Salon
Warrens Barber Shop	Warren Bissonnette
204 S Wenatchee Ave Wenatchee, WA 98801 509-293-3020	Barber Shop
Green Valley Carpet Cleaning	Abel Auina
Wenatchee, WA 98801 509-421-1501	mobile carpet cleaning
Catholic Family & Child Services	Darlene Darnell
504 S Chelan Ave Wenatchee, WA 98801 509-662-6761	non profit
Beck Real Estate Co	Kathy Beck
103 S Mission St Wenatchee, WA 98801 509-886-3400	Real estate sales & prpty mngmnt
Welco Sales LLC	William Lund
18401 76th Ave W Edmonds, WA 98026 206-953-1910	Window coverings
The Three Brothers	Juana Vallin
Wenatchee, WA 98801 509-665-9480	Landscaping
Merit Electric of Spokane Inc	Todd Gillingham
PO Box 3998 Spokane, WA 99202 509-535-3930	Electrical Contractor
Bear Creek Massage Therapy LLC	Corissa Denham
222 N Wenatchee Ave Ste B Wenatchee, WA 98801 509-881-1958	Massage Therapy
AMD General	Andres Dian Quintero
Wenatchee, WA 98801 559-307-5262	Broker for general goods
Leslie McEwen Vocal Studio	Leslie McEwen
Wenatchee, WA 98801 509-670-0947	Vocal Coach
Wenatchee Valley Brewing	Dan Bass
108 Island View Wenatchee, WA 98801 509-6749-9330	Brewery/Restaurant
Bianchi Construction	Brian & Doug Bianchi
Lynden, WA 98264 360-318-8010	Excavation
Inside Edge Properties LLC	Calvin Stapleton
East Wenatchee, WA 98802 509-433-8525	Contractor
Super Duper Delivery	Wesley Ruvalcaba
Wenatchee, WA 98801 509-763-8273	Food delivery

Chelan, Douglas rated for  
mortgage borrowing ease

By Gary Bégin

SmartAsset, a financial technology company, recently released its third annual study on the Best Places to Get a Mortgage. The study determines top markets by comparing the likelihood of mortgage approval by county, in addition to mortgage rates, average five-year borrowing costs, and property taxes. According to the study’s Best Mortgage Markets Index, Chelan and Douglas counties rank among the top locations in Washington. To validate what this “financial technology company” states, the WBJ interviewed local mortgage expert Doug Morger of Eagle Home Mortgage. More information on the study, including the interactive map and methodology can be found here: [smartasset.com/mortgage/washington-mortgage-rates?year=2017#washington](http://smartasset.com/mortgage/washington-mortgage-rates?year=2017#washington). Morger states, “Under Washington Mortgage resources, it refers directly to the class I teach. When I teach the class I do not represent Eagle Home Mortgage, but I represent the Washington State Housing and Finance Commission (WSHFC). It offers a program called Home Advantage, borrowers may qualify for up to 4 percent of their loan amount as down payment assistance or closing cost up to \$10,000. There is a cap on household income of \$97,000 per year.” Morger said, “This is a second mortgage on the new home, but it is zero percent interest and has no monthly payments. You must repay it when you refinance the home, sell the home or in 30 years it must be paid. You must meet the loan qualifications for the lenders loan programs and that could be either conventional loans or government loans.” “There are a couple other programs offered by WSHFC in our area such as Home Choice for down payment assistance for lower income families with disabled family members as defined in the American Disabilities Act. This can be up to \$15,000, but the actual amount is income determined,” Morger said. “This is where my class comes in, you must attend a WSHFC sponsored class and receive an attendance certificate that is good for

the assistance for two years from the date of the class. The class can be completed online also but there is a fee. I taught the class for the last three and a half years,” he said. “To attend my class it costs the borrower nothing, but time. WSHFC says the class must be 5 hours long. “I am one of the few lenders who offers this class in the Wenatchee Valley consistently,” Morger said. Another program available in Chelan and Douglas counties is USDA (United States Department of Agriculture) either direct or guarantee programs.

“...some of the reasons they would consider Chelan or Douglas counties as desirable for loans would be, low property taxes and available loan programs...”  
—Doug Morger  
Eagle Home Mortgage.

“There was a time when certain properties could not be approved for a USDA loan due to urban zoning, those zones have been eliminated in Chelan and Douglas County since about three years ago, so almost every home is USDA lendable. USDA is a 100 percent loan (no down payment). There are two programs. The USDA direct is usually for lower median income borrowers and you work directly with the local USDA office. Mortgage lenders who do USDA loans are providing

the Guarantee program. USDA is a very good loan for some people, but there are qualification’s that must be met. “For USDA guarantee program there are household income limits, for a family of 1-4 that is \$75,650 annually for a family of 5-8 that goes up to \$99,850 annually. There are credit score requirements and debt to income requirements,” according to Morger. “Basically some of the reasons they would consider Chelan or Douglas counties as desirable for loans would be, low property taxes and available loan programs with little or no money down for home buyers,” concluded Morger. Morger can be reached at 509-888-4001. His office is at 317 N. Mission St., Ste. 300 in Wenatchee.

Rank	COUNTY	Loan Funding Rate	5 Year Borrowing Costs	Property Tax	Annual Mortgage Payment	Best Mortgage Markets Index
1	Whatcom, WA	66.39%	\$77,301	\$11,518	\$14,719	88.63
2	Benton, WA	68.86%	\$77,301	\$13,688	\$14,719	88.48
3	Island, WA	64.67%	\$77,301	\$10,868	\$14,719	88.21
4	Chelan, WA	64.18%	\$77,301	\$10,934	\$14,719	87.94
5	Jefferson, WA	62.98%	\$77,301	\$10,317	\$14,719	87.74
6	King, WA	66.61%	\$77,301	\$13,213	\$14,719	87.71
7	Kittitas, WA	63.21%	\$77,301	\$10,825	\$14,719	87.55
8	Clallam, WA	64.57%	\$77,301	\$12,261	\$14,719	87.32
9	Douglas, WA	64.81%	\$77,301	\$13,252	\$14,719	86.85
10	Clark, WA	66.32%	\$77,301	\$15,088	\$14,719	86.45



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# Judgments filed

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

The following are some of the unpaid Department of Revenue and/or Labor and Industries (L&I) penalties and/or taxes filed against Chelan companies as of February and March of \$1,000 or more.

Readers are hereby notified that some or all of these judgments may have been satisfied (paid) since the filing:

- Wenatchee Dairy Queen/Rian, LLC - \$26,059, Feb. 9, Revenue
- JTL Concessions Corp./The Grotto - \$5,922, Feb. 9, Revenue
- Omega Contracting Services - \$11,970, Feb. 13, L&I
- Rivercity Investments, LLC - \$24,519, Feb. 14, Revenue
- Imperial Concrete Design, LLC - \$5,334, Feb. 15, Revenue
- Lake Entiat Investments, LLC - \$32,086, Feb. 15, Revenue
- Chelan Valley Builders, Inc. - \$18,775, Feb. 23, Revenue
- Imperial Concrete Design, LLC - \$5,552, Feb. 22, L&I
- Elizabeth Espinoza - \$62,186, Feb. 22, L&I
- Northwest Silk Screen & Embroidery, LLC - \$10,001, Feb. 24, Revenue
- Pelton Tree and Landscape/Michah Pelton - \$7,274, Feb. 24, Revenue

- The Wine Thief, LLC/Stones Gastropub - \$8,577, Feb. 28, Revenue
- Mike Wolfe Service, Inc. - \$10,160, Feb. 28, Revenue
- James Troy Fields dba JTF Transportation - \$8,158, March 7, L&I
- Brian W. Cockrum dba Brians House of Kolor - \$3,683, March 7 L&I
- CEW Accounting, Payroll Svc/ Charles/Leeanne Weathersby - \$2,396, Feb. 9 Revenue
- Rodney Beck - \$3,070, March 7, L&I
- Northwest Silk Screen & Embroidery, LLC - \$5,621, March 16, Revenue
- Joe's Nursery - \$2,464, March 14, L&I



CVCH PHOTO

## CVCH Chelan Clinic construction update

"There continues to be good progress on our Chelan clinic construction site despite the cold temps and snowy/icy conditions that we have experienced in February. The clinic is really taking shape", stated Sarah Wilkens, spokeswoman for CVCH.



MIKE MALTAIS/WBJ

## Gamble Sands open house

Brewster's Gamble Sands Golf and Inn held an Open House March 11, to introduce the site's many amenities to members of the local business community and promote the resort's meeting and retreat attractions. For more information go to [gamblesands.com](http://gamblesands.com).



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# The SBA Reporter

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## SBA: \$18.8M to support small business trade growth

WASHINGTON – Administrator Maria Contreras-Sweet, head of the U.S. Small Business Administration (SBA), announced \$18.85 million to support export growth among American small businesses last month.

The funding was awarded through SBA’s competitive State Trade Expansion Program (STEP).

Contreras-Sweet heralded the news as a boon for America’s small businesses: “Exporting provides tremendous

opportunities for America’s small businesses and entrepreneurs.

Two-thirds of the world’s purchasing power can be found outside of the United States, but only about one percent of America’s 28 million small businesses are reaching customers beyond our borders.

Exporting is an important growth opportunity for our small businesses that are ready to expand their reach into new and increasingly borderless global markets.

These STEP awards, in

addition to SBA’s export loans and U.S. Export Assistance Centers, help small businesses across our nation have the tools, resources and relationships they need to take their businesses global.”

STEP awards were created to advance key priorities identified in the President’s National Export Initiative, namely to expand the base of small businesses that become exporters and to make the exporting process as easy as possible for small

businesses.

These awards are granted to U.S. states and territories to support programs that help small businesses expand their export-related activities.

This includes participation in foreign trade missions, foreign market sales trips, subscription services for access to international markets, as well as the design of international marketing campaigns, export trade show exhibits, export training workshops and more.

STEP funds allow small businesses the opportunity to meet foreign buyers face-to-face at trade shows or on trade missions, and complement SBA’s export loan guaranty programs, which can finance the working capital needed to complete export orders and in turn help finance the expansion of production facilities due to export success. Loans are available up to \$5 million.

More information can be obtained from SBA’s Export Finance Mangers located at 21 U.S. Export Assistance

Centers across the country.

Recipients of STEP awards in the first three rounds (FY 2011, 2012, 2014) reported a strong return on federal taxpayer investment, generating \$22 in U.S. small business export sales for every \$1 awarded.

Awardees were determined via a competitive process, as required by the Trade Facilitation and Trade Enforcement Act of 2015.

The state of Washington is earmarked to receive \$850,000.

## 10 reasons SBA is sweet on Washington small businesses

Small businesses are the heart of Washington’s economy.

The SBA Seattle District Office lists the top 10 reasons why it loves small businesses:

### 1. Care about their communities

More than 574,400 small businesses are located in nearly every community and neighborhood in the state.

### 2. Provide opportunities

Washington small businesses employ 1.3 million people, or 51.4 percent of the private workforce.

### 3. Create jobs

Two out of every three new jobs created in

the U.S. are from small businesses.

### 4. Grow the global economy

89.7 percent of Washington exporters are small firms.

### 5. Represent the diversity of America

Approximately 92,700 small businesses in Washington are owned by minorities.

### 6. Employ more than half the workforce

Small businesses in Washington employed 1.3 million people in the state’s private workforce in 2016.

### 7. Lead the way for female entrepreneurs

Self-employed women in

Washington outpace the national number of self-employed women at 8.7 percent.

### 8. Drive innovation

Small patenting firms produce 13 to 14 times more patents per employee than large patenting firms.

### 9. Create opportunities for flexible work and lifestyles

Home-based businesses account for 53 percent of all small businesses.

### 10. Inspire us

Small business owners work countless hours, sacrifice their personal time and assets, improve their communities and follow their dreams.

Read more about the impact of Washington small business at the SBA Office of Advocacy.

Join them - Start your small business today, get started by writing your business plan with the SBA business plan builder.

### Build Your Business Plan

Are you interested in starting a business?

Creating a business plan is one of the most important steps you will take because the plan serves as your road map for the early years of your business.

The business plan generally projects 3-5 years ahead and outlines

the route a company intends to take to reach its yearly milestones, including revenue projections.

A well thought out plan also helps you to step-back and think objectively about the key elements of your business venture and informs your decision-making on a regular basis.

SBA’s Business Plan Tool provides you with a step-by-step guide to help you get started.

All of your information entered into this tool can only be viewed by accessing your account using the password you have specified. Not only can you save your plan as a PDF file, you can also update it at any time, making this a living plan to which you can often refer.

You can also use your completed business plan to discuss next steps with a mentor or counselor from an SBA resource partner such as SCORE, a Small Business Development Center (SBDC) or a Women’s Business Center

(WBC).

Complete each section of SBA’s Business Plan Tool at your own pace. Save your work at any time and pick up where you left off the next time you log into the tool. Your information will be saved for up to six months after your last login date.

During the step-by-step process, this tool will update the status of your business plan.

Once you save your information and move to a new section in the business plan, a checkmark will appear in the numbered section menu at the top of the screen denoting when each section is complete.

Get started now by logging in or registering for a new account.



## Are You Ready to Grow Your Business?

For those of you who have already successfully started a business and are ready to take the next step, you may be wondering what you can do to help your business grow. Here are 10 ideas:

### 1. Open another location.

If you feel confident that your current business location is under control, consider expanding by opening a new location.

### 2. Offer your business as a franchise or business opportunity.

Franchising your business will allow for growth without requiring you to manage the new location.

### 3. License your product.

This can be an effective, low-cost growth medium,

particularly if you have a service product or branded product. To find a licensing partner, start by researching companies that provide products or services similar to yours.

### 4. Form an alliance.

Aligning yourself with a similar type of business can be a powerful way to expand quickly.

### 5. Diversify.

Diversifying is an excellent strategy for growth, because it allows you to have multiple streams of income that can often fill seasonal voids and, of course, increase sales and profit margins.

### 6. Target other markets.

Your current market is serving you well, but

you may be missing opportunities with different types of customers. Use your imagination and conduct market research to determine what other markets could use your product.

### 7. Win a government contract.

One of the best ways to grow your business is to win business from the government. Work with your local SBA and Procurement Technical Assistance Center to help you determine the types of contracts available to you.

### 8. Merge with or acquire another business.

Investigate companies that are similar to yours, or that have offerings that are

complementary to yours, and consider the benefits of combining forces or acquiring the company

**9. Expand globally.** To do this, you’ll need a foreign distributor who can carry your product and resell it in their domestic markets. You can locate foreign distributors by scouring your city or state for a foreign company with a U.S. representative.

### 10. Expand to the Internet.

Very often, customers discover a business through an online search engine. Be sure that your business has an online presence in order to maximize your exposure.

Read this full article at [sba.gov](#).

Share your news!

WENATCHEE  
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18<sup>th</sup> Annual

CHELAN COUNTY

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Center

NEW

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Gold & Treasure Show

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NEW THIS YEAR!

Haystack Hunt, 11 am

Metal Detecting Hunt, 10 am

(both new events on Sat & Sun)

Sat. April 22

9 am - 5 pm

Sun. April 23

9 am - 4 pm



## Pybus April Events

*Eggstravaganza for Kids Ages 3 to 10, 10 am to 1 pm on Saturday April 1st.*

*RunWenatchee's Weekly Club Run & Walk  
4:30 pm to 6:30 pm Every Thursday*

*Dance Enthusiasts in Pybus Concourse Every Thursday at 7pm*

*Slim Chance performs for Friday Night Music on the Railcar from 6 pm to 8 pm.*

*K9's and Wines 2 pm to 5pm Saturday.*

*Prom Dress Giveaway 12 noon to 4pm by JSLW Sunday.*

*“Invent Wenatchee”... Award winning 4th and 5th Grade HiCap students inventions in Pybus concourse. Saturday.*

*Hospitality Ministries Family Friendly  
"Easter Extravaganza 9 am to 12 noon.  
Saturday.*

*Hot Rodzz Car Show. Saturday.*

*"Invent Wenatchee"... Award winning 4th and 5th Grade HiCap students inventions in Pybus concourse. Sunday.*

*Jones of Washington: Malbec World Day & Class. Monday.*

*Ron Fowler Performs at Pybus for Friday Night Music on the Railcar from 7 pm - 9 pm. Friday.*

*Spring Opener Show and Shine Car & Cycle Show 10 am to 3pm. Saturday.*

*Jones of Washington: International  
Sauvignon Blanc Day & Class. Monday.*

*Horse Lake Trail Runs Packet Pick-up 4 pm to 6 pm. Friday.*

*Family Game Night hosted by Pacific Crest Church. Friday.*

*Rocklyn Road Performs at Pybus for Friday Night Music on the Railcar from 7 pm - 9pm. Friday.*





**ICE** is proud to be a member of the Visconti's Italian Restaurant Group where we are passionate about authentic and traditional recipes with fresh local ingredients from our beautiful Wenatchee Valley.

We offer fresh house made gelato & sorbetto from scratch. Made to order crepes with either sweet ingredients like banana, strawberry, nutella or savory ingredients like eggs, bacon & cheese. Specialties also include GelLattes (frozen coffee shake with gelato), Affogato (espresso poured over 2 scoops of gelato) and of course the traditional Banana Split with your choice of flavors and toppings! We are also proud to serve Caffè Vita coffees!

**GELATO & SORBETTO**  
house made fresh daily  
**Served in a cup or a cone...**  
SMALL (piccolo) 3.50 MEDIUM (medio) 4.60 LARGE (grande) 5.70

**TOPPINGS** **add toppings for 1.00**  
strawberry, mixed berry, chocolate, nutella, mango, caramel, MOU, coconut, honey

**FRUITS**  
strawberries, bananas, seasonal berries

**NUTS**  
walnuts, peanuts, pistachios, hazelnuts

**WAFFLE CONE**  
house made


**CREPES**

<b>SWEET CREPE</b>	<b>6.50</b>
with strawberry, bananas & nutella	
<b>GELATO CREPE</b>	<b>5.00</b>
<b>Cinnamon &amp; Sugar Crepe</b>	<b>4.50</b>
children's favorite!	
<b>SAVORY CREPE OR SCRAMBLE</b>	<b>6.50</b>
with our house made bacon, ham or veggies	
<b>Banana Split</b>	<b>6.50</b>
<b>Affogato</b>	<b>5.25</b>
Espresso over 2 scoops gelato	

gelato • espresso • crespelle

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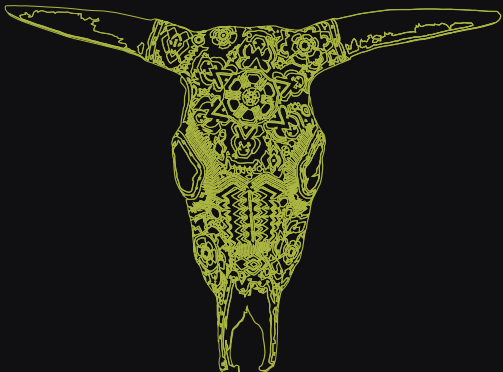
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The image features the Pybus Market logo on the left, which consists of the words "PYBUS MARKET" in a bold, sans-serif font above a stylized white building icon with a black roof and a central entrance. To the right of the logo is a photograph of the Pybus Market building, a long, low-profile structure with a blue roof and white walls, set against a vibrant sunset sky with orange and pink hues. A large, illuminated sign for "PYBUS MARKET" is visible in the foreground, and a parking lot with some cars is in the lower right.

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