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Cuba after Fidel: Business as usual?

By Gary Bégin

EAST WENATCHEE — It took 100 days to get a “religious” visa and many harrowing moments when the seven members of the Mountain View Church congregation from here thought the whole pilgrimage to visit Cuba was a bust due to communist and American bureaucratic red tape. Somehow they met the right people who said and did the right things and voila! they gained access to one of the last communist countries left on earth.

Fidel Castro had just passed and the world wondered aloud what his younger brother Raul would do with all the rules and regulations

that accompany communist societies and how he would respond to a new rapport with America since former President Obama had softened relations just recently despite protests from some Cuban-Americans.

Pastor Scott Womack and a half dozen other Mountain View congregants wanted to visit the island nation to help build a small church. They brought tools along and had nothing but good intentions, but still they were followed by plain clothes police of the regime. They were warned that

proselytizing was strictly forbidden as well as talking politics.

The group was in fact constantly in touch with the visible arm of the government known as the “Religious Affairs Bureau” and Womack was pretty sure the invisible Cuban authorities were also “in touch,” although covertly. “We didn’t see soldiers with guns, but we knew we were being watched.” Everyone in the country knows there are government agents everywhere keeping an eye

SEE CUBA AFTER FIDEL, PAGE 4



Tom “Indiana Jones” Owens poses in the Eastmont Junior High School temporary chapel.

250 jobs coming to Moses Lake

MOSES LAKE — WinCo Foods is hiring 170 people to operate its new location in Moses Lake. WorkSourceWa.com currently has posts for freight stocker, bulk foods clerk, maintenance clerk, produce clerk, variety stocker and store personnel clerk and will be posting the remaining jobs in future batches.

WinCo will be conducting interviews at WorkSource Central Basin at 309 E. Fifth Ave., Suite A in mid-February for a couple of weeks and hopes to open the store sometime around the end of March.

More jobs

Sportsman’s Warehouse is hiring 50 people. Management will be ready for the grand opening Feb. 23.

The Colville Fuels Half-Sun Travel Plaza is expected to open up as many as 30 local jobs.

Store clerks, maintenance and San Francisco Sourdough franchise employees are needed. Accountants and other positions are also available. End of February opening is the word on the street.

Compiled by WBJ Staff.



GARY BÉGIN/NCW MEDIA

Wenatchee Networking Group 2017 officers

The Wenatchee Networking Group, a noontime group of mostly independent business owner/operators has elected the following staff to guide it through 2017: Pictured above are the new officers from top, left to right: Vice President - Gene Schur, Gene’s Home Services; President - Doug Morger, Eagle Home Mortgage; Bottom left to right: Secretary - Sherry Gustin, Ameriprise Financial, Treasurer - Sandra Morger, Numerica Credit Union. The early January election also voted

into office a new membership committee consisting of: Scott Kruse, scott@riverviewelectricllc.com; Ken Mattson, kenm@ksment45@gmail.com; Karrie Hartman, Karrie.hartman@expresspros.com; Russ Alman, russ@digitalmedianorthwest.com and Gary Bégin, gary@ncwmedia.net. Please contact anyone from the membership committee by email to inquire about joining the networking group. The group has openings

for new members in several business categories including any specialty of doctor, tax preparer, car dealer, florist, auto mechanic, auto/body shop, computer sales and repair, office supplier, painter, printer, chiropractor, dentist, travel agent to name a few of the many possibilities. The group meets every Wednesday at noon at the Fraternal Order of Eagles (FOE), 1208 N Wenatchee Ave. (The club is not affiliated with the FOE.)

Modern Nostradamus: ‘Trump is right about China’

‘Futurist’ Mark Anderson predicts

By Gary Bégin

“Trump understands China more than most,” stated predictive analytical economist Mark Anderson from a podium

in Bellingham’s Whatcom Community College, Friday, Jan. 13, which was live streamed to a small Wenatchee audience at the Confluence Technology Center (CTC). Those in attendance on that “superstitious” day, comprised of an audience of some businesspeople and some government executives, seemed engaged, with many taking notes. Anderson’s “show” didn’t disappoint those expecting big thoughts to be floated as potential fact.

Anderson started his talk by telling everyone his predictions were actually made in December and some have already born fruit such as his thoughts on Amazon.

He credited the world’s largest online retailer’s success was

due in large part to it’s CEO Jeff Bazos. “Jeff,” as Anderson called him, was the driving force behind that company, which Anderson said would continue to grow and continue to dominate the online retail market. In fact Amazon just announced the hiring of 100,000 more employees as well as the opening of some brick and mortar shops in various major markets. Ironic since online sales have been blamed for many large and small retailers going out of business or downsizing operations.

The good news about China, according to Anderson, is that the United States “is in better position than anyone else” to

SEE ANDERSON, PAGE 6

China to be held accountable for aluminum overproduction

WASHINGTON—Congressman Dave Reichert (R-WA), Chairman of the Ways and Means Subcommittee on Trade, released the following statement on the Administration’s launch of a trade enforcement complaint against China at the World Trade Organization (WTO) regarding China’s subsidies to certain producers of primary aluminum, which have led to the overcapacity of that metal in global markets.

“Today’s announcement is a first step toward ending China’s illegal subsidization of its aluminum industry. In my home state of Washington, we have seen firsthand the impact of the overproduction of aluminum created by illegal Chinese subsidies with the idling of a smelter in my district,” said Chairman Reichert. “Last spring,

I requested that the International Trade Commission analyze the factors facing the global competitiveness of the U.S. aluminum industry, including China’s practices. We must hold our trading partners accountable for their commitments to us.”



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OLYMPIA BILLS

Special Edition: 50 bills affecting businesses Olympia wants passed

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Americans need help fast

By Dr. Glenn Mollette



Dr. Glenn Mollette

The new medical insurance premium for my wife and I will be just a few dollars shy of \$2,000 per month for 2017. This amounts to a total of \$24,000 for the year. Should either of us have a serious illness or medical procedure then our out of pocket expense will be \$11,000. Therefore we could potentially be out \$35,000 in medical expenses in one year. I hope we aren't but the potential is always there. Of course, that would be better than a \$100,000 medical expense or being shoved into bankruptcy because of medical bills. It is easy in today's world to rack up several hundred thousand dollars in medical expenses.

President Trump appears to be moving fast on his promises. I hope he acts fast on affordable health care because it's killing me.

I continue to hear from people who have achieved Social Security disability status. They were declared disabled by a doctor and were eventually legally approved. This not only means a nice monthly check from Social Security but it means medical care provided by the American taxpayers. Sadly, there are lots of reports of people who have

SEE **OPINION MOLLETTE**, PAGE 6

THE Buzz

NEWSWORTHY AND NOTABLE EVENTS

Men's Wearhouse founder George Zimmer to speak at Cannabis Collaborative Conference

PORTLAND, OREGON – Men's Wearhouse founder George Zimmer will deliver the keynote address at the 2017 Cannabis Collaborative Conference (CCC), a two-day convention and networking event focused on the business side of the fast-growing cannabis industry, according to CCC producer Mary Lou Burton. Zimmer, founder and former CEO of Men's Wearhouse, and now chairman, CEO and founder of Generation Tux, an online rental platform for tuxedos and suits, has been a longtime advocate of cannabis reform and has donated to legalization initiatives in California.



GEORGE ZIMMER

CY Scott, founder of Headset Inc. and cofounder of Leafly, will also present a keynote address. Other noted speakers include Sara Batterby, CEO of HiFi Farms; Nicholas Kovacevich, CEO of Kush Bottles; Alex Tinker, cannabis industry co-chair, Tonkon Torp LLP law firm; Preston Greene, general manager, Yerba Buena Farms; and cannabis economist Beau Whitney, author of the Oregon Cannabis Jobs Report. The 2017 event

will be the third annual CCC and will focus on the expansion of cannabis legalization nationwide and provide vital information to cannabis industry investors. The CCC will take place February 15 and 16 at the Portland Metropolitan Exposition Center (Portland Expo Center). Registration is open now: \$149 for one day and \$249 for both days. The Cannabis Collaborative Conference and the Cannabis Creative Conference are produced by Portland-based Bella Vista, which, for nearly 30 years, has produced large-scale corporate, trade and social events throughout the Pacific Northwest.

SEE **INCOME TAX**, PAGE 5

The monster lurking behind school funding: an income tax

By Sen. Tim Sheldon, D-Potlatch

In this great state of ours, where so many people have so many diverse interests, there is one thing we can count on to unite us all. Every few years, some dang fool puts an income tax on the ballot, and then the rest of us get together and stomp it to death.

The last time we did it, we also pounded a stake through its heart — 64 percent of us voted no, but that was seven years ago, and the horror never really goes away. The monster just won't stay dead. With the 2017 session of the Legislature underway, we already can hear it crashing through the underbrush in the direction of the state Capitol. This year, the income tax is dressed up as a school-funding issue. A darned good disguise, more cunning than ever, and I'm getting worried the good people of Washington won't see through it until too late.

Advocates of a state income tax have finally realized they will never win if they put the question to the people in an honest way. So they have set up the phoniest debate since America was forced to choose between "tastes great" and "less filling." If you listen to the proponents, our big argument for 2017 is about levy equalization

Repeal, replace with empowerment, control

By Richard D. Kocur

"Repeal" and "replace" are the new buzzwords, with no signs of being



Richard D. Kocur

bumped from the headlines any time soon. Since the 2016 election, the Affordable Care Act (ACA) has been in the crosshairs of the Republican-controlled Congress and Donald Trump. The vow to repeal and replace the ACA was a keystone campaign promise that tapped into the frustration of many Americans hit with skyrocketing healthcare premiums and limited

plan options. While "repeal" will be fairly straightforward, what will "replace" actually entail? More importantly, in an effort to wrest control of healthcare from the federal government and return it to individual Americans, what should it entail?

The key to successful healthcare reform for millions of Americans impacted by Obamacare lies in individual empowerment and control over their own healthcare choices. These principles will provide the surest path to affordable, quality healthcare at competitive prices. Empowerment and control are exemplified in three broad ideas that Congress and the White

SEE **NEW BUZZWORDS**, PAGE 9



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Cantwell announces blueprint to rebuild infrastructure, create millions of jobs

Democrats want to invest \$1trillion



From Cantwell Senate Office

WASHINGTON — U.S. Senator Maria Cantwell joined Senate Democrats in January unveiling “A Blueprint to Rebuild America’s Infrastructure and Create 15 Million Jobs,” which includes a historic \$1 trillion investment that would create more than 15 million jobs over the next 10 years.

The comprehensive blueprint by Cantwell and her colleagues would provide billions for funding



MARIA CANTWELL

essential road and bridge improvement projects, expanding broadband in rural communities, repairing critical rail systems in major cities, modernizing VA hospitals, rebuilding public schools, expanding port and waterway infrastructure, and rehabilitating water and sewer structures.

Senator Cantwell, as the Ranking Member of the Energy and Natural Resources Committee, focused on the critical investments in our national energy infrastructure, including upgrading our power grid, integrating smart cities technology, reforming existing tax incentives for renewable energy, and protecting against cyber-attacks.

These investments will support new energy opportunities that will increase efficiency, protect the environment, and bring

SEE SENATOR CANTWELL, PAGE 8



U.S. REPRESENTATIVE DAVE REICHERT SERVING WASHINGTON'S 8TH CONGRESSIONAL DISTRICT

U.S. wins WTO trade enforcement dispute for American farmers and ranchers

Submitted by Rep. Dave Reichert's Office

WASHINGTON — Congressman Dave Reichert (R-WA), Chairman of the Ways and Means Trade Subcommittee, applauded a World Trade Organization panel’s decision in favor of

U.S. agriculture.

The panel agreed Indonesia’s trade restricting measures on American fruits, vegetables, and animal products were in violation of the rules of the World Trade Organization.

Since these measures

were first put in place, Chairman Reichert has led the fight against these barriers in support of Washington growers.

This “announcement is a win for Washington’s apple industry and agriculture community.

The Indonesian government’s trade restrictions have limited access for our exporters to this important market and harmed growers in my state,” said Reichert. “We must always fight against these types of actions that hurt consumers and limit opportunity for our communities. I thank Ambassador (Michael) Froman and his team for their commitment to eliminating barriers and supporting U.S. agriculture.”

SEE REICHERT WTO PAGE 22

Reichert Statement on Trump’s Withdrawal from TPP

WASHINGTON — Today, Congressman Dave Reichert (R-WA), Chairman of the Ways and Means Subcommittee on Trade, released the following statement in response to President Trump’s executive order to withdraw from the Trans-Pacific Partnership (TPP). “TPP contained a number of significant wins for American businesses, farmers, and workers – but in the end, there were areas that needed to be improved to meet the high-standards Americans expect and deserve and to have the support necessary in

Congress to get across the finish line,” said Chairman Reichert. “If the United States is to continue as a world economic leader, we must have the chance to compete globally through high-standard trade agreements, including in the critical Asia-Pacific region. Building upon the work done to establish rules and expand access abroad to the benefit of workers across America will lead to the creation of more good-paying jobs here at home. I look forward to working with the president and his Administration on this top priority.”

Condotta crafts statewide tourism marketing program

By Washington Tourism Alliance and WBJ Staff

OLYMPIA — Washington would no longer be the only state in the nation without a statewide tourism marketing program under legislation introduced in both the state House and Senate this week. 12th District Representative Cary Condotta played a key role in the crafting of the bill headed to both houses for bipartisan approval.

“Washington is the only state in the union that does not have a statewide tourism program. With this legislation a small



CARY CONDOTTA

investment by the state should see double or even triple the return from the tourism industry. It is a great way to raise revenue without raising taxes,” said Rep. Cary

SEE CONDOTTA PROGRAM, PAGE 15

Hawkins keeps constituents informed with weekly reports

By Senator Brad Hawkins

OLYMPIA — It’s an honor for me to be back in Olympia serving the 12th Legislative District, this time as state senator. Republicans came close in November to taking control of the House of Representatives; the good news for our state is that Republicans continue to lead the Senate. As I am now on the majority side (in the Republican-led Majority Coalition Caucus - MCC), issues I support on behalf of our district are more likely to move forward.

Some great opportunities to learn and lead have come with my moving to the Senate and onto the majority side. I accepted an invitation to become vice chair of the new Senate Agriculture, Water, Trade and Economic Development Committee. It merges what had been two committees and will address many issues important to the 12th District. I also am vice chair of the Senate Natural Resources and Parks Committee, and will do budget work as a member of the Senate Transportation Committee.

Before the session began on Jan. 9 I was nominated and elected by my fellow

MCC members to the position of assistant floor leader, which puts me on the Senate leadership team. The “floor” means the floor of the Senate chamber. We will conduct business on the Senate floor more and more as the session goes forward (such as voting to

send bills to the House). My job is to assist the floor leader, who is kind of like the offensive coordinator on a football team. Even though it is just the first week of our session I have joined the other leaders on the team multiple times to map

SEE HAWKINGS REPORTS, PAGE 22



Hawkins said, “I was thankful to have the opportunity to chair the Agriculture, Water, Trade and Economic Development Committee meeting where we received testimony on bills related to the state Supreme Court’s recent Hirst decision.

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Income tax: The monster lurking behind school funding: an income tax

CONTINUED FROM PAGE 2

and model-school formulas — magic words that have the effect of putting an entire state to sleep. But really it is the same old argument we've been having in Washington more than 80 years.

Our big debate isn't about education. It's about the income tax. The story is a thousand times simpler than some people want you to think. Some interests in this state are obsessed with raising taxes. If only we had more money, we could spend it all on them. Over the years they have assembled quite a coalition. It includes the public-employee unions, the teachers' union, the social-service lobby and many others. For these groups the income tax is the Holy Grail, because it would raise gobs of money and it's the one big tax Washington doesn't have. Just one problem. The people keep getting in the way. Way back in 1933, the state Supreme Court decided there had to be a public vote on a constitutional amendment before the state could impose a graduated income tax. Every time the issue has appeared on ballot since then, the people have had the good sense to say no. That's nine times so far.

It doesn't matter how many blue-ribbon commissions and tax studies have tried to convince the public that higher taxes are good for them. The tax crowd has tried pretty much everything. One time they tried disguising the income tax as an old-age pension. Last time it was an income tax that was only supposed to hurt the rich. The people are just too smart for that.

So 10 years ago, the coalition tried a new approach — a lawsuit alleging the state doesn't spend enough money on basic education. Keep in mind, the special interests were basically right about that. The way each of them had tugged and strained for a bigger share of the state budget over the last 30 years, they had distorted the state's priorities and caused education's share to shrink. The state Supreme Court took their side, and its 2012 ruling in *McCleary v. Washington* forced some serious thinking at the statehouse.

Most people seemed to think the only way to raise billions and billions of dollars was a tax increase. But this was right about the time the fiscally-responsible Majority Coalition Caucus, of which I am a part, took over in the

Senate. We knew better. Virtually every year, the state collects more tax money than the last, without a tax increase, thanks to growth in the state economy. We plowed more than two-thirds of that money into education. The biennial public-schools budget has increased \$4.6 billion since 2013. Education now gets 47.3 percent of state spending, its biggest share in 30 years. We still have work to do, but we can finish the job by continuing to budget responsibly, maintaining healthy reserves against downturns, and enacting sensible reforms to the way we distribute money to school districts.

So what's the problem? There really isn't one — I guess that's the problem. The state Supreme Court keeps hollering that we aren't doing our job, for reasons that are hard to understand. It keeps finding new things we ought to pay for, to make the price tag higher, and it wants us to do everything this year. The governor is proposing the biggest tax increase in state history, \$8.7 billion when fully implemented, to pay for everything anyone has ever asked for, and calling it an emergency. Things must not have worked the way they were supposed to.

The favorite proposal of the tax coalition is an income tax on capital gains. The idea is pretty similar to the high-earners income tax we all got together and killed seven years ago. It hits the same people, and it has the same big problem. The moment the economy takes a dive — something that happens every few years — tax collections will plummet and the state will be backed into a corner, forced to raise hundreds of millions of dollars in a hurry. That's what happened across the country last time a recession hit, in states that tax capital gains income. In Washington, the easiest way out would become a general income tax that hits every taxpayer in the state.

That 1933 Supreme Court ruling requiring a public vote isn't much protection, either. The tax crowd is convinced the court will overturn the decision the next chance it gets, and the way the court has been playing politics lately, that seems a pretty good bet. If the Legislature passes a capital gains tax, that test case will finally be here. The public vote will be the first thing to go. The whole thing is so clear to everyone in Olympia, it is dismaying that it is so fuzzy

to everyone else. Newspaper editorials thunder that the Legislature has shirked its duty to education and don't let facts get in the way. Members of my own party evade questions about the income tax, with vague statements about "progressive funding strategies," "tax fairness" and "tax reform." The voters let them get away with it. I get the feeling that so many people have gotten caught up in the details they have trouble understanding what the argument is really about.

Reminds me a little of those old black-and-white

horror movies. There's always someone who shouts, "Don't worry about the monster — it won't hurt you!" But the villagers always know better. The sooner the people of Washington hear an honest debate, the sooner understanding will dawn. I just hope it happens in time for everyone to get out their torches and pitchforks.

State Sen. Tim Sheldon represents the 35th Legislative District. A Democrat from Pottlatch, Sheldon is a part of the Republican-led Majority Coalition caucus that controls the Senate.

Port of Douglas Economic Roundtable

GWATA Executive Director Jenny Rojanasthien, pictured above, spoke to the Port of Douglas Economic Roundtable during its quarterly economic roundtable January 19 at the Wild Rivers Inn here. Another special guest speaker for the event was Business Development Director for the Port District of Chelan County and Pangborn Memorial Airport Craig Larsen. GWATA is an acronym for Greater Wenatchee Area Technology Alliance. Rojanasthien spoke about GWATA's successful 2016 campaign, including the "world's only mini-maker fair that included students" and plans for the future of the tech organization.



JENNY ROJANASTHIEN

Those plans include a tech conference in May which she hopes will attract investors, technology innovators and local developers. Larsen discussed the possibility of attracting new airlines and non-stop service direct to San Francisco because of Pangborn's new 7,000 foot runway. "Our Valley, Our Future" staff also presented an update during the well-attended luncheon. Gary Bégin/NCW Media

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Anderson: 'Futurist' Mark Anderson predicts

CONTINUED FROM PAGE 1

take advantage of a failing Chinese economy that has been artificially buttressed by that government for years. Anderson specifically addressed the yuan - China's official currency, as being the beneficiary of heavy government support, which is another point previously made by Trump. The latest market report showed 6.9 yuan to the dollar.

Anderson also hit China hard on the idea that China claims 6 percent economic growth, but he feels it is actually negative 2 percent. He lauded British and German leaders for not allowing more Chinese economic influence into their economies, while he warned other South American and African nations would be hurt because they allowed heavy Chinese investments. "China is in some sense



COURTESY PHOTO

Mark Anderson was live streamed from Whatcom Community College to Wenatchee's Confluence Technology Center in early January.

bankrupt ...and their partners are experiencing the same problem. It is a wake up experience for a lot of people," he said. Anderson noted economic trends would continue to get worse for the Chinese once the real value of the yuan is revealed.

He lambasted the Chinese for dumping vast amounts of steel and other commodities onto world markets saying they were putting workers out of work all over the world while trying to keep their own workers employed. Anderson also slammed the Chinese for stealing intellectual property and stated "currency inflation won't end quickly or well" for the Chinese. More good news for American markets. "All that money that can take a trip is taking a trip to the U.S.," he said.

Overproduction in China, what Anderson called "asymmetric trade" means "job loss." He noted all the Chinese manipulation of currency and massive overproduction is "all connected, all one idea. It's one big business model against our model."

Port of Douglas Commissioner Mark Spurgeon, an event attendee, said, "From what little I've read in the Wall Street Journal, Anderson's comments regarding China seem pretty accurate, especially with respect to what's happened with

aluminum -- something that certainly resonates in our community." Spurgeon was referring to the recent closing of the Alcoa plant in Malaga, which cost several hundred local workers their jobs. Alcoa blamed the worldwide glut of aluminum, thus resulting in greatly reduced value per ton, for the closure.

Not relenting on his criticism of the Chinese, Anderson said the Chinese economy was stumbling and crashing because it was based on "fraud and theft."

He then gave an analogy about banks. No one would think it wrong or unethical if you have a bank holding money in a vault and had police in front of the bank to stop people from stealing money from you, according to Anderson. "Tariffs are there for a reason," he said, "we should be unafraid to use economic tools."

Sanctions caused the Chinese to change their trade habits within days after years of ignoring our complaints, he said. Enforcing World Trade Organization (WTO) rules would be a "win-win" for the Chinese and the world markets as it would balance trade, Anderson stated.

He wasn't afraid to launch into world political affairs during his hour-plus speech.

Regarding globalism, "Back off on the idea of globalism and don't allow international corporations

to tell us otherwise," he said. Perhaps the sternest warning given to all within earshot by Anderson was, "remember what country you belong to, I guarantee you that businessmen in "Russia know exactly what country they are in."

He said the major players in the Middle East should "figure it out for themselves," noting many of the problems have been going on for thousands of years. Anderson also stated, "Turkey is lost," vis-a-vis its economy. "Erdowan (Turkish president) should take responsibility for all the horrible things he is doing to his own people and stop blaming some guy in Pennsylvania."

"Italy, Portugal, Greece and Spain are bankrupt, kaput," Anderson said. "France," said Anderson, will be influenced in the near future by the right wing party of Marine La Pen. "Japan is doing good," he also noted. Briefly going back to Asia, Anderson said some Asian countries were stealing patented chip technology and producing knock-offs at much lower prices, which causes dynamic change to the entrepreneurial spirit of American innovators.

He also said former U.N. Secretary-General Ban Ki-moon may soon become the next president of South Korea and that would be a "good thing." The current president has been impeached for corruption and, although still in office, is awaiting a high court ruling. As far as companies big and small that depend on far-flung supply chains, Anderson warns against too much dependence because key international and even domestic elements of a company's supply chain may be impossible to control. He lauded companies that do more of what they need done in-house as they would have more control of necessary supplies and services.

His number one prediction for 2017 was, "Apple is dead,"

partly because "it has no more real innovation" since the passing of Steve Jobs. Number six on his list, "Microsoft gets its mojo back." Anderson is also a big fan of Google and so is Spurgeon who said, "his remarks about Google as the innovator strikes a strong chord with me. I've been impressed over and over again with how they have branched out from a search engine to now producing a smartphone that has received great reviews." For the rest of Anderson's predictions go to his Strategic News Service, aka SNS Global Report website: Stratnews.com.

The tech futurist guru said the idea of employing cloud software was great, but that all the current systems are "growing together" and are therefore not differentiating from one another and will thus lose their viability in the future because of that. Anderson said the future was "exciting, scary, terrifying" and, going back to Trump said, All you ever need to know about Donald Trump is in "The Art of the Deal." He said in Trump's world a good day is a day when a good deal was made.

Anderson made many other spontaneous comments such as, "I am a fan of AI (artificial intelligence)" and that it isn't always true that more is better such as in the case of chips where he stated sometimes 16 bytes are better than 32 or 64 depending on the application and the price. "I don't think bitcoin is a currency," he said, but that it might be good for internal monetary systems for financial giants like Wells Fargo. He also said that one day cars would be manufactured by "3D printers."

The most vociferous and motivational comment Anderson made that specifically addressed North Central Washington was, unfortunately not about the Wenatchee Valley, but instead our neighbors in Grant County. Anderson called Moses Lake and Quincy "world class"

locations where the vital carbon fiber industry would continue to fuel growth. It was indeed reported in 2013 in a news release issued by a national business locating firm, "Quincy is very well positioned to attract carbon composite manufacturers," it stated. In recent years BMW announced a joint venture carbon composite manufacturing plant with SGL Automotive Carbon Fibers, to create carbon-fiber reinforced plastics for BMW vehicles. Anderson obviously listens to other analysts in formulating his own prognostications.

After his speech Anderson took questions from the live audience in Bellingham. Although the GWATA staff took questions from the Wenatchee audience and texted them to Anderson's host (TAG) at Whatcom CC, none of them were addressed by Anderson for whatever reason and judging from the live stream, he was not aware the questions existed.

GWATA (Greater Wenatchee Area Technology Alliance) partnering with the Technology Alliance Group for Northwest Washington (TAG) hosted the event at the CTC.

Each year Anderson generates his top economic developments and top 10 technology predictions for the year. "These are inspired, instructive, and useful to your business," according to a news release touting the program. Anderson is the publisher of the SNS Global Report, a 20-year-running predictive report on technology and the global economy with a 94.7 percent independently scored accuracy rate. The report is read by technology executives and investors worldwide including Bill Gates and Elon Musk. Anderson joked during his speech that maybe he could reach "95 percent" accuracy with his 2017 predictions.

He is also the founder and chair of the Future in Review (FiRe) Conference, named "the best technology conference in the world" stated The Economist.



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CHELAN COUNTY

Opinion Mollette: Americans need help fast

CONTINUED FROM PAGE 2

deserve it or not.

If I live a few more years I can apply for a full Social Security check and I will have Medicare. We will only have to pay for my wife's medical insurance for a little while and thus life will go on. The point is that most of us are feeling the pain of health insurance costs. Mr. President we need help fast. Hospitals and doctors have been gouging the government and insurance companies for a long time. For years the government and insurance companies

have paid it but things are changing some. Insurance companies are no longer paying for everything or paying the full price they are being charged. One doctor recently told me that he has to bill the insurance company about three times more than he would normally charge a patient to just receive close to the amount he needs for a procedure.

Glenn Mollette is a syndicated columnist and author of eleven books. He is read in all fifty states. Contact him at GMollette@aol.com.

Olympia churning out business related bills

By Gary Bégin

The following legislation being brought onto the floor in Olympia is business related. The list was extrapolated from a much larger list of hundreds of possible bills, some destined to become laws, others to fall by the wayside as so much more red tape. The WBJ is listing 50 bills here brought to the State House floor in January with the introducing Legislator, their district and the date it was introduced. They have been randomly selected. To look at any particular bill up, just go the legislative website, <http://www.washingtonvotes.org/Legislation.aspx?> and input the ID of the bill. There you will also find the "Official Text and Analysis."

The list below covers a huge variety of topics including "on-site sewage treatment," electrification of vehicles, fuel tax for off-road vehicles, construction industry standards, labor organizations, economic development taxes, a tax on plastic bags, bullying in the workplace, licensing of small business owners,

removing land from tax rolls because of natural disasters, unemployment compensation, mobile homes and so much more.

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

2) House Bill 1209: Concerning municipal access to local financial services. Introduced by Rep. Steve Bergquist (Renton) (D) on January 13 ID=174399

3) Senate Bill 5080: Concerning actions for damage to real property resulting from construction, alteration, or repair on adjacent property. Introduced by Sen. Mike Padden (Spokane Valley) (R) Jan. 12 ID=174330

4) House Bill 1261: Concerning the sale of tobacco products in open, unsecured displays. Introduced by Rep. William (Bill) Jenkin (R) on January 16 ID=174547

5) House Bill 1272: Creating a motor vehicle registration hiatus for certain motor vehicles

that are not operated on public roads. Introduced by Rep. Mark Harmsworth (Mill Creek) (R) on Jan. 16 ID=174558

6) House Bill 1282: Concerning career and technical education funding. Introduced by Rep. Gael Tarleton (Seattle) (D) on January 16 ID=174568

7) House Bill 1296: Consolidating and simplifying the annual report and annual survey used for economic development tax incentives. Introduced by Rep. Terry Nealey (Dayton) (R) on Jan. 16 ID=174582

8) House Bill 1301: Concerning the employee antiretaliation act. Introduced by Rep. Cindy Ryu (Shoreline) (D) on January 16 ID=174587

9) House Bill 1302: Providing damages for wage violations. Introduced by Rep. Noel Frame (Seattle) (D) Jan. 16 ID=174588

10) Senate Bill 5164: Authorizing grocery store license endorsements allowing beer and wine tastings at certain grocery stores that specialize in the sale of meat, poultry,

seafood, or cheese. Introduced by Sen. Karen Keiser (Kent) (D) Jan. 16 ID=174597

11) Senate Bill 5174: Amending the consumer protection act to prohibit labor organizations from engaging in unfair or deceptive acts or practices. Introduced by Sen. Jan Angel (Port Orchard) (R) on January 16 ID=174608

12) Senate Bill 5171: Concerning certain uses of state-owned aquatic lands. Introduced by Sen. Doug Ericksen (Ferndale) (R) on January 16 ID=174605

13) Senate Bill 5175: Modifying the process for prevailing parties to recover judgments in small claims court. Introduced by Sen. Mike Padden (Spokane Valley) (R) on January 16, 2017 ID=174609

14) Senate Bill 5196: Including cattle feedlots implementing best management practices within the statutory exemption for odor or fugitive dust caused by agricultural activity. Introduced by Sen. Judy Warnick (Grant) (R) on Jan. 16, 2017 ID=174630

15) Senate Bill 5193:

Concerning the taxing authority of public facilities districts. Introduced by Sen. Joe Fain (Auburn) (R) on January 16 ID=174627

16) House Bill 1318: Addressing credit unions' capital. Introduced by Rep. Cindy Ryu (Shoreline) (D) Jan. 17 ID=174652

17) House Bill 1335: Concerning the electrification of transportation infrastructure. Introduced by Rep. Gael Tarleton (Seattle) (D) on January 17 ID=174669

18) Senate Bill 5222: Requiring prime contractors to bond the subcontractors portion of retainage upon request. Introduced by Sen. Bob Hasegawa (Renton) (D) on January 17 ID=174689

19) House Bill 1345: Modifying certain vehicle filing fees. Introduced by Rep. Jake Fey (Tacoma) (D) Jan. 18 ID=174706

20) House Bill 1352: Concerning licensing and regulatory requirements of small business owners. Introduced by Rep. Andrew Barkis (Olympia) (R) on January 18 ID=174713

21) Senate Bill 5339:

Accommodating the civil rights of religious objectors to mandatory payments to labor organizations.

Introduced by Sen. Steve O'Ban (Pierce County) (R) on January 20 ID=175070

22) House Bill 1298: Prohibiting employers from asking about arrests or convictions before an applicant is determined otherwise qualified for a position. Introduced by Rep. Lillian Ortiz-Self (Mukilteo) (D) on January 16 ID=174584

23) House Bill 1300: Simplifying and enforcing employee status under employment laws to ensure fairness to employers and employees and address the underground economy. Introduced by Rep. Marcus Riccelli (Spokane) (D) on January 16 ID=174586

24) House Bill 1309: Concerning removal of land from the current use property tax classification due to certain natural disasters. Introduced by Rep. Mike Steele (Chelan) (R) January 17. ID=174643

25) House Bill 1315: Creating a preferred alternative for the

SEE BUSINESS BILLS, PAGE 21



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Want to spend less running your business?

Chelan PUD offers program to help business owners improve energy efficiency



CHELAN COUNTY

Submitted by Chelan PUD

Business owners: Reduce your energy costs and improve the efficiency of your shops and buildings with help from Chelan PUD's new EnergySmart Business program.

EnergySmart Business offers substantial incentives to help make investments in energy-efficient equipment affordable to business owners and managers.

"Most businesses can lower their energy bills by up to 30 percent with a few no- or low-cost upgrades, but business owners sometimes don't know where to

start," said Scott Stanford, commercial energy adviser for Chelan PUD.

Through the EnergySmart Business program, customers work with trained contractors who evaluate potential energy savings and suggest changes and upgrades.

Participating businesses will receive:

- A free review of your business space to identify energy-saving opportunities
- Recommendations on energy efficiency retrofits or upgrades
- Estimates on possible yearly savings, project costs and payback periods
- Installation of equipment that saves energy and reduces maintenance
- Incentives that cover up to 75 percent of the cost of energy-efficient

equipment and retrofits. Projects range from lighting and window retrofits to installation of energy-efficient equipment such as ductless heat pumps, smart thermostats, power strips and HVAC controls.

Several local businesses have already taken advantage of PUD funding. One example: a downtown Wenatchee retailer paid only \$4,200 for \$17,000 worth of new lighting, thanks to PUD incentives.

"Local contractors are being recruited and trained to offer these types of services to interested businesses, which means the local economy benefits, as well as the customer making efficiency improvements," Stanford said.

Business owners

interested in EnergySmart Business services, including PUD incentives, can get more information by calling (855) 496-3857 or emailing energysmartbusiness@clearesult.com.

Contractors interested in providing services to local businesses can get information through those same channels.

For more information on the EnergySmart Business program, contact Scott Stanford at (509) 661-4187 or scott.stanford@chelanpud.org.

CLEAResult, a national company with expertise in business energy efficiency programs, is helping administer EnergySmart Business for Chelan PUD.

Get updates from Chelan PUD on Facebook at www.Facebook.com/ChelanPUD and follow us on Twitter@ChelanPUD.



Blueprint: Cantwell announces blueprint to rebuild infrastructure, create millions of jobs

CONTINUED FROM PAGE 3

down consumer costs.

"I'm here to talk about energy infrastructure investments, which... will help save consumers money, grow our economy and create jobs. We are talking about things like transmission lines, grid modernization, grid storage, micro-grid investments and the all-important cybersecurity investments," said Cantwell during a press conference releasing the blueprint. "We know this kind of infrastructure investment...

not only produces great jobs, but also saves money and helps our businesses and homeowners be competitive."

The blueprint will follow Buy America provisions to rebuild America with American products and ensure strong protections for working men and women, such as Davis-Bacon and Prevailing Wage requirements.

The Democrats' proposal also strengthens participation from minority- and women-owned businesses and adheres to important environmental protections.

Elements of the Blueprint to Rebuild America's Infrastructure and Create 15 Million Jobs include investments in:

♦ **Vital Infrastructure Projects (VIP):** \$200 billion investment, create an estimated 2.6 million new jobs

♦ **Energy infrastructure:** \$100 billion investment, create an estimated 1.3 million new jobs

♦ **Schools:** \$75 billion investment, create an estimated 975,000 new jobs

♦ **Roads and bridges:** \$200 billion investment, create more than 2.7 million new jobs

♦ **Broadband:** \$20 billion investment, create an estimated 260,000 new jobs

♦ **Rail and bus:** \$170 billion investment, create more than 2.3 million new jobs

♦ **Ports, airports, waterways:** \$70 billion investment, create an estimated 910,000 new jobs

♦ **Water and sewer:** \$110 billion investment, create an estimated 2.5 million new jobs

♦ **Public lands & Indian country:** \$20 billion, create an estimated 260,000 new jobs

♦ **Energy infrastructure:** \$100 billion investment, create an estimated 1.3 million new jobs



Chelan PUD Scott Stanford

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- Lake Chelan Entrepreneurship Center
- Small Business Development Center
- Economic Development Partnership Agreements

Douglas County Sewer District opens \$2.5M 'lift station' to foster housing development

By Gary Bégin

EAST WENATCHEE - Douglas County Sewer District No. 1 completed a \$2.5 million infrastructure improvement project on the southeast side here last October. According to District Manager Bernita Landers. "This first phase of the Kentucky View Lift Station Improvement Project provides increased capacity for sewerage this rapidly developing residential area," she said. (See photos) A sewage or wastewater lift station is used for pumping wastewater or sewage from a lower to higher elevation, particularly where the elevation of the source is not sufficient for gravity flow and/or for economic efficiency.

The project included installation of almost 6,000 linear feet of sewer lines

and a new, expandable multi-pump lift station. Sewer system capacity is now immediately available to serve more than 1,500 new residential home sites located in and around the vicinity of 4th Street SE to the Highline Canal, 8th Street SE and South Kansas Avenue to South Perry Avenue, according to a December news release from the district.

The improvements are the first phase of a larger effort to extend sewer service to undeveloped areas within the Greater East Wenatchee Urban Growth Area (UGA). Sewer District investment will aid development of homes on affordable, urban density lots, Landers said.

Douglas County Sewer District No. 1 is a "special purpose district" which is run independently of any other government

entities and is managed by a board of three elected commissioners. These commissioners serve six-year terms and run for office in a staggered two-year election cycle.

The commissioners are Wayne Barnhart, Cheryl Sutton and Mike McCourt. They meet twice a month on the 2nd and 4th Tuesdays at 8:30 a.m. at 629 Eastmont Ave. here.

The district has 12 employees. The funding for the sewer district often comes from low interest loans and from tax levies and issuance of bonds.

There are nine special purpose districts in Washington that may impose an excess levy, but not a regular levy. The excess levy requires a voter approval of 60 percent of 40 percent of those voting in the last general election.

The districts allowed

an excess levy are: metropolitan park district, park and recreation service area, park and recreation district, water-sewer district, solid waste disposal district, public facilities district, flood control zone district, county rail district, service district, public hospital district, road district, rural county library district, island library district, rural partial-county library district, intercounty rural library district, cemetery district, city, town, transportation benefit district, emergency medical service district with a population density of less than one thousand per square mile, cultural arts, stadium, and convention district, ferry district, city transportation authority, or regional fire protection service authority. The excess levy is not subject to

the regular levy's aggregate \$5.90 and one percent rate limits, according to the MRSC (Municipal Research and Services Center of Washington headquartered in Seattle).

The Douglas County Sewer District belongs to the Washington Association of Sewer and Water Districts which meets twice annually and provides its more than 175 members the ability to network and exchange technical and administrative information best practices.

Special districts can be categorized by type of district as designated by Washington state statute based on the kind of service provided and by the general purpose of the district set out in the statutes.

Sewer utilities, whether operated by a city, county, or special purpose district,

have these common goals; Develop comprehensive sewer plans for sewer systems; Provide for collection, treatment, and disposal of domestic, commercial, and industrial wastewater in accordance with federal and state regulations; Establish rates for collection, treatment, and disposal of wastewater that provide adequate revenue for administration, operation, maintenance of the sewer system; and Provide for customer billing services and processes that are fair, equitable and in compliance with accepted accounting principles.

Landers said the district now has the capacity to service "about 6,450 sewer service accounts, 95 percent of which are residential." For more information about connecting your home or business or other service needs, call 509-884-2484.



GARY BÉGIN/WBJ

A high value home is just one of many being built in the East Wenatchee Urban Growth Area.



GARY BÉGIN/WBJ

This is a sideview of the new lift station located just off Kentucky Street in East Wenatchee.

New buzzwords: Repeal, replace with empowerment, control

CONTINUED FROM PAGE 2

House should employ as they work through the details of a new healthcare law.

First and foremost, the individual mandate of the ACA, that portion of the law which forced individuals to buy a one-size-fits-all health insurance plan or face financial penalty, should be eliminated. Without the mandate, individuals would be free to purchase health insurance that aligns to their own needs. This would mean a simple catastrophic coverage plan for a young adult or a more standard plan for a middle-aged adult or family. It would also mean that the "voluntarily uninsured," a sub-set of the uninsured population who choose not to purchase health insurance, could remain so without facing a stiff financial penalty.

Closely tied to the ability

of individuals to tailor their own coverage is opening the sale of health insurance to interstate commerce. This step toward empowerment and control would allow individuals to shop for health insurance across state lines, leveraging greater plan choice, lower costs, and increased competition among insurers. While a longer-term effort, this measure would signal insurers as to the type of coverages desired by individual Americans, allowing the industry to adapt to meet consumer demand at competitive prices. A third step in driving greater individual empowerment and control lies in increasing healthcare price and quality transparency. No one would ever purchase a car without first comparing prices, quality ratings, user reviews, and dealer services. Yet Americans routinely

accept healthcare services without first understanding the comparative cost of the service or provider. While in many instances a longstanding doctor-patient relationship trumps cost, an individual should have the ability to determine if a more favorable cost or quality option is available for treatment, testing, or any other healthcare service. Existing technology and the increasing availability of healthcare data will be key drivers in taking the opacity out of healthcare pricing. Ultimately, price and quality transparency will help to increase the degree of individual control and choice while at the same time positively influencing the overall cost of healthcare through fair and open competition.

The U.S. healthcare system has been brought back from the rising costs and limited choices of

the ACA. This year, 2017, represents an opportunity to make significant course corrections through repeal and replace efforts. In order to make those corrections of lasting benefit to the American

people, Congress and the new administration should be focused on putting the individual at the center of healthcare choice—making "repeal and replace" all about "empowerment and control."

Richard D. Kocur is an assistant professor of business at Grove City College. He specializes in marketing and business strategy and has over 25 years of experience in the healthcare industry.



GARY BÉGIN/WBJ

Chelan Douglas Land Trust exec speaks to business group

Chelan-Douglas Land Trust Executive Director Curt Soper speaks to members of the Wenatchee Networking Group January 11. Soper explained to the Wednesday noon business meeting attendees the various activities of the trust and how it interacts with volunteers, the general community, government and non-governmental organizations. Soper cited planned improvements to the Saddle Rock trailhead for future hikers and the acquisition of a dunes area along the Columbia River as two examples

of how the trust exerts positive influences to the quality of life in the Wenatchee Valley. For more information on how to help the trust with future endeavors, go to cdlandtrust.org. The Wenatchee Networking Group meets every Wednesday at noon at the Fraternal Order of Eagles club, 1208 N. Wenatchee Avenue in Wenatchee.

To join or attend a meeting, email WNG membership committee member Scott Kruse: scott@riverviewelectricllc.com.

Rock Island Dam modernization bid approved: \$41.8M

By Gary Bégin

The Chelan Public Utility District Board of Commissioners awarded a \$41.8 million bid to Andritz Hydro Corporation, an Austrian company, at its last meeting, a “special” one, on Dec. 30. “This is a great opportunity for the district and its customer-owners,” stated General Manager Steve Wright. He said “By acting today (Dec. 30), we can take advantage of a \$1.24 million discount and the four Rock Island operating units, B1 – 4, could be returned to service six months earlier than we thought if all safety concerns related to acceleration can be met.”

Andritz Hydro, headquartered in Vienna, Austria, is a globally leading supplier of plants, equipment, and services for hydropower stations. The project has an estimated completion date of mid-December 2019.

“Andritz offered an alternate option that would take three units down at

one time, at a lower cost and would end up being completed six months earlier than previous estimates. The early completion would mean the units are available prior to the PUD’s “check in” for its Habitat Conservation Plan. Under the proposed schedule, the district gets greater flexibility to address any future unplanned outages at Rock Island as well, according to a PUD spokeswoman. “There is a sense of legacy with this dam, since it is the oldest one on the Columbia River,” said Commission President and Cashmere orchardist Randy Smith. “It’s a proud moment to move forward with this modernization work and to have the oldest turbines on the Columbia River be replaced by the newest turbines. Not bad given 85 years of operations at Rock Island.”

The turbine blades in the four units, vintage 1931, have cracks in them and have long since been taken off-line.

“Our services help achieve



GARY BÉGIN/WBJ

A view of the Rock Island Dam hydroelectric power generating station photographed early last month.

the highest equipment availability and optimum performance over the entire life-cycle of our products. In addition to traditional maintenance, repair, troubleshooting, and spare parts, Andritz specialists are available to inspect, audit, and recommend process improvements and upgrade opportunities. Specialized services for rebuilding and rehabilitating equipment extend and expand the economic return on asset investments. Technical and operational support is available 24/7, often utilizing remote diagnostic tools to speed up response time and minimize travel

costs,” according to the Andritz website. The bid passed unanimously and the PUD board authorized its staff to move forward with updated plans for modernization by the multinational corporation that has American offices in Charlotte, North Carolina and Spokane, Washington.

Andritz Hydro is a global supplier of electromechanical systems and services for hydropower plants and a leader in the world market for hydraulic power generation. Its motto is “from water-to-wire.”

“Hydropower is the most economical form of renewable energy. In

close cooperation with its customers, Andritz Hydro elaborates long-living, environmentally friendly and economically efficient solutions for hydraulic power generation. Maintaining the natural environment, mankind and technology in perfect harmony is an important part of Andritz Hydro’s corporate culture,” according to company public relations statements.

The company boasts “175 years of accumulated experience in turbine design with more than 30,000 turbines installed globally and more than 120 years of experience in electrical equipment.”

Andritz Hydro has more than 50 locations in more than 25 countries worldwide. The company is organized in five main divisions including: Large hydro, service and rehab, compact hydro, turbo generators and pumps.

The group gets its name from the Austrian district of Andritz in which it is located. Its parent company, Andritz

AG, is headquartered in Graz, Austria and also supplies services to the pulp and paper industry, metalworking and steel industries, and for solid/liquid separation in the municipal and industrial sectors. The publicly listed technology group has a staff of around 25,700 employees worldwide operating at 250 sites. In other commission business: PUD Managing Director of Customer Utilities John Stoll said there are three sites for the district to evaluate in both Leavenworth and Chelan. Community meetings are planned for both communities in early February, with a report back to commissioners at the first commission meeting in March. Final recommendation is expected at the second meeting in March. The Chelan PUD normally meets the first and third Monday of the month at 10 a.m., 327 N. Wenatchee Avenue. The next meeting is scheduled for Feb. 6.

NCW Economic Development District hires McWhite for executive director post



KAREN FRANCIS-MCWHITE

By Zach Johnson

CHELAN - After a month-long process of advertising and interviewing potential candidates, the North Central Washington Economic Development District (NCWEDD) have hired Karen Francis-McWhite as their new executive director.

Although the official announcement came at their regular board meeting on Jan. 11, the NCWEDD made the hire after the hiring sub-committee brought in McWhite and two other candidates for a short meet-and-greet in the last week of December.

What made McWhite the choice?

“Karen was the hiring committee’s unanimous choice because of her federal grant management experience and her dynamic relationship and partnership building skills,” Wenatchee Valley College Business Industry Liaison and NCWEDD Treasurer Stacy Luckensmeyer said. “She’s worked extensively

on programs that serve business communities - where she has successfully adopted and adapted pre-existing relationships with municipal and gubernatorial agencies, service providers investors, business associations educational institutions and businesses across industries and sizes, in both metro Denver and in rural communities. Her successes with those collaborative experiences make her an ideal fit for how we work, in both the EDD and in the region.”

“Karen is very excited about the position because she understands the potential for growth that exists for our Economic Development District, and she’s looking forward to building new relationships and researching and applying for funds from previously untapped sourced,” Luckensmeyer said. “These efforts will allow us to multiply the impact of the organization’s work in the region. This position will also bring her back to Washington State and to families and friends in the valley.”

“Karen is excited to return to Central Washington, bringing with her a passion for supporting all economic stakeholders, from students, workers and micro-entrepreneurs to large employers, investors and anchor institutions. After running a federally-

funded program at Central Washington University, Karen retrained as a lawyer at Michigan State University, and subsequently worked with B Lab, a nonprofit supporting socially and environmentally responsible for-profit businesses. With B Lab, Karen spent the last few years designing and launching business education, marketing and technical assistance programs to support small and medium enterprises in New York City and Colorado. In addition to working with stakeholders across the EDD community to advance inclusive and sustainable economic development, Karen looks forward to training to backpack the Enchantments, Nordic skiing in the Methow, completing a wine tasting tour of the wineries in our region, and eventually building a straw bale homestead for her, her daughter and their extended family,” stated an NCWEDD news release.

While there might have been a little uncertainty in terms of the EDD staying financially viable past June, according to Luckensmeyer things are going well. “The EDD - as well as the projects and grants that are underway - are in a solid position for

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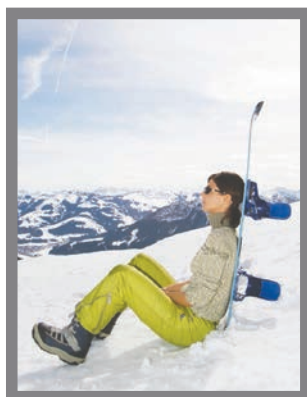
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MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

FEBRUARY 2017 ASSOCIATION NEWSLETTER

PAGE 1

About BNCW's Member Referral Resource...

“As a manager of a business that has multiple locations, we were in need of an excavation company in the Ephrata area. We have worked with members of BNCW in the past but were hoping to keep the job local in the Grant County area. When I called BNCW, they immediately went to task to find us some local contractors that could bid on our job even though their members are primarily based out of Douglas, Chelan and Okanogan counties. It was a huge benefit to our business to have them help find contractors in Grant County that were licensed, bonded and insured and have referrals sent to us quickly.

We appreciate their help and in the future, no matter what our need is, will turn to BNCW for assistance in finding the right contractor.”

— Judy, Wenatchee

About BNCW's Member Referral Resource...

“Recently, I had a decent sized project I wanted to have done, so, I made a few phone calls to some local contractors in the trades and left them a detailed message about what I was looking to have done and asked for a call-back. Knowing the construction industry was quite busy, I was okay waiting a few days to hear back, but then a few days turned into a week or longer and from some, I didn't receive a call back at all. Frustrated, I called BNCW and asked if they could help me find some contractors that could take a look at my project. Instead of them giving me a list of names and numbers to call on my own, they made the calls for me and found me several pre-qualified contractors that would be interested in bidding on my job. They saved me from having to go through the frustrating process of calling and leaving messages once again. Calling Building North Central Washington for contractor referrals was something I should have done to start with.”

— Tony, East Wenatchee

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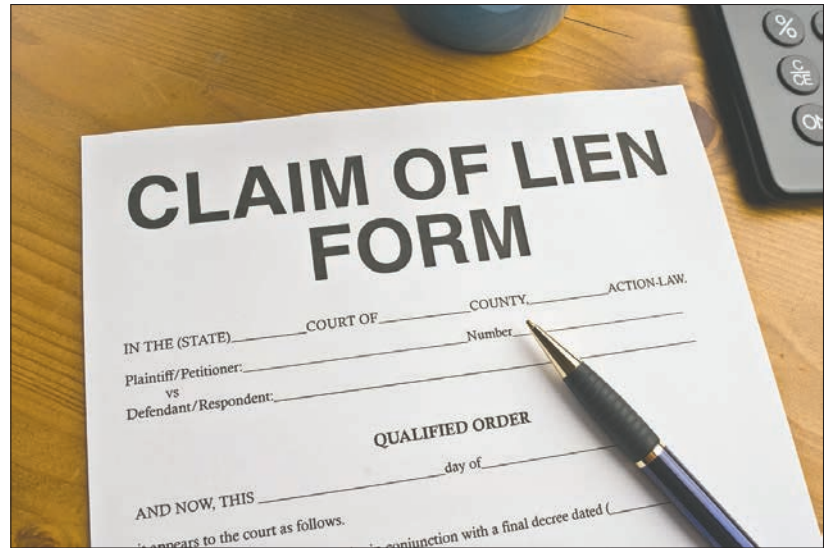
To preserve the right to lien, any contractor agreeing to perform any repair, alteration or construction of four or fewer residential or accessory structures on residential property, when the contract price totals \$1,000 or more, must provide their customer with a disclosure statement/notice to customers prior to starting work on the project.

In substance, the notice or disclosure statement covers the following points:

- Contractor's business name
- Contractor's registration number
- Contractor's bond dollar value
- Expiration date of contractor's registration

Additionally, the disclosure must include information that informs the customer that the contractor's bond may not be sufficient to cover the work done within the agreed upon contract, and that, the customer may withhold a contractually defined percentage of the contract amount for a stated period of time to provide additional protection.

This disclosure statement must also notice the customer that their property could be subject to a lien by either a materials supplier, or an employee or subcontractor of the prime contractor if they are not paid.



The customer must also be informed that they may request lien release documents from each supplier or subcontractor on the project.

Lastly, the contractor must have the customer sign the disclosure statement and retain a copy in the contractor's files for a minimum of three years — being able to produce a signed copy of the statement to the Department of Labor & Industries upon request.

For contractors repairing, altering or constructing a commercial building, the same requirements apply, but the

contract price is at least \$1,000, but not more than \$60,000.

The Department of Labor & Industries recently updated the Disclosure Statement Notice to Customer form.

BNCW members can access this new form and other related resources by logging into the members' only area of the BNCW website at www.BuildingNCW.org.

If you need assistance, please do not hesitate to give the BNCW office a call at (509) 293-5840.

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 BuildingNCW.org and click on the membership directory tab. Thank you!

■ **Perfection Glass**

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509-586-1177

■ **WIN Home Inspection**

Joe Larsen
509-221-0809

■ **Remodel Doctor**

Dave Mott
509-699-9332

■ **Rookard Custom Pools**

Dan Rookard
509-679-3840

■ **Nu-Clear Building Maintenance**

Todd Crisman
509-669-0069

■ **Budget Blinds of NCW, Inc.**

Greg Crisman
509-662-7444

■ **Forester's Financial**

Bailey Robles
206-204-3066 ext. 327

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

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BNCW's Nothing But Networking functions are a fantastic and effective way to showcase your business to fellow BNCW member companies, guests and others!

Networking has become today's most essential way to make new contacts and relationships that help to grow your business!

As a host of a networking event, you have a unique opportunity to share who you are and what you do — all in a fun, casual and engaging way!

Don't have a retail or office location but would still like to showcase your company? No problem!

We can help...just give us a call!

For more information about hosting one of the available NBN slots in 2017, please contact BNCW Membership and Events Director, Lindsay Everhart, at 293-5840 or via email at Lindsay@BuildingNCW.org.



BNCW FILE PHOTO

BNCW members enjoy getting to know each other during a Nothing But Networking event last summer. The events are a great way to make new contacts and help grow your business, whether you're a sponsor or simply attending.



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PROUD MEMBER

Helping to make life easier for our valued members

One of BNCW's objectives is to make life easier for our valued member companies. We recognize that small businesses are doing far more with less than ever before. To that end, your Association is working to bring information and resources together that's conveniently available to you all in one area — the Members-only area of the BNCW website. Rather than spending hours searching out important documents, information and other critical resources, we're working to make them available to you — all when it's convenient for you and your schedule. To that end, we want you to know, too, that your BNCW staff is equally committed to being only a phone call away from providing you with assistance anytime we can make your life a little easier. For example, did you know that all employers in Washington State are required to create a written Accident Prevention Program (APP)? Getting a surprise visit by a Labor & Industries inspector is not the way in which we want our member companies discovering that they're out of compliance. In the members-only section of the BNCW website, you'll find sample written programs that can be easily adapted to your business and workplace. Furthermore, as a valued BNCW member company, your BNCW staff will provide assistance in customizing these templates to make the APP your own — simply give Kim Fenner a call at (509) 293-5840. As another example, did you know that there are a number of state and federal posters that all employers are required to post on their jobsites or workplaces? Again, you don't have to spend your valuable time searching out what you need and where you may find them; they're all available for you on the BNCW website, or simply give us a call and we will happily get them to you! We're always adding resources, so if you don't find something that you really need, simply give the BNCW staff a call, at (509) 293-5890, and we'll go to work sourcing it for you. *Remember, your membership investment in BNCW is designed to pay dividends — dividends in the form of time savings, money, and hassle. Don't hesitate to put it to use!*



MEMBER MESSENGER

“Driven to Promote and Protect Small Business”

FEBRUARY 2017 ASSOCIATION NEWSLETTER

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2017 A YEAR OF CHANGE IN COUNTY LAND-USE?

The elections are over, the holidays are done, and we can start thinking about what’s going to happen in 2017 in our three local counties. BNCW has been very active for many years trying to help shape county policies to minimize or eliminate regulatory creep, increase local government accountability, transparency, and predictability.

Okanogan County

In 2012, our organization backed Ray Campbell and Sheila Kennedy and both won their respective commissioners seats, both defeating incumbents.

Now the same thing has happened – both Ray and Sheila lost their seats on the commission. Ray and Sheila were fearless advocates for positions they though were right for their constituents.

Ray has been replaced by Andy Hover in the Methow district. Although Andy is the son of former commissioner Bud Hover, we really don’t know much about his politics. His campaign rhetoric was pretty non-committal on land-use so we’re hoping for the best.

The commissioners are still facing a legal challenge to the adopted comprehensive plan and zoning codes. They will also be dealing with the shoreline master program that was adopted by the county in July of 2015, but must still be approved by the State Department of Ecology.

The other new commissioner is Chris Branch, who is the city planner for

Oroville. His support in the election came in large part from well-to-do west-side environmental activists, and he seems to be an advocate for central planning.

We hope he isn’t too beholden to the no-growth crowd, even though real “growth” hasn’t been much of an issue in Okanogan in the past decade or so. For instance, only one subdivision (which hasn’t been built) has been submitted for approval in unincorporated Okanogan County in the past three years.

Another issue all three counties will be dealing with is the Hirst decision that could have a chilling effect on building outside of the cities.

The outgoing board just passed an ordinance requiring all building permits and land-use applications to demonstrate legal and physical water availability. This will be a huge issue in 2017.

Chelan County

Only one new commissioner is being seated in Chelan County.

Kevin Overbay is replacing retiring commissioner Ron Walter. Ron has always been a very approachable advocate for personal property rights and we have always supported him.

Kevin was also our choice in the general election and our interviews resulted in a very positive impression.

We’re very optimistic that he will step right in and join Doug England and Keith Goehner in managing land-use in the county in a very positive way.

Chelan County has taken a “wait and see” approach to the Hirst decision it seems, but they are still faced with adoption of a new shoreline master program and a comprehensive plan update this year and will have to deal with Hirst on some level.

Fortunately, the outgoing board hired Hank Lewis as their Community Development Director in 2015, and Hank has been a real breath of fresh air in terms of administration of the land-use codes in Chelan County.

Douglas County

BNCW has been pretty much persona non grata in Douglas County for the last several years. With the retirement of Ken Stanton and the defeat of Dale Snyder, who were replaced by Dan Sutton and Kyle Steinburg, respectively, we expect major



changes in the way business is done in Douglas County.

In the past, staff has effectively run the County and we expect that these new commissioners will have none of that, and return policy level decisions to where they belong – with the elected commissioners.

It won’t be easy. Staff has long had the attitude that commissioners come and go and staff remains, but we are very optimistic that significant changes are forthcoming and accountability

and transparency will be restored. It’s been too long that the managers of the county have forgotten that there is a distinction between the needs of the County government and the needs of the County itself, made up of its citizens.

BNCW vigorously support both Dan and Kyle because we believe they will bring a new culture to Douglas County government to the great benefit of their constituents. It’s about time.

BNCW’s: FROM A DIFFERENT PERSPECTIVE

Debt Dollars

“The total US debt is \$19.9 trillion. Of that, \$5.5 trillion is owned by the government (like the Social Security Trust Fund) and \$14.4 is held by the public. Of the public part, \$6.175 trillion is held by foreigners. Japan holds the most US debt at \$1.13 trillion, followed by China at \$1.12 trillion. Then comes Ireland at \$271 billion, Cayman Islands at \$262 billion, and Brazil at \$255 billion.”

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Date: Wednesday, March 1, 2017
Location: 2201 N. Wenatchee Ave. BNCW Conference Room
Time: 11:45am to 5:00pm
Price: \$125 Member
\$150 Non-Member
Register: www.Buildingncw.org

Seating is limited! RSVP Today!

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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: February 22, 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

BNCW's February CPR & First Aid Training

February 15, 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 www.BuildingNCW.org.

BNCW EVENTS

BNCW's December Board of Directors Meeting

February, 2017 TBD
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.

Learn the LNI rules and get required written safety plans for:

- Accident Prevention
- Fall Protection
- Equipment Safety
- Heat Stress
- Proper Lifting
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Location: Comfort Suites
Address: 195 E. Penny Road
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Time: 8:00 am - 5:00 pm
Price: \$50 Members / \$75 Non-Members

Call BNCW at **509-293-5840** to register, or visit www.buildingncw.com to register online.



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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www.BuildingNCW.org

Therapy Works welcomes new staff

Angi Dooley, Licensed Massage Practitioner/Esthetician has joined the team at Therapy Works on Grant Road in East Wenatchee. She specializes in Deep Tissue, Therapeutic, Relaxation, Pre-Natal Massage, Body Treatments as well Results Driven Skin Care. She is accepting new clients including L & I and PIP injury clients. Please call 509-679-0841 or visit deepflowmassageeast.com to make an appointment.



Angi Dooley

CVCH introduces Eileen Dobbs

There is a new face in administration that we'd like to introduce. Welcome Eileen Dobbs, the new Executive Assistant for CVCH CEO David Olson. Eileen was born in Vermont, but grew up on the Oregon Coast in Seaside. What you like to do for fun? My hubby and I like to travel and we enjoy



Eileen Dobbs

being foodies. I love to read and watch sports (all New England Teams ...Go Pats!). I have a very big, loud, funny family that we spend a great deal of time with.

Why are you excited to join the CVCH team? From the first meeting and clinic walk through, I could see that the staff truly cares about our patients. Everyone seems genuine, kind, funny, impassioned about their jobs and possesses a real desire to help. Who wouldn't want to work in a place that has this type of heart?!

The position had previously been held by Rebekah Garfein who served as Executive Assistant at CVCH for 18 years. Rebekah has transitioned to a brand new position of Teaching Program Coordinator, and will manage the administrative work for our teaching programs, including the medical residency we are working to implement.

Eloise Barshes

Eloise is the Executive Director for Chelan Douglas County Volunteer Attorney Services. Living and working in the Wenatchee Valley has been a homecoming for Eloise. She started her career as a case manager for the Big Brother's Big Sister's Program at YWCA-Wenatchee in 1998 after graduating from Washing-



Eloise Barshes

ton State University. After living and working in Seattle and Everett for YWCA-Seattle and then the Snohomish County Health District, Eloise fulfilled a bucket-list goal and joined the United States Peace Corps in 2007. The 2 year experience in Armenia was life changing and led her to meet her husband David (a native of Chicago). Four moves, a graduate degree and two children later, here she is. Eloise's favorite past times are making up songs with her kids, skiing at Mission Ridge, finding great travel deals and connecting with friends and family.

Rebekah Garfein

Rebekah Garfein, who served as Executive Assistant at CVCH for 18 years, has transitioned to a brand new position of Teaching Program Coordinator and will manage the administrative work for CVCH teaching programs, including the medical residency implementation project.



Rebekah Garfein



SUBMITTED PHOTO

Steve McKenna, left, and Ann Congdon take the oath of office Jan. 3 at the Chelan PUD headquarters in Wenatchee.

Chelan PUD Commissioners McKenna, Congdon sworn-in

WENATCHEE - Chelan PUD Commissioners Steve McKenna and Ann Congdon took their oath of office on Jan. 3. McKenna, who lives in Leavenworth, was elected in November to the four-year, at-large District A position, previously held by Carnan Bergren. Congdon, of Manson, was re-elected to her third, six-year term as the District 3 representative.

"Chelan PUD is such a great asset to the county and I'm truly humbled, honored and thankful to the voters of Chelan County for giving me this opportunity," McKenna said. "I'm looking forward to and committed to learning all I can about the different facets of the PUD organization."

McKenna served as a principal and superintendent for Manson Schools from 1990 to 2010 and was Cascade School superintendent in Leavenworth from 2010 to 2014. He and his wife, Phyllis, have seven children.

Congdon thanked voters for the opportunity to serve the county for another six years. "I'm grateful and humbled for the ongoing community support and look forward to continuing to work with our customer-owners," she said. "I'm also grateful for the opportunity to work with my fellow PUD commissioners on priorities including continued investment in our core assets with the ongoing work at our hydro plants and staying focused on our financially conservative approach with the hope we'll be able to continue the Public Power Benefit program, if finances allow."

Condotta Program: Condotta crafts statewide tourism marketing program

CONTINUED FROM PAGE 3

Condotta, R-Wenatchee. "We should see a boost to our tourism industry and economy. It is time to get the word out about our great tourist destinations."

"This is especially in rural areas, where we have such natural beauty and a need for new jobs. So I want to thank everyone who visits our state and all those who work to make those visits a memory they will treasure forever."

"We need these kinds of creative solutions to expand and promote the tourism opportunities in our state," said Sen. Judy Warnick, R-Moses Lake. "The tourism industry is such a large part of our economy and these are wise investments that the state should make to promote all we have to offer. My district is so geographically diverse, spanning from the Cascades to desert areas in the East - I want to showcase this beauty as much as possible."

Condotta said he worked to design the legislation for the last one and a half

years partly as a response to Washington losing tourism dollars to neighboring Idaho, Montana and Oregon. "We lost tremendous market share to these states since we closed our state office in 2011. For a small investment, Washington can see a four or five times return on what we invest," Condotta told the WBJ in an exclusive phone interview from Olympia.

Condotta is planning to introduce "maybe a few more bills" than the six he introduced last year with one of them being the tourism opportunity.

"This legislation has strong support from the tourism industry," said Cheryl Kilday, chair of the board of the Washington Tourism Alliance (WTA). "We want to thank the sponsors who have worked so hard to find a solution that will provide for more economic development and jobs as well as state and local tax revenue from increasing tourism to Washington."

The legislation would create an industry-led Tourism Marketing Authority and provide

performance-based industry funding mechanisms without additional taxes. Both HB1123 and SB 5251 have bipartisan support from legislators representing urban and rural districts throughout the state.

Washington State closed its tourism office in 2011 and while visitors to the Greater Seattle area have continued to be strong, many of our smaller and rural communities have struggled to keep vital tourism dollars flowing to their businesses. Tourism is

Washington's fourth largest industry and impacts more than hotels, restaurants and destinations. It benefits retailers, outdoor recreation, state parks, ports and cities - and ultimately the taxpayers of Washington. More than \$1.8 billion in local and state tax revenues are generated directly from tourism. It's the largest employer of

women and minorities and is responsible for more than 170,500 jobs.

A tourism working group of legislators met with industry leaders over the 2016 interim to create the new legislation which contains the following key provisions:

- Independent oversight of the industry-run program by a board of tourism industry representatives and a legislator from each of the four political caucuses. There will also be some non-voting representatives from relevant state agencies including the Department of Commerce, Parks and Recreation Commission and the Department of Revenue.

- A marketing plan and campaign that focuses on bringing more tourists to Washington and out to rural and tourism-dependent counties, emphasizing outdoor recreation

opportunities and designed to attract international tourists, crafted by a non-profit entity representing the geographic and cultural diversity of the state.

- A funding mechanism for a Tourism Marketing Account: Beginning July 1, 2017, 0.1 percent of general sales taxes collected on retail sales of lodging, restaurants and rental cars will be deposited into the Statewide Tourism Marketing Account. Deposits are limited to \$5 million per biennium (every two year state budget cycle) and are subject to private matching funds prior to expenditure. The plan offers the potential for a maximum of \$15 million per biennium to be spent on the tourism marketing program.

Condotta has been in office since 2003 making him the senior 12th District representative since Mike Steele was just elected and former Rep. Brad Hawkins is now our 12th District senator. Last year Condotta sponsored six bills in Olympia. One on wineries, one on tourism

and four on marijuana rules and regulations. He sits on the commerce and gaming committee, where he is the ranking member, as well as appropriations and finance committees. "My focus is on private-sector job creation and retention and reforming state government. We need to strengthen our economy through innovation and creativity - not increasing business or general taxes," Condotta said. He also told the WBJ he wants to reinvigorate local economies by passing legislation geared towards helping small municipalities like those in his district.

About the Washington Tourism Alliance

The Washington Tourism Alliance (WTA) is a 501(c)6 organization established by industry stakeholders with the sole mission of sustaining Washington State destination tourism marketing. The WTA procures and administers funds for state destination tourism marketing activities and creates and implements a strategic statewide destination marketing plan. See watourismalliance.com.

"We need these kinds of creative solutions to expand and promote the tourism opportunities in our state."

— Sen. Judy Warnick, R-Moses Lake

Top properties

The following is a list of upper-end residential and commercial property sales in Chelan and Douglas counties.

Chelan County

Seller: Roberto Tovar and Christina F Davies Tovar
Buyer: Omar and Stacy Stubblefield

Description: This house has 1824 square feet of living space on the main floor and 1848 in the basement; four bedrooms, and a 676 square foot garage. It sits on ten acres and was built in 2006.

Address: 118 Elderberry Lane, Peshastin
Price: \$675,000
Date: Nov. 1, 2016

Seller: Floyd E. Skagen
Buyer: Prabhsharan Singh and Kuldeep Kaur

Description: This three bedroom, three and a half bath house has 3956 square feet of living space. It has 1016 square foot garage, sits on 2.7 acres and was built in 2007.

Address: 363 Highpoint Lane Chelan
Price: \$850,000
Date: Nov. 1, 2016

Seller: Judith A. Rudolph
Buyer: Paula Slease and Norma Kleiber

Description: This is a three bedroom, two bedroom house with 2084 square feet of living area, one fireplace, and a 1028 square foot garage that sits on .59 acres. It was built in 20009

Address: 48 W. Mountain Brook Lane, Wenatchee
Price: \$522,000
Date: Nov. 3, 2016

Seller: Charles J. and Carol L. Willie
Buyer: Lauren N. Kendall and Frederick N. Tapp

Description: This house has 2944 square feet of living space on the main floor and 1024 square feet in the basement. It has a fireplace, a 1200 square foot garage and sits on 20 acres and was built in 1999.

Address: 2612 Halvorson Canyon Rd., Wenatchee
Price: \$522,000
Date: Nov. 4, 2016

Seller: Chelan Lookout LLLP
Buyer: Brent A. and Jennifer L. Beebe

Description: This house sits on .09 acres.
Address: 102 Porcupine Lane, Chelan
Price: \$594,761
Date: Nov. 4, 2016

Seller: Michael and Heidi Green
Buyer: Michael F. and Kelly A. Schmacher

Description: This three bedroom, three bathroom house had 2268 square feet of living space and sits on .46 acre. It was built in 2006.

Address: 12296 Meacham Road, Leavenworth
Price: \$730,000
Date: Nov. 4, 2016

Seller: Donald R. King
Buyer: Eric W. and Lisa C. Fotherby

Description: This house has a living area of 2251 square feet, three bedrooms, 2 bathrooms and a fireplace. It has a 875 square foot garage and sits on .99 acre.
Address: 3523 Westridge Place, Wenatchee
Price: \$510,000
Date: Nov. 9, 2016

Seller: McMullen Orchard Properties LLC
Buyer: Bob White Facilitator LLC

Description: This house has 2940 square feet of living area, a garage with 1740 square feet that sits on 19.72 acres was built in 1908.

Address: 5070 Blair Slack Road, Wenatchee
Price: \$751,620
Date: Nov. 9, 2016

Seller: Cannon Brothers
Buyer: Sunset Marina LLC
Description: This house has 1485 square feet of living space and it was built in 1982 and sits on .42 acre

Address: 1525 W. Main Street, Chelan
Price: \$500,00
Date: Nov. 11, 2016

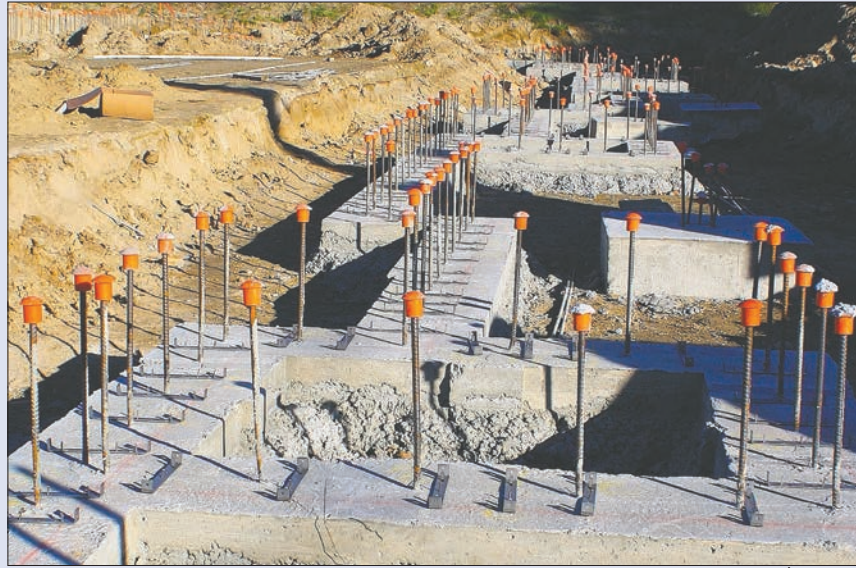
Seller: Hill Living Trust
Buyer: Hunterwood Orchard LLC

Description: This is a house with 780 square feet of living area on 12.8 acres that was built in 1940.

Address: 3298 Squilchuck Road, Wenatchee
Price: \$730,000
Date: Nov. 14, 2016

Seller: Twelfth Street Development
Buyer: 1100 LLC

Description: This property sits on .74 acre.



GARY BÉGIN/WBJ

24 new units added to existing apartment complex

The Rylee Ann Apartments, 339 9th Street NE, East Wenatchee, is adding two more buildings containing 24 more apartments. Site work and construction began last fall, but the units will not be ready for occupancy until Summer 2017, according to Property Manager Alison McClendon. All but four of the apartments will be 2 bedroom, 2 bath. The other four will be 3b, 2b. They are pet friendly and start at \$1,250 monthly. Because of the uncertainty of construction schedules and other factors, McClendon said it was far too early to start accepting applications. Rylee management also declined to state the cost of the new buildings, one with 15 units fronting 9th St. NE and the other in front of the rental office containing nine units. Banner Bank has a huge sign in front of the construction proudly proclaiming its financial involvement. All applicants will be subjected to the standard background and credit checks once the units are almost ready to rent. For more information call 509-885-0442 or Email: PropertyMgr@ryleeanapts.com.

Address: 1100 Front Street, Leavenworth
Price: \$850,000
Date: Nov. 15, 2016

Seller: Partick Tharp
Buyer: Adam and Helen Harmetz

Description: This is a three bedroom, three bathroom house with 3380 square feet of living space and was built in 2003. It has a 676 square foot garage and sits on 5.01 acres.

Address: 21010 Steller Jay Road, Leavenworth
Price: \$777,000
Date: Nov. 15, 2016

Seller: James and Katie C. Marshall

Buyer: Stephen L. and Chrissy L. Davis

Description: This is a four bedroom, three bathroom house with 1968 square feet of living space on the main floor and 1967 square feet on the lower level. It has a 576 square foot garage and sits on .87 acre and was built in 2010.

Address: 4044 Hamlin Road, Malaga
Price: \$510,000

Date: Nov. 15, 2016

Seller: Northpointe Holdings LLC

Buyer: Joe K. Yapp and Hoi H. Cheung

Description: This is a house that has three bedrooms, two and a half bathrooms and a pool. It has 3222 square feet of living space, a 735 square foot garage and was built in 2013. It sits on 24.6 acres

Address: 266 Hawks Ridge Road, Chelan
Price: \$849,00
Date: Nov. 16, 2016

Seller: Dennis C. Bennett

Buyer: Jason and Susan Barnes

Description: This house has 3404 square feet of living space on the main area and 1230 square feet on the lower level. It has three bedrooms and three bathrooms. It was built in 2005 and sits on .66 acre.
Address: 404 W Rolling Hills Lane, Wenatchee
Price: \$680,000
Date: Nov. 17, 2016

Seller: Gruenberg Cabin LLC

Buyer: Henry L. and Stephanie J. Koster

Description: This one bedroom house has 1080 square feet of living area. It was built in 1929 and sits on .14 acre

Address: 12508 S. Lakeshore Road, Chelan
Price: \$595,000
Date: Nov. 21, 2016

Seller: John and Crista Mack
Buyer: Larry J. and Connie R. Hedman

Description: This is a 3220 square foot house with three bedrooms and three bathrooms. It was built in 2008 and sits on .23 acre.
Address: 104 Grouse Place, Chelan
Price: \$494,000
Date: Dec. 8, 2016

Seller: Laurel K. and Mark R. Anderton

Buyer: Shawn L. and Katherine S.

Description: This five bedroom, four and a half bathroom house has 4320 square feet of living area. It was built in 2006 and sits on .49 acre.
Address: 2059 Broadleaf

Court, Wenatchee
Price: \$550,000
Date: Dec. 8, 2016

Seller: Stacy Helton
Buyer: Bernard J. and Jacqueline Cain

Description: This is a two bedroom, two and three quarters bathroom house has 3204 square feet on the main living level and 1364 on the other. It was built in 1992 and sits on 4.51 acre.
Address: 2275 Sleepy Hollow Road

Price: \$650,000
Date: Dec. 12, 2016

Seller: Robert Abbott

Buyer: Geoffrey T. Prentiss

Description: This is a three bedroom, two bathroom house with 2060 square feet of living area. It was built in 1989 and sits on 20.10 acres.

Address: 238 Icicle Road, Leavenworth
Price: \$700,000
Date: Dec. 12, 2016

Seller: Tamara L. and Brian S. Slettvet

Buyer: Lisa G. and Eric E. Featherstone

Description: This house has three bedrooms, three and a half bathrooms and a fireplace with 2712 square feet of living area on the main floor and 1350 on the other. It was built in 2007 and sits on .19 acre.

Address: 200 Crescent St. Chelan
Price: \$625,000
Date: Dec. 12, 2016

Seller: Mary Francis Mclure Revlictrt

Buyer: Teacy Kellum and Robert Hargadon

Description: This is a three bedroom, two and half bathroom house with a fireplace and 2528 square feet of living area. It was built in 1999 and sits on .49 acre.

Address: 15327 US 97A
Price: \$790,000
Date: Dec. 12, 2016

Seller: Charles B. Calicot Jr.

Buyer: Neal B. and Keri M. Gallagher

Description: This is a three bedroom, three bathroom, house with a fireplace on 2.03 acre. It has 2309 square feet on the main living level and 1266 on the other and was built in 2009.

Address: 1480 Swartout Road, Manson
Price: \$833,000
Date: Dec. 12, 2016

WENATCHEE BUSINESS JOURNAL'S RESTAURANT GUIDE

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Seller: Vince Ward
Buyer: Nathan B. and Wendy T. Thomas

Description: This one bedroom, one bathroom house with a fireplace has 2765 square feet of living area. It was built in 2001 and sits on 2.9 acres of land.

Address: 66 Rainbow Lane, Stehekin
Price: \$937,000
Date: Dec. 12, 2016

Seller: Rolan and Dianna Wheeler

Buyer: Malachi J. and Catherine L. Salcido
Description: 4160 Eaglerock Drive, Wenatchee

Address: This is three bedroom, one bathroom house has a pool. It has 4730 square feet of living area on the main floor and 380 square feet in the basement. It was built in 1983 and sits on 2.2 acres.
Price: \$1,100,000
Date: Dec. 13, 2016

Seller: David Mehelic
Buyer: not given

Description: This has 42213 square feet and sits on 1.8 acres.

Address: 1201 N. Wenatchee Ave., Wenatchee
Price: \$3,575,000
Date: Dec. 13, 2016

Seller: John E. Dunley

Buyer: Jonathan S. Kelly
Description: This is four bedroom, three bathroom house with 2098 square feet of living area on each of the two floors. It was built in 1995 and sits on .32 acre.

Address: 2007 Broadway North, Wenatchee
Price: \$584,000
Date: Dec. 14, 2016

Seller: Robert J. Fries Trustee
Buyer: Waterfront Properties LLC

Description: This house has 19000 square feet of living area on one level. It was built in 1977 and sits on 1.3 acres.

Address: 525 Pierre Street, Wenatchee
Price: \$1,350,000
Date: Dec. 15, 2016

Seller: Gailand M. Wilsey
Buyer: David and Sandra Hendrickson

Description: This house has three bedrooms and one and three quarter bathrooms and 1586 square feet of main living area and a basement with 840 square feet. It was built in 1947 and sits on 1.24 acres.
Address: 1627 Western Ave.,

Wenatchee
Price: \$454,000
Date: Dec. 16, 2016

Seller: David Hendrickson
Buyer: Brian E. and Teri A. McIntyre

Description: This is a two bedroom, four bathroom house with a fireplace that has 2625 square feet of living area. It sits on 1.01 acres and was built in 2007
Address: 5304 Wohlers Road, Cashmere
Price: \$530,000
Date: Dec. 16, 2016

Seller: Brian E. and Teri A. McIntyre
Buyer: John J. and Carol A. McCabe

Description: This is a three bedroom, two bathroom house with 2357 square feet of living area and a fireplace. It was built in 2015 and sits on .29 acre.
Address: 412 Lombard St., Wenatchee
Price: \$460,000
Date: Dec. 19, 2016

Seller: Marti A. Black
Buyer: Robert B. and Laurie A. McSeveney

Description: This two story house has four bedrooms and three and half bathrooms and a fireplace. It has 2315 on one level and 2235 on the other. It was built in 20004 and sits on 2.08 acre.
Address: 2895 Scenicview Drive, Wenatchee
Price: \$749,000
Date: Dec. 19, 2016

Seller: Wendy and Peter Lagazzino
Buyer: Nexus Development holdings LLC

Description: This is a two bedroom, one bathroom house with a fireplace and 1269 square feet of living space. It was built in 1922 and sits on .32 acre.
Address: 1526 Woodin Ave., Chelan
Price: \$899,000
Date: Dec. 22, 2016

Seller: Michael Etal Korach
Buyer: David G. and Pamela L. Strafford

Description: This 728 square foot one bedroom house was built in 1948. It has a fireplace and sits on .17 acre.
Address: 15021 S. Lakeshore Road, Chelan
Price: \$1,150,000
Date: Dec. 26, 2016

Seller: Darin B and Julie M. Hepper

Buyer: Patrick J. Farrell
Description: This is a 1819 square foot house with three bedrooms and two

bathrooms. It was built in 2016 and sits on 10.13 acres.

Address: 800 Lakayuse Road, Manson
Price: \$515,000
Date: Dec. 28, 2016

Seller: Douglas J. Takasugi
Buyer: Patrick A. and Deborah C. Bucknum

Description: This is a three bedroom, two and three quarter bathroom house with 2446 square feet of living area on the main floor and 1648 on the lower floor. It was built in 1982 and sits on .60 acre.
Address: 1922 Rocklund Drive, Wenatchee
Price: \$496,000
Date: Dec. 29, 2016

Seller: D'Arcy and Shawn Burke

Buyer: Matson Fruit Company
Description: This two story house has two bedroom and two bathrooms with 1489 square feet of living area on each level. It was built in 1965 and sits on .19 acre.
Address: 1901 Woodin Ave., Chelan
Price: \$635,000
Date: Dec. 27, 2016

Seller: Donald H. Hagen Trt
Buyer: Pamela A. M. and Brian S. Luther

Description: This Two bedroom, two bathroom house has 2349 of living area. It was built in 1996 and sits on 42 acres.
Address: 9365 Eagle Creek Road, Leavenworth
Price: \$647,000
Date: Dec. 23, 2016

Seller: Steven D. White ETAL
Buyer: Ian and Catriona Milgate

Description: This is a two bedroom, two bathroom house with a fireplace and 1885 square feet of living space on the main floor and 467 on the lower level. It was built in 2003 and sits on 20.01 acres.
Address: 11255 Alpenview Drive, Leavenworth
Price: \$675,000
Date: Dec. 29, 2016

Seller: Ann L. Snyder
Buyer: Skoh Holdings LLC

Description: This house has 100 square feet of living area on 8.32 acres.
Address: 6251 Kimber Road, Cashmere
Price: \$840,000
Date: Dec. 30, 2016

Chelan County

Seller: Richard M. and Cynthia L. Wolfe
Buyer: John D. and Kristie L. McBride



Chelan CVCH Clinic construction update

January has been a month of structural progress for our Chelan clinic construction site.

The structural steel

is wrapping up with the full outline of the new building now visible from the highway.

It has really taken

shape and is making a great impression for motorists as they head into or out of Chelan on that highway.

Description: This two story house has 1875 square feet on each of the two floors. It has a 910 square foot garage. It sits on .52 acre and was built in 2003.
Address: 327 Stoneridge Drive, East Wenatchee
Price: \$570,000
Date: Nov. 16, 2016

Seller: Randy and Denise L. Cooper

Buyer: James W. and Katie C. Marshall
Description: This is a one and half story house has 3411 square feet of living area and a two car attached garage with 711 square feet. It sits on .27 acre and was built in 2006.
Address: 1521 Country Club Drive, East Wenatchee
Price: \$565,000
Date: Nov. 22, 2016

Seller: Kevin D. and Cynthia A. Towne

Buyer: Allen M. and Susan D. Schmidt
Description: This is a one story house with 2645 square feet of living space. It has an 1152 square foot garage. It sits on 1.64 acres and was built in 1997.
Address: 2045 8th St N.E., East Wenatchee
Price: \$540,000
Date: Nov. 30, 2016

Seller: Taylor M. Palm and Scottie L. Burt

Buyer: Taylor M. Palm and Scottie L. Burt
Description: This is a two story house with 3332 total square feet of living space. The attached garage has 904 square feet. It sits on .35 acre and was built in 2004.
Address: 1020 Horizon View

Drive, East Wenatchee
Price: \$484,900
Date: Nov. 30, 2016

Seller: Steven G. and Kwinn R. Uno

Buyer: Anglin, Matthew and Gwyn
Description: This two story house has 3984 square feet of living space. It has 864 square foot garage. It sits on .75 acre and was built in 2008.
Address: 9 South Shore Drive, Orondo
Price: \$845,000
Date: Dec. 6, 2016

Seller: Karla L. Roper
Buyer: Dennis P. and Molly R. Kirby

Description: This is a two story house with 2050 square feet of living space on the main floor, 2050 on the second floor and with a 2050 square foot basement. It has an 1144 square foot garage. It sits on .22 acre and was built in 2007.
Address: 2830 Mikayla Lane, East Wenatchee
Price: \$683,810
Date: Dec. 8, 2016

Seller: William K. and Rebecca A. Kinsey

Buyer: Gilbert and Marilyn McKee
Description: Address: 410 21st St. N.E., East Wenatchee
Price: \$450,000
Date: Dec. 13, 2016

Seller: Jessie Joe and My Thanh Birge

Buyer: Debra L. and Michael W. McCarl
Description: A two story house with a 3304 square feet on the main floor and a 744 square foot garage on

.54 acre built in 1993.
Address: 2343 Grand Ave., East Wenatchee
Price: \$473,700
Date: Dec. 15, 2016

Seller: Hai Sook Long
Buyer: Gary E. Jones

Description: This single story house has a 3085 square foot on both the main level and the daylight basement, with an additional 2393 square foot another level. The attached garage has 692 square feet and sits on .87 acre.
Address: 2335 Fancher Heights Blvd., East Wenatchee
Price: \$780,000
Date: Dec. 20, 2016

Seller: Gordon L. and Deborah L. Pobst

Buyer: Jahnathan Mark Clayton
Description: This is a one and half story house with 2088 square feet of living space. It has a 700 square foot garage and sits on 1.4 acres. It was built in 1994.
Address: 22031 US 97, Orondo
Price: \$700,000
Date: Dec. 29, 2016

Seller: Lawrence A. and Nelda W. Hart

Buyer: Bryon B. and Corrine C. Smith
Description: This mixed residency single story house has 7006 square feet of living area. It has a garage with 795 square feet and sits on 3.16 acres. It was built in 2003
Address: 2600 N.W. Columbia Ave., East Wenatchee
Price: 1,052,900
Date: Dec. 30, 2016

Steele sworn in

Rep. Mike Steele sworn in as 12th District state representative

Appointed to committees on Capital Budget,



Rep. Mike Steele

Education and Technology and Economic Development

Rep. Mike Steele, was officially sworn into office today as the newest state representative for the 12th Legislative District. Rep. Mike Steele is sworn in to the state House of Representatives. "It is an honor to serve the people of the 12th District," said Steele, R-Chelan. "I was afforded the opportunity to be born and raised in this region and I'm excited to get to work for the people who live, work and raise their families in

the same place I call home."

Economic growth will be a key priority for Rep. Steele this year.

"In the 12th District, it will be important to find new and innovative ways to support and encourage economic growth in our region," said Steele. "We must reduce the regulatory burden on our small businesses, support our agricultural industry and spur job growth while protecting our natural resources."

It was also announced today that Rep. Steele has

been appointed to the Capitol Budget, Education and Technology and Economic Development Committees.

"My committee assignments will allow me the ability to affect change in a way that will support our local communities, provide for growth and help encourage tourism," Steele said. The House Capital Budget committee considers the state capital budget, which approves money for the construction or repair of public buildings as well as other long-term investments, such as land acquisition and transfers. The House Education committee

considers issues relating directly to K-12 education. Steele continued, "I take my role on the Education Committee seriously and look forward to being a positive influence on helping to find solutions for problems that face Education today."

The Technology and Economic Development committee has a broad range of considerations, including issues relating to technology and electronic communications, technology driven jobs, as well as some small business assistance. The committee also considers issues related to renewable energy standards,

production and conservation. The 12th Legislative District includes all of Chelan and Douglas counties, as well as parts of Okanogan and Grant counties.

Steele can be contacted at Mike.Steele@leg.wa.gov or (360) 786-7832. His legislative assistant is Wanda Brosey. Their legislative office is located in 122F of the Legislative Building on the Capitol campus in Olympia, WA. The 105-day legislative session began today and is scheduled to end April 23.

For more information about Rep. Steele, visit: RepresentativeMikeSteele.com.

What Does the Future Hold for Taxes?



KEEPING THE EDGE
Tricia McCullough

One topic that is frequently being discussed is what the future holds for individual taxation under incoming President Trump. Numerous blog entries have been posted on the issue; many proclaim that the wealthy will be the beneficiaries of Trump's tax policies, and some declare that lower-income taxpayers will see tax increases.

Those predictions are based upon his proposal to consolidate the individual income tax rates from seven to three: 12, 25 and 33 percent. These are the same three rates that were included in the "Better Way" tax-reform blueprint that Republicans in the House of Representatives released in June 2016.

Under Trump's plan, the two highest current rates, 39.6% and 35%, would be eliminated, which generally favors higher-income taxpayers. However, the tax brackets alone do not tell the whole story.

Trump is also proposing more than doubling the standard deductions, which would generally benefit lower-income taxpayers. Because the marginal tax rates apply only to taxable income (which is

currently defined as adjusted gross income minus personal exemptions and deductions—either standard or itemized), the increase in the standard deduction will tend to neutralize the higher marginal rates for lower-income taxpayers.

According to an estimate by the nonpartisan Tax Policy Center, of the 45 million filers who would itemize their deductions in 2017, 27 million (60 percent) would opt for the standard deduction under the proposed rules.

To see how the proposal's combination of new tax rates, higher standard deductions, and cap on itemized deductions (discussed below) could affect your taxes, pull out your 1040 tax return from either 2015 or 2016 and complete the worksheet below. Then compare line 6 (your tax computed using Trump's proposed three-tier tax rates and standard deductions) to line 7 (your tax as computed on a prior 1040) to get a rough idea of how these tax proposals could impact you.

Trump also proposes capping itemized deductions at \$100,000 for single filers and \$200,000 for joint filers. This will generally affect wealthy taxpayers. Under current law, certain itemized deductions phase out for high-income taxpayers. It is unclear whether that provision will be replaced by

the proposed cap on itemized deductions or whether both will apply. If the cap is adopted, the amount entered on line 2c of the worksheet above will be limited based on the proposed cap amounts.

Although this is not clear, Trump's proposals may include the elimination of personal exemptions. If true, this change would have the greatest effect on lower-income taxpayers because these exemptions are already phased-out for higher-income taxpayers. Those with large families could be impacted the most. If the personal exemptions are eliminated, the amount on line 3 of the worksheet above would be zero.

Not the Whole Picture - The tax-rate changes, higher standard deductions, and limitations on itemized deductions don't paint the whole picture of the proposal. It is unclear what will happen to the numerous credits available to lower-income taxpayers under the current tax system. Approximately 48% of all U.S. taxpayers pay no tax at all, and most of them actually receive money back on their returns as a result of refundable tax credits such as the earned income tax credit, the additional child tax credit, and the American Opportunity Tax Credit (a tuition credit).

The Republicans have started the process of appealing the Affordable Care Act (also referred to as the ACA or Obamacare), and now that they have majorities in both houses of Congress and control of the White House, we are bound to see some changes in this area. The health care marketplaces have already accepted insurance coverage for 2017, so it is doubtful that there will be any changes until 2018. However, Trump has vowed to overturn the ACA's 3.8% excise tax on net investment income; eliminating this tax would greatly benefit higher-income taxpayers.

Tricia McCullough provides accounting, marketing and insurance services through Augustedge PLLC in Wenatchee. She is a member of the Washington Society of Certified Public Accountants and American Institute of CPAs (AICPA). She is also a licensed Certified Management Accountant (CMA), Enrolled Agent (EA), licensed Realtor and Insurance Producer. She serves as a SCORE volunteer in Wenatchee, is a member of both the Chelan Rotary Club and the Wenatchee Valley Chamber of Commerce, and is also on the board of directors of the Hospitality House Ministries. She can be reached at 509-494-8500 or tricia@augustedge.com.

Can Trump deliver what the economy needs?



MARKET UPDATE
Brad Blackburn

The American economy picked up some steam over the last few months.

However, we've had several short periods of strong growth since the financial crisis, but none of them were sustainable. For example, over the last 9 months of 2014, our GDP grew at an impressive rate of 3.9%. But it didn't last. If our economy is truly going to hit the "next level" of economic growth, and stay there for a while, something significant needs to change.

However, the first thing we need is for something NOT to change. Consumer spending has been solid and steady, and has kept our economy afloat in recent years. Consumers make up 2/3rds of our economy, so we can't afford any slippage there. However, the missing piece in our economy since the financial crisis hasn't been consumer spending – it's been aggressive business spending.

For years, the financial world has watched as our biggest corporations piled up huge reserves of cash. That cash needs to be put to work. Instead, our corporations have been running lean, mean, and highly efficient. In a lot of ways,

that's a good thing, but if we are going to reach a higher level of growth, our corporations need to shift from fear to greed. We need to reawaken the animal spirits of the business world.

This clearly begs the question: Is there anything Trump and the Republicans are offering that could make the difference? Trump is making 3 big policy promises: Infrastructure spending, corporate tax reform, and deregulation.

I like the idea of investing in infrastructure for the long-term. If our infrastructure is better than China's, or Europe's, or Japan's, that's a competitive advantage. However, any infrastructure spending we get will probably be modest. The Republicans in Congress will make sure of that. Trump will also run into the same problem Obama did – there just aren't that many "shovel-ready" projects. So, any positive impact from infrastructure spending probably won't be huge, and it's probably a few years down the road.

Another promise of the Trump administration is corporate tax reform, and I think that could help the stock market a little, at least as a one-time thing. There are absolutely things in the tax system that need to be cleaned up. However,

corporations having cash is NOT the problem. As I said before, they've been sitting on huge piles of cash for years. I fail to see how giving them a little more cash is going to change that equation in any meaningful way.

That brings us to the third policy promise of the Trump administration – deregulation. I have to admit that I have trouble wrapping my head around how much the regulatory environment really holds back businesses. It's entirely possible that smart changes could be made that would really help things. However, I still don't think we're looking at any game-changers. First of all, similar to infrastructure spending, there may not be many "shovel-ready" deregulations to be made. Some of it will get tied up in courts, and it's just hard to make dramatic changes in Washington D.C. There's also the potential for negative impacts from deregulation. After all, at least part of the financial crisis was caused by a poorly functioning regulatory environment.

So, the best-case scenario is that consumers stay solid, and Trump works some magic that unlocks the animal spirits of the business world. However, even if we get that scenario, we might find ourselves with a different problem: The Fed

has been stomping on the gas pedal so hard for so long, there's a real risk the economy could overheat. That could cause problems with inflation, interest rates, and the dollar. So, we need growth – but not too much growth.

However, even if we are lucky enough to pull off the perfect amount of growth, we also have to count on the rest of the world to not fall apart, which is far from a sure thing.

So, the stock market and economy have a very thin line to walk. But here's the problem: The stock market seems convinced we're going to walk it. The stock market is priced like this is all a done deal and the party is about to start. Unfortunately, I'm not nearly as certain. I've mentioned some of the pro-business aspects to Donald Trump, but there are some other things he's doing that could make businesses much more tentative. That's the last thing you want if you're trying to unleash the animal instincts of the business world. So, I think the markets have gotten a little too optimistic.

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.

NWCEDD: NCW Economic Development District hires McWhite for executive director post

CONTINUED FROM PAGE 10

the long term," Luckensmeyer said. "We've worked hard to get here over the last four months and the future looks promising."

TOTA partnership

One of the projects discussed at the meeting was the Thompson Okanogan Tourism Association (TOTA) partnership, which is a project to promote the region with particular emphasis on the Interior Cascades section of the Highway 97 corridor and all its tributaries.

The EDD still owes \$10,000 on their original \$30,000 contract that was signed last February.

"The next step with the TOTA partnership is to connect as many of the tourism folks in our region with the data and information that TOTA has to share with us," Luckensmeyer said. "Currently, the EDD is five months into an 11-month contract extension with TOTA. We have some beautiful visual and tangible results from the Route 97 promotions - like the website and publications - and now it's time to see if we can measure the impact in additional ways that are meaningful to our area."

In the meantime, the EDD plans to schedule a regional summit sometime during the summer to get the local tourism entities and TOTA to collaborate on successful marketing strategies. More information can be found at ncwedd.com.

The next NCWEDD meeting is on Wednesday, Feb. 8, at 9 a.m.

Share your news!

WENATCHEE BUSINESS JOURNAL

509-571-5302

Happy Birthday, Baby Boomers!

Happy Birthday, Baby Boomers! The first of the baby boom generation is turning that magical age of 70 (the new 60 for the fit and active), a time to begin the annual ritual of withdrawing the Required Minimum Distribution from their IRAs and retirement accounts.



TAKING STOCK
Wendell Cayton

Internal Revenue Service codes require that anyone age 70 ½ or older begin annual withdrawals from their tax sheltered retirement accounts and pay taxes on the money

withdrawn.

According to U.S. Census Bureau figures the oldest of the 75 million baby boom generation crosses that threshold this year.

The impact of these withdrawals will have a rippling effect through the economy.

First, the Tax Man is happy...more than \$10 trillion is held in these accounts, according to research done by Bank of New York Mellon. If all this money were withdrawn at one time and taxed at an average rate of 20 percent, that would equate to more than \$ 2 trillion in tax revenue! This is not likely to play out that way, but even with those tax dollars stretched out for 30 or so years, it is a huge, deferred saving account for the Federal government!

Second, this will pump large amounts of spendable income into the economy. This will be a positive for economic growth. And, given the fact that an account owner can avoid some of the taxes by donating to a charity, it could have a positive impact on charitable giving.

Third, it will impact the stock market as investment assets held in retirement accounts will have to be sold/liquidated at the custodian level to meet the requirements to make cash distributions.

While these plan distributions could be a negative to the stock market, they are being offset by new savings coming into plans, particularly from older workers continuing to work and make contributions, as well as

contributions coming from the millennial generation.

According to U.S. Labor Department figures, contributions to tax-deferred retirement plans were greater than distributions through much of the 1990's and 2000's. That flow is slowly reversing as boomers enter their retirement years.

The Tax Man is not inclined to leave this tax revenue locked up, which is why we have Required Minimum Distribution (RMD) rules. Beginning the year the account holder reaches 70 ½, the value of all the owner's retirement accounts (IRAs, 401(k) and pension plans) are totaled as of December 31, of the prior year.

Using the IRS life-expectancy table III, the Uniform Lifetime Table, this total is divided by the applicable factor to determine the amount of the distribution. For most, that is 27.4 for the first year. Each year that divisor grows smaller resulting in a larger distribution assuming the account value remains the same.

However, if a spouse who is more than 10 years younger than the account owner is the sole beneficiary, a larger factor is used. Using Table II, the Joint Life and Last Survivor Expectancy, the required distribution will be smaller.

For example, if you are 70½ in 2016 and need to take your first RMD, you would divide your account balance as of the end of 2015 by 27.4. If you had \$100,000 in your account, you'd need to withdraw \$3,649.64. But if your sole beneficiary is your spouse and she is age 53, you would divide your account balance by 32.6 and would need to withdraw only \$3,067.48.

There are stiff tax penalties for not taking the required distributions. A 50 percent tax bill will be assessed for funds not withdrawn on time.

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.



GWATA announces innovator awards, opens nominations

Submitted by GWATA

The Greater Wenatchee Area Technology Alliance, aka GWATA, will host the Annual Innovator Awards Luncheon on Thursday, March 30 at the Wenatchee Convention Center.

Doors will open at 11:30 a.m. with the program from noon – 1:30 p.m. This premier regional event is expected to attract more than 350 community leaders and is presented by Jeffers, Danielson, Sonn & Aylward and Peoples Bank.

During the Innovator Awards Luncheon, GWATA will present several awards showcasing entrepreneurship, innovation, and education.

GWATA is excited to re-band our two of our education categories to reflect our alignment with STEM Education.

GWATA is seeking nominations for the following five awards:

- Entrepreneur of the Year
- Tech Savvy Business of the Year
- STEM Educator of the Year (previously: Innovative Use of Technology in the Classroom)
- Future Technology Leader (K-12 Student)
- Problem Solving Innovator (Post-Secondary Student) (previously: Future Technology Leader)

All businesses or individuals nominated will be considered by a panel of independent judges. Finalists will be showcased and recognized at the luncheon.

Winners will be announced at the luncheon and will each receive a \$250 cash award.

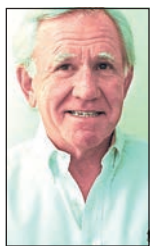
Nominations are open now until March 1.

To nominate a business or individual visit gwata.org.

To register for the luncheon or to learn more about sponsorship opportunities call 509-661-9000.

Negotiations, what you need to know

In business, as in life, there are winners and losers. This article throws some light on why it is important to know techniques needed to become proficient at negotiating.



BETTER BUSINESS
David S. Murray

Negotiation, covers a lot of area.

The price of products you buy, wage adjustments, benefit packages, union contracts, leases, acquisitions, and equipment purchases are just a few examples.

The first step is to establish objectives that your strategic or tactical plan has determined. Without objectives, you run the risk of losing your interests during the negotiation. For example, your strategic plan calls for a five percent reduction in the cost of your product. This might require decreases in a combination of raw material, overhead, and labor costs. Thus, you will need to negotiate in these three different arenas.

Before starting any negotiations, ask yourself if what you are about to request is fair and reasonable.

If so, move on to phase two, the tactical side.

Research and know your counterpart beforehand.

Understanding what they can give, or not give, helps prepare you when negotiations begin. This also helps in building a relationship with your counterpart during the negotiation. It makes the process more palatable.

Be a good listener.

Developing a talent to listen to the person across the table is far more valuable than you speaking. Often, a single word or phrase will point you in a new direction.

Make some concessions.

This is part of the process. It can't be all one sided. It's a give and take situation.

Always ask for a greater concession than what you need.

But, it needs to be reasonable and rational. If you need to roll back a little, that will be viewed as a good faith concession on your part.

If you give, get.

This phase can apply to many areas but when negotiating it is fundamental. Example, you offer 10 day terms of payment to a vender but in return you want a trade discount of 2% rather than 1%.

Always negotiate in good faith.

This is always important, but more so when you are involved in negotiations on a union contract. If

“The most difficult thing in any negotiation, almost, is making sure that you strip it of the emotion and deal with the facts”

you are a unionized business you should consider hiring a specialist in this field. You are no match for an experienced union representative.

Have patience.

There is no greater trait than having patience. If you come to a road block, just say “let's put that aside for now and move on to

some areas we can agree on”. You can always circle back around to resolve the unfinished business.

Don't rush the process.

But, it is effective to establish a time frame to come to an agreement. Doing this at the outset of the negotiation is helpful.

Be flexible.

Often, your counterpart will bring up a point you might not have considered that may work to your advantage. Point is, being flexible can pay dividends.

Delegate the approval process.

Delegation buys you time to consider what has been negotiated. Meaning, if you are the negotiator let your counterpart know the owner or an officer of the company will need to approve what is negotiated.

Negotiate the best deal you can get.

You don't always come away from the negotiating table with everything you wanted, but gaining something is better. The song in the movie “Tin Cup” comes to mind; “A Little Bit Is Better than Nada”.

Both you and your counterpart

need to feel the agreement you have reached is mutually beneficial, fair and equitable. If not, it may not last the test of time.

Once you have reached an agreement it is always prudent to recap your meeting(s) on the points each party has agreed upon. Memorizing the final agreement in written form should also be part of the process.

I would recommend picking up a book or two on this subject. There are many with good solid suggestions to help you.

Howard Baker, US Ambassador, White House Chief of Staff, and US Senator once stated; “The most difficult thing in any negotiation, almost, is making sure that you strip it of the emotion and deal with the facts”. Good advice.

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 new owner for the new year at downtown 'fun' art center

Drink and be merrily creative

Class with a Glass is an art studio located in downtown Wenatchee where friends can come together to take a fun class, drink a little wine and discover their creativity.

"We've designed our space to promote a relaxed atmosphere. While an instructor leads the class with step-by-step instruction, you get to create your masterpiece all the while socializing and listening to music. There is a great saying for this type of class; it is fun art, not fine art," said Lisa Lycan, who assumed ownership along with the start of the new year on January 1.

Canadian expatriate Lycan has been in "the Valley" for more than five years and loves living here enough to have purchased the art enterprise "for under \$50,000."

She is currently leasing the massive loft space on the third floor of 10 South Columbia until the summer months and will then have the option to extend her lease if she wants.

"It was a turnkey business, all I did was make it my own, clean, rearrange, and add a couple new pieces of furniture to the studio," said Lycan. By "turnkey" Lycan includes being the recipient of a huge amount of art supplies and a good deal of

wine and beer as well.

She is happy with the status quo, but "In the near future I'm sure I'll make a few changes. For now I just need to settle in and get comfortable with the business," she said. A major and key element of buying the studio from the previous owner of two years, was the fact the business came "with instructions" in the form of a highly qualified staff ready to interact with students in a social setting.

Lycan herself is not an artist nor does she have any formal art training, but not to worry.

"I have five amazing instructors, they have their own techniques and preferences (I'm still getting to know them), but when it comes to step-by-step guiding the painters they are very helpful and engage with everyone."

The instructors, as well as Lycan, all have other "real world" jobs, but are perfectly happy donning their creative masks for Thursday through Saturday evenings surrounded by bare bricks and canvas, gallons of acrylic paint, bottles of red and white vino and most importantly, a neon sign perched high on one wall proclaiming "Fun" as the mantra exemplifying the mission of the business.



DOUG LYCAN

Class with a Glass owner Lisa Lycan (center, front row) poses with her instructors from left, back row, Nicole Haskey, Kmbri Bond, Skylar Hansford. Front row from left, Stephanie Waterbury, and Jose Hernandez.

Lycan has been, and maintains, certified addiction counselor credentials. She is currently a full time office manager for Columbia Distributing company in Wenatchee and performs a similar role in her capacity of owner/manager of Class With a Glass. Perhaps "social director," as one would find on a cruise ship, is more apropos.

"During the course of a night, the instructor along with the host mingle with the painters offering help, support and encouragement

throughout the night," states Lycan. The process begins around 6:30 p.m. and continues for about two and a half hours until about 9 p.m.

The former British Columbia resident knows the class routine intimately because she and her husband Doug were students themselves last summer.

A few months later, Lycan happened to notice a posting on Facebook saying the business owner was "ready to move on." Lycan jumped at the chance to own some of the "fun" and

move the business in a direction of her choosing.

"The first time my husband and myself attended a class, he complained the whole prior week. 'I can't paint, I can't draw, I'm not artistic at all', he even tried to talk his friend into going golfing instead. The night came, he was hesitant, still complaining, but once he got started with the help of the amazing instructors the bumblebees he painted came to life! He tells everyone, 'she told me to paint a letter D for the head of the bee. It was great, I'm going back again, I love it.'"

She concluded, "think of us if you are planning a party, corporate event, team building or just want a fun date night!"

Classes are \$39 per person, but large parties enjoy discounted rates and private parties can easily be accommodated in the spacious loft.

Class With a Glass is even willing to come to your company office and hold classes there.

Lycan and instructors agree that corporations and small business owners should consider the art studio concept for their next team building exercise.

One of the key components to getting

"non-artistic" types to open up and blossom into Van Gogh-like masters is for prospective students to focus on one fact, according to Lycan: 80 percent of people who were criticized as children for their art never paint again. Again, there is no need to worry as no previous art training is necessary to take a class.

At the end of the night, the students' confidence is boosted and they often sigh, "gosh I actually did it," Lycan said.

The atmosphere of the studio, with its music, libations and socializing is more conducive to going on a date than attending a "serious" academic endeavor.

To that end, the company actually does offer a "date night" which is when one artist paints one half of a canvass and another artist paints the other half. The two halves are then joined for a comprehensive work of art.

The term "date night" also serves as a double entendre since the ambiance within the loft-like classroom is genuinely favorable towards meeting that soul mate you've been looking for.

For more information on go to classwithaglass.com or email info@classwithaglass.com.

— Gary Bégin

Anatomy of a franchise: TutorDoctor

Kathleen McNalty owns the local Wenatchee franchise of Tutor Doctor. She began her business in October.

Tutor Doctor education franchises allow a work from home schedule and working from home means little or no overhead. No need to employ staff ...unless you wish to grow.

While other franchisee investment opportunities cost hundreds of thousands, even millions of dollars, a Tutor Doctor

franchise can be started with as little as \$50,000, according to McNalty. She offers tutoring services to all ages, K through 12 and college students.

She, however is not the teacher, but the facilitator of teachers who specialize in math, science, languages and assorted other courses.

This is one-on-one tutoring done in your home. The average cost is \$43 to \$52 per hour, but she offers a better deal on

package contracts, which may involve more than one student or subjects or both.

In January, she started classes to help students study for the ACT and SAT tests.

According to the official franchise website, it is the "fastest growing education franchise opportunity" with "seven out of 10 consultations closing with an average enrollment value of \$2,346 and a 59 percent profit margin," states the promotional material.

The franchise's success is "because we don't build brick and mortar classrooms for students to sit in." Tutoring is on track to becoming a \$128 billion industry by 2020.

Private tutoring franchise is one of the fastest-growing industries worldwide

and Tutor Doctor was rated the number one in-home tutoring franchise worldwide by Entrepreneur magazine.

"We believe that every student can learn, but they may learn differently. We help each student discover their learning style and work with them one-to-one to find a solution," states the Tutor Doctor website. The franchise offers "both formal and informal mentorship programs."

"Owning a small business is something I have wanted to do for almost 20 years. I found the corporate world tedious and business ownership appealed to me as an adventure. In 2004 I had a short-lived, very small food business where I produced frozen ready-to-bake scones and cookies. I sold them at farmers' markets on weekends in



GARY BÉGIN/WBJ

McNalty strikes a pose next to her new Tutor Doctor Smart Car which she has nicknamed the Tutor Scooter.

Cedar Hills and Tigard, Oregon. That experience taught me how hard it is to start a business from scratch and led me to look at franchises when I turned back to the idea of small business ownership. It's also where I learned how to create an LLC, write a business plan, comply with regulations (food safety in this case), explore various channels for marketing a product, and develop financial statements. This

was a very small venture and there was no capital expense or loans. I simple went back to my day job when I recognized the food industry was extremely competitive with low margins. The good news is I still make the cookie dough and there is always a batch in my freezer ready to bake," McNalty said.

Part of her success so

SEE TUTOR DOCTOR PAGE 21

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Business bills: Olympia churning out business related bills

CONTINUED FROM PAGE 7

placement, sale, and public notice of impounded livestock. Introduced by Rep. Michelle Caldier (Port Orchard) (R) on January 17. ID=174649

26) Senate Bill 5220: Concerning the excise taxation of martial arts. Introduced by Sen. Judy Warnick (Grant) (R) January 17. ID=174687

27) House Bill 1361: Creating the Washington effective licensing port and eliminating various occupational licensure and certification requirements. Introduced by Rep. Matt Manweller (Ellensburg) (R) on January 18. ID=174722

28) Senate Bill 5230: Concerning licensing and regulatory requirements of small business owners. Introduced by Sen. Lynda Wilson (Clark County) (R) on January 18. ID=174759

29) Senate Bill 5239: Ensuring that water is available to support development. Introduced

by Sen. Judy Warnick (Grant) (R) January 18. ID=174769

30) Senate Bill 5261: Concerning irrigation district authority. Introduced by Sen. Judy Warnick (Grant) (R) on January 18. ID=174794

31) House Bill 1422: Creating the Washington rural jobs act. Introduced by Rep. Brian Blake (Longview) (D) January 19. ID=174871

32) House Bill 1435: Concerning adoption of the International Plumbing Code as an alternative recognized building code. Introduced by Rep. Vincent Buys (Lynden) (R) on January . ID=174884

33) House Bill 1436: Concerning the state building code council. Introduced by Rep. Vincent Buys (Lynden) (R) on January 19. ID=174885

34) Senate Bill 5286: Prohibiting regulation of the amount of rent for commercial properties. Introduced by Sen. Jan

Angel (Port Orchard) (R) on January 19. ID=174908

34) Senate Bill 5296: Removing the requirement that an employee must work at least six months before taking vacation leave. Introduced by Sen. John Braun (Centralia) (R) January 19. ID=174918

35) Senate Bill 5304: Concerning the review and adoption of electrical rules. Introduced by Sen. John Braun (Centralia) (R) on January 19. ID=174926

36) Senate Bill 5025: Concerning the age of individuals at which sale or distribution of tobacco and vapor products may be made. Referred to the Senate Commerce, Labor & Sports Committee on January 19. ID=174153

37) Senate Bill 5379: Constructing all new public buildings with cross-laminated timber. Introduced by Sen. John McCoy (Tulalip) (D) on January 20. ID=175112

39) House Bill 1514: Requiring a minimum

of three years' notice on closures or conversions of mobile home parks and manufactured housing communities. Introduced by Rep. June Robinson (Everett) (D) on January 23. ID=175126

40) Senate Bill 5385: Creating a fossil fuel carbon pollution tax. Introduced by Sen. Steve Hobbs (Lake Stevens) (D) on January 23. ID=175189

41) Senate Bill 5406: Addressing the department of social and health services responses to reports of abandonment, abuse, financial exploitation, or neglect in certain long-term care settings. Introduced by Sen. Randi Becker (Eatonville) (R) January 23. ID=175211

42) House Bill 1574: Concerning construction contracts. Introduced by Rep. Jay Rodne (North Bend) (R) January 24. ID=175217

43) House Bill 1580: Establishing community service standards for

individuals receiving unemployment benefits. Introduced by Rep. Jesse Young (Gig Harbor) (R) January 24. ID=175223

44) Senate Bill 5415: Creating a tax on plastic shopping bags. Introduced by Sen. Maralyn Chase (Edmonds) (D) January 24. ID=175247

45) Senate Bill 5421: Reducing greenhouse gas emissions. Introduced by Sen. Maralyn Chase (Edmonds) (D) January 24. ID=175253

46) Senate Bill 5423: Addressing workplace bullying by making it an unfair practice to subject an employee to an abusive work environment. Introduced by Sen. Maralyn Chase (Edmonds) (D) January 24. ID=175255

47) House Bill 1596: Requiring manufacturers of electronics to report the presence of high priority chemicals under the children's safe products act. Introduced by Rep. Beth Doglio (Federal Way)

(D) January 25. ID=175289

48) House Bill 1623: Concerning secondhand dealers utilizing automated kiosks to purchase secondhand electronic devices. Introduced by Rep. Tana Senn (East King County) (D) on January 25. ID=175338

49) House Bill 1622: Concerning the state building code council. Introduced by Rep. Tana Senn (East King County) (D) January 25. ID=175337

50) Senate Bill 5460: Extending the redetermination timeline regarding appeals to the department of labor and industries. Introduced by Sen. Karen Keiser (Kent) (D) on January 25. ID=175389

Another "business related bills list" will be showcased in the March edition of the Wenatchee Business Journal. Email any questions to Managing Editor Gary Bégin: gary@ncwmedia.net ...and thank you for your continued support.

Chelan Seaplanes wants lease at Three Fingers

By Zach Johnson

CHELAN - Shane Carlson from Chelan Seaplanes announced this past week that he is in talks with Goodfellow Bros. Inc of Wenatchee, to accept a two year lease to operate on the easternmost finger of the Three Fingers on the South Shore of Lake Chelan. The agreement comes a month after Carlson announced

the suspension of the service following a lease termination at its current location. Shortly after the announcement in December, a petition to "Save Chelan Seaplanes" swirled around the community and garnered over 1,500 signatures.

Mayor Mike Cooney then called a Special Meeting at Chelan City Hall on Dec. 8, with Carlson, Sunset Marina owner Scott McKellar,

representatives from the Port of Chelan County and other community leaders to address the lease termination and try to find a viable solution. Various locations were thrown out at the meeting by the city and community members, but Shane had reservations on all of them, except the location on the infamous Fingers, which wasn't discussed at much length because of on-

going litigation.

"I got to meet with Steve (Goodfellow) over the holiday and we talked about the litigation and future plans they had there, and we agreed to move forward with their offer," Carlson said. "Now we are pursuing it and trying to get with the city to get set up. Nothing is for sure at the moment, it's all verbal and we still have to figure out if the city will allow it



COURTESY OF CHELAN SEAPLANES

Chelan Seaplane

and what the Chelan Basin Conservancy (CBC) will say. There are also permitting hurdles that are a challenge as well." If Carlson moves to the new location he will have to incur other additional costs to operate. "I'll have to get an above ground fuel storage, and we intend on building a temporary structure that is somewhat portable for an office. Parking is another issue because of the requirements and can be a significant expense that we can't afford," Carlson stated. "To lay down blacktop for two years and then possibly tear it up with the uncertainty with the lawsuit of the property. So it is not prudent to do anything permanent."

Aside from parking and additional development cost, the main concern for Shane is the arduous permitting process that could hinder and delay the opening date for summer 2017 service. "That is the main issue at the moment," Carlson said. "There will be significant investment involved because if we can't get permits until July or August and be able to get out to the public that is a huge issue to us. It will be a significant expense for us

to set up shop for two years and not use the full season. We would have to pass on this year and then only have one more year to operate." As far as Chelan Seaplanes operating after the two year lease, that is still up in the air.

"We're still waiting on the Port of Chelan to see if they have any ideas for a future move. There is a potential chance for the lease at the Three Fingers to be extended or it could be the end of it, we don't know. We'll first have to see if the CBC will buy off on it or if they will oppose us temporarily occupying the property."

TutorDoctor: Anatomy of a franchise

CONTINUED FROM PAGE 20

far has been role models in the business world and elsewhere.

"I admire several local women who have created successful businesses. Nancy Grette and Alatheia Riding Center is one. She operates a non-profit, but I like how she has a vision and strategic plan and she is quite accomplished at managing her employees and the large number of volunteers. I admire her unwavering commitment to her cause of enhancing the lives of the disabled through horseback riding. JC Baldwin who created GTC Technical Support, working adeptly in a business dominated by technology geeks when she was not one herself. I don't personally know these owners, but admire the businesses: Dilly

Deli and Tastebuds. As I understand it, neither woman had the background in the food or restaurant industry and both have successful locations. I know how hard that is after my experience in the food industry," McNalty said.

McNalty is a member of the WBPW (Wenatchee Business and Professional Women) and Rotary. She is also a member of the Wenatchee Valley Chamber and is a volunteer coordinator for the Cashmere High School Booster club.

She also volunteers two hours a week at the Alatheia Riding Center and is also a mentor to a junior at Westside High School who is one of our Sunrise Rotary scholars.

She and her husband Steve have three kids. "Our daughter is 24 and

is severely disabled with cerebral palsy. She lives in a nearby group home and rides at Alatheia. We have a 19-year-old who lives and works in Ohio and a 16-year-old who attends Cashmere High School. He is optioned into Cashmere because he wanted to attend a small school," she said.

McNalty wants to give shout-outs to others in town who helped her get started such as Wendy Dal Pez from The Entrepreneur Source, who helped her find the franchise. Gene Sharratt who helped her understand the status of education in Washington State.

Gil Sparks who gave her encouragement and shared his vast network of contacts. Sid Morrison, her former boss when she worked on Capitol Hill, who gave her advice on the

importance of finding the right tutors. JC Baldwin who gave her advice on staying the course and encouragement to jump into business despite her risk averse nature.

"I have offered services through 10 tutors (up from the original five) and am always looking for more tutors." She will be at Pybus Market Wednesday, Feb. 15 at noon for the Wenatchee Business and Professional Women meeting if you'd like to meet with her.

McNalty said she is looking for math and science tutors at this time. Email her at kmcnalty@tutordoctor.com or call 509-886-5599 for more information on helping your student(s) become future Rhodes Scholars ...or at least get closer to that academic pinnacle.

— Gary Bégin



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CONTINUED FROM PAGE 3

things out for the coming weeks (this year the session is 105 days, which is around 15 weeks – adjourning in late April).

Senate majority acts to protect taxpayers

The governor's budget proposal for 2017-19 includes big new tax increases – he (Inslee) wants a new tax on income from “capital gains,” and a new tax on energy, and higher taxes on companies that provide services. I find the capital-gains income tax and the higher business taxes to be especially distasteful, because they really target the small employers who represent the economic backbone of our state.

I am encouraged that the state's revenue collections (using existing tax rates) are forecast to run \$2.7 billion ahead of the original projections. As a result, I favor holding the line on taxes and allowing the economy to continue growing, while continuing to make new investments for schools and other priorities.

For that reason, I joined my fellow members of the Senate majority this past week to approve a rule that requires a two-thirds majority vote, not just a simple-majority vote, to move tax-increase bills to a final vote in the Senate. It does not prevent tax increases but makes them more difficult to approve and sends a strong message about our desire to protect taxpayers from needless increases.

Optimistic about progress on wildfire policy

Although the signs of winter are all around, especially back home, I am already working to improve state government's approach to wildfire management. Serving as vice chair of the Senate Natural Resources and Parks Committee and a member of the legislative “Fire Caucus” gave me two opportunities this week to engage with Hilary Franz, the state's new commissioner of public lands. The degree of cooperation we receive from her agency (the Department of Natural Resources) will influence the amount of progress we make on wildfire policies. I am encouraged by her level of energy and interest in improving the health of our forests.

Also, our district has benefited from an ongoing community conversation about wildfire thanks to a dedicated group of local leaders who are helping to influence state policy on wildfire. I look forward to sharing more information with you soon about their recent visit to Olympia.

Sometimes decisions made in Washington, D.C. can affect things here in Olympia.

Since 2013, Brian Dansel was the state senator who represented the portion of Okanogan County in the 7th Legislative District, adjacent to our 12th District. On Tuesday, he stepped down to accept a position as special assistant to the new U.S. secretary of agriculture in the Trump administration.

The Republican precinct committee officers and county commissioners in the 7th (from Ferry, Stevens, Pend Oreille and Spokane counties, in addition to Okanogan) are working to appoint a new senator soon. In the meantime, the task of leading the Senate Local Government Committee can be handled by the vice chair – the same way that I led this week's meeting of the Senate Agriculture, Water, Trade and Economic Development Committee.

My former colleague's move to the other Washington affects more than the committee he chaired. The Senate is in a 24-24 tie until the vacant seat is filled. While this might be a temporary challenge for the Senate, it can only be good for our part of the state that someone who understands tree fruit and wheat and timber will be able to put that knowledge to work for the new federal administration.

We are nearing the end of the third week of this legislative session. All the e-mails, letters, telephone calls and personal visits have kept me and my hardworking staff very busy – and I wouldn't want it any other way. The more you ask questions and share concerns, the better I can represent you as we get closer to moving bills out of committees and bringing them to votes.

Answers to Supreme Court's Hirst decision come before water committee

The job of conducting the Senate Agriculture, Water, Trade and Economic Development Committee

meeting went to me as vice chair as the chair was out sick. Having been chair of the Eastmont school board (East Wenatchee), I am comfortable leading public meetings – except at Eastmont we didn't need a green-yellow-red light to limit public testimony to two minutes per person. Legislative committees often do that when many people sign in to speak about a bill.

The committee needed the signal light Tuesday morning because we were having a public hearing on two bills related to water availability, and that brought a large audience to the hearing room. We also took testimony using a remote video hookup with a location in Spokane, which saved people from the long drive to Olympia. I am especially sensitive to the difficulty of traveling to Olympia at this time of year and welcome the use of technology to allow more voices to be heard.

Senate Bill 5239, sponsored by Senator Warnick, and Senate Bill 5024, sponsored by Sen. John McCoy of Tulalip, both respond to an October 2016 ruling from the state Supreme Court known as the Hirst decision. It is named for one of the environmentalists who brought the original lawsuit against Whatcom County.

The Hirst case involves “exempt” wells, which withdraw less than 5,000 gallons per day for residential purposes. They often serve as the water supply for residential development in rural areas. It used to be that counties relied on data from the state Department of Ecology when deciding

whether water is available to support a building permit. The court ruled that counties must themselves ensure adequate water supplies are available before issuing permits that would rely on an exempt well.

My job during Tuesday's hearing was to make sure both bills received a fair hearing. It took nearly two hours, but all who wanted to testify had the opportunity to do so, and I appreciated the discussion. The Hirst decision and the legislative proposals in response were the focus of this week's interview with KOHO radio. To listen to this interview, please click here.

Timber-harvest bill

During the past week I added my name to the sponsorship list for eight Senate bills – and have introduced two more measures directly, making me the “prime” sponsor of those bills. The first of my prime-sponsored bills to receive a public hearing is Senate Bill 5270, which will come before our Senate Natural Resources and Parks Committee this afternoon.

In an earlier update I mentioned having met with Hilary Franz, the new commissioner of public lands. She heads the state Department of Natural Resources. Because she and other elected officials are in the executive branch, not the legislative branch, they cannot introduce legislation. Instead, they will ask legislators to introduce bills on their behalf, and SB 5270 is an example of what we call “agency request” legislation. DNR operates a contract-

harvest program that allows the agency to hire someone to harvest timber and sort the logs, after which DNR can sell them. The program was established in 2003; it was expanded in 2009 on a temporary basis to see if the changes would work as intended. SB 5270 would take off the “temporary” tag, making the program permanent.

The chair of the natural-resources committee and the minority leader on the committee are co-sponsors of my bill, so I expect it will move forward from our committee later this month.

Also, I have been working closely with stakeholders interested in wildfire issues on another important piece of legislation. I look forward to introducing that bill soon and sharing more information with you in a future update.

As always, I encourage people from our district to get in touch with me anytime with thoughts, concerns, or questions about legislative matters. My e-mail address hasn't changed (Brad.Hawkings@leg.wa.gov) but the office is in a different place (now 107 Newhouse Building) and the telephone number has changed to 360-786-7622 (toll-free is 800-562-6000, just ask to be connected to my office).

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.

Reincher WTO: U.S. wins WTO trade enforcement dispute for American farmers and ranchers

CONTINUED FROM PAGE 3

WTO Panel agrees with United States on all 18 claims that Indonesia's unfair trade restrictions are not consistent with WTO rules.

“The Obama Administration has again prevailed on behalf of U.S. farmers, ranchers, and businesses,” said Froman.

“Today's panel report will help eliminate unjustified trade restrictions on American agricultural products, allowing U.S. farmers and ranchers to sell their high-quality products to customers in Indonesia – the fourth-most populous country in the world. This major victory is the fourth WTO win announced by USTR this year. It again affirms

the Administration's commitment to enforcing U.S. rights to ensure Americans benefit from all the opportunities the United States has negotiated under our trade agreements.”

“This is a slam dunk for American agriculture,” said Agriculture Secretary Tom Vilsack.

“Since 2012, Indonesia has maintained an untenable import licensing program, harming the ability of U.S. producers to sell a wide range of American-grown products in the Indonesian market – from potatoes to beef to grapes to oranges to poultry. Importantly, the WTO Panel findings will discourage Indonesia from simply substituting new trade-distorting approaches for the measures repealed, restoring American farmers' and ranchers'

ability to compete.”

“American jobs – including thousands in my District – are jeopardized when other countries attempt to skirt trade rules,” said Congressman Rick Larsen.

The “report adds to a growing list of victories for the current administration's record of enforcing trade rules and protecting U.S. jobs that count on a level playing field to compete against foreign competitors.”

The Panel found that all of Indonesia's import restricting measures for horticultural products and animal products are inconsistent with the General Agreement on Tariffs and Trade (GATT) of 1994.

The United States challenged Indonesia's

agricultural import regime as a whole as well as the following measures:

- ◆ Requirement to import at least 80 percent of the quantity for each product specified on each importer's license, or face steep penalties.

- ◆ Restriction on the importation of horticultural products during Indonesian harvest periods to avoid competition with domestic products. For example, Indonesia would restrict the importation of oranges during the harvest season of its domestic oranges.

- ◆ Restrictions on the use, sale, and distribution of imported products. For example, imported beef could only be sold in restaurants and hotel, but not in traditional markets and supermarkets.

- ◆ Restriction on the

importation of certain products when their market prices fall below the government-determined “reference prices.”

- ◆ Restriction on the importation of horticultural products based on an importer's ownership of storage facilities.

- ◆ Requirement to purchase certain amounts of domestic beef before importation of beef from other countries is permitted.

- ◆ Limited time period in which to apply for an import license and short validity periods of these licenses.

- ◆ Restriction on imports that can be entered under a license based on fixed type, quantity, country of origin and port of entry requirements.

- ◆ Prohibition on the importation of horticultural products that were harvested more than six months previously.

- ◆ Prohibition on the importation of animals and

animal products if they are not specifically listed in Indonesia's regulations.

- ◆ Prohibition on the importation of horticultural products, animals and animal products when Indonesia determines that its domestic supplies are sufficient to satisfy domestic demand.

Indonesia is the fourth most populous country in the world and an increasingly important export market for many U.S. agricultural products, with exports of agricultural products affected by Indonesia's import licensing regimes totaling nearly \$115 million in 2015.

In 2015, U.S. exports of affected horticultural products to Indonesia exceeded \$87 million – including \$28 million of apples and over \$29 million of grapes. U.S. exports of affected animals and animal products totaled \$26 million in 2015.

Business calendar

Help build a comprehensive business calendar. Send items to The Wenatchee Business Journal, 201 Cottage Ave., Suite 4, Cashmere, WA 98815, by the 20th of the month for inclusion in the upcoming issue. Items also may be sent by fax, 782-9074, or email to wbjeditor@newmedia.net.

Meetings

Electric Toaster, a local chapter of Toastmasters International meets at 7 a.m. Tuesdays at the Chelan County Public Utility District Auditorium, 327 N. Wenatchee Ave. Meetings end by 7:45 so that members may get to work by 8 a.m. Toastmaster is a learn-by-doing workshop in which participants hone their speaking and leadership skills in a no pressure atmosphere. The public is invited. For information call Susan Gillin at 590-661-4249 or check out the group's Facebook page.

Greater Wenatchee Area Technology Alliance GWATA Board of Directors meets 3-5pm Wed., February 15 at the Confluence Technology Center, 285 Technology Center Way #102, Wenatchee.

Lion's Club Lunch, 11:45 a.m. – 1:30 p.m. Weekly on Friday until April 28. Feb. 3, 10, 17 and 24 at the Wenatchee Convention Center 121 North Wenatchee Avenue, for more information go to: <http://www.wenatcheecentrallions.org/meetings.html>

Blue Bird Inc. 8 a.m.-12 p.m. February 28 at Wenatchee Convention Center 121 North Wenatchee Ave. Meeting for 150 people.

Wenatchee Business and Professional Women Empower Hour, noon, Wed. Feb. 15 at Pybus Public Market, 7 N. Worthen Street, with community development specialists, Steve King and Allison Williams speaking on current housing topics in the Wenatchee Valley. Buy or bring your own lunch; \$5 for non-members. Open networking from 1-1:30 p.m.

Wenatchee Downtown Association: Wenatchee Downtown Association Shop Talks, 8:30-9:30 a.m., Wednesday, February 1. Shop Talks are the first Wednesday of each month in the back room of Merriment Party Goods, 23 S. Wenatchee Ave. #101. Call 509-662-0059 for more information or wda@wendowntown.org.

Wenatchee Downtown Association organization committee meets 12-1 p.m., Tuesday, Feb. 7 at 103 Palouse St. # 35. Call

509-662-0059 for more information.

Wenatchee Downtown Association Board of Directors meets 7:30-9 a.m. at the United Way conference room, 107 S. Mission St., Wenatchee, Call 509-662-0059 for more information.

WDA Promotions Committee meets Thursday, Feb. 23 8:30-9:30a.m., at Cafe Mela, 17 N. Wenatchee Ave. Call 509-662-0059 for more information.

WDA Economic Committee meets Tuesday 28 February, 12-1 p.m. Location : WDA Office at 103 Palouse St. # 35. Call 509-662-0059 for more information.

Business Calendar

Wenatchee Chamber of Commerce is offering its Business After Hours 5-7 p.m. Feb 23 Thursday at Aging & Adult Care, 50 Simon Street SE Suite A in East Wenatchee. February's topic is: Grow Your Business with Email & Social Media

GWATA Board of Directors Meeting Wed, February 15, 3pm – 5pm Monthly on the third Wednesday

Events

The Wenatchee Chamber of Commerce and SCORE are co-hosting a workshop titled Grow Your Business with Email & Social Media from 9- 12 p.m., Feb. 23 at NCW Regional Library Distribution Center, 16 N. Columbia, Wenatchee. This workshop will give you a general overview of utilizing social media and email marketing. There is no charge to the public. Call 509-662-2216 for more information. Free public parking across the street in the city lot.

Numerica Presents a GWATA event: Digital Tools for Business/POS Systems from 11:30-1 p.m., Wed., February 8 at the Confluence Technology Center, 285 Technology Center Way #102 in Wenatchee.

Annual Agriculture Safety Day in Wenatchee 7 a.m.-3:30 pm February 1, 2017 at the Wenatchee Convention Center, 121 North Wenatchee Ave. Learn how to investigate accidents so they can be prevented in the future. Get the latest safety tips for trellis farming. Refresh your tractor safety knowledge. Learn about the top ten health hazards in the agriculture industry. Learn WSDA Pesticide Recertification Credits (credits only available for some classes.) Several workshops are offered in English and Spanish. Attendee pre-registration: \$75 (by 1/31/17) Attendee registration at the door: \$85; Currently enrolled students: \$35.00

G.S. Long Winter Spanish AG Academy 7 a.m.- 6:30 p.m. February 2, 2017 at the Wenatchee Convention Center, 121 North Wenatchee Ave.

Wenatchee Valley Medical Spine Conference 6 a.m. February 3 to 1 p.m. February 4 at the Wenatchee Convention Center, 121 North Wenatchee Ave.

G.S. Long Winter AG Academy 7 a.m.- 6:30 p.m. February 7 at the Wenatchee Convention Center, 121 North Wenatchee Avenue

2016 WEA Small/Rural Locals Winter Conference February 10, 2017 – February 11, 2017 all-day at the Wenatchee Convention Center, 121 North Wenatchee Avenue

IFTA International Fruit Tree Association 2017 Annual Conferences only happens in Wenatchee about every 12-13 years. It attracts participants and visitors from all over the world. This year's event is Feb. 19-23 at the Wenatchee Convention Center, 121 North Wenatchee Ave. Tentative schedule: Educational Program- From Bud to Bin Sun. Feb. 19 – opening reception including WA Industry PPT Mon. Feb. 20 – orchard tours Tues. Feb. 21 – session I and II – establishment and growing the tree Wed. Feb. 22 – orchard tours Thurs. Feb. 23 – sessions III and IV – growing

and harvesting the fruit ifruitree.org/Events/2017-Annual

Numerica PAC and Music Theater of Wenatchee presents Rumors, a play by Neil Simon, 7:30 p.m. Feb. 2-4 showing at the Riverside Playhouse, 233 B N. Wenatchee Ave. Tickets at 123 N. Wenatchee Ave. or call 509-663-ARTS or info@mtow.org.

Wenatchee Jazz Workshop presents Jazznights – Pro Night Featuring “LA6” Feb. 2, 7:30 p.m. at Numerica PAC, 123 N. Wenatchee Ave.

Wenatchee Jazz Workshop presents Jazznights with two concerts: “Pro Night” – The Jazz Workshop Professionals, returning for their 9th year and performing as the “LA6” include: Tom Peterson, sax; Clay Jenkins, trumpet; Ira Nepus, trombone; Rich Eames, piano; Jeff D'Angelo, bass; Dick Weller, drums. These musicians, based in Los Angeles and New York, have performed and recorded all over the world with the likes of Paul McCartney, B.B. King, Aretha Franklin, Steve Wonder, Frank Sinatra, and the Ray Brown Trio, to name a few, as well as on many film & television soundtracks. They will be performing standards, straight ahead jazz, as well as original compositions. The “LA6”, a product of the Wenatchee Jazz Workshop, is now a recording group in their own right and will have their CD's available for sale in the lobby along with the “Wenatchee Live” album recorded at the Numerica PAC in 2011. More information at: numericapac.org/event/jazznights-pro-night/

Wenatchee Jazz Workshop presents “Student Night” on Feb. 3, 7:30 p.m. at Numerica PAC, 123 N. Wenatchee Ave. Over 150 jazz students from Wenatchee & Eastmont schools, along with the visiting pros, will perform, showing us what they have accomplished after a week of workshop sessions. School jazz bands include: Eastmont High, Eastmont Junior High, Wenatchee High, Pioneer, Foothills, and Orchard Middle Schools. The Wenatchee Jazz Workshop, established in 2001, offers local music students the opportunity to learn from and perform with six of the finest jazz musicians in the country. Students spend time each day of the workshop learning from professionals with a passion for sharing jazz with young musicians.

Artrageous Imagine an artist creating a masterpiece before your eyes in mere moments. With a palette that also mixes captivating vocals, intricate choreography and exciting audience interaction, Artrageous takes you on a unique visual journey packed with wild inspiration, creativity and fun. The Artrageous troupe of artists, musicians, singers and dancers pay tribute to a variety of art forms, pop icons and musical genres, culminating in a gallery of fabulous finished paintings. The result? A one of a kind crossover experience. The signature of the Artrageous Troupe is interaction and engagement, so be prepared to be a part of the show! 7:30 Feb. 8 at the Numerica PAC 123 N. Wenatchee Ave. Reserved seating: Advanced sales- adults: \$25-\$29; seniors: \$21-\$25; youth \$19-\$23.

Feb. 9 — The Book of Life is the monthly movie on the big screen. It starts at 6:30 p.m. Feb. 9, general admission tickets \$3. Numerica PAC, 123 N. Wenatchee Ave.

Feb. 11 — A “Cool” Winter's Night: Jazz at the PAC: The Wenatchee Apollo Club and Big Band join forces to present an evening of vocal and instrumental jazz. Invited guests Leslie McEwen, Rio Sandidge, Nancy Zahn, and Denise Anderson join the Apollo Club and the Big Band in presenting some of the great jazz charts from the 1940's and beyond. Special appearance by Octapella. All net proceeds support scholarships for high school graduates. 6:30 p.m. at the PAC, 123 N. Wenatchee Ave. Reserved seating: adults: \$20, seniors \$18, youth \$15.

Feb. 11 — Wenatchee Valley Symphony Orchestra presents Sweetheart Musical Soiree at 7 p.m. at Numerica PAC, 123 N. Wenatchee Ave. Celebrate the holiday with friends at the Symphony's Valentine-themed musical soiree featuring Symphony soloists and ensembles in an intimate setting. In addition to chamber music, this special evening includes wine, premium appetizers and desserts in a lovely decorated setting.

General admission seating is \$45.

Feb. 18 — Next Step Dance Studio presents: A Night of Disney on Saturday, February 18 at 1 p.m. and 6:00 p.m. Reserved seating: adults: \$18 and students: \$14 at Numerica PAC, 123 N. Wenatchee Ave.

Feb. 25 — Wenatchee Valley Symphony Orchestra presents Fairy Tales Pieces by Maurice Ravel and Igor Stravinsky that were inspired by children's stories will be showcased. Wenatchee-native and professional harpist Ellen Heinicke Foster will join us, performing Joaquín Rodrigo's beautiful Concierto de Aranjuez. Ravel's warm Mother Goose Suite and Stravinsky's popular 1919 Firebird Suite will spotlight the orchestra. 7 p.m. at Numerica PAC, 123 N. Wenatchee Ave.

The Wenatchee Chamber of Commerce and SCORE are co-hosting a workshop titled Grow Your Business with Email & Social Media from 9- 12 p.m., Feb. 23 at NCW Regional Library Distribution Center, 16 N. Columbia, Wenatchee. This workshop will give you a general overview of utilizing social media and email marketing. There is no charge to the public. Call 509-662-2216 for more information. Free public parking across the street in the city lot.

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2016 WEA Small/Rural Locals Winter Conference Feb. 10 – February 11 all-day at the Wenatchee Convention Center, 121 North Wenatchee Avenue

Town Toyota Center Feb. 3 — Wild vs Surrey Eagles Hockey, 7-10 p.m., Friday, Feb. 3. Feb. 4 — Wild vs Surrey Eagles Hockey, 7-10 p.m. Saturday, Feb. 4.

BNCW North Central Washington Home Show, Friday, Feb. 10, 2-7 p.m., Saturday, Feb. 11, 10-7p.m., Sunday, Feb. 12, 10-4 p.m. Feb. 18 Wild vs Langley Riverman Hockey, 7-10 p.m. Saturday.

The Wenatchee Sportsmen Club Show, Friday - Sunday, February 24-26. Friday: noon-7 p.m., Saturday: 10 a.m.-6 p.m., Sunday: 10 a.m.-5 p.m.

Business licenses

Business licenses are required for any business that does business physically in Wenatchee, East Wenatchee, Cashmere and Leavenworth.

The following businesses have been issued new business licenses according to city records. Businesses without addresses are operating from a home location in a residential area.

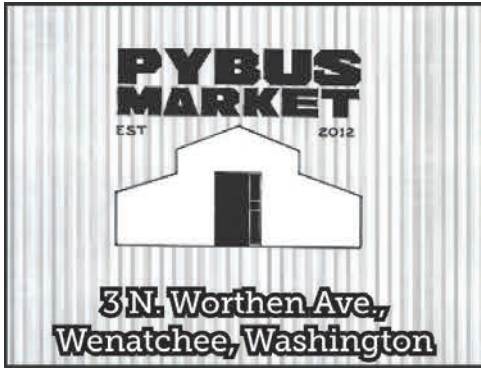
City of Cashmere

Top Color Catering 400 Apple Annie Ave.; Cashmere; catering. License issued to Craig Still.

Beauty Within Spa & Salon 101 Cottage Ave. Suite C; Cashmere; Skin care. License issued to Deborah Edwards.

Coming
up in
your
March
WBJ:

See the March WBJ for exciting news about an upcoming GWATA tech conference planned for Wenatchee and an update about Pangborn's effort to capture another airline and non-stop route(s).



Pybus Public Market, a Non-Profit Governed by a 17-Person Board of Directors

After 3 years of operation, most local residents have visited Pybus Public Market. Even still, one of the best kept secrets about Pybus Public Market is its organizational structure. Most people don't realize that Pybus Market is a 501c(3) non-profit.

"While each of our merchants are for-profit businesses, the overarching entity that governs the Market is a non-profit," said Steve Robinson, executive director of Pybus Market. "We think that gives us several advantages," added Robinson.

"First, it means a donation made by the community to Pybus Market Charitable Foundation is tax deductible. Second, our non-profit status means that we engage in charitable activities that benefit the community. Third, it acts as a reminder that we were created by the community, for the community," said Robinson.

Pybus Market has sponsored events that promote literacy and health education, including programs on weight loss, diabetes, and cancer awareness.

Pybus Market has worked with local schools to promote STEM and robotics programs and sponsored lego and chess tournaments. Pybus

University offers free classes to the community on a wide range of educational topics.

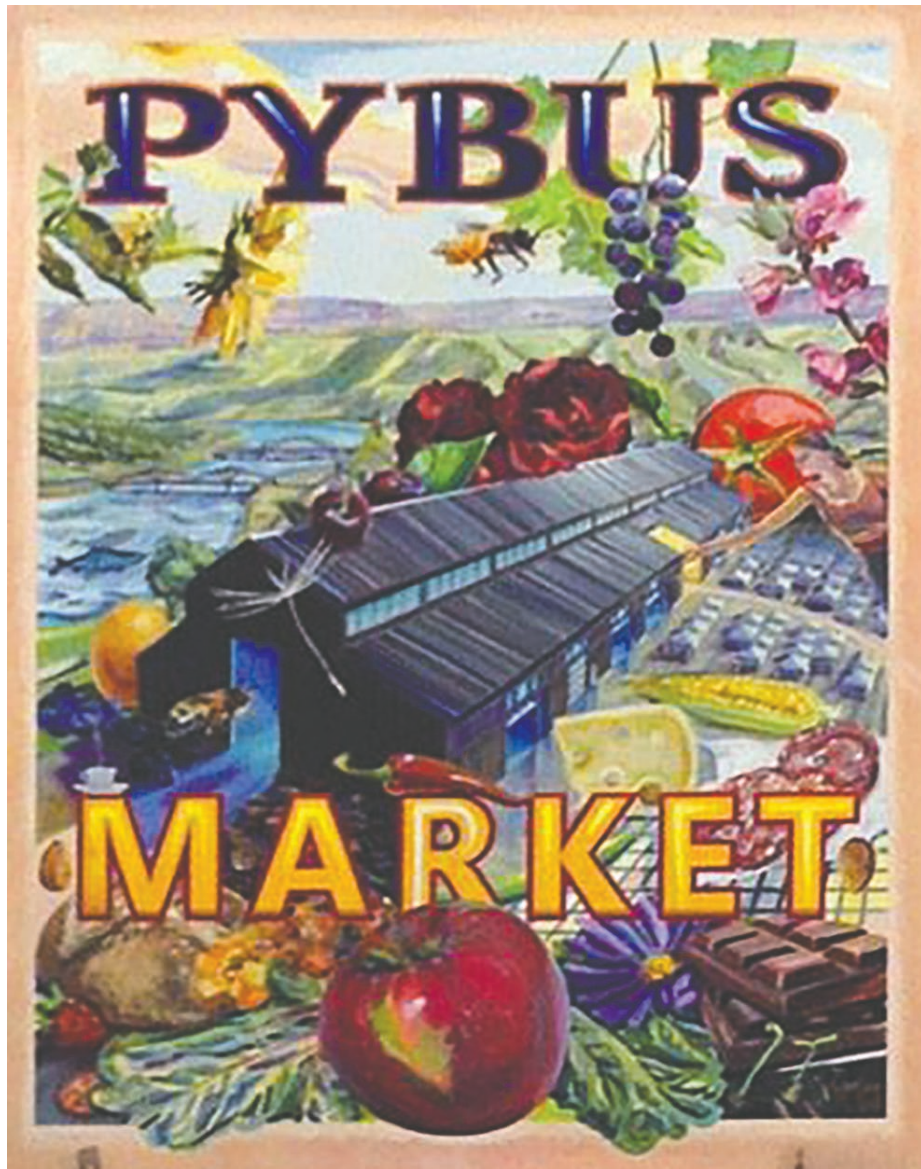
Pybus Market makes its facilities available to other non-profit organizations for their own fundraising efforts. Art exhibits and

musical performances are common at Pybus Market. All events at Pybus Market are free.

PybusMarket is governed by a 17-person board of directors representing a cross section of the community with experience

in the worlds of business, law, retail, marketing, accounting, insurance, the arts and non-profits.

For additional information about Pybus Public Market and its charitable activities, please call 509-888-3900.



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About Wenatchee's Pybus Market
Pybus Market, which opened May 11, 2013, is in the historic Pybus steel warehouse next to the Columbia River at the foot of Orondo Street in Wenatchee. The property is a year-round marketplace, serves as the permanent summer home for Wenatchee Valley Farmers Market and hosts community events and classes.
Pybus Market is a private-public partnership between Pybus Market Charitable Foundation, the Port of Chelan County and the city of Wenatchee. For information call 888-3900.

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