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IV Pro Mobile brings hydration, wellness to your doorstep

Through her two decades of nursing experience Aura Brazill saw a need for hydration and wellness care outside of the confines of the hospital.

By **QUINN PROPST** | Ward Media Staff Reporter

That prompted her to start her own IV hydration and wellness clinic, IV Pro Mobile, last year.

"I have been either an ICU, ED, or Flight Nurse for the last 20 years and saw a need for hydration and wellness outside the hospital," Brazill said.

"Hydration with added minerals, vitamins, amino acids, and antioxidants is extremely beneficial for health and overall wellness," she said. "It also aids in recovery, immune support, and healing. I saw a need for more pre-hospital wellness and knew the benefits would keep many people out of the emergency department."

Being able to take her dream

and make it a reality has been a huge positive for Brazill. However, her favorite part of operating IV Pro is her clients.

"As an ICU nurse for most of my career, as well as Emergency RN and Flight nurse, the majority of my shifts are the worst days of many people's lives," she said. "IV Pro targets people who are health and wellness-focused, who want to take care of themselves in a variety of circumstances. I am not meeting them on their worst day. It's often a day of celebration."

Helping people feel, look and perform their best, has been the greatest part of owning and

See **IV PRO MOBILE** Page 7



COURTESY OF IV PRO MOBILE

Aura Brazill used her 20 years of nursing experience to start her business IV Pro Mobile, a mobile IV hydration and wellness clinic.

WVC crafts new strategic plan to strengthen community and address equity



COURTESY OF WENATCHEE VALLEY COLLEGE

The Van Tassell Center at Wenatchee Valley College. As WVC develops a new strategic plan, President Dr. Faimous Harrison aims to reposition the college as a community-focused institution serving the diverse needs of North Central Washington's expansive region. **SEE STORY PAGE 19**

Stutzman Ranch closed for summer following harsh winter freezes

Following a particularly cold winter and early spring in 2024, local fruit planters Floyd and Betsy Stutzman were forced to cancel their widely popular U-pick cherry, nectarine, and peach season for the summer.

By **WILL NILLES** | Ward Media Staff Reporter

The cancellation comes after two major freezes in January and April destroyed the Stutzmans' crops of cherries, peaches, and nectarines.

Floyd Stutzman spoke with the Wenatchee Business Journal, explaining when and how these freezes dealt their fatal blows to the farm's crops.

"Two things happened for us here at this location, and one was that cold weather in January. I think it was January 12 or

13, for us here, it got down to minus 14," Stutzman revealed.

"So that's bad for soft fruits like peaches and nectarines. Because, at 10 degrees below zero, the buds start to die and then they won't flower in the Spring. So, when we got minus 14, it killed every single one of our peach and nectarine flowers."

Immediately, the Stutzmans knew their crop of peaches and

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**© WardMedia, LLC
2024**

The Wenatchee Business Journal is published on the first Monday of each month. Subscriptions are \$25 for 1 year or \$48 for 2 years in Chelan, Douglas and Okanogan counties; \$28 for 1 year outside Chelan/Douglas or \$48 for 1 year out of state.

CIRCULATION

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

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The Wenatchee Business Journal is published monthly 29 S. Wenatchee Ave., Suite A Wenatchee, WA 98801



Cutting through the noise

By **Terry Ward** | CEO and Publisher

Recently, I had an enlightening conversation with my son, who grew up surrounded by the world of news. His insightful questions highlighted the same concerns many of our readers have about the reliability and integrity of the information we consume.

I want to share this discussion with you because it addresses some of the critical issues we face in discerning trustworthy news sources in today's complex media landscape.

Here are the questions he asked and the insights we discussed:

Is misinformation as prevalent in newspapers/television as in social media?

While misinformation can appear in any medium, traditional outlets like newspapers and television typically have rigorous editorial standards and professional journalists committed to accuracy.

This doesn't mean they are immune to errors, but the presence of trained reporters and editors generally ensures a higher level of scrutiny compared to the often unchecked and rapidly shared content on social media.

What happens when a

journalist/reporter gets it wrong?

When journalists make mistakes, reputable news organizations have protocols for issuing corrections.

Transparency is crucial; errors are acknowledged and rectified promptly to maintain credibility.

The process may involve publishing a correction or retraction and updating digital content to reflect accurate information.

Since, by design, it takes longer than social media for news to get to places like television and print, do you find it to be a more politically neutral space?

The slower pace of traditional news outlets allows for more thorough fact-checking and analysis, which can contribute to a more balanced presentation.

However, neutrality also depends on the editorial policies of individual news organizations. It's essential to recognize that bias can exist in any medium, but the structured process of traditional journalism often helps mitigate it.

Any tips for how to vet a news source?

Here's a guide to help you evaluate the reliability of any news source:

Dig deeper than head-

lines: With content flooding our feeds, take a moment to investigate the source before sharing.

Be cautious of unfamiliar sites that may have emerged solely to influence opinions.

Seek journalistic rigor: Look for outlets that adhere to ethical standards even under the pressure of breaking news. Are they providing context and verifying claims, whether about a political candidate or a community event?

Demand transparency: Reputable sources should be upfront about their methods, editorial processes, and reasons for focusing on particular stories or issues.

Watch how mistakes are handled: In the rush of news coverage, errors can occur. Trustworthy outlets will promptly correct misinformation, whether it's about election polls or local business updates.

Evaluate coverage balance: Assess how different perspectives are portrayed. Is there an obvious slant, or does the source strive for a fair representation of all sides of a story?

Red flags to watch for:

- Emotionally charged headlines that oversimplify complex issues
- Doctored images or

From the Publisher



videos of public figures and events

- Coverage that seems designed to inflame divisions rather than inform

- Consistent focus on one side of debates while ignoring others

We encourage you to cross-reference information across multiple credible sources and remain skeptical of stories that align too perfectly with your own views.

Remember, quality coverage should inform, not merely confirm existing beliefs.

As we navigate this landscape together, we reaffirm our commitment to factual, balanced reporting. We

invite you to hold us – and all your news sources – to these high standards. By fostering a well-informed community, we strengthen the foundations of our society.

Let's approach this season with critical thinking, open minds, and a shared dedication to uncovering the truth.

Terry Ward is the CEO of Ward Media and the publisher of NCW News, Cashmere Valley Record, Lake Chelan Mirror, The Leavenworth Echo, Quad City Herald, and the Wenatchee Business Journal. He can be reached at terry@ward.media.

Connecting communities: George's library expansion and the digital future

As many as one in four individuals across North Central Washington lacks the access to the skills, devices or connectivity needed to participate in the digital world. The importance of this access cannot be overstated as it increasingly impacts access to education, work, and healthcare. That access is steadily improving for families living in George, Washington thanks to the collective efforts of an impressive array of local community leaders including the North Central Washington Libraries, the Quincy School District, the George City Council, NCW Tech Alliance, the Grant County Public Utility District and Microsoft.

By **Dr. Sue Kane, CEO** | NCW Tech Alliance
Sponsored by Microsoft

Last February, NCW Tech Alliance met with NCW Libraries to discuss the need for expanded Wi-Fi and computing access in George.

NCW Tech Alliance had been working with the Quincy School District to serve 30 families with a digital skills course and a laptop computer for their homes.

Many of these families shared that they still

lacked access to connectivity at home and they also wanted a more permanent place to gather and continue learning together.

NCW Tech Alliance put the request into a proposal for Community Health Network of Washington to utilize \$120,000 for the purchase and installation of equipment needed to upgrade a space in George for the residents to use.

The NCW Libraries was willing to explore options for an expanded branch location for George but was going to need to identify a new site.

The location for the new branch site was quickly identified when the Quincy School District learned about the need.

The district was quick to offer an unoccupied, and fully functioning portable classroom space that sat



COURTESY OF NCW TECH ALLIANCE
The Medina family of Quincy visits the newly expanded George Library branch.

adjacent to George Elementary that could be renovated to serve as a library branch.

The NCW Libraries team got right to work and met with the Quincy School District and the George City Council to coordinate the needed documentation and agreements for sharing the space.

The Grant County PUD jumped in to expedite updates to the building fiber and contracts were set to install new furniture

and technology. The team worked quickly and progressed through the renovation in just 2 months.

The resulting branch, located near George Elementary School at 403 S. Washington Way opened the first week of July. It stands as a testament to what can be achieved through collaboration and commitment to community betterment.

In addition to

Finance

Tyler Kert

Contributor for Ward Media



Bonds: A Wise Choice for a Diversified Portfolio

When interest rates go up, bond prices go down. I still remember my finance professor hammering that concept into my brain through endless repetition.

Now, looking back, it makes more sense because I've watched this concept play out in the real world.

Just a few short years ago, it wasn't unheard of for mortgage lenders to offer rates as low as 2.5% or less. They were able to offer such low rates because the Federal Reserve had cut rates to historic lows.

In fact, for most of the past 15 years, interest rates have hovered near historical lows.

However, as the economy recovered from the pandemic, inflation also picked up steam.

According to the Department of Labor data, inflation had soared to 8.5% by March of 2022.

In an effort to slow the high inflation, the Fed raised interest rates drastically and these rate increases sent bond prices reeling.

An article published February 9th, 2023, by Forbes was titled, "The Worst Bond Year Ever Was 2022 - What Does That Mean For You?". Clearly, the bond market did not respond favorably to the drastic rate hikes.

However, since then, the Federal Reserve has been hinting that rates aren't going to stay high forever.

These hints, paired with the current discounted price, make bonds a promising option for investors looking to lock in attractive yields for the long term.

Investors should always understand what they are investing in. So really quick, let's step back and make sure that you have an understanding of what an investment in bonds entails.

As an investor in bonds, you are a lender. Investing in bonds means lending money to a government, corporation, or other entity for a fixed period of time.

In return, the borrower (government or corporation) promises to pay back the principal amount on a specific date (maturity date) and to make periodic interest payments to you, the bondholder.

Now, as with every investment, there are risks involved.

For example, you run the risk that the entity that you loan money to goes bankrupt and can't pay you back. However, you can mitigate this risk by being careful who you loan money to.

Loaning to the U.S. Government is considered the

gold standard of bond investing because, to date, they haven't defaulted on their debt.

Now, the seemingly out-of-control national debt is starting to raise questions, but that is another conversation. Generally speaking, bonds are a safer, more stable investment than investing in stocks. Therefore, they have been historically considered a foundational piece of a diversified portfolio.

Since bond prices plummeted to new lows by the end of 2022, prices have stayed relatively constant.

As a result, you could consider bond prices to be "on-sale".

If you're looking to buy low, now would be a good time. In addition to the current prices being on sale, the outlook for bonds shows promise because of the Federal Reserve's goal to start lowering rates.

Again, bond prices and interest rates are inversely correlated. As inflation cools and rates start to come down, bond prices will go up.

Many investors are taking full advantage of the short-term yields available at banks and financial institutions right now.

If I had a dollar for every person who's told me how happy they are to be making 5% in their "risk-free" bank account, I'd be making a lot more than 5%. But these short-term returns won't last forever. Inevitably, 5% money market yields will start to come down.

Finally, diversifying into bonds may not be the right choice for every investor. Bonds may not make sense

for those investors that have a high risk tolerance and a lot of time to recover from potential market downturns.

Ultimately, your financial plan that encompasses your individual goals and timeframe should determine your asset allocation and the makeup of your investments.

But if you have a significant amount of money socked away, earning 5% in a money market account, you should consider diversifying into bonds

and taking advantage of the higher yields that are being offered in this high-rate environment.

If you wait until your money market fund is only paying 3% instead of 5% and no longer outpacing inflation, you'll likely miss the window to lock in a higher yield on a long-term bond portfolio.

At the very least, take some time to review your financial goals and priorities. If you're unsure whether you're making the best financial decisions for

your individual situation, you need a financial plan.

A plan can ensure that you achieve your long-term financial goals, limit the taxes you pay, and ultimately prepare you for whatever the future has in store.

Tyler Kert, a licensed financial advisor and CPA, provides financial planning and tax consulting services at Tamarack Wealth Management in Cashmere, WA.



New gas station revitalizes Chelan Falls corner

A new 24-hour gas station has opened in Chelan Falls, marking a significant development for the small community. M&M Fuel Mart, built on the site of a former Texaco station that burned down in 1997, began operations in June.

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The station, rebuilt by Mike Sherer of Manson, features modern digital signs and pumps.

However, it retains the original underground tanks, which were tested and approved by state environmental authorities.

Offering diesel, non-ethanol, and regular fuel, the unmanned station currently operates on a card-only basis, accepting debit and credit payments.

The inclusion of non-ethanol fuel caters to small engine and boat owners in the area.

Sherer stated that his motivation for the project was to benefit the Chelan

Falls community, aiming to improve the town's appearance and services.



XHY
Mike and Mary Sherer stand proudly at their newly opened M&M Fuel Mart in Chelan Falls.

The station's location at the intersection of Chestnut and Second streets is considered a key entrance point to the town.

While there are no immediate plans for a mini-mart, future expansion is under consideration.

A grand opening celebration was held on July 20.

This development addresses a long-standing need in Chelan Falls, eliminating the necessity for residents to travel to nearby Chelan for fuel.

Local reaction has been positive, with residents expressing satisfaction at the convenience the new station provides.

Mary Sherer contributed to this report.

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Keeping Up with people

Kristen Taylor named to AdvisorHub's Advisors to Watch list for third consecutive year

Ward Media | Wenatchee Business Journal

Stifel Financial Corp. (NYSE: SF) announced Friday that Kristen Taylor, Managing Director/Investments with the firm's Stifel, Nicolaus & Company, Incorporated broker-dealer subsidiary, has been named to AdvisorHub's Advisors to Watch list for the third year in a row.



Kristen Taylor

Taylor, who co-founded the Taylor/Bryant Investment Group based in Stifel's Wenatchee, Washington office, has also been recognized by Forbes in multiple categories, including Top Women Wealth Advisors, Best-in-State Women Wealth Advisors, and Best-in-State Wealth Advisors.

With over four decades

of experience as a financial advisor, Taylor holds a Bachelor of Arts and an MBA from the University of Washington. To be considered for AdvisorHub's prestigious list, advisors must have at least seven years of experience, manage a minimum of \$150 million in assets, and maintain a clean regulatory record.

Wenatchee Valley Chamber creates position to bolster Hispanic business relations

Ward Media | Wenatchee Business Journal

The Wenatchee Valley Chamber of Commerce has hired D'Andre Vasquez as its new Hispanic Business & Community Relations Coordinator. The position was created in partnership with SkillSource to boost economic opportunities for the Hispanic business community.

Vasquez, a Leavenworth native, and Washington State University graduate brings a background in marketing and political science to the role. His experience includes business development leadership with DECA and

founding DS Marketing.

Steve Wilkinson, Executive Director of the Chamber, expressed confidence in Vasquez's qualifications. "I am pleased that we were able to hire a well-qualified individual to fulfill the Chamber's responsibility to build a strong connection to the Hispanic business community. D'Andre's work and efforts will help ensure the Chamber is focused on building trust and support of minority-owned businesses through advocacy, education, and increased access to resources that fos-



D'Andre Vasquez

ter greater entrepreneurial success and prosperity. I am extremely thankful for SkillSource's support, collaboration, and commitment to our Hispanic business community," said Wilkinson.

The position aims to engage with minority-owned

businesses, identifying their unique needs and challenges. This information will be used to develop inclusive networking opportunities and educational programs, as well as inform the Chamber's advocacy efforts.

The Wenatchee Valley Chamber of Commerce, a non-profit organization with over 600 members, has been serving as the voice of business in the region for more than a century. This new hire represents a strategic move to enhance its outreach and support for the Hispanic business community in the area.

Wenatchee Valley Humane Society names Jane Provo as Interim Executive Director

Ward Media | Wenatchee Business Journal

The Wenatchee Valley Humane Society (WVHS) has appointed Jane Provo as Interim Executive Director, following the departure of James Pumphrey. Provo, a former member of the

WVHS Board of Directors, brings extensive experience in nonprofit management and a strong commitment to animal welfare to her new role. She has stepped down from her board position to fully dedicate herself



Jane Provo

to the interim leadership responsibilities. Patrick Davidson, President of the WVHS Board, expressed confidence in Provo's appointment, stating, "We are grateful to have Jane Provo stepping into the role of

See **PROVO** Page 8



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Q & A



Meet Allie Schank, general manager of the Wenatchee AppleSox Baseball Club

By **Quinn Propst** | Ward Media Staff Reporter

Allie Schank, who has been with the team since 2018 and general manager since 2021, leads the team with a passion for sports and community engagement.

Established in 1999, the AppleSox is a collegiate wood-bat summer baseball team that provides competitive, affordable family entertainment at Paul Thomas Sr. Stadium on the Wenatchee Valley College campus. With a long history of producing professional players and a tradition of good, old-fashioned family fun, the AppleSox compete in the West Coast League and are striving for a seventh league title in 2024.

Schank is dedicated to her role and aims to continue the club's legacy of excellence on and off the field.

Recently we caught up with Schank to learn more about her and her vision for the AppleSox.

Please tell our readers about the Apple Sox.

Established in 1999, the Wenatchee AppleSox Baseball Club is a collegiate wood-bat summer baseball club that provides an opportunity for young men who hope to continue their baseball careers beyond their college years by providing competitive, affordable family entertainment at Paul Thomas Sr. Stadium, which sits on the Wenatchee Valley College Campus.

Every summer, young men leave their colleges and come to Wenatchee, hoping to hone their skills and impress their head coaches when they return in August.

Since its first season in 2000, the team has been centered around tradi-

tional baseball and good, old-fashioned family fun.

The AppleSox are members of the West Coast League, which was founded in 2005 by the Bellingham Bells, Bend Elks, Corvallis Knights (formerly Aloha Knights), Kelowna Falcons, and Wenatchee AppleSox, and now consists of fifteen additional teams throughout Oregon, Washington, British Columbia, and Alberta. They compete in 54 league games throughout their two-and-a-half-month season.

Quite a few players have moved on from the AppleSox to play in the pros, and with so many players moving up, it only goes to prove that the AppleSox have what it takes to provide their players the opportunity to play on one of the best teams in the Pacific Northwest and give them the leadership skills and training that they need to grow into the best player they can.

With such a healthy number of players moving on to pro baseball teams, the AppleSox has proven they can produce quality players and quality baseball games and that they are a team that is watched by professionals and amateurs alike.

The AppleSox won the league championships in 2003, 2005, 2006, 2009, 2010, and 2012. In 2019, the AppleSox returned to the postseason for the first time since 2013.

The Sox won the North Division second-half title two seasons later but again finished just one win short of advancing to the West Coast League Championship Game.

After three close misses in the last three seasons, the AppleSox are hungry to bring home a seventh league title in 2024!

How long have you been in this role?

I've been with the AppleSox since May 2018 and have been the General Manager since February 2021.

Tell our readers a little bit about yourself.

I was born in Atlanta, Georgia, and in addition to Atlanta, I also lived in Richmond, VA, and Raleigh, NC, for my childhood before our family returned to Atlanta. Growing up, I participated in or played various sports, from gymnastics to track and cross country to swimming.

I attended the University of Georgia from 2014-2018, majoring in Marketing and minoring in Sports Management and Consumer Economics. While in school, I was a member of the rowing team for my freshman and sophomore year. I was also a founding member of Delta Phi Epsilon, where I was the special events planner for two years. In addition to my extracurriculars, I worked with the athletic department for three years in student-athlete tutoring and accountability services. During my time in school, I interned with the University of Georgia, Sleep and Sinuses Centers of Georgia, and a wedding venue.

Since moving to Wenatchee, I've been exploring the beautiful outdoors and enjoying the variety of activities that the Wenatchee Valley offers. I live with my dog, Colchuck, who I named after one of my favorite hikes in NCW.

What led you to this position?

My entire life has been consumed with sports,

from watching to participating, and I always wanted to continue my career with something involving sports. I love the passion and pride that accompany the pure love of the game and seeing athletes push themselves to improve continuously.

I originally went to school thinking I would become an Athletic Trainer, and after silently suffering my way through science courses, I decided it was time for a change and opted to approach sports from a different angle. I followed my father's advice to attain a business degree while gaining experience and a minor in sports management. After applying to countless places during my senior year of college, I was offered an opportunity to work as the Assistant General Manager for the Wenatchee AppleSox. So, I moved, sight unseen, to Wenatchee, WA, from Athens, GA, after graduating from UGA less than two weeks before my first day of work, and I've been in Wenatchee ever since.

What are you most looking forward to in your role as General Manager of the Apple Sox?

The AppleSox have a longstanding winning tradition, yet we have not won a championship since 2012. One of my goals for the past few years is to bring the AppleSox back to the WCL championship and win it. With the wonderful coaching staff and players on the team this season, I think we're going to be in a good spot to accomplish just that.

What does a normal day look like as General Manager of the Apple Sox?

My role varies drastically day-to-day, and I wear many hats throughout the year for various tasks. During the months of September to March, I work through many logistical items, such as planning and booking travel and hotels during the season, meeting and finding new sponsors to help support the team, participating in community outreach, hiring seasonal employees, planning and looking for new ideas to make the season the best it can be.

From April to August, there are so many moving parts, from ticket sales, finding host families for

the AppleSox players during the season, ordering merchandise, delivering on advertising for sponsors, and finally, during the season itself, ensuring each game goes smoothly and that our fans enjoy themselves.

I never know what challenges I will face on a given day, and being the manager means that many people depend on me, and I have to be ready to jump to action at any given time. For example, just two weeks ago, I drove over to Port Angeles to pick up two of our players following game 3 of our series in PA as these two players didn't have passports, so they wouldn't be able to continue with the team to Victoria, BC the next day. So, I drove 11 hours in a 24-hour time period to pick them up and bring them back to Wenatchee. It is not a typical day, but still a part of the job.

What is your favorite part of your job and why?

My favorite part of managing the AppleSox is watching all the hard work that my co-worker Nikolas and I put in during the off-season and seeing our community join together and enjoy baseball with neighbors, friends, family, and total strangers under the lights at the field. I've been blessed to watch families grow up at the ballpark and have made lifelong friends through the AppleSox community. I love connecting with fans and hearing about their lives, which means I hear stories about how their parents used to take them to Wenatchee Chiefs games when they were growing up, and now they bring their children and grandchildren to the AppleSox games. I watch little kids clamoring after players to get their autographs as if these players were MLB stars. There are games where I see strangers sitting beside each other, high-fiving and cheering together as they celebrate a win. It reminds me that baseball, and sports in general, are a place where race, religion, and politics aren't felt as we're all there watching and cheering for these young men to achieve their dreams and play their hearts out every night.

What are some of your goals for the Apple Sox?

The AppleSox was

founded on the idea that we are here for the community to enjoy and for our neighbors to be able to watch first-class baseball in the heart of Washington. I want to continue building our presence and continuing to offer low-cost family entertainment to the North Central Washington community. My goal is to be as inclusive of our community as we can be, as baseball should be enjoyed by anyone.

Who or what inspires you?

My parents are my greatest inspiration. From working tirelessly through school to navigating various jobs, they taught me invaluable lessons that will stick with me for life. They taught me the importance of hard work, ethical integrity, and always considering others. My dad's infectious laughter and love for life taught me to appreciate every moment. My mom showed me how to be kind to everyone, as you never know what someone is going through. Above all, they instilled in me the drive to continuously improve myself and to never settle for less than my best. Their love and teachings continue to guide and inspire me daily.

What do you like to do with your free time?

In my free time, I enjoy spending time outdoors. I love taking my dog hiking in the spring and summer months, going paddleboarding with friends when it's warm enough, and spending any spare time at Mission Ridge snowboarding in winter. I also love baking and cooking, spending time with friends, traveling in my spare time, finding new restaurants, or relaxing with my dog.

Is there anything else you want our readers to know?

If you haven't been to an AppleSox game, you're missing out, and I highly encourage you to attend a game this summer. There's no better place to celebrate the warm Wenatchee nights than under the lights at the stadium, listening to the crack of the bat and enjoying a delicious burger with fellow game attendees. Go Sox!

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IF YOU KNOW ANYONE WHO SHOULD BE FEATURED IN A WENATCHEE BUSINESS JOURNAL Q&A, EMAIL QUINN@WARD.MEDIA

Health

WA company aims to bridge healthcare gap in rural areas

Dopl Technologies is on a mission to improve healthcare access in rural underserved areas of Washington state and beyond.

By **Quinn Propst** | Ward Media Staff Reporter

The Bothell-based software company provides diagnostic imaging through collaborations with Cascade Medical in Leavenworth and other rural medical centers in the state.

The company was founded in 2022 by computer scientist Ryan James and physicians Stephen Seslar and Wayne Monsky.

“Dopl’s mission is equal access to healthcare,” Dopl CEO James said. “We believe that no matter what you look like, where you live, or what you believe in, you should have the same level of access to healthcare as everyone else.”

“The problem that we’re solving is, the further you get from the big city, the less access you have to specialists who can perform certain types of procedures,” James said.

“So whether it’s an ultrasound, or whether it’s a minimally invasive procedure when you live in a rural area, your local hospital likely won’t have a specialist who can perform these procedures on you, and so you are more at risk of not getting

diagnosed. You’re more at risk of not receiving treatment, and as a result, rural areas tend to have higher mortality rates than urban areas.”

Dopl is a platform for telerobotic procedures that enables specialists to perform robotic procedures over the Internet.

A telerobotic ultrasound is when a remote sonographer controls a robotic arm that’s holding an ultrasound probe to scan a patient who is in a different location.

This enables them to diagnose a whole host of diseases so that patients in rural areas have better access to diagnostic care, James said.

The company is starting with telerobotic ultrasound and will expand to other types of procedures in the future.

Currently, Dopl provides a sonographer who travels to Leavenworth one day a week. Once the company gets FDA approval, it will take the next step and provide telerobotic ultrasound diagnostic imaging.

Cascade Medical COO Pat Songer said Dopl’s ultrasound services help

make diagnostic imaging more accessible and convenient for their patients.

Songer said that the Leavenworth facility does not have the patient volume to sustain a Monday through Friday sonographer. Previously, patients had to travel to Wenatchee for imaging.

Traveling from Leavenworth to Wenatchee may not seem too bad, but patients coming from further areas of the district, like Plain, would have a longer drive.

He said there is often a delay in scheduling as well because of the volume of patients needing ultrasounds in Wenatchee.

Songer said Dopl helps Cascade Medical to provide the level of care that patients deserve.

“So we’d like to provide services in rural America or especially to rural Washingtonians the same way you would receive services in a large city, and this is, you know, through innovative ways of doing that, this is a great opportunity for us to be able to take some of those steps forward in doing that,” he said.

“It’s just a great service



COURTESY OF DOPL TECHNOLOGIES

Dopl Technologies co-founders Stephen Seslar, Ryan James, and Wayne Monsky, started the company in 2022 to improve healthcare access in rural Washington.

for us to offer in rural America to reduce barriers to care,” Songer said.

How it works

In the future, if a patient in a rural community needs an ultrasound, they would come to their local hospital.

A medical assistant would then position the patient on the bed and guide the robotic ultrasound into position.

The patient would be able to view and communicate via real-time video with the sonographer, who would be located a few hundred miles away.

The sonographer would then guide the robotic ultrasound just as they would if they were there in the room.

The sonogram images would then be sent to the corresponding specialist, who would communicate the results to the patient’s primary care doctor.

How it began

Dopl CEO James said all three founders have their own stories about what inspired their passion for providing care to the underserved.

James grew up in Kalamazoo, Michigan. At that time, it had one of the highest black infant mortality rates in the nation. His father moved the family there specifically to address that issue.

“He did it by leading these community-wide efforts that brought care into black communities,” James said. “And that resulted in Kalamazoo going from one of the highest black infant mortality rates in the nation to one of the lowest.”

“And that has always shaped my perspective and inspired and motivated me because it so clearly demonstrated that health outcomes aren’t about what you look like,” James said.

“They’re not about where you live. They’re not about anything other than the systems around you that do or do not sup-

port you. And we have this opportunity to restructure our current healthcare system to support everybody. And that’s what drives me every day.”

Seslar is a pediatric cardiologist who performs a procedure that involves putting a catheter inside the heart to help cure heart rhythm disturbances.

Seslar’s inspiration began around 2015 when his parents retired and moved to rural Vermont. They started getting older and having health issues.

As the family’s only physician, they reached out to him to sort through the challenges of getting care in rural communities, he said.

“And that was my first personal experience, sort of dealing with how hard it is to get all sorts of different care out in rural areas,” Seslar said.

“And so my initial motivation was thinking about procedures and you know, how can we do some of this specialty care that we provide through procedures out in rural areas?”

This made Seslar think about how his patients often travel long distances to see him from Montana or Alaska or areas in Eastern Washington because they do not have access to specialists in

their communities.

“So one of the things that has become more and more exciting to me as we went down the ultrasound route is how ultrasound has become, to some extent, the dominant first-line imaging for just about everything,” Seslar said.

Ultrasound can diagnose a whole host of issues, from abdominal conditions such as a problem with the gallbladder, appendix, or colon to heart problems, thyroid issues, and even problems with muscles and joints.

It is also used for obstetrics and gynecology. Seslar said ultrasound is an incredibly versatile diagnostic tool.

“And so by setting up sort of this capability, and then being able to connect the robot, to any one of a number of different types of trained sonographers, whether they’re heart sonographers, or abdominal sonographers, or OB sonographers, we can now unleash a whole range of different things that they now can access in a rural hospital that would have been challenging before,” Seslar said.

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Quick Read

Dopl Technologies, a Bothell-based software company founded in 2022, is working to improve healthcare access in rural Washington state through telerobotic diagnostic imaging. The company provides ultrasound services to rural medical centers, including Cascade Medical in Leavenworth, with plans to expand to other procedures in the future. Dopl’s platform allows specialists to perform robotic procedures remotely over the internet, addressing the lack of specialized care in rural areas. Currently, Dopl sends a sonographer to Leavenworth weekly, but once FDA approval is obtained, they aim to offer fully remote telerobotic ultrasound services. This innovation helps rural patients access diagnostic care without traveling long distances, potentially reducing healthcare disparities and improving health outcomes in underserved communities.

IV Pro Mobile

Continued from page 1

operating IV Pro, she said.

“Even while assisting with illness recovery, my clients feel so much better after their infusions that it is a great feeling to have,” she said.

IV Pro Mobile services include migraine relief, immune support, energy improvement, beauty infusions, and simple hydration infusions. Brazill also offers high-dose vitamin C and NAD+ infusions along with GLP-1 weight loss support.

Brazill has two ways of serving her clients. She makes home, business, or hotel visits where she can complete client infusions in the comfort of their own surroundings. She also has a mobile travel clinic with a spa-like environment, which she uses for larger events such as bachelor/bachelorette parties, golf events, marathons, bike races, weddings, and concerts.

Brazill finds it essential to offer these services for many reasons, including that there are not enough pre-hospital wellness options to combat things like migraines, nausea and



COURTESY OF IV PRO MOBILE

IV Pro Mobile is a Wenatchee based mobile IV hydration and wellness clinic.

vomiting, overindulgence of alcohol, recovery from illness, detoxification from drugs and alcohol, immune support before and after a trip, hydration replacement before/after sporting events or outdoor activities in the heat, she said.

“My services save clients the suffering from symptoms such as nausea, body aches, migraines, hangovers, immune suppression issues, and more,” she said. “My services also provide a much cheaper option than ending up with an ER bill or losing a day or more to recovery time.”

Brazill likes that she can ease her clients’ symptoms and suffering. Two clients’ stories stand out for her as times she felt like she made a difference for them.

“I have a migraine client

who has seen significant improvement in her quality of life and a decreased need to take the medications causing her negative side effects,” she said.

“I also had a client going through detox with elevated liver enzymes and complicated medical issues who with infusions of vitamins, minerals, and glutathione along with NAD+ infusions, detoxed well and healed the struggling liver,” she said. “This client’s medical issues reversed quickly, and overall wellness improved.”

Brazill is required to be an RN to administer IV fluids along with the additives and medications. She is a Registered Nurse with a Bachelor’s degree, a Certified RN for Critical Care, and current in emergency

response certifications.

Brazill also has a medical supervisor who has reviewed her protocols, and they work together when adding new services to IV Pro.

IV Pro is based in Wenatchee but serves all of Washington. Brazill will travel up to 30 miles without a travel fee.

In the future, she hopes to continue building IV Pro so that eventually, there will be more IV trailers available, experienced nurses on staff for large events, and a full-time ability to serve her community and beyond.

For more information about her services, visit ivaurasis.com.

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509-731-3590 or
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COURTESY OF IV PRO MOBILE

IV Pro Mobile services include migraine relief, immune support, energy improvement, beauty infusions, and simple hydration infusions.

Quick Read

IV Pro Mobile, founded by experienced nurse Aura Brazill, offers on-demand IV hydration and wellness services in North Central Washington. The company provides a range of treatments including migraine relief, immune support, energy boosting, and beauty infusions, either through home visits or via a mobile clinic for larger events. Brazill started the business to address the need for pre-hospital wellness options and to help clients avoid unnecessary emergency room visits. With her nursing background and medical supervision, she aims to improve clients’ quality of life through customized IV treatments. IV Pro serves areas within a 30-mile radius of Wenatchee without additional travel fees and has plans for future expansion.

Stutzman Ranch

Continued from page 1

nectarines was destroyed.

However, they remained optimistic for their popular U-pick cherries which bring in much of the farm’s summer business. Sadly, by April, another frosty disaster struck the local planters.

“In April, we had two frosty nights, I think April 19 and April 20. At night, it got down to a critical temperature of 27. And [at that point] the cherries were just as big as the eraser of a pencil, and it just killed them all and turned them all black and just gave us no cherries. So, we got kind of a double whammy,” Stutzman shared with disappointment.

Knowing that all of their soft fruit was destroyed, the Stutzmans had no other choice than to cancel their summer season of cherries, peaches, and nectarines, their most lucrative period of business.

Now, Floyd and Betsy await late August, when their U-pick Gala apple and Bartlett pear season kicks off, hoping to make up for their unforeseen summer losses and keep the family business running.



COURTESY OF STUTZMAN RANCH

The Stutzmans’ cherries were left shriveled and blackened by April’s sudden cold snaps.

“We’ll open up in late August for our Gala apples, pears, and seedless table grapes. And then, also our Fuji and Golden Delicious apples... they’ve survived with some frost marks on them,” Stutzman mentioned.

“And those will be shaved off, so we’ll still have a crop of apples and pears this year, just to kind of salvage the season,” said Stutzman optimistically.

Though their farm will survive, Stutzman shared

his concern for the pickers in the local area who rely on the certainty of spring and summer fruit harvests to secure employment.

These pickers are the backbone of the massive agricultural industry, which has transformed Wenatchee and its surrounding communities for generations.

Without crops to harvest, the Stutzmans couldn’t afford to hire their usual pickers, and they’re worried the same has happened with other soft fruit growers in the area, leaving many pickers without the crucial summer employment opportunities they often rely on to survive.

“It’s not just the growers. It’s the people that depend on that orchard work, because they depend on that for their family to get through the season. It’s a big part of the community, and it’s

an economic base, and there’s gonna be a big chunk of it missing this year,” Stutzman shared, worried about the effects that freezes like this can have on the community as a whole.

The Stutzman family has been operating their fruit orchard for generations since 1907, and, despite the recent setbacks of 2024’s harsh winter weather, they plan on continuing its operations as they remain hopeful for the next year of soft fruit harvests.

“Yeah, we’ve gone through a hard time, that’s for sure. But growers are very optimistic, and they wouldn’t be farmers if they weren’t optimistic. And we’re of course looking forward to a better year, next year. You know, we’re seeing it as ‘the trees are taking a year off,’ and they’ll [hopefully] come back more or less with a bit

more than a full crop, and then [we’ll] try and make up for the year that they took a little vacation.”

Starting late August, the Stutzman Ranch plans to open its Gala apple and Bartlett pear U-pick harvest season.

By early to mid-September, it will open its

harvest for seedless table grapes, Fuji apples, and Golden Delicious apples.

To learn more about Stutzman Ranch and their U-pick seasons, visit thestutzmanranch.com.

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Quick Read

A harsh winter and spring in 2024 forced Floyd and Betsy Stutzman to cancel their popular U-pick cherry, nectarine, and peach season at Stutzman Ranch. Two severe freezes, one in January reaching -14°F and another in April dropping to 27°F, destroyed their soft fruit crops. This cancellation not only impacts the Stutzmans’ business but also affects local fruit pickers who rely on seasonal work. Despite this setback, the Stutzmans remain optimistic and plan to open their orchard in late August for U-pick Gala apples, Bartlett pears, and later for seedless grapes, Fuji apples, and Golden Delicious apples. The family, who has operated the orchard since 1907, views this as a temporary setback and looks forward to a better harvest next year.

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Keeping Up with people

Cascade Medical appoints Shari Campbell to Board of Commissioners

By **TAYLOR CALDWELL** | Ward Media Staff Reporter

Shari Campbell has been appointed as the newest commissioner on the Cascade Medical Board, following the retirement of former commissioner Mall Boyd.

"I think we have a great little hospital. My vision is to continue to say, 'How do we support that and how do we grow and respond to what's important to our community, our residents?'" said Campbell.

Campbell had a successful career in marketing and branding. For just over a decade, she ran her own marketing firm in Tacoma, Washington, doing brand initiatives for schools, non-profits, small businesses, and government agencies. Oftentimes, Campbell's firm would do consulting for healthcare organizations of all types and sizes.



COURTESY OF SHARI CAMPBELL
Commissioner Shari Campbell with her grandson, Jack.

Throughout her career, Campbell's work has circled back to healthcare, starting with a college internship at a hospital in Bellingham, and eventually serving as Marketing Director for Multicare Health Systems in Tacoma.

"It gave me an appreciation for working and understanding different

sizes of hospitals and different organizations and different cultures, but also understanding the differences between a great big hospital that employs five or 10,000 people, and a little organization that employs 200 or 300 [people]," said Campbell.

Most recently, Campbell worked as a marketing leader for Bon Secours Mercy Health, where she assisted with the opening of Urgent Care centers across the United States.

"You're really on the ground floor of establishing policies, procedures, really running the business from a leadership level. So I think I've done that day-to-day kind of marketing, branding, strategic communications, but also served in leadership capacities where you're devel-

oping a new business and really having to understand the health care business," said Campbell.

Throughout her life, Campbell has been motivated to serve others, serving as president of the Western Washington Alumni Association, as a board member for Habitat Humanity, and advocating for school bonds and levy adoptions.

After living in Tacoma and part-time in Leavenworth for 15 years, Campbell and her husband decided to move to Leavenworth full-time in 2020. Campbell continued working remotely for Bon Secours Mercy Health and joined the Cascade Medical Foundation (CMF) board, where she served for almost three years.

"I just feel really strongly about serving my community. This really is home to us," said Campbell.

While serving on the CMF Board, Campbell helped with a number of initiatives, such as starting social media. During her time, former Cascade Medical administrator Mark Judy passed away, and his family requested that donations be made to Cascade Medical.

"At the time, I remember Diane [Blake, CEO] saying that one of the challenges in a small, rural organization is in retaining and attracting talent, and so I talked to a couple other people, and ended up meeting with Mark's wife, Terri, and said, 'You know, it would be really awesome if we could take this idea of just donations and create a fund in Mark's name. That legacy he had could live on,'" said Campbell.

Campbell helped organize the donations into the Mark Judy Memorial Caregiver Education Fund,

intended to continuously support the professional growth of healthcare professionals year after year. This year, the fund awarded three scholarships to Cascade Medical employees.

"That's something that I feel really proud and honored to be part of. I didn't know Mark that well. I only met him and associated with him a few times, but he certainly had an impact on me, and I saw the way he worked with people and his leadership style, and how that had an impact on others," said Campbell.

Campbell will serve alongside Bruce Williams, Thomas Baranouskas, Jessica Kendall, and Gustavo Montoya on the board. Campbell will also serve on the Quality Committee with Kendall.

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Provo

Continued from page 4

Interim Executive Director." In her new capacity, Provo will manage the day-to-day operations of the humane society, collaborating with staff, volunteers, and com-

munity members to advance the organization's mission of improving the lives of both pets and people in the Wenatchee Valley area. The WVHS Board has committed to conducting a search for a permanent Executive Director who

aligns with the organization's dedication to animal welfare and its broader mission. The leadership transition comes at a time when many animal welfare organizations face ongoing challenges in animal care and adoption services.

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AUGUST 2024 ASSOCIATION NEWSLETTER

PAGE 1



MD Photography

2023's People's Choice Winner KTS Development's stunning outdoor living space included a putting green and outdoor kitchen.



Knoop Photography

In a previous Home Tour and Remodeling expo, Eider Construction showcased this stunning home.

Explore the Greater Wenatchee Valley!

This September is the 30th anniversary of the Home Tour and Remodeling Expo. What kicked off on July 29th, 1995, has carried on and grown for 30 years. This small event started out as a two-day “open house” and now has grown to a four-day event;

many of the original components have remained the same. A tradition of showcasing Builder's new homes and promoting Building NCW Members and small businesses all while celebrating the growth of the Wenatchee Valley. Many of the current established

neighborhoods hold homes that were on the Tour in the past. Homes on Skyline Drive, Fancher Heights Boulevard, Broadview Way, Briarwood Drive, Three Lakes, Castlerock Heights, Sleepy Hollow, and more!

Building NCW is proud of the three decades of

history in the Wenatchee Valley. 2024 is a big year for Building NCW, 30 years of the Home Tour & Remodeling Expo, the 20th Anniversary of the Home Show, the 28th Summer Golf Tournament, 3rd year of the October Fall Golf, and the announcement of the 2025 First Annual Chelan Home Tour! Our staff is eager to share all these wonderful anniversaries with our attendees and can't wait to create new memories!

“The 2024 30th Annual Building NCW Home Tour is slated to be the most incredible one yet!” said Building NCW CEO Danielle Martin, “Builders are eager to promote their work despite having to fight regulation both local and at the state level, a still struggling housing market, as well as continued high costs of building materials.”

This year, Chefs on Tour will hold some extra-special vendors like a professional photobooth by EveryBuddy In and permanent jewelry by Wild Lilly Cosmetics. More fun ideas are being kept under wraps but rest assured, this Chefs on Tour will be one for the history books!

“We are grateful to our builders, sponsors, small businesses, members, and community for engaging with us for the last 30 years,”

said Morgan Dobbins, Building NCW Membership Manager, “For a non-profit organization to not only recover quickly but thrive post-pandemic is really a testament to the support from our members, community, board of directors, and sponsors. We are celebrating our past and embracing the future as your trusted resource for all things building, remodeling, and small business. We got you!”

The 2024 Home Tour and Remodeling Expo Presented by Banner Bank is September 20 – 22, 2024. We would love to thank our Supporting Sponsors Marson & Marson

and Complete Design. Thank you to our Associate Sponsors Artisan Flooring, Kenady Group, Wenatchee Valley Glass, Precision Waterjet, and Sangster Motors. The Chefs on Tour Presented by E.D.Y Construction and partnered with Ward Media is on September 19. This unique event-within-an-event will be one you won't want to miss!

Tickets will be on sale online at www.buildingncw.org or in person at Building NCW Office. Building NCW is excited to host a special anniversary year and continue to grow in the Wenatchee Valley.



Knoop Photography

One-Way Construction's People's Choice Winner Home from 2017.



Knoop Photography

Bold Bathroom from Sadler Construction's 2018 Home Tour Home.



Knoop Photography

Wessman Construction's incredible custom-built kitchen from a home included on a past Home Tour.

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"Driven to Promote and Protect Small Business"

AUGUST 2024 ASSOCIATION NEWSLETTER

PAGE 2

You're getting your computer back-up wrong

Article provided by
Brandon Smith
of Wenatchee Computer

First off, if you're not backing up your computers at your business, you're in for a world of hurt (you're putting your entire business at risk for lost information and productivity).

Choosing the right back-up strategy can make or break your productivity.

To cloud or not to cloud poses some interesting ownership trade-offs.

Let's take a look at the three major strategies deployed by individuals and organizations of all sizes.



The external drive method:

- **Pros:** I know where it is. I control what files are backed up and at what frequency. As long as I physically possess the drive, I physically possess the data. Nobody else has access to or owns my data unless I share it with them.

- **Cons:** Nobody else has

access to my data. If I lose it, it is my fault and unrecoverable. External drives fail faster than computers. It can only take files, not programs or user settings, which can cause unexpected productivity loss when setting up a new computer since these will need to be reinstalled.

The cloud drive method:

- **Pros:** Automated backups. Easily shared with people and programs. Hardware integrity is someone else's responsibility.

- **Cons:** You don't own

the hardware and therefore, by extension, do not own their copy of the data. It can be shared easily with people and machines (AI training/spoofing, deep-fakes, etc.). Data integrity is the user's responsibility, not the provider's. This is a rental approach. The costs will typically start low and increase over time.

Hybrid network cloud method:

- **Pros:** The storage is connected to the customer's router and therefore still in their possession. The content can automatically



Stock photo

back up anything on the same network and/or anything remotely connected to the router. The enterprise backups can restore user customizations 100%. This is an ownership approach that requires onboard tech support either internally or externally to do the initial set up or make changes.

- **Cons:** The customer is responsible for the hardware. It requires a more sophisticated IT strategy. The initial cost is two or

three times as much as an external hard drive.

In summary, the best use case for each method follows: Use an external if you mostly work with documents/PDFs. Use the cloud if you have a freemail address (gmail, outlook, etc.).

Use a hybrid network cloud if you want the advantages of cloud and the security of the external and are ready to level up your IT strategy.

Chefs on Tour 101

This September, Chefs on Tour proudly Sponsored by EDY Construction and Ward Media returns for its 11th Annual Celebration, offering a unique opportunity for food enthusiasts and home design aficionados alike.

For those unfamiliar with this exclusive event, the first step is to grab your pens and planners and mark Thursday, September 19th starting at 4 pm down as a date to remember!



Chefs on Tour provides an exclusive preview of four select homes just a day before the Home Tour opens to the public and has a limited number of tickets available.

Held the night before the Home Tour, Chefs on Tour invites attendees 21 and up to embark on a self-guided tour of four carefully chosen homes.

Each residence will feature culinary creations from local chefs, paired with offerings from regional drink makers. This unique tour allows participants the freedom to begin at any home and visit them in any order they prefer.

Upon arrival at each location, ticket holders will be greeted with a tasting

experience showcasing the chef's culinary expertise and the drink maker's finest selections.

Attendees will be provided with the ever-beautiful blue bootieshoe covers to protect the homes' interiors as they explore the creative designs and architectural details.

The best part of this event is an attendee can speak to the Builder and ask questions about the home's design, flooring, kitchen, and more.

After all the homes have been visited, guests are encouraged to vote for their favorite chef and drink maker.

These votes will be tallied, and winners of the Chefs and Drink Maker's People's Choice awards will

be announced by Building NCW in the week following the event.

Tickets to the Chefs on Tour will also get you admittance to the rest of the Home Tour. Tickets go on sale August 10th for Chefs on Tour and Home Tour! Don't miss out, only 350 tickets will be sold for this event.

In celebration of the 30th Anniversary of the Building NCW Home Tour, this year's Chefs on Tour will include a special addition: an after-party at Union Hill Cider Co. in East Wenatchee.

After exploring the homes and savoring the tastings, attendees are invited to continue the festivities and celebrate the milestone anniversary with fellow attendees!

Special Thank you to EDY Construction and Ward Media for their Support with Chefs on Tour.

Reach out to Building NCW's Offices for more information or visit www.buildingncw.org today!



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PAGE 3



Home Builders and Home Runs – AppleSox knock it out of the Park!



Photo provided by BNCW Staff

Local Wenatchee Singer Kayla Taylor singing the National Anthem.



Photo provided by BNCW Staff

Home Tour Presenting Sponsor Banner Bank before throwing out the 1st pitch at Homebuilders and Homeruns Night!



Photo provided by BNCW Staff

Danielle Martin and Sherrie Harlow with Ward Media greeting Baseball Fans!

Nothing goes better together than summer and baseball!

Building NCW was proud to sponsor the Home Builders and Home Runs night on July 19th at the Wenatchee AppleSox. Building NCW Staff was in attendance handing out fun construction-themed giveaways for all!

This year Building NCW will be celebrating 30 years of Home Tours in this Valley and what better way to promote the event than a night out at the park with our Presenting Sponsor Banner Bank.

Ward Media, who is co-sponsoring our Chefs on Tour night, was also in attendance handing out local papers and fun goodies.

Before the game, Banner Bank Real Estate Team members Cori Bautista, Monica Simmons, and Kristi McPherson stood on the mound alongside Brette Sangster who tossed out the first pitch to kick off the game.

Local singer, Kayla Taylor performed a stunning acapella Star-Spangled Banner and once her last note sang out it was time to play ball!

Over 100 Building NCW members, their friends, and family were out at the game and enjoyed the evening.

Baseball fans had popcorn, pretzels, pops in their hands and eyes glued on to the game.

The AppleSox battled hard and won 9-2 over the Yakima Valley Pippins!

Building NCW prides itself on being involved and a supporter of local sports.

From sponsoring game nights at the Wenatchee

AppleSox and Wenatchee Wild to sponsoring a local soccer team.

Building NCW supports local and cares for the community.

A huge thank you to all our Building NCW Members, without their support we would not be able to give back to the Valley’s local youth programs such as the AppleSox.

Our goal is to be a resource for not only our Membership but also for the community members. For more information about what types of Members or what resources we offer visit our website, www.buildingncw.org today!



Photo provided by BNCW Staff

CEO Danielle Martin poses with AppleSox Coyote.



WSBC & BNCW
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The **Washington Small Business Council** (WSBC) serves as Building North Central Washington’s **Political Action Committee** (PAC). As such, one of the WSBC’s more important purposes is to evaluate and understand the philosophies and records of elected office holders and candidates for such offices, for the purpose of advancing endorsements of those candidates and initiatives believed to best promote the beliefs, ideals, and interests of not only the building industry, but small businesses in general - including a commitment to the free enterprise system; the protection of private property rights and a strong belief in government regulatory accountability.

The WSBC & Building NCW endorsed candidates for the 2024 Election are:

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Dave Reichert

District 12
Representative Position 1
Brian Burnett

District 12 Senator
Keith Goehner

District 12
Representative Position 2
Mike Steele

District 7
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AUGUST 2024 ASSOCIATION NEWSLETTER

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Upcoming Events



AUGUST

AUGUST 14 - BOARD MEETING

SEPTEMBER

SEPT. 2 - OFFICE CLOSED FOR LABOR DAY
SEPT. 19 - ANNUAL CHEFS ON TOUR
SEPT. 20 - 22 - HOME TOUR
SEPT. 26 - NOTHING BUT NETWORKING
HOSTED BY MOONLIGHT STONE WORKS

OCTOBER

OCT. 4 - 3RD ANNUAL FALL CLASSIC GOLF TOURNAMENT
OCT. 7 - RRP CLASS
OCT. 16 - BOARD MEETING

NOVEMBER

NOV. 5 - ELECTION DAY
NOV. 20 - BOARD MEETING
NOV. 28 - 29 OFFICE CLOSE FOR THANKSGIVING HOLIDAY



NEED TO BE RRP LEAD CERTIFIED?



RRP Lead Class
OCTOBER 7TH
AT BNCW OFFICES

Certification & Classes

This class is a full day training taught by N.I.C.A Training. The course covers new regulations by the EPA for renovating, repairing or painting a home built before 1978. Businesses that are involved with Home Improvement and Renovations, Remodelers, Painters, Plumbers, Electricians, Maintenance Personnel, Property Mangers.

Space is limited Pre-Registration is required

Call BNCW Offices to sign up today!

DANIELLE MARTIN
MORGAN DOBBINS

Danielle@BuildingNCW.org
Morgan@BuildingNCW.org
509-293-5840



VISIT OUR NEW UPDATED WEBSITE FOR MORE INFORMATION!

Need a Meeting Room?

As a valued BNCW member company, you're welcome to utilize the BNCW conference room if you require a place to meet with clients or prospective clients, or simply need access to a meeting room. The room will seat up to 16 people comfortably, has wireless internet access and other amenities.



Please contact *Morgan Dobbins* at 509-293-5840 to make the necessary arrangements.

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



LOCATED AT: 2201 N. Wenatchee Ave. Wenatchee, WA 98801
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AMY YALEY

COO of Ward Media



Fall marketing strategies: capitalize on autumn opportunities in NCW

When the long, hot (smokey) days of summer give way to crisp autumn air, business owners in North Central Washington face new opportunities.

Fall brings unique challenges and possibilities, especially for our region's small and medium-sized businesses. Whether you're in construction, real estate, or running a local winery, adapting your marketing strategy for the fall season can help you finish the year strong financially.

Understand Our Autumn Market

Fall in North Central Washington is a special time. When summer tourists start heading home, we see a different kind of visitor: those seeking colorful foliage, harvest experiences, cooler hiking days, and a taste of our famous wines. Local consumers also change their habits, focusing more on home improvements before winter and looking for indoor activities as the weather cools.

For construction and real estate businesses, this can mean a push for last-minute outdoor projects or a focus on interior renovations. Wineries might see

an uptick in visitors eager to experience the harvest season firsthand. Understanding these shifts is key to crafting effective marketing strategies.

Tailor Your Marketing for Fall

Event-Based Marketing: Fall fairs, farmer's markets, and harvest festivals are perfect opportunities to showcase your business. Construction companies might demonstrate winterization techniques, real estate agents could highlight cozy homes perfect for the colder months, and wineries can offer special harvest tours or tastings.

Target Autumn Tourism: Fall in North Central Washington brings a fresh wave of visitors, each with their own interests and needs. Real estate agents might create "relocation packages" that showcase the region's year-round appeal, highlighting our four seasons and activities unique to each season. Wineries can promote special autumn wine tours that combine the appeal of hiking with the excitement of harvest season. Construction businesses could partner with local accommodations to offer



STOCK PHOTO

"fall fix-up" packages for vacation homeowners.

Leverage Autumn Activities: Tie your promotions to popular fall activities. For example, a construction company could offer a "pre-winter checklist" service at the County Fair, real estate agents might host pumpkin-picking events at properties with land, and wineries can create harvest-themed tasting experiences.

Digital Marketing for Fall

In today's world, your online presence is crucial. Use social media to showcase the beauty of North Central Washington in autumn. Share photos of homes with stunning fall views, time-lapse videos of construction projects racing to beat the winter

weather, or behind-the-scenes glimpses of the wine-making process during harvest.

Keep in mind, that social media should not be your only digital presence. Current algorithms only reach a small percentage of your following.

Consider running geo-targeted ads to reach potential visitors from other areas like Spokane, Ellensburg, or the west side.

Digital display marketing campaigns can keep your local customers informed about fall specials or remind them of important seasonal services (like winterizing homes or stocking up on wine for holiday entertaining).

Adapt Your Offerings for Autumn

Think about how you

can tweak your products or services for the season. Construction businesses might offer fall maintenance packages. Real estate agents could create cozy autumn staging for home viewings.

Wineries can introduce limited-edition harvest blends or host special fall-themed events.

For all businesses, consider limited-time autumn promotions. These create a sense of urgency and can drive sales during what might otherwise be a slower period.

Measure Your Success

It's important to track how well your fall marketing efforts are working. Keep an eye on your sales figures, website traffic, and customer engagement.

Many free or low-cost tools can help you monitor these metrics. This data will be invaluable for refining your strategies, not just for this fall but for future seasons as well.

Plan Ahead

As you implement your fall marketing plan, start thinking about the upcoming holiday season. How can you transition your autumn promotions into

winter ones? For construction and real estate, this might mean shifting focus to indoor projects or cozy winter homes. Wineries can start promoting their wines as perfect holiday gifts or for New Year's celebrations.

Embrace Autumn's Opportunities

Fall in North Central Washington offers a wealth of marketing opportunities for businesses of all types. By understanding the unique characteristics of our autumn market, tailoring your strategies to the season, and leveraging both traditional and digital marketing techniques, you can make the most of this beautiful time of year.

Remember, the key to successful seasonal marketing is to start planning early and be willing to adapt as you learn what works best for your business.

Embrace the changing seasons, and let the natural beauty and bounty of our region inspire your marketing efforts.

Amy Yaley is the COO of Ward Media and the co-owner of Apple Capital Marketing & Northwest Swag Works. She can be reached at amy@ward.media.

George Library

Continued from page 2

learning spaces for youth and adults, books and library resources, the new branch includes a few features that are designed to function as an anchor for digital access in the community.

A Digital Literacy Learning Lab is a cornerstone of the new design. With nine public access computers arranged in a flexible classroom setting, it is an ideal space for additional digital literacy classes.

This initiative is crucial for a community where digital skills can significantly enhance educational outcomes and job opportunities.

The Teleservices Booth is another new aspect of the library branch.

In partnership with Thriving Together NCW Telehealth spaces will also be piloted this year in 2 other library branches as well.

These booths provide a private, acoustically separated space for residents to attend virtual healthcare appointments, job



George Library branch.

interviews, and other important teleconferencing meetings.

This feature is particularly significant in a rural area where access to healthcare can be limited.

Outdoor spaces were also upgraded with a picnic table and gazebo on the patio allowing residents to use the library's Wi-Fi even when the building is closed.

This extended access is vital in a town where many residents rely on public internet services.

The expanded access

to digital resources is set to have a profound impact on the residents of George. Jose and Araceli Medina of Quincy participated in the digital skills course earlier this year.

They brought their two sons to make a special visit to see the new learning spaces (see photos).

The family expressed sentiments of gratitude and praise for the community leaders who leaned in to make this possible.

These community investments foster a culture of continuous learning,

improve digital literacy, and enhance the overall quality of life.

As the community of George continues to grow, this library will serve as a cornerstone of development and a beacon of potential for other rural areas to follow.

At their core, digital equity efforts like this one ensure that everyone, regardless of their background or socioeconomic status, has access to digital technologies and the skills needed to use them.

This concept is more

than just providing internet and computers; it's about ensuring that all members of the community can participate fully in today's digital world.

The expansion of the library in George is a shining example of what can be achieved when communities come together with a shared vision.

It underscores the importance of digital equity in today's interconnected world and sets a powerful precedent for other rural communities striving to bridge the digital divide.

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Real Estate

Adam Rynd

Contributor for Ward Media



Real Estate commission changes in NCW

Ask any real estate professional in North Central Washington about their summers and you'll hear about balancing busy professional schedules with enjoying the beautiful region we call home. This summer, you'll also hear about changing industry practices that residential real estate brokers must adopt while juggling their client relationships and responsibilities.

Let's explore what led to these changes and the real implications for buyers and sellers of residential real estate in North Central Washington.

Background

Real estate brokerage compensation has often confused many consumers. When you hire most professionals to perform a job, their compensation is directly paid by the party they represent. That compensation is also commonly based on either the hours worked or a fixed fee.

Most attorneys and accountants, for example, bill an hourly rate based on their time while title

and escrow often charge fixed fees. It's rare to pay a percentage-based commission for work and even less common to pay for a service someone else needs.

Compensation for real estate brokers is different. Since the early 1980s, pay has been almost entirely contingent, based on a percentage of the transaction value, and often been paid by one party (the seller) on behalf of both parties.

Simply put, sellers typically pay percentage-based commissions when their home sells and they also pay the broker representing the homebuyer. If the sale doesn't close, typically no broker gets paid.

Lawsuits and Settlements

Several class-action lawsuits were filed across the US in recent years, starting in 2019 with a Missouri lawsuit filed on behalf of 500,000 home sellers. Their stated goals were to change compensation practices, enhance transparency, and ensure a competitive marketplace.

The first major federal verdict was announced in

late October 2023 finding that National Association of Realtors® (NAR) and other defendants "conspired to require home sellers to pay the broker representing the buyer of their homes in violation of federal antitrust law".

Since then, settlements were reached among NAR, most major real estate firms, and plaintiffs, leading to industry changes. (Attorneys representing plaintiffs also made a LOT of money...)

The resulting changes go into effect on August 17, 2024, with the intent to benefit both buyers and sellers. They require written representation agreements for brokers working with buyers and improve transparency about compensation. Unfortunately, some news articles about changes related to the settlement caused confusion among buyers and sellers who think buyer commissions have been "eliminated" or may now be "illegal".

Here are the two key changes adopted by the National Association of REALTORS®:

1. Written Agreements

to Represent Buyers: NAR now requires brokers working with buyers to enter written agreements with their buyers before representing them.

2. Eliminate Upfront Compensation Requirement: NAR no longer requires listing brokers to offer upfront compensation to buyer's agents.

In Washington State, the real estate industry has proactively changed in recent years to create a more transparent and consumer-friendly market. Those include requiring buyer brokerage representation agreements (effective January 1, 2024) and changes to our real estate forms to support more open negotiations about compensation (starting in 2022).

This month will see even clearer options for sellers to (a) offer a buyer broker commission, (b) ask the buyer to propose buyer broker compensation, or (c) decline to offer any buyer broker compensation.

Why Sellers Should Care

When selling your home, you will typically

sell for more and have the best experience by working with full-service real estate brokers.

You want your home to look its best, get the most exposure to the market, and sell for the highest value. Your listing broker does their best to represent you throughout the process.

Buyer brokers also play a key role by promoting your home to their clients and helping facilitate a smooth transaction.

By offering buyer broker compensation, sellers achieve several goals:

- **Attracting More Buyers:** When a seller offers an attractive buyer broker commission, it motivates agents to show the property to their clients. Broader exposure attracts more potential buyers. Buyer brokers also need to be paid for their time and expertise.
- **Higher Sale Price:** Exposing your home to a wider pool of potential buyers often results in a higher sale price. Offering to pay the buyer brokerage compensation even helps buyers afford more than if they directly pay a buyer broker to represent them.

• **Professionalism:** Selling your home can be a stressful experience. Choosing a great listing broker is important and buyer brokers provide professional guidance to their clients. Their professional experience should help streamline the transaction.

You should get what you pay for with professional services and real estate compensation is no different.

Start by choosing an experienced, full-service real estate broker with a great reputation to list your home.

Be sure they are locally-based so they actually know the market and have professional relationships with buyer brokers in the community.

When you invest in hiring a local listing broker and offer buyer broker compensation, you should expect to get a much better result from your home sale.

Adam Rynd, a licensed real estate Managing Broker, is the Owner and Designated Broker of Coldwell Banker Cascade Real Estate.

Real Estate

Top Properties Douglas County June 2024

Residential

Sale Price	Address	Total Acres	Year Built	Residential Area	Basement Area	Bedr.	Bathr.	Garage Area
6,375,000	450 6TH ST NE	3.27		0				
1,100,000	2508 NW COLUMBIA AVE	1	1993	2224	952	3.00	2.00	1000
1,090,000	2548 7TH ST SE	0.26	2022	3237		4.00	3.50	1758
975,000	849 BRIARWOOD DR	0.61	2007	2719		4.00	2.50	864
905,000	325 BEACH DR	0.17	1999	1930	1106	3.00	3.00	280
821,150	410 21ST ST NE	0.43	1998	1504	1484	4.00	3.00	896
820,000	2626 CATALINA AVE	0.22	2011	1468	1434	5.00	2.50	526
798,000	2485 NEIGHBOR PL NE	0.29	2023	2064		3.00	2.50	648
740,000	626 VISTA VIEW PL	0.38	1991	2262	1888	4.00	3.00	660
739,500	575 W MARINE VIEW DR	0.25	1999	1730		2.00	2.00	546
720,000	301 DESERT VIEW PL	0.35	1994	2267	2267	3.00	2.50	804
710,000	69 SPRINGHILL DR	0.32	2005	2188		3.00	3.00	825
700,000	2501 8TH ST SE	1.04	1960	2181	620	4.00	2.50	330
699,900	212 STULL CT	0.33	1976	2252	1608	6.00	4.00	672
695,900	2285 FANCHER HEIGHTS BLVD	0.49	1998	2023		3.00	2.00	704
693,000	900 N NEWPORT LOOP	0.3	2023	1774		3	2	696
679,000	2415 HIGHLAND VIEW DR	0.29	1995	1396	902	3.00	2.50	484
675,000	2718 WESTVIEW DR	0.25	1980	2198	1598	4.00	4.00	524
615,000	2481 3RD ST NE	0.3	1965	1248	600	4.00	3.00	1096
605,000	820 MADELEINE CT	0.15	2018	2379		3.00	2.00	420
595,000	1810 MANHATTAN DR	0.19	1993	1461	1437	4.00	3.00	484
593,000	3263 2ND ST SE	0.48	2024	1944		3	2	529
585,000	411 19TH ST NE #4	0.11	2014	1642		2.00	2.00	480
545,000	40 S MILLBROOK LOOP	0.18	2021	1698		3.00	2.00	696
535,000	490 SUN COVE RD	0.2	1999	2474		3.00	3.00	594
522,999	165 S MYSTICAL AVE	0.15	2020	1705		3.00	2.00	717
519,000	60 S MILLBROOK LOOP	0.19	2021	1725		3.00	2.00	420
515,000	605 15TH ST NE	0.21	1968	1170	1170	3.00	2.00	520
499,999	316 N GREENE ST	0.34	2010	2112		4.00	2.00	528
499,900	2395 COMBINE ST	0.27	2002	1661		3.00	2.50	480
499,900	1104 CHERRY CIR	0.16	1979	1169	1127	4.00	2.00	368
470,000	2525 NE NOBLE LOOP	0.16	2011	1350		3.00	2.00	400

Commercial

Seller	Buyer	Sale Price	DOR CODE	Acres
HARLOW, GARY D	509BNC LLC	\$180,000	50 - TRADE - CONDOMINIUMS	0

Farm

Seller	Buyer	Sale Price	Street	Total Acres
GONZALEZ, ERICK A & ALEJANDRA	ALLEN, DAVID JAY & CHERI J	\$1,575,000	835 S WARD AVE	9.38
C & O NURSERY	15:5 INVESTMENTS LLC	\$1,375,000		14.98
SEBRING 2755 LIVING TRUST	JOHNSON, MARK & SARAH BATTIS	\$830,000	2755 10TH ST NE	1.97
APC CONSTRUCTION LLC	JOHN, CHRISTOPHER & ROBIN	\$660,000	69 Stillwater Ln	5.9
DEFOREST &, DANE R	ASMUSSEN REVOCABLE LIVING TRUST &, LEVI J & CHRISTY J, CO-TRT	\$448,800		527.7
NEW, MATTHEW & LEAH	SAAVEDRA CONSTRUCTION LLC	\$275,000	14 SPRING CANYON RD	6.9
HUNTER, IAN & JULIE	STREET, ALISON & THANE	\$255,000		1.49
THE PERRY RANCH LLC	HEMMER &, JARED & JESSIE	\$245,050		753.9
DOUBLE D VINEYARDS LLC	KING, WILLIAM & KELLY	\$240,000		30.94
VICKERY &, RYAN	VICKERY, RYAN	\$240,000	227 S Partridge LN	2.47

460,000	1320 TERRACE CT NE	0.22	1954	1188	864	2.00	2.00	
450,000	1310 3RD ST SE	0.18	1989	1228		3.00	2.00	528
450,000	735 11TH ST NE	0.25	1986	1144	800	3.00	1.75	520
450,000	781 MELBOURNE CT	0.2	2003	1236		3.00	2.00	440
444,900	107 NW PORTERS CT	0.15	2017	1276		3.00	2.00	440
434,000	1494 EASTMONT AVE #38	0	2005	1326		2.00	2.00	460
426,000	1747 GARY ST NE	0.46	1953	1371		3.00	2.00	228
415,000	1455 CENTER ST	0.21	2015	1291		3.00	2.00	529
400,000	470 N JOSEPH AVE	0.22	1978	1344		3.00	2.00	
385,000	1501 SUNSET HWY	0.38	1913	1624		3.00	2.00	

Real Estate

Top Properties Chelan County June 2024

Buyer	Seller	Sale Price	Address	City	Living Area	Year Built	Bed-rooms	Bath-rooms	Garage Area	Pool	Fire-place
ELITE STORAGE LLC	TROUT-BLUE CHELAN-MAGI INC	\$10,500,000	200 BEEBE BRIDGE RD	CHELAN FALLS	43928	1972			0	N	N
MICROSOFT CORPORATION	PORT OF CHELAN COUNTY	\$5,503,742	4770 SATURDAY AVE	MALAGA	1060	1980			0	N	N
MERRITT KEVIN & KAREN	SHEEHAN JOHN M ETAL	\$4,750,000	100 BRIMSTONE LN	CHELAN	2316	2013	3	3.25	718.3	N	Y
BLUMENTHAL JABEZ & EDSFORTH JULIE E	CULBERSON FREDDIE R	\$3,350,000	44 IRWIN LN	LEAVENWORTH	2337	2004	2	2	728	N	Y
VACURA TODD M & ANN	PRENTICE DIAN L & DANIEL F	\$3,150,000	88 MINNEAPOLIS BEACH RD	CHELAN	2332	1930		2	0	N	Y
COLUMBIA VALLEY COMMUNITY HEALTH	REB LLC	\$2,420,000	910 WALLA WALLA AVE	WENATCHEE	15500	1991			0	N	N
HAUS ERIKA LLC	SOLSTICE SUITES LLC	\$2,418,750	925 COMMERCIAL ST	LEAVENWORTH	4608	2004			0	N	N
DER SCHATZ LLC	MALSAM JANET	\$1,800,000	805 FRONT ST	LEAVENWORTH	3203	1910			0	N	N
FORSTER SCOTT & MOLLY	STOELK JEFF & KAREN	\$1,640,000	716 LOOP AVE	MANSON	2625	2017	5	4	345	N	N
MAYFIELD TAYLOR W & SUE E	RAYFIELD DAVID F	\$1,462,500	12977 BAYNE RD	LEAVENWORTH	1650	2004	2	2.5	504	N	N
UPPER DECK CHELAN LLC	TRIPEN INC	\$1,425,000	100 BURBOT LN	CHELAN	0	0			0	N	N
ELSER THOMAS A	HIRST PETER & KATHLEEN	\$1,395,000	7664 ICICLE RD	LEAVENWORTH	2306	2016	3	2.5	700	N	N
HARVEY DAVID & MAHVASH K	BARHAM CARRIE LIVING TRUST	\$1,387,000	8950 E LEAVENWORTH RD	LEAVENWORTH	2265	1989	4	2.5	552	N	Y
SOUZA KELLY A FAMILY TRUST	SCOTT PROPERTIES LLC	\$1,380,000	12246 BRETZ RD	PLAIN	1680	1992	5	3	0	N	Y
JANSEN MARKUS L & BIRGIT	BOHN LANDIS P	\$1,340,000	16542 LAKEVIEW DR	LAKE WENATCHEE	2600	1977	3	1.75	2000	N	N
RADTKE DEREK & LISA	RICHARDS DON L	\$1,300,000	2662 COTTONWOOD LN	LAKE WENATCHEE	1470	2000	2	2	640	N	N
IMPERIAL ROBIN & NAZER MARJAN	LITTTRELL COMMERCIAL INVESTMENTS LLC	\$1,248,000	86 BLOSSOM LN	WENATCHEE	2144	2023	4	4	1216	N	N
BROOKHART GEORGE B & CHRISTY J	NEWLON FAMILY LIVING TRUST	\$1,240,000	16646 LAKEVIEW DR	LAKE WENATCHEE	1675	2008	4	2.75	320	N	N
SOLE J ANDREW & RITAL I	ZENK MICHAEL L & JACKSON-ZENK MARY A	\$1,218,000	7875 TARPISCAN RD	MALAGA	2124	2009	3	2.75	756	N	Y
LYLE ANDREW & JENNIFER	DICKINSON GARY B & LORETTA J	\$1,200,000	60 TWO RIVERS RD	ARDENVOIR	4292	2016	1	1	1680	N	Y
HOTCHKISS CRAIG S & EILEEN M	ANGLIN KAREN L	\$1,125,000	216 PINNACLE PL	CHELAN	2916	2004	3	3	850	N	Y
SMITH STEVEN E & TRACY J	CLEMENTS JULIE & RICHARD L	\$1,125,000	525 COLUMBIA VIEW RD	CHELAN	2062	2020	1	1	728	N	N
LAMON ALLAN & PETRA	WRAY SCOTT A & AMANDA L	\$1,100,000	55 SHOEMAKER RD	MANSON	1751	2006	3	2	576	N	Y
KONCZ KATHERINE & JONATHAN	PIERRE SUSAN M	\$1,099,000	4135 CRESTVIEW RD	WENATCHEE	1846	2009	4	3	774	Y	Y
DESCHAND REID A & LINDA	MOUNTER KATHERINE H	\$1,055,000	9433 PAKASCWA RD	PESHASTIN	1899	1990	3	2.5	529	N	Y
STOELK JEFF & KAREN	WASKIEWICZ CATHY L	\$1,050,000	305 ORCHARD VIEW DR	CHELAN	2528	2005	3	4	610	N	Y
HANSON BRADLEY S	BROWN PATRICIA	\$1,050,000	1426 BIGHORN WAY	CHELAN	1056	2020	2	3	0	N	N
KESSELMAN ANNA & ROMAN	MILLER WILLIAM C JR & TARA M	\$1,020,000	124 RUDY CIR	CHELAN	1210	2022	3	3.25	0	N	N
THOMPSON TYLER N & AMANDA N	MC CANDLESS CAROL/KEITH TRT	\$980,000	15710 CEDAR BRAE RD	LAKE WENATCHEE	880	1967	2	1.5	0	N	Y
CONFEDERATED TRIBES OF THE COLVILLE INDIAN RESERVATION	JK 2	\$970,000	7448 STINE HILL RD	CASHMERE	0	0			0	N	N
MOSES CLYDE & MANDY	GRIFFITH KAREN L	\$950,000	4284 OLD MONITOR RD	CASHMERE	3174	2019	3	2.5	804	N	N
MILITESCU MICHAEL	PASIELKO VICTOR & LIDIA	\$950,000	3651 DIANNA WAY	WENATCHEE	2800	2000	3	2.25	980	N	Y
SCHMIDT DONALD P & TRUCANO NANCY	LAKE JASON M & REBECCA L	\$900,000	65 SOLSTICE LN	WENATCHEE	4472	1981	1	1	0	Y	Y
SUTPHIN BRIAN W & LINDSEY A	HEIRLOOM ESTATES TRUST	\$900,000	426 HEADWATER LN	LAKE WENATCHEE	1784	2022	3	2	0	N	N
ELLIOT DEVIN	MILLER ROBERT J & DEBORAH M	\$899,000	863 BLAZING STAR LN	CHELAN	1639	2019	4	2	350	Y	Y
KONEN STUART D	CASTLE MATTHEW & CYNTHIA	\$899,000	4121 JAGLA RD	WENATCHEE	2078	1990	3	2.5	0	N	Y
BARROS MARIA CHRISTINE TAB IRREV GST TRUST	KIDD ARTHUR L III	\$875,000	5633 EVERGREEN DR	CASHMERE	2586	1924	2	1	782	N	Y
MC KINNEY JAMES D & RITA E	DEFFENBAUGH FRANCES S	\$860,000	10570 FOX RD	LEAVENWORTH	1972	1996	4	2.75	576	N	Y
COOLEY JIRA & MAC LEOD SKYE	BRIDGES JACOB H	\$853,000	220 EVANS ST	LEAVENWORTH	1688	1992	3	2.25	336	N	N
STRAUSS LAURA & MATHIEU JAMES	FIELDS JOHN H & DEBORAH L	\$850,000	17340 JENNE LN	ENTIAT	2114	2000	2	2	0	N	N
CONNER GRAYSON & PATRICIA	OHRN LARS & BARBARA	\$848,800	3101 TAMARACK PL	WENATCHEE	2240	2000	3	2.25	796	N	Y
MOGHADDAM HENGAMCH F & POURNASSEH AMIN W	STONER JAMES P & SHELBY R	\$825,000	2347 W HIGH ST	CHELAN	1680	1964	2	1.75	0	Y	Y
FLLOYD FRANCIS S & JOYCE K	MORRIS DASHAEL V	\$800,000	12735 PROWELL ST	LEAVENWORTH	1616	2017	3	2.75	480	N	N
DICKINSON GARY B & LORETTA J	SORENSEN LOUIS L	\$800,000	2475 ENTIAT WAY	ENTIAT	2521	2009	3	2.25	1219.6	N	Y
YRI SCOTT A & KIM R	NELSON CHAD L & MELISSA L	\$800,000	166 MAD RIVER RD	ARDENVOIR	1728	2022	3	2	484	N	N
FORREY MARY M LIVING TRUST	ROBERTS CONSTRUCTION LLC	\$799,900	917 RACINE SPRINGS DR	WENATCHEE	0	0			0	N	N
MARR THOMAS & DEBORAH R	SHALES STEPHEN C & CYNTHIA L	\$797,900	11 DIEDE HILLS LN	WENATCHEE	2054	2019	3	2	780	N	Y
PETRIN ALEXANDER & KATHERINE LIVING TRUST	FOSTER NATHAN	\$790,000	1589 CARSON CT	WENATCHEE	4010	1994	3	3.25	1328	N	Y
BARRY BRIAN & ERIN	ROBERTS CONSTRUCTION LLC	\$789,900	934 RACINE SPRINGS DR	WENATCHEE	0	0			0	N	N
MCKENZIE JAMES & HEATHER J	HOPPER JENNIFER M & BRYAN	\$788,000	1010 RACINE SPRINGS DR	WENATCHEE	2109	2021	4	1.75	680	N	Y
GREEN ROBERT & MARY P	TONSETH MICHAEL A	\$755,000	9198 OLALLA CANYON RD	CASHMERE	1332	2000	3	2.75	0	N	Y
WILLIAMS CALEN & ELLISE	COFFIN DOMINIQUE & ASHLEY	\$750,000	9761 NIBBELINK RD	PESHASTIN	2340	1963	4	3	0	N	Y
DELISI ZACHARY D	OLSON DAVID T	\$725,000	8097 SAUNDERS RD	PESHASTIN	3168	1984	4	2	1120	N	N
MC CULLOCH KEVAN & DAVIDSON JULIE	ROBERTS CONSTRUCTION LLC	\$715,900	913 RACINE SPRINGS DR	WENATCHEE	0	0			0	N	N
GOODWILL JOHN E ETAL	LOW STEVEN & MARY	\$710,000	95 STEINBACH RD	WENATCHEE	1680	2004			0	N	N
ALAILIMA DALEY ELIA J ETAL	SPEER MARVIN III	\$700,000	318 CASCADE ST	LEAVENWORTH	1686	1940	3	1.75	0	N	Y
WHITTLES LEE J & RUTH A	WHITTLES RUTH A	\$700,000	UNASSIGNED	LEAVENWORTH	0	0			0	N	N

Buyer	Seller	Sale Price	Address	City	Living Area	Year Built	Bed-rooms	Bath-rooms	Garage Area	Pool	Fire-place
MOTT DOUGLAS S & LEE ANN	RISING RICHARD P & JUDITH W	\$700,000	2101 YARROW RD	WENATCHEE	2303	2012	4	2.5	753	N	N
ANDERSON JANET L & JEFFERY J	FOSTER CHRIS R	\$675,000	9950 MERRY CANYON RD	LEAVENWORTH	1840	1983	4	2.5	0	N	Y
HAWKINS BRAD & SHAWNA	SCHMIDT ROBERT D	\$650,000	1845 MAPLE ST	WENATCHEE	1614	2005	2	2	684	N	Y
COPSTEAD BENJAMIN & SHANNON	BARBER MUREL	\$635,000	102 TYEE CT	CHELAN	1280	1987	1	1	616	N	N
JAMESON JOSHUA D	TOV HOMES DEVELOPMENT LLC	\$614,900	121 FREEDOM HILLS	CASHMERE	0	0			0	N	N
SALTSMAN PATRICK M & GRAY KARYN K	VILLANI THOMAS E & JULIE A	\$600,000	2002 WOODRIDGE ST	WENATCHEE	1994	2010	3	2	400	Y	N
WITTGOW SHIRLEY	SEVERSON EUGENE & SUSAN	\$600,000	1845 MAPLE ST	WENATCHEE	1614	2005	2	2	684	N	Y
TIMSINA HIRA D & KAMAL P	REID WHITNEY L	\$600,000	1726 SKEENA CT	WENATCHEE	2210	2016	4	2.5	420	N	N
DICKSON ZACHARY & MCALLISTER MARY	STARCHER JULIE ANN	\$599,000	UNASSIGNED	CHELAN	0	0			0	N	N
BURNS SCOTT A	HAERLING MICHAEL A	\$599,000	408 BOETZKES AVE	MANSON	1368	1916	4	1.75	0	N	N
VERTREES LIVING TRUST	SIENNA 41 LLC	\$599,000	135 SIENNA RD	WENATCHEE	0	0			0	N	N
FIELDS JOHN H & DEBORAH L	PARSONS SCOTT	\$579,500	540 CHRISAND LN	WENATCHEE	2032	2004	4	1.75	720	N	N
WISE JENNIFER M & MACCOLL SCOTT H	CANARY WILLA JEAN	\$575,000	2333 W PROSPECT ST	CHELAN	2448	1961	3	1.75	0	Y	Y
HARRISON CHRISTOPHER & CHRISTINA	ORTOLF DOROTHY M	\$575,000	45 DAISY WAY	MANSON	1456	1991	2	2	420	N	N
BEALL KRISTINA M	WHISLER JOHN A & SIBYLLE M WILBERT TRT	\$567,500	100 SKI BLICK STRASSE	LEAVENWORTH	1719	0			0	N	N
TRAUTMAN JUSTIN E	BENDER BRIAN J & JESSICA A	\$555,000	303 MARGAUX LOOP	MALAGA	2104	2021	3	2.5	480	N	N
FRAUSTO LUCINDA L	HUGHES PAUL A & KAREN M	\$554,000	1583 CARSON CT	WENATCHEE	1916	2000	3	1.75	462	N	N
CALLAHAN BRANDEN & REEVES HALEE	ARINGTON SHAWN & BROOKE	\$539,700	1021 N WESTERN AVE	WENATCHEE	1560	1916	4	1.5	396	N	N
EVER TRUE LLC	WYSSEN JUDITH	\$525,000	9011 E LEAVENWORTH RD	LEAVENWORTH	1269	2006			0	N	N
BAKKEN RICHARD	GILBERTSON BROOKS & GRACIA	\$525,000	22415 STIRRUP RD	PLAIN	520	2023	1	1	0	N	N
STUTZMAN KEVIN	BURKE SHAWN & D'ARCY	\$525,000	UNASSIGNED	CHELAN	0	0			0	N	N
MANDELIS DIMITRI & BRENDA	LAUTENBACH TROY & NUERENBERG ERIKA	\$500,000	1096 DEER HAVEN LN	WENATCHEE	0	0			0	N	N
LOVELL JOSHUA & ALISON	KENDALL JOHN E	\$490,000	732 EDGEMONT DR	WENATCHEE	1184	1920	4	1	660	N	Y
TULINTSEFF ALEXANDER	ZIMMERMAN CHARLES & SUSAN	\$485,000	22725 BROWN RD	LAKE WENATCHEE	1320	1948	2	1.5	675	N	Y
SHAROV ALAESYA & MYKOLA	DON MICHAEL & BAILEY DEZELLEM	\$469,000	1008 MESA PL	ENTIAT	1612	2015	3	2	724	N	Y
TOLLEFSON KATHERINE E	JA HOMES LLC	\$467,000	21315 STETSON RD	PLAIN	1488	2022	3	1.75	0	N	Y
THOMSON CHRIS & JULIE	SELECT HOMES INC	\$465,000	200 VIEWLAND WAY	CHELAN	0	0			0	N	N
HAMILTON JOAN M	SCHMIDT RUBY E	\$460,000	1218 WASHINGTON ST	WENATCHEE	1494	1984	3	1.75	849	N	Y
ALVA NERIDA & ALVA SALINAS ROBERTO	ZUNIGA MACIAS EMA L & CASTELLANOS FLORES DIEGO	\$453,500	921 CORBALEY PL	WENATCHEE	864	1953	4	2	480	N	N
CHANEY STEPHEN ETAL	KAMEI INC	\$450,000	UNASSIGNED	MANSON	0	0			0	N	N
ARINGTON SHAWN & BROOKE C	SAGE HOMES LLC	\$449,900	155 EMMA DR	WENATCHEE	1886	2022	3	1.75	540	N	Y
CORTEZ ARMANDO JR & DIANA	SYRIA JOSHUA R	\$445,000	1917 PENSIONE PL	WENATCHEE	1356	1997	3	2	462	N	N
WATTEN FRESH LLC	LITTLE NEWTON PROPERTIES LLC	\$439,000	1245 MONTANA ST	WENATCHEE	1506	1952		1	0	N	N
SHALES STEVE & CINDY	JENKINS DAVID B	\$425,000	145 QUAIL RUN	WENATCHEE	1134	0			0	N	N
OUTLAW LOGAN & NICHOLAS	BAKER GARY L	\$415,000	15735 COYOTE FALLS RD	ENTIAT	0	0			960	N	N
HASEMAN MICAH & NICOLE	BIRRENKOTT GARY & HAZEL	\$405,000	1134 LINWOOD AVE	WENATCHEE	1370	1955	3	1.5	0	N	Y
DE ROCK ALEXANDER H	LINGO JESSICA J	\$404,000	637 YAKIMA ST	WENATCHEE	1440	1924	3	1	324	N	Y
WALKER GILBERT & TIFFANY	MARITA PROPERTIES LLC	\$400,000	54 LORETTA LN	CHELAN	0	0			0	N	N
SISK TRACIE & BRIAN E	SAGE HOMES LLC	\$399,900	300 EMMA DR	WENATCHEE	0	0			0	N	N
GROSS CONNOR P & MANUEL ELIZABETH	KNIGHT WILLIAM E & LORI L	\$389,000	344 WHITEBIRCH PL	WENATCHEE	941	1953	2	1	0	N	Y
AMBROCIO VASQUEZ OMAR ETAL	BAILEY LARRY B	\$388,000	7 S DELAWARE AVE	WENATCHEE	966	1905	4	2	0	N	N
G'S VENTURES LLC	LRKB REAL ESTATE LLC	\$380,000	322 W WOODIN AVE	CHELAN	622	0			0	N	N
HSEIH PEI YUN A	EVANS SUZANNE L	\$375,000	619 3RD ST	WENATCHEE	824	1922	2	1.75	0	N	N
RAS CLOSING SERVICES LLC	KUJAWA KAMERON	\$375,000	266 SADDLEHORN LN	WENATCHEE	975	2015	3	1.5	0	N	N
GUTIERREZ LINDA	RAS CLOSING SERVICES LLC	\$375,000	266 SADDLEHORN LN	WENATCHEE	975	2015	3	1.5	0	N	N
ROYE JEFFREY A	SHEPARD BRENDA JO	\$365,000	290 SADDLEHORN LN	WENATCHEE	882	2015	2	1	0	N	N
MARROQUIN ROBERTO A ETAL	HURTADO CONSTANTINO	\$355,000	911 HOWARD ST	WENATCHEE	1706	1952	2	1	0	N	Y
SNELL EVAN M & WINONA	RAMIREZ JULIO & CRISTAL	\$355,000	1221 MILLERDALE AVE	WENATCHEE	924	1947	2	1	640	N	N
GRAHAM NANCY B	GRAHAM THOMAS P & NANCY B	\$350,550	20795 KAHLER DR	LAKE WENATCHEE	1266	0			0	N	N
PRECIADO HERMOSO RODOLFO	MORO GERALD R	\$350,000	112 N CLEVELAND AVE	WENATCHEE	1869	1912	4	2	0	N	N
GOODMAN EARL W ETAL	KALAHAR PEGGY L	\$350,000	1310 CASTLEROCK AVE	WENATCHEE	1240	0			0	N	N



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Real Estate

Home sales drop 5.4% as prices hit new record high in June

Existing home sales in the United States fell significantly in June, while the median sales price reached a new record high for the second consecutive month, according to a report released Monday by the National Association of Realtors (NAR).

Ward Media | Wenatchee Business Journal

The NAR data shows that existing home sales declined 5.4% to a seasonally adjusted annual rate of 3.89 million in June, compared to both the previous month and the same period last year. This decrease was observed across all four major U.S. regions. Simultaneously, the median existing-home sales price climbed to an all-time high of \$426,900, marking a 4.1% increase from June 2023. This represents the twelfth consecutive month of year-over-year price gains.

Lawrence Yun, NAR Chief Economist, commented on the shifting market dynamics: "We're seeing a slow shift from a seller's market to a buyer's market. Homes are sitting on the market a bit longer, and sellers are receiving fewer offers. More buyers are insisting on home inspections and appraisals, and inventory is definitively rising on a national basis." The inventory of unsold existing homes rose 3.1% from May to 1.32 million at the end of June, equivalent to a 4.1-month supply

at the current monthly sales pace. This represents a significant increase from the 3.1-month supply recorded in June 2023. Yun added, "Even as the median home price reached a new record high, further large accelerations are unlikely. Supply and demand dynamics are nearing a balanced market condition. The monthly supply of inventory reached its highest level in more than four years." The report also highlighted changes in buyer demographics and trans-

Luxury home sales surge 120% in Chelan-Douglas counties, defying national trends

Brian Fair & Yaneli Perez

Pioneer Title Company



The Chelan-Douglas County real estate market is showing remarkable strength, particularly in luxury home sales. This local trend stands in stark contrast to national figures. According to the National Association of Realtors, June's single-family home sales declined 5.4% from May and 4.1% compared to June 2023 nationwide. However, our local market saw a 7.7% month-over-month increase and a 2.2% year-over-year rise in June. For the year-to-date in June, Chelan-Douglas home sales are up 10.8% over last year, with financed purchases increasing by 14.5%. The luxury market has seen exceptional growth. There have been 73 homes sold for

over \$1,000,000 in 2024, compared to 33 homes at this time in 2023 - a 120% increase. Nationally, year-to-date home sales over \$1,000,000 are up only 3.6%. Here's a breakdown of sales by area for the first six months of 2024: In Greater Wenatchee, 71% of homes sold were priced between \$250,000 and \$750,000, with 6.5% selling for over \$1,000,000. The Lake Chelan area saw 53% of homes sold in

the \$250,000 to \$750,000 range, while a significant 33.3% sold for over \$1,000,000. In the Upper Valley, 49.3% of homes sold were between \$250,000 and \$750,000, with 29.3% exceeding the \$1,000,000 mark. The luxury market has been particularly strong in cash purchases. Of the homes sold over \$1,000,000, 29 were purchased for cash, with 5 of these cash sales priced at over \$3,000,000. These figures indicate a robust local real estate market, especially in the high-end sector. While national trends are important to consider, our local market continues to show significant strength and appeal to buyers across various price ranges.



Regional variations

The existing home sales market in June demonstrated a downward trend across all regions, with varying degrees of decline. Year-over-year comparisons revealed decreases in the Northeast, Midwest, and South, while the West remained unchanged. Median home prices continued their upward trajectory in all regions, albeit at varying rates, reflecting the unique supply and demand dynamics within each market.

Northeast
Existing home sales in the Northeast declined 2.1% from May to an annual rate of 470,000 in June, representing a 6% decrease from June 2023. The median price in the Northeast reached \$521,500, marking a substantial 9.7% increase from the previous year, the highest percentage increase among all regions.

Midwest
In the Midwest, existing home sales decreased 8% from May to an annual rate of 920,000 in June. This figure also represented a 6.1% drop from the previous year. The median

price in the Midwest stood at \$327,100, up 5.5% from June 2023, indicating continued price appreciation.

South
Existing home sales in the South experienced a significant monthly decline, falling 5.9% from May to an annual rate of 1.76 million in June. This figure also represented a 6.9% drop from the previous year, the largest year-over-year decrease among all regions. The median price in the South was \$373,000, up 1.7% from last year, the most modest price increase across regions.

West
In the West, existing home sales declined 2.6% from May to an annual rate of 740,000 in June. However, this figure was identical to a year ago, making it the only region without a year-over-year decrease. The median price in the West reached \$629,800, up 3.5% from June 2023, maintaining its position as the most expensive region in the country.

action types. First-time buyers accounted for 29% of sales in June, down from 31% in May but up from 27% in June 2023. All-cash sales made up 28% of transactions, unchanged from May and up from 26% one year ago. Individual investors or second-home buyers, who often make cash purchases, bought 16% of homes in June, unchanged from May but down from 18% in June 2023. The housing market continues to face challenges from elevated mortgage rates.



According to Freddie Mac, the 30-year fixed-rate mortgage averaged 6.77% as of July 18, slightly lower than both the previous week and the same period last year. As the real estate landscape evolves, industry observers will be closely monitoring these trends for signs of further market shifts in the coming months.

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Labor Area Reports

Washington adds 7,100 jobs in June; unemployment rate holds steady at 4.9%

Washington state's economy showed modest growth in June, adding an estimated 7,100 jobs, while the unemployment rate held steady at 4.9% for the second consecutive month, according to the latest report from the state's Employment Security Department.

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Anneliese Vance-Sherman, chief labor economist for the Employment Security Department, noted the stability in the unemployment rate despite recent trends. "The unemployment rate has been climbing slowly over the past several months but held steady over the month and has remained below 5% since summer 2021," she said. "Washington businesses collectively added about 7,000 new jobs in June – with a great deal of variation by industry."

The report indicates that 57,888 people received unemployment benefits in June, a decrease of 3,449 from the previous month. This decline was attributed to reduced claims in sectors such as agriculture and construction.

While Washington's unemployment rate remained unchanged, the

national unemployment rate saw a slight increase from 4.0% in May to 4.1% in June. This compares to a revised national rate of 3.6% in June 2023.

The state's labor force experienced minimal change, with a small increase of 2,342 people, bringing the total to 4,019,076 in June. However, the Seattle/Bellevue/Everett region saw a decrease of 4,393 in its labor force during the same period.

Industry-wise, the private sector added 6,600 jobs, while government employment increased by 500 jobs. Construction led the gains with 2,400 new positions, followed by professional and business services with 1,800, and other services with 1,400.

Not all sectors saw growth, however. Manufacturing experienced the largest decline, shedding 1,100 jobs, while education

and health services, retail trade, and information sectors also reported losses.

Year-over-year data shows Washington gained an estimated 51,000 jobs from June 2023 to June 2024. The education and health services sector led this growth with 22,800 new jobs, followed by government with 18,800, and professional and business services adding 5,400 positions.

The Employment Security Department continues to provide support through the WorkSource system, offering employment and training assistance to job seekers and businesses across the state.

As Washington navigates its economic landscape, the stable unemployment rate and modest job growth provide a mixed picture of the state's labor market heading into the second half of 2024.

U.S. economy adds 206,000 jobs in June, unemployment rate at 4.1%

The U.S. economy continued to show signs of resilience in June, adding 206,000 jobs while the unemployment rate remained relatively steady at 4.1%, according to the latest report from the U.S. Bureau of Labor Statistics.

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The job gains, which were in line with the average monthly increase of 220,000 over the past year, were primarily driven by growth in government, health care, social

assistance, and construction sectors.

"Total nonfarm payroll employment increased by 206,000 in June, and the unemployment rate changed little at 4.1 percent," the Bureau of La-

bor Statistics stated in its report.

Government employment saw a significant boost, adding 70,000 jobs in June, surpassing the

See U.S. JOBS Page 20

Wenatchee area sees job losses and rising unemployment

The Wenatchee Metropolitan Statistical Area, comprising Chelan and Douglas counties, saw its unemployment rate rise and nonfarm employment decline in June compared to the previous year, according to a report released by the Washington State Employment Security Department.

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The report, compiled by Donald W. Meseck, Regional Labor Economist at the Employment Security Department, provides a detailed analysis of the area's labor market trends.

The unemployment rate in the Wenatchee MSA increased to 3.9% in June 2024, up from 3.3% in June 2023.

This rise occurred despite growth in the civilian labor force, which expanded by 1,243 residents to reach 68,835, a 1.8% increase year-over-year.

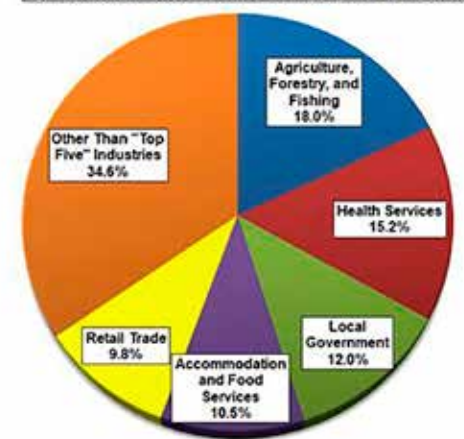
"This year-over-year increase in the number of unemployed overpowered the expansion in the local labor force, causing the unemployment rate to rise six-tenths of a point, from 3.3% in June 2023 to 3.9% in June 2024," Meseck stated in the report.

Total nonfarm employment in the two-county area decreased by 900 jobs, or 1.8%, from 50,800 in June 2023 to 49,900 in June 2024. This marks a reversal from the area's previous trend of job growth.

According to the report, "Year over year, the Wenatchee MSA's nonfarm market expanded for 37 months (April 2021 through April 2024) before contracting in May and June 2024."

Key industries showing job losses included construction, which declined by 200 jobs or 4.9% year-

Chelan County: Top Five Industries by Percent of Total Covered Employment in 2023



The top five industries by percent of total covered employment in Chelan County for 2023. Agriculture, Forestry, and Fishing leads at 18.0%, followed by Health Services at 15.2%, Local Government at 12.0%, Accommodation and Food Services at 10.5%, and Retail Trade at 9.8%. The remaining 34.6% is comprised of other industries not among the top five.

over-year.

However, some sectors did see growth, including education and health services, which added 300 jobs, a 3.7% increase.

The leisure and hospitality sector, crucial to the area's economy, continued its growth trend, adding 200 jobs for a 2.7% increase compared to June 2023.

This growth outpaced the statewide trend, where leisure and hospitality employment actually declined slightly.

"Job growth rates in this local industry have been more rapid than leisure and hospitality job growth rates statewide in each of the past 10 months (September 2023 through June 2024)," the report noted.

The report also provided insight into long-term trends in agricultural employment, a significant sector in both Chelan and Douglas counties.

In Chelan County, agricultural jobs decreased from 9,327 in 2013 to 8,187 in 2023, a 12.2% decline over the decade. Douglas County saw an even steeper drop of 21% in agricultural employment over the same period.

Despite the job losses, agricultural wages in both counties showed modest growth when not adjusted for inflation.

The report suggested several possible explanations for this trend, including "automation, the gradual conversion of some seasonal agricultural jobs to year-round positions, and the increased use of H-2A agricultural labor."

The full impact of these changes on the local economy remains to be seen, but the data suggests a shifting landscape in the Wenatchee area's labor market, with traditional agricultural jobs declining while some service sectors continue to grow.

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Education

WVC crafts new strategic plan to strengthen community and address equity

Wenatchee Valley College is developing a new strategic plan to enhance its community focus, address equity gaps, and maintain academic excellence.

By **QUINN PROPST** | Ward Media Staff Reporter

WVVC President Dr. Faimous Harrison seeks to develop a growth mindset and continuous improvement framework for the college.

He envisions WVC evolving into a stronger regional anchor, a key economic driver, and a student-centered, community-engaged college.

“So with that, one of our objectives right now, we’re in the process of working through a new strategic plan, and how we are re-positioning the colleges instead of the brick and mortar of higher education right, the brick and mortar campuses, what we realize is that the college is our community,” he said.

“So clearly, it’s not to say that we’re not student-centered,” he said. “What it means is where do our students come from, our students come from the community. So we need to shift our lens to be, how are we more intentional in trying to meet students, meet their community where they are and really under-

standing the role that the college can play moving forward.”

As part of developing the new strategic plan, WVC is conducting an in-depth environmental scan and cross-referencing with other area strategic plans to identify gaps and needs within the region.

The college is working with regional organizations and has partnered with an outside consultant to collect the data needed for the plan.

Harrison said that data will be the guiding force for decisions.

Harrison plans to engage stakeholders more intentionally by developing programs, training, and degrees that meet high demand and support local businesses.

These initiatives present numerous exciting opportunities for growth and collaboration, he said.

Harrison views the college as part of a broader ecosystem, reflecting the community’s health and inspiring a shift in mindset to think of its responsibility

of extending from cradle to grave.

This mindset contrasts with traditional liberal arts by emphasizing technology, competing priorities, and supporting first-generation English as a second language individuals.

Many students have competing priorities, whether it’s family, children, or multiple jobs, he said.

The strategic plan will examine how WVC works with stakeholders, residents, industries, and the community and how to meet them where they are.

“How do we become intentional and how do we support that seamless pathway, whether it’s credentials, whether it’s supporting businesses, ensuring that they have the employee with the skill sets that are needed to or for them to maintain their businesses as well as reach their potential and goal,” he said. “So that’s one of our roles as a public entity, that collective impact is critically important.”

Another main focus of the new strategic plan is disaggregating data and looking at equity gaps.

“So when you think about rural communities, when you think about zip codes, when you think about students, you know, from different backgrounds, when you think about different challenges, I mean, there’s so many different layers that we need to be intentional for,” he said.



COURTESY OF WENATCHEE VALLEY COLLEGE
Wenatchee Valley College President Dr. Faimous Harrison speaks at a graduation ceremony.

“So when you look at that type of data then you can be very prescriptive and strategic in identifying what resources and support that’s needed.”

WVC serves a large territory with over 10,000 square miles.

“One of the challenges, though, is, as you know, we’re the only education institution for such a large area,” Harrison said. “So we have to really be strategic in looking at partnerships.”

“When you think of rural communities, underrepresented areas, when you think of resources on the west side of the state versus the east side of the state, there’s a challenge there,” Harrison said.

“So usually in Washington state, what do we always hear?” he said. “We always hear Olympia, we always hear Seattle, right? We very rarely see, you know, east of the mountains as the focal point, right? So how do we change that narrative? How do we become intentional? You do that within a collective impact framework? So we’re starting that work.”

it as vitally important to support local industries, businesses, and the people who live here. One of the key questions the plan will focus on is how to effectively support the local ecosystem.

Because the school serves such a large area, the environmental scan is critical to understanding the diverse needs of different NCW communities.

For example, Wenatchee, Chelan, Omak, and Nespalem are all different

communities with different needs that the college serves.

“So it’s not a cookie cutter approach that one size fits all,” he said.

“We have to be intentional in our efforts of supporting our students, supporting families, supporting the communities and supporting our region, and that’s a different lens.”

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COURTESY OF WENATCHEE VALLEY COLLEGE
Wenatchee Valley College students enjoy a break between classes.

Quick Read

Wenatchee Valley College is developing a new strategic plan to enhance its role as a community-focused institution. Led by President Dr. Faimous Harrison, the plan aims to address equity gaps, meet regional needs, and position WVC as a key economic driver. The college is conducting an in-depth environmental scan and partnering with local organizations to gather data for informed decision-making. The plan will focus on creating programs that support local businesses and meet high-demand areas. It will also examine how to better serve WVC’s diverse 10,000-square-mile territory, recognizing the unique needs of different communities. Harrison emphasizes the importance of using disaggregated data to identify and address equity gaps, particularly in rural and underrepresented areas. The goal is to shift WVC’s approach to be more intentional and community-centered, supporting students and the region from “cradle to grave.”

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Washington-based feature film highlights Cashmere, Leavenworth

Cashmere, Leavenworth, and US-2 will be featured in “Evergreens,” a Washington-based feature length film. The cast and crew spent multiple days filming at the Outpost Saloon, an orchard in Cashmere, and iconic locations in downtown Leavenworth.

By **TAYLOR CALDWELL** | Ward Media Staff Reporter

“It’s definitely a place where as soon as you come here, you fall in love with it. It totally makes sense to do this movie here,” said actor Edouard Philippot, who plays James in the film.

The movie, written and directed by Spokane-based filmmaker Jared Briley, is a coming-of-age love story that follows characters Eve and James on a road trip across Washington state.

The story begins in Spokane, then travels through Coulee City, Cashmere, Leavenworth, Index, Seattle, Forks, and the Hoh Rain Forest in the Olympic National Park.

“We always joke that Washington State [is] sort of the third lead behind the two main actors,” said Briley.

While Briley has worked as first assistant director to a number of tv and film productions, “Evergreens”

is his first foray as director. Wanting to keep the production local, Briley was inspired to write a story about all of his favorite places to go as a kid growing up in Washington.

Prior to filming, Briley worked with Washington Filmworks and Jessica Stoller from the Leavenworth Chamber of Commerce to find and scout locations in the surrounding area.

“The best part about making movies is the collaboration with so many different people involved, creatively. Whether they mean to be or not, finding the right location is such a huge creative part, especially in the movie that’s really trying to show off what Washington State really is,” said Briley.

In addition to scenes shot at the Outpost Saloon and the orchard, the movie will feature a montage of scenes depicting a few

hours in Leavenworth. The project filmed the characters walking the main street, Black Bird Island, and even visiting Das Thrift Shoppe and the Nutcracker Museum. Along the way, the crew invited property owners and other locals to be extras in the scenes.

“I think that’s a beautiful thing to include and work with local people wherever we are traveling, because at the end of the day, that’s a very important part of the film itself. You know, we meet people on our travels that make an impact on our lives and vice versa. So, I think the journey we’re taking as a film crew and cast very much mirrors the story,” said actor Darby Lee-Stack, who plays Eve in the film.

The film is largely supported by the Small Budget Production Initiative of Washington Filmworks, a private nonprofit orga-



TAYLOR CALDWELL / WARD MEDIA

The cast and crew is made up of about 20 to 30 people, traveling across the state for 18 days of production.

nization whose mission “is to create economic development opportunities by building and enhancing the competitiveness, profile and sustainability of Washington State’s film industry.”

“What we’re trying to do is encourage projects to film in Washington State, hire Washington State crew, [and] put money into the Washington state economy,” said Sherrye Wyatt, Washington Filmworks Rural Economic Development Manager.

To support rural Washington county economies, the organization also provides additional funding incentives for projects filming 50 percent of their production days in rural

areas, and up to an additional 10 percent back on in-state expenditures.

According to Briley, the organization will provide about 35 percent of the film’s budget, which is just under \$1 million.

“The benefit is that it generates economic activity that doesn’t require a community to change who they are. It celebrates your true authentic self. In some other industries you have to build this, or pay

that, or create something inauthentic... Why they’re filming in these locations is for who they are as is, and they’re spending money,” said Wyatt.

The project will take 18 total days to film. It will be submitted to film festivals in 2025, where Briley hopes it will be bought by a distributor.

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TAYLOR CALDWELL / WARD MEDIA
Part of the film features an orchard in Cashmere.



TAYLOR CALDWELL / WARD MEDIA
Director Jared Briley lies on the ground during the scene as the crew shoots above him.



TAYLOR CALDWELL / WARD MEDIA
The crew films a scene of “Evergreens” at the Outpost Saloon, which was discovered by the crew during a lunch stop on a scouting trip to the orchard.

U.S. JOBS

Continued from page 18

average monthly gain of 49,000 over the prior 12 months.

Local government, excluding education, added 34,000 jobs, while state government employment increased by 26,000.

The healthcare sector continued its growth trajectory, adding 49,000 jobs in June, although this was lower than the average

monthly gain of 64,000 over the previous year.

Ambulatory healthcare services and hospitals each added 22,000 jobs.

Social assistance employment rose by 34,000, with individual and family services accounting for 26,000 of those jobs.

The construction industry also showed strength, adding 27,000 jobs, exceeding its average monthly gain of 20,000 over the past year.

However, some sectors experienced little change or slight declines.

Retail trade employment dipped by 9,000 jobs, while professional and business services saw a small decrease of 17,000 jobs.

Notably, temporary help services declined by 49,000 jobs in June and have decreased by 515,000 since its peak in March 2022.

The report also highlighted changes in key la-

bor market indicators. The labor force participation rate remained relatively stable at 62.6%, while the employment-population ratio held steady at 60.1%.

Long-term unemployment, defined as those jobless for 27 weeks or more, saw an increase of 166,000 to 1.5 million in June. This figure is up from 1.1 million a year earlier, with long-term unemployed now accounting for 22.2% of all unemployed individuals.

Wage growth showed modest gains, with average hourly earnings for all employees on private nonfarm payrolls increasing by 10 cents, or 0.3%, to \$35.00.

Over the past 12 months, average hourly earnings have risen by 3.9%.

The report also included downward revisions for April and May employment figures.

April’s job gains were revised from 165,000 to 108,000, while May’s were

adjusted from 272,000 to 218,000, resulting in 111,000 fewer jobs than previously reported for those two months combined.

As the U.S. economy continues to navigate post-pandemic challenges and inflationary pressures, this latest employment report suggests a labor market that remains relatively robust, albeit with some signs of moderation in certain sectors.