

Connections

A WENATCHEE VALLEY CHAMBER OF COMMERCE PUBLICATION

Chamber Partners With Ports To Enhance Commercial Air Service

The Chamber has joined with the Ports of Chelan and Douglas Counties to enhance air service to North Central Washington through Pangborn Airport.

Good connectivity is critical to economic development and growth for our region. As a first step in this long-term program, in early November the Chamber brought an expert on air service in small and medium markets to town to meet with business leaders and others in the community providing an independent analysis of our current air service and what we can reasonably expect in the current economic environment.

His presentation was definitely an eye-opener. The financial landscape for the airline industry is rough. The industry has lost more money in the last four years than it made from the inception of the industry

almost 100 years ago. In this environment, airlines are very risk-averse – they are not able to extend service and wait months or years for it to become profitable.

In an effort to be more competitive, airlines are moving to replace turboprop aircraft with regional jets. This will result in larger aircraft and the need for longer runways. In this environment, smaller communities are facing cutbacks in service.

Communities are becoming very active to maintain and enhance their service. The key to air service retention and expansion is the business community that represents 40% of passengers but 70% of airline industry revenue. With regard to our current service, the consultant reported that Horizon is profitable currently with 4 flights per day, but that our airport should serve many

more passengers. This will be positively impacted by improvements that will be fully operational in the fall of 2006 that will allow greater reliability. He also identified some prospects for additional service to Pangborn.

Working with the Ports, the Chamber will continue work on this project. We plan to get more information on current airport users and demands for service through Pangborn and begin discussions with Horizon and other carriers about enhanced service. We will also be forming an information network to keep members of the community informed on airport issues.

If you would like to be added to this email list, please provide your email address to Kelly at the Chamber.

What's happening in December

BUSINESS AFTER HOURS

Wednesday, December 7th, 5-6:30 pm

Presented by **Cordell, Neher & Company, PLLC & Laura Mounter Real Estate & Co.**

Join fellow Chamber members in celebrating the amazing, new Penny Road building now home to both Cordell, Neher & Company and Laura Mounter Real Estate & Co. Meet representatives from G.G. Richardson, Inc. and MJ Neal Associates, the incredibly talented companies that helped create the new facility. Tours will take place while appetizers, beer & wine will be served. Door prizes will also be given away.

• Held at: 175 E. Penny Rd., Olds Station in Wenatchee

Please contact the Chamber to pre-register your attendance.

Competition for air service has increased in smaller communities



- Regional jets are too large for some markets and airlines are pulling service
- Reduction in turboprop fleets will continue to impact smaller communities
- Communities are linking air service to economic development and getting very aggressive with air service development efforts

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CHAMBER MEMBER EVENTS

BANK OF AMERICA PERFORMING ARTS CENTER AT THE STANLEY CIVIC CENTER

DECEMBER - Events Schedule

3	WDA Photos with Santa—Upper Lobby	7:30-9pm	Photos
4	WDA Photos with Santa—Upper Lobby	12-3pm	Photos
6	WSHA 101st Meeting—HORT Convention	9am-7pm	Meeting
10	WDA Pizza with Santa	11-2pm	Pizza & crafts
11	"The Elves & The Shoemaker" – Family Series	2 & 5 pm	Play
11	WDA Photos with Santa – Upper Lobby	12-3pm	Photos
17	Radio Broadcast of "A Christmas Carol"	7pm	Readers Theater
17	WDA Photos with Santa – Upper Lobby	12-3pm	Photos
25-26	Christmas—Office Closed		
TBA	Icicle Creek Music Center Fundraiser		
TBA	Musical Collage		

123 N. Wenatchee Avenue • 663-ARTS • socpac@nwi.net
WWW.BANKOFAMERICAPAC.COM

SBDC seminar

The Small Business Development Center has sponsored the Sales Seminar, "It's Not About Price: Value Selling '05" presented by Walt Slaughter on Thursday, Dec. 8. Topics will include 15 things that buyers want before low price, five steps to selling value over price, and boosting your bottom line by 50% without adding new customers. Call Jim at 682-6902 to register. Price: \$135 after Dec. 1.

Almond Sensations

Almond Sensations will be at the Chumstick Grange for the Leavenworth Christmas Lighting, the first three weekends of December. Please contact Jacquie Bosinger at 884.4502.

Christmas tree lighting

The City of East Wenatchee will be hosting its annual Christmas Tree Lighting on Thursday, Dec. 8 at 6:00 p.m. at City Hall located at 271 Ninth St. NE. Choirs from local schools will be singing Holiday Carols and Santa will arrive on his sleigh—make sure to bring a camera. Refreshments will follow.

Buying Health Care Insurance seminar offered

Providing affordable, quality health insurance coverage to your family and employees continues to be a major struggle for many businesses. Last spring, the Chamber began offering AAOA health insurance to our members.

AAOA has recently announced that there will be no premium rate increase on their plans for 2006. As renewal time for many arrives, AAOA will be presenting a free seminar on how to buy health insurance. Whether you use AAOA Insurance or not, this information will be very valuable to you and your organization.

This seminar will be held on December 8th at the Masonic Temple, 811 North Chelan Avenue, in Wenatchee, from 8:30 AM until Noon.

Call Craig at 509-662-2116 for more information.

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Business briefs

◆ Bill Summers will be joining the survey crew at **Erlandsen & Associates** at the end of November and Kris Hansen started in September at the company's Chelan office as an administrative technician.

◆ Kathy Hevly, ARNP has joined the **Lake Chelan Community Hospital's** Behavioral Care Services Team at the Behavioral Care Services Outpatient Office in Wenatchee & Chelan. She is accepting new patients to be seen in Wenatchee or Chelan for assessment/management of psychiatric medications.

◆ Sherrie Sutherland has joined the Wenatchee office of **Northwestern Mutual Financial Network** as an Associate Employee Benefits Specialist. Sutherland will manage existing benefit plans and coordinate marketing for group benefit plans for Central Washington. Sutherland was previously District Manager for AFLAC.

◆ Ed Navarro has recently joined the **Wenatchee World** management team as its new circulation director. Ed will oversee the 26,000-subscriber database, customer service and distribution of the daily newspaper. Most recently, Ed was distribution manager for the Grand Junction Free Press in Colorado. He can be reached at 509-664-7120.

◆ The **YWCA** hired Rose Southwick as part time Executive Assistant. Rose brings years of bookkeeping experience to the YWCA. Stop by and welcome Rose to the YWCA! The YWCA is located at 212 First Street in Wenatchee.

◆ The **Bank of America Performing Arts Center's** Executive Director Sara Cornell along with Karen Russell and Sue Lawson, both volunteers on the SOC programming committee, attended the 25th annual Arts Northwest Booking Conference held in Eugene OR October 24-27. The regional conference brought presenters from Washington, Oregon, Idaho, Northern California, Montana, Wyoming, Alaska and Utah together with artists and agents for a great networking and booking opportunity. Contact Sara at the BAPAC for more information. 665-9096

◆ Eric Seims, of **Country Insurance & Financial Services**, has just completed an advanced training program to provide Business Owners Insurance Policies. Contact Eric by calling 663.1927.

◆ Lee Hildebrand and Harold Jones attended a week of intensive Broker Training at the **RE/MAX** Corporate headquarters located in Denver, Colorado. Contact Lee by calling 662-2466.

◆ Angie Stephens, **YWCA** Program Manager, attended a training in Chicago to become certified in YWCA Tech Gyrls® programs. The YWCA will begin to offer Tech Gyrls® in schools and at the YWCA. This program is designed for middle school age girls who may be lagging in math and science. This is a technology based program encouraging interest in math and science. Girls make up less than 5% of engineering type positions in today's works force.

◆ Brandon Burke and Nathan Sherwood of **GTC** were panelists on the WITA (Washington Independent Telephone Association) Seminar on Wireless Networking and Fiber Networking on Oct. 21. Brenda McGowan also attended.

◆ Guy Valdes and Brandon Burke of **GTC** attended the Advanced Vehicle Action Summit, held at the Confluence Technology Center on November 15th.

◆ Brenda McGowan, Administrative Specialist for **GTC** attended AVHRA's 8th Annual Employment and Labor Law Update, on November 17th.

◆ **Busy Bea's** is expanding—new ideas and ways of doing not only your wedding cakes and all occasion cakes but also special desserts. Affiliate, J&J Custom Meats, is now open 7 days a week offering farm grown meats and game meats. Contact Busy Bea's or J&J Custom Meats by calling 782-3300.

◆ **Erlandsen & Associates** has relocated to 250 Simon Street, in East Wenatchee to accommodate their growing business. In addition to the new location, their services increased by acquiring an engineering staff consisting of Eric Smith, P.E., Kelly Van Hoven, E.I.T. and Anna Hernandez. All have been hired recently to provide additional services to their clients.

◆ **Moon Security Services** has moved to a new location, 636 Valley Mall Parkway in East Wenatchee. Contact Moon Security Services by calling 1-800-733-1070 or local calls, 886-7895 or 886-7896.

◆ The **North Central Regional EMS Council** will be hosting a statewide conference for EMS, Fire, Acute Care Nurses and Physicians in late September of 2006. The non-profit group is currently seeking local exhibitors and sponsors. Please contact Darrel, Administrative Director, for more information. 664.4032

◆ The **Washington Tree Fruit Research Commission** co-sponsored the 2006 Cherry review in The Dalles, Oregon November 3-4. Nearly 100 researchers and growers were in attendance for the event which grants money to researchers across the US and Canada for their work on cherry crop issues. This event, which is held yearly, was held in collaboration with the Oregon Sweet Cherry Commission and the California Cherry Advisory Board.

◆ The **Wenatchee AppleSox**, 2005 West Coast Collegiate Baseball League Champs, also received some individual awards. Manager Ed Knaggs was named Coach of the Year and Sox slugger Steve Marquardt was named Most Valuable Player. The AppleSox also led the league in attendance averaging 927 per game.

◆ **Art on the Avenues** is asking for donations with a fundraising letter that has just been sent to local businesses and community leaders. Any support you can provide (send tax-deductible contributions to the Community Foundation of NCW designated for AOTA) will help keep this program going and keep sculptures coming to our community.

WELCOME TO OUR 12 NEW MEMBERS!



A. Korey Rosvold Laura Mounter Real Estate & Co.

Contact: A. Korey Rosvold
175 E. Penny Rd.
Wenatchee, WA 98801
509.670.2411

Apple Town Family Fun Zone

Contact: Laura Roberts
525 N. Piere St.
Wenatchee, WA 98801
509.663.7233

Calm Canyons Massage

Contact: Jill Jones
2915 Number 1 Canyon Rd.
Wenatchee, WA 98801
509.679.2603

Icicle Creek Music Center (ICMC)

Contact: Lisa Bergman
P.O. Box 2071
Leavenworth, WA 98826
509.548.6347

Mission Vista

Contact: Randi Morrell
205 Palouse St.
Wenatchee, WA 98801
509.663.1069

Riverside Vacation Home (Meeting Space/Video Conferencing)

Contact: Nancy Piper
9689 Saunders Rd.
Peshastin, WA 98847
509.548.0737

Riverside Vacation Home (Rental)

Contact: Nancy Piper
9689 Saunders Rd.
Peshastin, WA 98847
509.548.0737

School of Therapeutic Touch & Body Work

Contact: Christine Heimbigner
1601 N. Wenatchee Ave.
Wenatchee, WA 98801
509.667.2720

Stimac Construction, Inc.

Contact: Vince Stimac
331 Valley Mall Parkway, #411
East Wenatchee, WA 98802
509.884.1873

Therapeutic Touch, LLC

Contact: Christine Heimbigner
1601 N. Wenatchee Ave.
Wenatchee, WA 98801
509.667.2720

Total Office Concepts

Contact: Marc Straub
P.O. Box 2476
Wenatchee, WA 98801
509.888.4862

V & Z Builders

Contact: Colleen Ackerman
331 Valley Mall Parkway, #411
East Wenatchee, WA 98802
509.884.1873

INITIATIVE 901: KNOW YOUR RESPONSIBILITIES NOW.

Initiative 901 passed in November's election with over 63% of the vote. Its intent is to prevent second-hand smoke exposure to the general public by eliminating public smoking in both public places and places of employment. What does this mean to your company or organization? It means that now is the time to get to know the law and be prepared to abide by it as of December 8th.

KNOW THE LAW

Under the Initiative, public smoking is prohibited in any part of a building or vehicle that is used by and available to the public, regardless of whether the building or vehicle is publicly or privately owned. This includes the 25 feet of distance near any entryway, exit, window opening or ventilation intake of an enclosed area that is deemed a public or a place of employment.

Private residences and private clubs are excluded from the Initiative's reach unless the place is made available to the public. It is not clear yet, however, if a health department or court would allow smoking in a private club that has employees.

While places of employment undergo the same restrictions as public places under the new initiative, there is one exception: Home-based businesses. Home-based businesses are exempt from the initiative's restrictions unless the business is child care, adult care, foster care or a similar social service.

CHANGES AHEAD

- Places of employment may not have "smoke break rooms."

- All owners and lessees of public places and places of employment must prominently post "No Smoking" signs in entryways to the place including retail stores and service establishments.

THE ENFORCERS

- Local law enforcement agencies will enforce violations of smoking in prohibited areas or for defacing a "No Smoking" sign.

- Local Health Departments will enforce violations by owners or lessees of public places or places of employment who fail to comply with the Initiative's mandates.

PENALTY FOR VIOLATION

- Individual Smokers who willfully violates

I-901 will be issued a civil penalty/ ticket of up to \$100 by local law enforcement.

- Proprietors who fail to comply with I-901's standards of compliance will first be issued a warning and can then be liable for fees equaling up to \$100 per day of violation.

EXEMPTIONS

- Smokers who pass through a public place such as a sidewalk.

- Business owners may apply to obtain a waiver from their local health department if they can demonstrate with clear and convincing evidence that smoke will not infiltrate the doors, windows or ventilation intakes and that public health and safety will therefore be protected.

- Tribal businesses are exempt from I-901 as the State of Washington does not have legal jurisdiction over these businesses.

NEED MORE INFORMATION?

Contact the Association of Washington Business at (360) 943-1600 or contact your local Health Department in the county in which your business is located.



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"THE MISSION OF THE WENATCHEE VALLEY
CHAMBER OF COMMERCE IS TO STRENGTHEN
THE ECONOMIC CLIMATE OF THE WENATCHEE VALLEY."