GREATER YAKIMA CHAMBER OF COMMERCE Monthly News Magazine • January 2012

Action Report





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Action Report On the cover

Photo by: Keith Caffery Effler www.caffervphoto.com Action Report Layout & Design by; amyographics.com & Thane Phelan

Welcome New Businesses!

Cornerstone Home Lending

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Edward Jones - Brooke Finch, **Financial** Advisor 509-697-6999 406 S. 1st Street Suite 3, Selah WA 98942

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Edward Jones - Lori Nay Arbogast, Financial Advisor 509-452-4768 2401 S. 1st Street Suite 112, Yakima WA 98903

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of October 2011! Please support these businesses & associations who support your Chamber! Edward Jones - Scott Holt, Financial Advisor

509-457-7153 WA 98902

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Jenn Paul 509-453-7181

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Take Shape for Life Patricia Byers - Health Coach patbyers907@msn.com www.helathoptimized.tsfl.com 509-469-0609

6 Safe Yakima Vallev 8 Military Corner 9-10 Business Briefs

We are pleased to announce the following new businesses have joined your Chamber in the month

1400 Summitview Avenue Suite 103, Yakima

Office Solutions Northwest

jen@whobest.com www.whobest.com

212 S. 3rd Avenue Yakima WA 98902



Executive Committee Members Chair: Roy Bauerle, Granite Inc. 1st Vice Chair: Mike Dooley, Wilbert Precast, Inc. 2nd Vice Chair: Chris Brown, Wray's Food and Drug – Chalet Place Secretary/Treasurer: Mike Broadhead, Central Valley Bank President/ CEO: Verlynn Best, Greater Yakima Chamber of Commerce Appointed by Chair: Jeff Louman, Huibregtse, Louman Associates, Inc. Appointed by Chair: Sheri Smith, Avail Home Health. Inc. Legal Counsel: Don Boyd, Carlson Boyd & Bailey PLLC <u>Board of Directors</u> Rich Austin, Yakima Valley Sports Commission Mike Bastinelli, Russillo's Pizza & Gelato Craig Dwight, YV Tech Lanette Headley, ReMax/Traditions Alex Hodge, Terril, Lewis, & Wilke Insurance, Inc. Ron King, New NW Broadcasters Joe Mann, Ron's Coin and Book Jennifer Rodeen, Joel's Tire Charlene Upton, Yakima County Medical Society K. L. Wombacher, Yakima Bears Baseball Club Mina Worthington, Yakima Valley Credit Union Christine Cote, Perry Tech Jon DeVaney, Yakima Valley Growers and Shippers Ryan Smith, Petersen CPA's and Advisors

Adam Dolsen, The Dolsen Companies Julie Grieb, Treveri Cellars

Ex-Officio Members

Micah Cawley, Mayor - City of Yakima Rand Elliott, Yakima County Commissioner Jim Lemon, Mayor - City of Union Gap LTC Michael Daniels, Post Commander -Yakima Training Center Nestor Hernandez, Hispanic Chamber of Commerce Luz Gutierrez, Hispanic Chamber of Commerce John Cooper, Yakima Valley Visitors and Convention Bureau Greg Stewart, State Fair Park-Sun Dome -ĊŴFA Linda Johnson, SBCDA - Small Business Development Center Doug Picatti, Picatti Brothers Carl Remmel, Yakima Air Terminal David McFadden, New Vision/YCDA Bob Jones, Mayor-City of Selah Moe Broom, Yakima School District Administrative Team members:

Verlynn Best, President & CEO Thane Phelan, Communications & Events Director MaryAbigail Dills, Executive Director & Office Manager Earl Hall, Accountant Scott Filkins, Account Executive Carolyn Gray, Account Executive Amy Lopez, Information Coordinator & Staff Assistant

Presidents Repor



Verlynn Best President & CEO

Happy New Year!

With the wrap up of three major holidays and some big changes,

your Chamber is ready for a productive 2012. We will be working hard and believe it's time to go to the next level. We want to help business grow, prosper, and succeed....existing and new!

How do we do it....by working together to create an environment that helps build business, not deter it! The City and County need to develop policies that are collaborative, simple, and fair to everyone. With less bureaucracy, we can start the trend of being the most business friendly

County in Washington State. Let's lead the charge on managing our resources, living within our means and instead of handouts provide hand ups. We could educate, re-train and provide an avenue of prosperity instead of dead-ends of entitlement. How about building on the entrepreneurial spirit of our great nation?

The New Year will bring in a new season of hope, prosperity, and Dreaming Bigger throughout the Yakima Valley! Be blessed in 2012.





The Business Expo will be Thursday March 1, 2012 from 1pm - 8pm at the convention center! We are taking reservations and we're proud to announce new lower member pricing for this premiere business event!

Now more than ever you need to showcase your people, information, products, and/or services, in order to grow your business!

For more information or booth prices, please contact Scott Filkins at 248-2021 x-110 scott@yakima. org or Carolyn Gray at 248-2021 x-114 carolyn@yakima.org

What a Wonderful Community We Have!!!

There are so many times, when you hear about Yakima, the focus is on the negative: gangs, grafitti, drugs, etc. Yes, as in every city, we do have things we can improve. However, there are a lot of things that are right with our city, especially when it comes to being there to support each other.

On April 18, 2011, Sgt. Josh Elliott was wounded in Afghanistan. Josh grew up here in Yakima and graduated from Davis High School in 2000. When we received the news about Josh, we told a few of our closest friends and asked for prayer. By the end of the day, our home was filled with friends and family. There wasn't counter space available because of the food that had been dropped by. That was day one. The love and support just kept coming and coming. The leadership group at Selah High School began a fundraiser. Danielle Pepper, an instructor at the YMCA had a Zumba Party fund raiser with all the proceeds going to help with Josh's recovery. Yakima Foursquare shared Josh's story and people wanted to help. Even before we knew the total extent of Josh's injuries, the Yakima Valley community were there in a huge way. This support and love has not wained for the past 8 months! It has been incredible! But, nothing could have measured up to what we have felt for the past week as Josh and his wife, Samantha, returned home for the first time since he was injured. This community gave him a hero's welcome second to none!

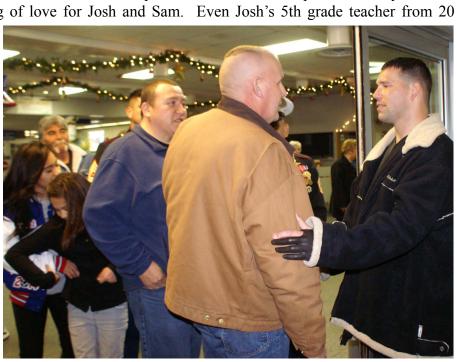
We contacted Lee Remmel, the airport manager, to let him know that Josh was flying into Yakima, and he was so accomodating to our families beyond our expectations. Chris Cote at JM Perry made sure we knew their parking lot was available for any overflow parking. Verlynn Best, the President of the Yakima Chamber of Commerce contacted different groups to let them know Josh was coming home. We had no idea what to expect; would there be four people to meet them or a few more? What we experienced was beyond our wildest expectations!

Josh and Samantha stepped off the airplane at the Yakima Airport on Friday, December 16, at 5:15 PM. The air terminal was filled to capacity with well wishers: friends, family, Military and Veteran's groups, those currently serving from all branches were there to welcome home our son. People who didn't even know Josh or Sam but wanted to be there to welcome "our" hero home were there. I think for the first time in his life, Josh was speechless. When he saw the crowd, he just said, "Oh, wow!!" As the trumpet player played the Marine Hymn and the clapping continued on and on, our son went through the crowd shaking hands and getting hugs until the terminal was empty. Yakima was there, oh were you there!

The support continued the next day when there was a reception for him at New Hope Community Church. Again, there was such an outpouring of love for Josh and Sam. Even Josh's 5th grade teacher from 20

years ago, was there to see him and let him know how proud of him she was!! Businesses in Yakima have welcomed Josh home on various readerboards, there have been gift cards and merchandise given to them. I could go on and on about how wonderful this community has been, but I hope you get the idea.

Yakima is a wonderful place to live. The people of Yakima have shown they are the most supportive, gracious, giving commuinty ever. Thank you, Yakima! Thank you for giving our son such a hero's welcome. Josh, Samantha and their families have felt your gracious love and support and it has helped with the healing process.





David Rolfe Executive Director



Safe Yakima Valley (formerly Citizens for Safe Yakima Valley Communities or CSC) has had a fun and exciting 2011! What a true honor it is to serve our community and help make Yakima County a safe and positive place to live.

2011 was full of community clean-ups, homeless outreach, legal advocacy, and positive youth programs. Highlights on 2011 include: community cleanups in Safe Yakima Valley

Outlook and Buena, the First Annual Safe Yakima Valley Awards Luncheon, putting 103 youth to work in summer jobs, and establishing new and exciting partnerships with local non-profits and businesses. But now we look towards an even better 2012.

As we set our sights on the upcoming year, Safe Yakima Valley is poised for some great successes. Our first large project of the New Year is aimed at underage alcohol and drug use. In a partnership with ESD105, Safe Yakima Valley was the recent recipient of a Drug Free Communities Grant. The Safe Yakima Valley "Drug Free Communities Action Team" will be working with the Yakima School District to help lower the use of alcohol and drugs in middle and high school. Our focus will be environmental and policy-based. This means that instead of offering anti-drug lectures to a handful of students, we will be working on broad-based solutions that affect a student's home life, school career,

peers, and surroundings. Our large and diverse Board of Directors and volunteer base will be able to connect non-profits, businesses, educators, and families in a focused effort to help our youth make good choices. Just think of the positive impact that Yakima will have by lowering youth substance-abuse. This could impact: school success, crime, truancy, and many others things important to the success of a community. The strategies and tools that we will be using have been proven to lower substance and alcohol use in many communities, including several in Central Washington.

As we begin 2012, Safe Yakima Valley is excited to continue working in our community. Our success is found in our diverse and effective Board and Volunteers. If you would like to get involved in your community, please contact us. We have many ways to connect you to meaningful and fun projects in Yakima County. Together we can make Yakima County one of the safest places to live, work, and raise a family!



In July, 2011 construction on the 16 YWCA Transitional Housing units was complete, with families moving in just before Christmas. The new shelter provides a safe and healing environment, YWCA understand the importance to families of having a safe place to stay, a support system of staff and other survivors who have experienced what they are going through, and having access to the resources as they rebuild their lives.



Ribbon Cutting for the US Cellular newly expanded store in the Valley Mall Plaza – Dec. 16th

New Staff at Your Greater Yakima Chamber of Commerce

Earl Hall - Accountant



After graduating from the University of Washington in 1971, Earl worked as a CPA for several national and regional firms in California and Idaho before adopting Yakima as his hometown in 1980. In 1983, he left Boyd, Olofson & Co. to start his own CPA firm. One of his first clients was the Greater Yakima Chamber of Commerce, where he was active on the Transportation Committee. In 2007, he sold his tax practice to Terry Goddard, CPA and began a new career as an "out-house controller", specializing in non-profit organization issues. He is active in the Yakima Kiwanis Club, Central Lutheran Church, Yakima Food Bank, and state and local anti-hunger organizations. His goal is to leave the Chamber at October 31, 2012 with a new accounting and reporting system in place to help the Greater Yakima Chamber of Commerce do a greater job of making Greater Yakima greater.



Amy Lopez – Information Coordinator

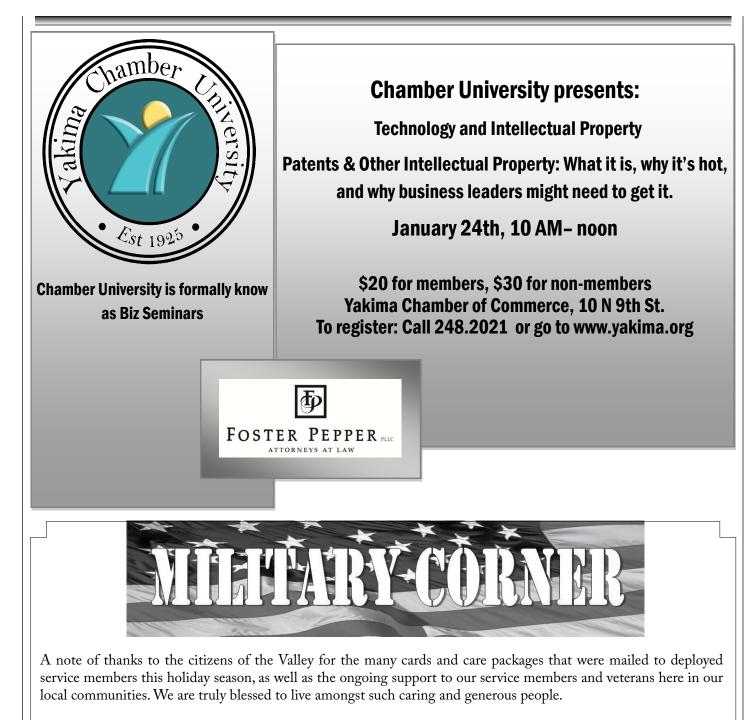
I have lived in Yakima for almost eight years. I've lived all over this great state. I went to school at YVCC and have worked at a few local wineries. I enjoy swimming, reading, and cooking. I have a ten year old son who keeps me very busy. We both love being outside. I like being able to get up in the morning and go hiking, or go to Seattle, or the Columbia Gorge. I enjoy and take advantage of Yakima's location in the state. Everyone at the Chamber has been great and I am happy to be here.



Improve Your Facility's Indoor Air Quality While heating and air conditioning operations are rather basic, the processes involved in ventilation have the greatest effect on indoor air quality. Building managers and tenants can work together in a variety of areas to improve indoor air quality, including the following:

- Operate your heating, air conditioning and ventilation (HVAC) system according to manufacturer recommendations, including routine maintenance and inspections. This will also help maintain the system's energy efficiency and manage energy costs.
- Maintain records of routine maintenance and inspections. Document any complaints concerning indoor air quality and the steps taken to remedy each complaint. These records may be useful in solving future problems.
- Remove or implement special ventilation techniques for sources of pollution (including restrictions on smoking).
- Eliminate practices that may restrict air movement, such as the placement of furniture and partitions.





Thanks!

LTC Michael Daniels, Post Commander Yakima Training Center

On behalf of the Chamber's Joint Military Affairs Committee we would like to remind you that if you should have ANY type of Job opening in your Business that could be filled by a Veteran please contact:

Jon Ison, Local Veterans Employment Representative WorkSource Yakima 306 Division Yakima WA 98902 509-574-0153 509-480-2450 Cell jison@esd.wa.gov

Strategic Wealth Management on 1280 KIT

Don Aman of Strategic Alliance Wealth Management, local expert for News Talk 1280 AM and 99.3 FM is proud to announce Strategic Times Radio show airing every Saturday from 12:30 to 1:00 on 99.3 FM

Don will be discussing various topics that pertain to the Yakima valley residents and business owners, and how this economy both nationally and globally will affect your retirement planning and how to protect what is rightfully yours.

In the past couple of years, the Employment Security Hard hitting, not politically correct and to the point, tune in every Sat-Department didn't have much good news to share about urday from 12:30pm to 1:00pm to see how Strategic Alliance Wealth unemployment taxes - but that's finally turning around. In Management can help you be more Proactive in your planning. Re-2012, unemployment rates will decline in *all 40* rate classes, by member it's not how much you make its how much you keep. an estimated average of 13 percent.

RCDR Seeks To Fill Board Vacancies



Picture above left to right: Jesse Rodriguez, Alicia Stromme, Gloria Hernandez, Vice Chair, Daniel Capetillo Board Chair Guillermo Castaneda) The board of directors of the Rural Community Development Resources receives a \$5,000 check from Alicia Stromme of Bank of America at their board meeting on 12-6-2011

Yakima, WA- The Rural Community Development Resources (RCDR) Altogether, businesses will pay \$207 million less in Business Resources & Lending Program is a not-for-profit commuunemployment taxes in 2012. nity development corporation is currently recruiting board members to The reductions are a result of two factors fill vacancies on the Board of Directors. The not-for-profit has a 20 year successful history in Yakima County and beyond. Its role is to help You may recall that the state legislature and Governor build stronger communities in rural areas through different programs Gregoire adopted a bill last February that reversed the expected that create jobs, community development and leadership. The board is tax increase in 2011 for most businesses. Those changes remain seeking individuals that can add diversity in regard to age, gender, ethin place and will continue to suppress tax rates in 2012. nicity and experience to this economic model of empowerment for low In addition, the size of the state's unemployment benefits fund income persons and unemployed.

Daniel Capetillo, Chair of the RCDR board states, "RCDR has been the leader in entrepreneur development for 20 years and knows the importance of microenterprise creation as an economic development tool. We continue to do our share in building stronger communities one microenterprise at a time."

RCDR has strong partnership with the City of Yakima and private banks in helping them meet the needs of those that do not qualify for bank financing. RCDR provides business assistance, business plan development and workshops.

RCDR also administers different loan funds to provide microloans for startup microenterprises and those that want to expand. It seeks to work with rural communities in helping them with proposals to that

Please Support These Businesses that Support Your Chamber!

<u>rs for 15-19 Years:</u>	<u>Members for 30-39 Years:</u>
15 Years	Jeld-Wen Windows & Doors36 Years
s, Inc15 Years	Overhead Door Company of Yakima
e Title LLC18 Years	
rs19 Years	Westside Medi Center Yakima
rs for 20-29 Years:	
	Valley Medi-Center Union Gap
g & Engineering Inc	
	Members for 40-49 Years:
Cooperative26 Years	Smith Law Firm49 Years
ess21 Years	Members for 60-69 Years:
akima Car Club25 Years	Pinnell, Inc60 Years!

Business Briefs

will establish economic development projects to improve the quality of life for our young people and create safer neighborhoods that in turn encourage business start ups and expansions.

For more information or to receive a packet of information, please call509-453-5133 or send an e-mail to businessresources@rcdr.biz

Unemployment Tax Rates Plummet in 2012

By Paul Trause, Employment Security Commissioner

If your business had no layoffs in the past four years – putting you in rate-class 1 – your tax rate will plummet by 71 percent (from 0.49 percent in 2011 to 0.14 percent in 2012). The most you'll pay on an employee for the entire year is \$53, compared to \$182 in 2011.

Businesses whose layoff experience puts them at the top end of the rate structure also will enjoy a rate reduction in 2012 albeit smaller. Even businesses that are moving into higher rate classes due to recent layoffs may experience lower tax rates if they move up only a few rate classes.

is factored into the tax-rate calculations. We still have one of the healthiest funds in the nation, and Washington's employers are reaping the rewards.

During the recession, about three dozen states bankrupted their benefits funds and had to borrow billions of dollars to cover unemployment benefits - some are still borrowing. Although the nation is technically in economic recovery, the states with outstanding loans are facing tax hikes, benefit cuts and other measures to stabilize their unemployment systems.

Here in Washington, it's nice to know that's one thing we don't have to worry about right now.

Business Briefs

Interns Available through Heritage University

Heritage University

If your business is in need of Interns in the new year contact Dr. Melvin F. Simoyi, Associate Director: McNair Program at Heritage University, Simoyi_m@heritage.edu. The McNair Program is a federally funded Trio program that serves low-income & first generation students and/or those students who are underrepresented in graduate education (African Americans, Native Americans, Hispanics, Pacific Islanders, Alaska/Hawaii Natives) by providing scholarly and cultural activities including a research/internship component of at least 10 weeks. The goal of the Program is to assist these students to enter graduate school and eventually earn a PhD and ultimately become college professors.

Bob Hall Employees Donate Bikes for 100 Kids

Employees of the Bob Hall Dealerships in Yakima combined with the local El Camino Chevelle Club to make Christmas more joyful for 100 Yakima Valley youngsters.



Bicycles were collected and distributed to deserving kids by Marines from Bravo Company 4th Tank Battalion through the Toys for Tots program.

This is the tenth consecutive Christmas that Bob Hall employees have made a donation of bicycles to kids who would not otherwise have them.

Moneymaker Joins Staff At State Fair Park



Anne Moneymaker has joined the staff at State Fair Park as Sales and Marketing Manager. She will be in charge of marketing the newly renovated buildings at State Fair Park, includ-

ing the State Fair Room in the Yakima Valley SunDome, as well as the Modern Living Building and Pioneer Hall. In the past two years over seven million dollars have been spent on upgrades to the grounds and build-

ings to make them even more usable for all kinds of events during the year. Moneymaker, who is a Yakima Valley na-

tive, has over 20 years of sales and marketing experience including over 10 years working with the Yakima Valley Visitors and Convention Bureau.

"Anne has a great deal of experience in marketing facilities," said Greg Stewart, president and general manager of the Central Washington State Fair. "We are very happy to have her on board with us as we move forward in continuing to make State Fair Park a yearround facility.

Moneymaker said that a series of open houses showing off the buildings is scheduled in early 2012.

On her new position Moneymaker states "I'm thrilled to promote State Fair Park for its historical and flexible venue options! We will be showcasing our improvements and event services to our local population base and abroad."

For more information on the renting the newly upgraded buildings contact Moneymaker at annem@fairfun.com or call (509) 248-7160.

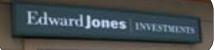
Curtis King, receiving a 2011 Cornerstone Award



Curtis King, R-Yakima, receiving a 2011 AWB (Association of Washington Businesses) Cornerstone award from AWB Government Affairs Vice President Gary Chandler. Chandler presented King with the award last week in Olympia before special session concluded. The award recognizes Sen. King's 100 percent record of supporting AWB's positions on 14 major votes during the 2011 regular legislative session. Cornerstone awards are presented to lawmakers whose voting records exceed 80 percent agreement with AWB's positions on key issues.

Two Chamber Members Reduce Holiday Hunger

Yakima Food Bank is the recipient of two donations from Greater Yakima Chamber of Commerce members in time to replenish the shelves after the Thanksgiving distribution and before the Christmas distribution. While the methods of gathering the food differ, the intent is the same – to reduce holiday hunger in Yakima.



Marcelle Winn of Edward Jones Investments held a holiday party and invited guests to bring donations for the food bank. The holiday box was quickly filled and additional boxes were needed to hold the donations.



Glenmoor Green held a food drive among its residents. A wide variety of foods was collected, from pasta to stew and pretty much everything in between. Glen and Bonnie were proud winners.

Central Washington Family Medicine Residency Program Receives Teaching Health Center Funding

The Central Washington Family Medicine Residency Program, a service of Community Health of Central Washington, has been awarded \$2.7m in Teaching Health Center funding for residency program expansion into Kittitas County. Beginning July 1, 2012 two new resident physicians per year will complete their three years of residency training in Ellensburg. The new residency track will be housed at Community Health of Central Washington - Ellensburg Clinic and will be a collaborative effort with Kittitas Valley Community Hospital and the Ellensburg medical community. Residency is the last component of physician training following medical school and prior to specialty certification and entry into independent practice.

Community Health of Central Washington was designated a Teaching Health Center by the Health Resources and Services Administration in January of 2011 and the Central Washington Family Medicine Residency Program was one of only eleven residency programs in the nation to receive initial Teaching Health Center funding. That award of \$3.6m allowed CWFMR to expand the number of resident physicians by two per year at its Yakima site beginning July 1, 2011. In an effort to increase the primary care physician workforce, the Affordable Care Act of 2010 authorized the establishment of a five-year teaching health center development grant program to expand primary care residency training in health centers, which are community based ambulatory patient care centers such as Federally Qualified Health Centers and Rural Health Clinics. For further information, please contact: • Russell Maier, MD Program Director. (509)452-4946 russell.maier@commhealthcw.org

• Mike Maples, MD – CEO.(509)494-6700 mike.maples@commhealthcw.org





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HOLIDAY INN YAKIMA	Sth Street Bistro Restaurant and Lounge ard beverage service with wide array of menu op-
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	High Speed Inter- net. The ideal downtown location for all of your meeting and hospitality needs.

Discover Excellence in Community Banking



Pictured left to right: Jennifer Hunter, Lupe Leach, Judy Hunter, & Sally Meredith

Discover excellence in relationship and business banking. Call or stop by any of our six convenient locations in Yakima and Kittitas counties

"Customer Service is really outstanding at Central Valley Bank. The personal attention to our account is appreciated. It's nice to be treated like family instead of a number."

- Judy and Jennifer Hunter

Customer: Judy and Jennifer Hunter Lil Brown Smoke Shack 3201 Goodman Rd, Yakima, WA 98903 (509) 457-6404 www.johnhunterfoundation.com www.visionhunter.com Banker: Sally Meredith & Lupe Leach Union Gap Branch 2205 S. 1st Street, Yakima, WA 98903 (509) 576-0424

