Action Report

Alex Deccio
1921-2011
Tree Top unveils new “Store + Visitor Center” in Selah. The store features fruit products, snacks, beverages, baked goods, espresso and sandwiches with an old time general store atmosphere.

Mayor Mical Cowley presides over the Chamber’s Ribbon Cutting at Precision Collision’s grand opening in Yakima!
Welcome New Businesses!

We are pleased to announce the following new businesses have joined your Chamber in the month of September 2011! Please support these businesses & associations who support your Chamber!!

**Auto Art & Collision Repair**
Irina & Mike Philp – Owners
Irina@mikesautoart.com or www.mikesautoart.com 509-248-7874
1407 S. 16th Street, Yakima, WA 98901

**Cheryl Colvin, La Salle Tennis Coach**
beaches2005@hotmail.com 509-225-2900
3000 Lightning Way, Union Gap, WA 98903

**Darigold**
Tami Silva – Dairyfair Manager
tami.silva@darigold.com or www.darigold.com 509-837-4321
400 Alexander, Sunnyside, WA 98944

**Designs Ltd.**
Linda & Jack Cannon – Owners
designsltd@rvininfo.net or www.angelfire.com/wa/designsltd 509-453-2082
501 W. Avenue, Yakima, WA 98902

**Liberty Bottleworks**
Tim Andis – Head Bottle Washer
info@libertybottles.com or www.liberty-bottles.com 509-834-6500
2900 Sutherland Drive, Union Gap,

**Magic Metals, Inc.**
Garry Griggs – President / Owner
garry@magicmetals.com or www.magicmetals.com 509-453-1690
3401 Bay Street, Union Gap, WA 98903

**Precision Collision Auto Body**
Karen Brodie – Store Manager
yakima@precisioncollisionautobody.com or www.precisioncollisionautobody.com 509-453-8848
309 E. Arlington Avenue, Yakima 98901

**Strategic Alliance Wealth Management, LLC – New Visionary Level Member**
Don Aman – President
daman@awrlmcc.com or www.yakimasafe-money.com 509-823-4700
6 S. 2nd Street, Yakima, WA 98901

**Solara Solar**
Syed Mujtaba – President
msyed@solarasolar.com or www.solarasolar.com 800-696-8935

**Yakima CrossFit**
Lori & Chad Kline – Owners
lori@yakima-crossfit.com or www.yakima-crossfit.com 509-895-0021
730 N. 16th Street Suite 4, Yakima, WA

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“Importance of Support from Employers for their Employees in the Guard and Reserves”
Monday, November 14th, 2011
11:30am –1pm

Red Lion Hotel ~ 607 E. Yakima Ave.
$20 Chamber Members
Preregistered by 11/11
$30 non-members
$30 at the door
Register online at www.yakima.org
Or call 248-2021 x.106

Col. Jim Rollins, representing the Adjutant-General, Washington National Guard ~ His presentation will center on the role of the National Guard and the reserve components in today’s military, and the importance of support from employers for their employees in the Guard and Reserves.

Bob DeWald, State Chair Washington Committee for Employer Support of the Guard and Reserve ~ Outlining the mission and goals of ESGR, a Department of Defense agency of volunteers in all states and territories to develop and promote a culture in which all American employers support and value the military service of their employees.

Speakers and Presentations

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Register online at www.yakima.org
Or call 248-2021 x.106

The Perfect Fit.

When it comes to shoes or gloves or underwear, the perfect fit is important. With employees, it is absolutely critical!

People are your product or at least the image of your company. Find out how they’re put together and how they fit with you.

We solve People Puzzles.

509-965-4556 www.newfocusassociates.com
October has been a month of goodbyes to valued members of our community who have served, helped prosper, and lifted our Valley up. They believed deeply in their missions and executed them with honor.

Thank you to Senator Alex Deccio, for your many years of great service. We send blessings to your family during this time of loss. You will be missed and remembered by the many hearts you touched, the community you served, and the changes you helped make to enrich the Valley forever!

Thank you to Ron Bonlender, for your kind and passionate years of giving to the Yakima Valley. You always had a smile and a hug to give. You donated your business resources, time, and your dreams for Yakima. You will be missed by many friends, colleagues, and the family you loved so well!

These men proved all things are possible with dedication, service, and honor! This is what they showed this community many times over while in service to us. Their politics may have differed, but their love of Yakima and family should serve as an example of leadership, dignity, and dedication.

Let’s follow their examples. Find a place to be your best and serve your community……we can honor their memories by serving and being a part of the Yakima Valley they called home. Let’s foster a great tomorrow and honor those who have paved the way for us.

Once again on behalf of “The Greater Yakima Chamber of Commerce” we thank these gentlemen, forever in our hearts. We will miss them dearly!

Message from the Chair

Honoring our Veterans:

This month we are focusing on honoring our Veterans as well as those still serving. What an incredible sacrifice they have made, and others are still making for us each and every day. I would encourage each of you to call a veteran who you know and thank them for their service. Or better yet, if possible thank them in person. It is a small gesture and something I believe they will greatly appreciate. After all, they are our neighbors, friends, family, and acquaintances. It shouldn’t be hard to find one.

Veterans deserve a special day of recognition and I am pleased that our Chamber feels this way. To all of you Veterans, no matter what service, conflict or war…thank you…thank you for your service.

On a different note, please think of our local Chamber Member businesses when doing your holiday shopping. Often times we depend on our small local businesses for sponsorships, and we should make sure to support them by doing our holiday shopping with them. As a community, we need to stick together. If we don’t shop local then we will not have local shops. So, shop locally for the holidays and the rest of the year as well. Creativity and an environment of entrepreneurship is what our American economy is founded upon. Shopping locally is the just the right thing to do. I have a feeling that I am preaching to the choir here.

In Yakima it is more than just the shopping. Building a relationship with your favorite shops, restaurants, etc. makes living here even better. Also, nurturing local business ensures a stronger community. Being remembered when you walk into a place is always a good feeling. My experience is that Yakima does this well.

I have lived in Yakima for four and a half years now and cannot think of anywhere I would rather live or shop. Have a great and safe Thanksgiving.
YAKIMA, Wash. -- Former state Sen. Alex Deccio died Tuesday evening (10/25/11) at Yakima Regional Medical and Cardiac Center. He would have turned 90 years old Friday (10/28/11).

Deccio served 32 years in the state House and Senate and one term as a Yakima County commissioner. Though he was a Republican through-and-through, Deccio is remembered as one of the last of the old-school politicians who frequently voted with Democrats and put the interests of his district above partisan politics.

"He meant not only a lot to me, but a lot to the community. He was truly one of the great state legislators," Rep. Norm Johnson, R-Yakima, said Tuesday. Johnson first got to know Deccio when the two attended the Republican National Convention in 1960.

"He was the kind of legislator who worked both sides of the aisle. When they talk about 'bipartisan,' he kind of set the standard in Olympia," Martin Flynn, a former staff director for the Republican Senate caucus, recalled in an interview last year.

"He always wanted to accomplish something; a lot of lawmakers today just say no. He felt the government should work for the people," Rep. Eileen Cody, a Democrat whose district covers Burien, Vashon Island and West Seattle, said Tuesday. "We argued, but we always tried to get to the middle and work something out."

First elected to the state House of Representatives in 1974, Deccio moved over to the Senate in 1980 for two terms, then left to serve as a Yakima County commissioner. But he missed the action in Olympia. Voters missed him, too, and sent him back in 1992.

Deccio had suffered from myriad health issues in recent years, including diabetes and kidney problems. He had taken himself off dialysis treatment about six weeks ago, Johnson said.

Services for Deccio are pending.

When Deccio retired in 2006, it was with a great sense of accomplishment and fatigue from 32 years of public service.

"I've done everything I wanted to do," Deccio told the Yakima Herald-Republic at the time. "And I'm 85 years old."

He once described his job as the defender of the disabled, the elderly. In short, "people who can't take care of themselves through no fault of their own."

From the start, he made health care his area of expertise, and for 22 years was either chairman or ranking Republican on the powerful Senate Health Care Committee. He was an early supporter of the state's pioneering Basic Health Plan and the Early Steps program for low-income pregnant women.

Deccio won praise from public health officials for his leadership on the 1988 AIDS Omnibus Act, the first of its kind in the nation to comprehensively manage the public health implications of the disease, according to state Health Department Secretary Mary Selecky.

The state began tackling the stigma of AIDS and direct effects of the disease through education, testing, counseling, civil rights protection and criminal prosecution of those who intentionally spread the disease.

Deccio was at then-Gov. Booth Gardner's side when the bill was signed, calling it one of the crown-
"He was always thinking, 'How am I going to get to this goal, to get the project done?'" said Anderson, who grew up in Yakima and now lobbies for Central Washington University. "Back then the Senate was a lot more collegial."

Unlike the sharp partisan tone of today's politics, it was not unusual back in the 1980s and 1990s to see Republicans and Democrats voting together on issues, or trading votes. "It was more a way of life then than it is now," said Anderson. "So it wasn't looked at as out of the ordinary."

She compared Deccio's collaborative political style with that of the late Irv Newhouse, a Republican lawmaker from Sunnyside, and Larry Vognild, a former Democratic senator from Everett.

"He was always willing to negotiate, always willing to consider other people's point of view," former Rep. Pat Thibaudeau, D-Seattle, who worked frequently with Deccio on health care issues, said in an interview last year. "There were people you could talk to, people who were pragmatic but realistic. And Alex was one of those people."

"He was what I would consider a moderate Republican simply because you could talk to him."

Deccio was sometimes known for forceful tactics as a committee chairman, running meetings with an iron fist. And he didn't hesitate to pull out the stops when necessary to save a pet project.

In 2001, when funding for a higher education center at Yakima Valley Community College ran into trouble, Deccio — who did not attend college — lobbied Rep. Gary Alexander of Olympia, a fiscally conservative Republican who chaired the budget committee. Alexander was opposed to the funding but Deccio prevailed.

His laser-like focus on taking money home for Yakima bothered some Republicans from time to time, but colleagues knew better than to question him about a particular project or deal he was making.

In closed-door caucus meetings, "he'd stand up and shout people down if they challenged him," said Flynn, the caucus' former staff director.

Once, during a heated moment, Deccio used a racial slur — the most degrading term for blacks — against a fellow Republican. Deccio believed the legislator, who was white, was sabotaging his bill to let small business owners offer low-cost health insurance to employees.

Sen. Rosa Franklin, D-Tacoma, who is black, came to Deccio's defense after he apologized. "It was a heated moment in time, a word locked away in his psyche," she said after the incident. "Sen. Deccio is a good man."

His passion served him well every time the Yakima Valley School of Selah was threatened with closure.

Early on, he got legislation passed declaring the school as a skilled nursing facility, which gave it an extra measure of protection as a medical facility. And when the 2009 Legislature tried to shut the school down again — after Deccio had left office — he lobbied former colleagues from Yakima and helped win a reprieve.

"He had a big heart for those who couldn't watch out for themselves, and anyone with special needs had a place in his heart."

"He had a big heart for those who couldn't watch out for themselves, and anyone with special needs had a place in his heart"
Yakima Regional and HMA Provide Annual $1 Million Donation to the Yakima Valley Community Foundation

On behalf of Health Management Associates (HMA), Yakima Regional Medical & Cardiac Center CEO Rich Robinson presented a check for $1 million to Linda Moore, the new president of the Yakima Valley Community Foundation. “We are pleased to present this check on behalf of Health Management to help continue the outstanding work of the Yakima Valley Community Foundation,” Robinson said. “Yakima Regional remains committed to supporting our valley and the many organizations that are based here.”

The mission of the Yakima Valley Community Foundation (YVCF) is to “improve the cultural, economic, social, health and educational quality of life for residents of Yakima County, with special attention to unmet needs, and to help donors achieve their philanthropic goals.”

Business Briefs

With previous donations from Health Management, the YVCF has contributed to such organizations as the local chapter of Junior Achievement of Washington, the YWCA of Yakima, the Yakima Greenway Foundation, Northwest Community Action Center, the Toppenish Pro Youth Program and many others. Initial funding for the creation of the Yakima Valley Community Foundation came from assets formerly held in the Providence Health Foundation and proceeds from the sale of the former Providence Yakima Medical Center to HMA, which changed the name of the facility to Yakima Regional Medical & Cardiac Center. Health Management also committed to make an annual contribution of $1,000,000 for a period of 10 years.

The Home Depot announces a series of free workshops for the do-it-yourselfers and children!

“Holiday Crafts With Martha Stewart Living Project Paints and Stencils”

Thursday November 10th from 6:30pm – 8:00pm

In this workshop customers will learn how to: choose the proper paints, tools and accessories to complete home craft projects; decorate a tile coaster and frame using Martha Stewart Living project paints and stencils; and explore other painting projects using the
If the Power Goes Out
1. Before you call us, check for a tripped breaker or blown fuse to determine if the cause of the outage is limited to your building.
2. If it’s not a breaker or fuse, call Pacific Power’s Business Solutions team toll free at 1-866-870-3419 and press 1 to report the outage.
3. Implement your outage plan.
4. Turn off equipment and appliances. This helps prevent equipment damage when power is restored.
5. When power is restored, first turn on the most essential equipment. Wait 10 to 15 minutes before reconnecting other equipment to avoid overloading the electrical system.
6. Take time after the outage to review your outage plan to determine what worked and what can be improved.

Using a wireless connection on a battery-powered device, you can visit pacificpower.net/outage for updates on outages in your area affecting 500 customers or more, and get safety and other tips.

Congratulations to the students and faculty of Yakima's St. John of Kronstadt School
At St. John of Kronstadt School students took the Iowa Test of Basic Skills in May. The middle school class of 6 - 8th graders scored an average grade level equivalency of 11.3, that’s grade eleven, month three. The score range in individual subject areas, after averaging, was 10.4 - 12.2. Every 6 - 8th grade student had at least one area in which he/she scored 13.

All students in grades K - 5 are working above grade level in at least one subject area as well, most in several. The mission at St. John of Kronstadt is to provide a college preparatory education in an Orthodox Christian environment. St. John of Kronstadt School is a Washington state approved private school and is open to the public.

Stewart going strong after 40 years at the Central Washington State Fair!
The 2011 Central Washington State Fair was the 40th for longtime Fair president and general manager Greg Stewart. The Washington native came on board as assistant general manager in 1971, and took over as GM for retiring Hugh King, the next year. In the years that have followed Stewart has helped direct improvements and activities at the Fair, turning it into one of the largest in the Northwest and the biggest family entertainment event in Eastern Washington.

Stewart, who was born and raised in Olympia, served in Vietnam before finishing his
Agricultural Economics degree at Washington State University. Shortly after graduation he took the position as assistant GM at the Fair.

Over the years Stewart has been instrumental in well over 20 million dollars in improvements to the fairgrounds, now called State Fair Park, including the funding and construction of the Yakima Valley SunDome and Yakima County Stadium. Most recently the Fair finished nearly $7 million in improvements to electrical systems on the grounds, and updates to several of the historic buildings at State Fair Park.

In 1995 Stewart was inducted into the Western Fairs Hall of Fame, and in 2010 he was inducted into the IAFFE Hall of Fame.

“With his past work in the Fair industry and for all his work at our Fair, we have been very lucky to have and keep Greg as our leader,” said Fair Association board chairman Jake Jundt in a short presentation recognizing Stewart for his four decades with the Fair.

Over the past 40 years under Stewart’s leadership the Fair has grown from 5 days with less than 100,000 attendance to 10 day event with attendance over 300,000. In the early 1970’s the Fair had 3 full time employees. Today State Fair Park employs 22 full time employees who help take care of the many year-round events that occur there.

“Greg is one of the most well-respected Fair managers in the industry,” said Sid Morrison, Fair Association board member. “His vision for this Fair and these grounds has made it one of the jewels of our region and we can’t thank him enough for his years of service.”

There’s No Business like Your Business, Like No Business we know! Announcing the return of the Best Business Trade Show in our Area! The Greater Yakima Chamber of Commerce is pleased to announce that your Business Expo will be from 1-7pm Thursday March 1st 2012! We’ve done away with “passports”, so the focus is back on you - our valued vendors! We are also pleased to announce the return of an emcee, food, and music to our venue - the Yakima Valley Visitors and Convention Center.

Did You Know……?

That your Chamber of Commerce Membership includes all employees of your company? So, you as the owner or manager of a Member business feel that more of your employees could benefit from our events, volunteer opportunities and communication, please call us today at 248-2021, to get them listed!

Your Chamber of Commerce Membership includes a Member information page, that allows you to give a brief description of your company, hours of operation, driving directions, links to any social media sites your company may use and key words for search engine optimization. As an added benefit, for the Member only cost of $50/year, you can get an Enhanced Page! This allows you to increase your information by up to 7 times more than a basic page, add photos, logos, plus enhanced search engine optimization – which drives traffic to your page as well as your external website!! Please call Scott at 248-2021 x110 or Carolyn at 248-2021 x114 for more details!

Veterans Job Fair - November 10, 2011
9am – 3pm Washington Army National Guard Armory
2501 Airport Lane - Yakima, WA
Open to veterans and dependents
Dress professionally
Prepare to interview
Bring your resume
Meet with local businesses for information contact jon Ison at 509.574.0153 jison@esd.wa.gov

Carolyn Gray at 406-1024, 248-2021 x-114 or Carolyn@yakima.org, for more information!
*If you need electricity for your booth, there may be an additional charge

Employment Security extends program to beat back layoffs By Employment Security Commissioner Paul Trause

With the economy stuck in neutral, many Washington business owners are adjusting their economic outlook and beginning to consider the possibility of another recession. This will force some companies to consider employee layoffs as a possible solution - but it doesn’t have to.

Thousands of businesses in Washington have avoided layoffs during these tough economic times through the Employment Security Department’s Shared-Work Program. In the last two years alone, we estimate the program saved more than 50,000 jobs and more than $100 million in unemployment benefit payments.

The program is quite simple. Employers temporarily reduce the work hours of their full-time employees by up to 50 percent, and the workers collect partial unemployment benefits to replace a portion of their lost wages.

Over the past few months, I have traveled across the state visiting with businesses to learn how the program is working. I also want participating businesses to know that we are extending Shared-Work plans beyond the usual two-year window to help keep businesses afloat. Previously, a company could be on Shared Work for only two years before having to take a year off.

During my tour, I have seen firsthand how the Shared-Work Program is making a difference. In Spokane, I learned how EZ Adjustable Boat Trailers is using the program to reduce its payroll costs by 20 to 30 percent and still maintain its skilled workforce.

In another case, the Center for Pediatrics in Kennewick is managing recent cuts in Medicaid reimbursements by having all employees work reduced hours until the company is able to expand its customer base.

And in Wenatchee, Pape’ Machinery was relieved to learn that the company could now apply for a third year of Shared-Work coverage due to the economy.

No matter what area of the state, I have heard over and over again how grateful employers and employees are to have Shared Work as an alternative to layoffs.

Here in Washington, about 2,200 businesses and nearly 25,000 employees are currently approved to participate in the program. That’s down from 3,500 businesses and 51,000 employees during the peak of the recession in 2010 – and probably a fraction of the businesses that would benefit from this program.

If your company is considering layoffs or nearing the end of its second Shared-Work plan year, call Employment Security at 800-752-2500 or send an email to the Shared-Work Unit (sharedwork@esd.wa.gov). You might be able to prevent a costly layoff.
Discover Excellence
In Community Banking

Pictured left to right: Mike Broadhead, Sally Meredith, and Steve Luten

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

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Steve Luten
Yakima Valley Partners
Habitat for Humanity
509 453-8077
21 W. Mead, Suite 110
Yakima, WA 98902

Banker:
Sally Meredith
Union Gap Branch
509 576-0424
2205 S 1st Street
Yakima, WA 98903

“As a non-profit operating a retail outlet for used building materials we are not the usual business customer. CVB took the time to understand our business and was able to see the strength and values we bring to this community. By choosing to partner with us, CVB has allowed us to grow to a whole new level.”

Steve Luten

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Extent and Nature of Circulation
Average Number of Copies (each issue) During Preceding Twelve Months
Number of Copies of Single Issue Published Nearest to Filing Date

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Disaster Prevention & Recovery Solutions

- 7 out of 10 small firms that experience a major data loss go out of business within a year. (DTI/Price Waterhouse Coopers)
- 50% of all tape backups fail to restore. (Gartner Group)
- 30% of all businesses that have a major fire go out of business within a year and 70% fail within five years. (Home Office Computing Magazine)

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