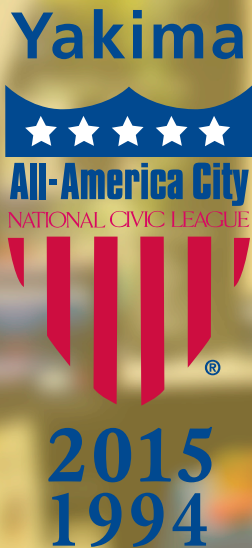


GREATER YAKIMA CHAMBER OF COMMERCE

ACTION REPORT

Quarterly News Magazine - April • May • June 2016



A banner for the 2016 Yakima BIZCON event. On the left is a circular logo with '2016' at the top, 'YAKIMA' in a yellow banner across the middle, and 'BIZCON' at the bottom. To the right of the logo, the text 'LEGENDS CASINO' is next to a small logo, followed by '2016 Yakima BIZCON' in large blue and yellow letters. Below this, the date and time 'April 19th 3pm to 6pm' and the location 'Yakima Convention Center' are listed. A paragraph describes the event as a 3-hour, power-packed event for boosting brand awareness and meeting customers. At the bottom are logos for townsquare media yakima, GREATER YAKIMA Chamber of Commerce, Gesa CREDIT UNION, NBC Right Now KNDO 23, and RADIO Yakima.

A banner for the 2016 Veteran, Dependents and Graduates JOB FAIR. The top section has a red background with white text: '2016 Veteran, Dependents and Graduates' and 'JOB FAIR'. To the right is a circular logo with 'JOB FAIR' at the top, a stylized figure in the center, and 'VETERAN, DEPENDENTS AND GRADUATES' at the bottom. Below the red section, the date and time 'April 19th Noon - 3pm' and the location 'Yakima Convention Center' are listed, followed by the address '10. N. 8th St Yakima, WA' and 'FREE ADMISSION'. At the bottom are logos for GREATER YAKIMA Chamber of Commerce, WorkSource, ATLAS STAFFING, and YAKIMA CONVENTION CENTER.

In This Issue;

- THE ONE THING THAT DETERMINES YOUR CITY'S ENTREPRENEURIAL SUCCESS
- WHAT ENTREPRENEURS NEED TO KNOW BEFORE FILING TAXES
- DIFFICULT CONVERSATIONS
- MEMBER PROFILE - LOVE INC

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| 4 Difficult Conversations | City's Entrepreneurial Success |
| 5 What Entrepreneurs Need to Know | 14 Renewing Members |
| Before Filing Taxes | 15 New Members |



LEGENDS CASINO **2016 Yakima BIZCON**

April 19th 3pm to 6pm
Yakima Convention Center

The 2016 Yakima BIZCON is a 3-hour, power-packed trade show!
FREE TO ATTEND! Thanks to;







Business After Hours at the

April 19th 4pm to 6pm
Yakima Convention Center
HUGE TACO BAR!
No host cocktails
Network with attendees and exhibitors




ON THE COVER
2016 BIZCON and Job Fair
Photos by Thane Phelan

Action Report Layout & Design by: Amy O Graphics & Thane Phelan

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Mission Statement: "The Greater Yakima Chamber of Commerce is an organization that promotes pride in our diverse communities through positive, active leadership aimed at creating a cohesive, successful business climate in our County."

PRESIDENT'S REPORT



Verlynn Best
President & CEO

I do not know where to start...I watch the Presidential races and I'm baffled. I watch our city try to make a decision on the Plaza, baffled again. I watch the homeless issue escalate out of control! Just Baffled!

And believe it or not these issues affect the way we do businesses. Un-

certainty, fear, and lack of leadership are all made up of local, state, and national issues. So what shall we do? I have a great idea let's be Americans' we have the knowledge, courage, and wear all to overcome it. We have to allow every voice to be heard and show respect even if we disagree. Who knows, you may change my mind or I may change yours. Growth is good for the soul and I personally know I can fall short, but I also know we can rise up and light the way for what is best by working, praying, and believing in our community!

*Is it good for us, not me
not you, "US"?*

Does it serve the greater good?

Does it present a positive outcome?






How do we create unified community?

*Is it politically correct? (Part of the
problem)*

To be candid we have to be able to make assessments that reflect our whole community....North, South, East, and West. One Valley may seem cliché to some, it's my reality! A healthy community creates a successful business climate. Quality of life matters in order to attract new businesses and recruit qualified employees to our Valley to work in existing companies. I recently said in a meeting I want it all for Yakima and I meant it. We will live, share, and support our mission!

Mission: "The Greater Yakima Chamber of Commerce is an organization that promotes pride in our diverse communities through positive, active leadership aimed at creating a cohesive, successful business climate in our County."


BIZCON LUNCHEON



2016 BIZCON Luncheon/Workshop

Tuesday April 19th

Noon - 2pm



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Robert Gerst

*Human Resource Vice President
John I. Haas Inc.*

Even though the story I am going to share with you happened 30 some years ago, I can close my eyes and remember it as if it were yesterday. I had been working my way up the organization and now had my first real lead position in HR with a terrific company. I had many wonderful colleagues as well as friends in the company. Michael, someone I worked with a great deal and had a lot of respect for, would have been one of those friends. One week I had to fly out to his office in California and hold one of those difficult conversations with him. You see, I had had four separate people come to me and complain about Michael and his treatment of them. He had bullied, intimidated and threatened them repeatedly. They had indicated to me that not only might they leave the company, but his behavior was bad enough and repeated so often, that they might take legal action against him and our organization. I had worked with Michael for several years, knew his family well, had been to many company and external functions with him and felt we had established a great understanding and awareness of each other. It was very difficult for me to square what these individuals were telling me about Michael and my perspective on him. When I confronted him with the information he forcefully denied each point and the conversation deteriorated into loud voices, accusations and hard feelings. Sometime after this conversation, Michael resigned, leaving a hole in our company's operation as well as in my heart because of the loss of his friendship.

Since that time, I have had hundreds of difficult conversations ranging from performance issues, harassment claims, body odor problems, informing employees of tragedies and the list goes on and on. Over the years I have tried to keep a few things in mind that I have learned about these difficult conversations:

First - In most difficult conversations there are different perceptions about the same reality. I think I'm right and the person with whom I disagree thinks they are right. We have different perceptions because we have different information and interpretation of the same event or issue.

Second - We often believe we know the intentions of the other person, when in reality intentions exist only in people's hearts and minds. We make attributions about the other person's intention based on the impact of their actions. In other words, we feel hurt therefore we believe they intended to hurt us.

Third - In some situations we get so passionately involved that our emotions affect our ability to problem solve. In many difficult situations, feelings are the heart of the matter, even though they may be masked by other symptoms.

Forth - It is typical for people who are in conflict to focus on who is to blame for the problem? Focusing on blame is ineffective because it inhibits our ability to learn what really caused the problem and to do anything of significance to correct it. Blame is about making judgments were as effective conflict management is about learning from mistakes and adjusting one's behavior for better results in the future.

Finally - Some conversations are difficult because they threaten or challenge a person sense of who they are - - our own personal identity. These conversations may call into question a person's competency, goodness and self-worth.

Because of my position and personality, I am not one to shy away from difficult conversations. However there have been times when I have said to myself "well that didn't go as I had planned". The truth is, often when those conversations turned into a nightmare, I had not planned or used some of the tools which can help make difficult conversations

better. Some of these tools include:

First - Make it safe to talk - both sides need to feel comfortable expressing their thoughts and feelings without negative ramifications. Embrace our mutual purpose and offer mutual respect for each other.

Second - Be clear on the objective you have for the end of the difficult conversation - what do you want the other person to do and what are you willing to do? What is the ideal outcome? Your overall objective will help you select the appropriate tone and words to use in these conversation.

Third - Listen - or as Covey said in his book "The Seven Habits" "seek first to understand and then to be understood". Use open-ended questions, paraphrasing, and acknowledge the other persons feelings.

Forth - Use the "yes and..." statement which means after listening to the other person's story or perception, you can say "yes and" and then add your part to the story - this is a way that you can validate both views and not have to choose at that moment which one is right.

Fifth - As I said earlier, remember that your assumption about the other person's intentions is just a guess and it may be right or wrong and that your feelings may be based on an incorrect guess.

Sixth - Use "I messages" in your discussions, statements that start with "you" sound very accusatory and blaming and can create more conflict.

Lastly - Not every issue is worth pursuing and you should choose your battles to decide if the issue is worth having a difficult conversation about.

As I think back those 30 years ago and the meeting with Michael, I believe I could have done a much better job in that difficult conversation. I have developed some knowledge and skills over the years which I have shared with you, to help make those difficult conversations work out better. The final take away which I want to share with you is to always remember, in those difficult conversations, it is not about what is true, it is about what is important. Keeping this in mind will help you achieve a constructive outcome in your life's toughest moments.

RIBBON CUTTINGS



A recent Ribbon Cutting drew hundreds of guests to see the remodeled historical downtown location of the Hotel Maison. Joe Morrier cut the Ribbon at the Grand Opening, to learn more visit <http://thehotelmaison.com>



*Hayden Homes come to Yakima!
The Ribbon Cutting was followed by a Grand Opening event. The public is invited to come see their newly decorated model home and tour the community at 7802 Fremont Way Yakima.*



*Join us in welcoming the newest
H&R Block in Yakima
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FREE ENTERPRISE

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WHAT ENTREPRENEURS NEED TO KNOW BEFORE FILING TAXES

Takara Small | March 29, 2016

That dreaded time of the year is almost upon us: tax season. While tax season can be a financial headache for many small business owners, it's especially difficult for newly minted entrepreneurs. Filing errors can affect a firm's financial health for months and sometimes even years to come. Here are a few tips to avoid any missteps before you file.

Saving money by contributing to retirement plans

Setting aside money for future retirement plans while dealing with current, day-to-day money challenges may seem unrealistic, especially for new businesses or self-employed entrepreneurs.

However, investing in a pension plan enables business owners to reduce their tax payout. Why pay Uncle Sam, when you can simply invest those funds in your future and that of your employees?

Although popular retirement plans like the 401(k) are often used to reduce taxable income over the year for employees, who can contribute pre-tax earnings to the retirement fund, a SEP IRA (Simple Employee Individual Retirement Arrangement) can also help small business owners increase their tax deductibles, says Steve DeFilippis, an enrolled agent and owner of DeFilippis Financial Group.

"If you have a profit, you can contribute to a SEP which will lower your tax liability," explains DeFilippis. "The SEP can be established now and funded anytime up to the extension deadline (October 17, 2016)."

A SEP IRA lets owners set aside up to \$53,000 or 25 percent of their income (based on their first \$265,000 of income for years 2015 and 2016), and lowers the amount of income they have to claim, and therefore, the amount of taxes owed. The process provides both owners and hard-working employees with retire-

ment benefits and lowers end-of-year tax bills.

Meanwhile, all is not lost for businesses that can't afford to contribute to a SEP-IRA by the 2016 deadline, says DeFilippis. "If the small business owner doesn't have the money now but will before November 17, 2016, they can file an extension for their tax return and that extends the time to fund the SEP. There's no guarantee that the extension will be approved, but you should still try."

Keeping records up to date

The easiest (and sometimes most overlooked) way for companies to maximize the deductions is to be organized ahead of time.

"Not keeping good records is the most common failure," says DeFilippis. "Getting the most out of your deductions means you have to have good records and stay up-to-date all year round, not just during tax season. Also, if you have good records and are audited, surviving the audit will be a breeze and won't harm future returns."

Indeed, a new industry has sprung up to help small businesses and startups stay accountable throughout the entire year. Temporary financial advisors can work on a weekly, bi-weekly or even quarterly basis, and several employment offices now place temporary or part-time financial staff for this very reason.

"It's not always possible to hire in-house counsel, but it's important to make regular appointments all year round, not just during tax time, or hire temporary staff," adds DeFilippis. "Avoid losing any money or mistakes by seeing someone routinely."

The best offense is the best defense

Although all of these things can help businesses survive the most hectic tax season, it's more important for businesses to think ahead before they even get

started. This, DeFilippis says, will save a lot of headaches down the road.

"Many times my clients go out and incorporate right away when incorporating might not be necessary," explains. "When you incorporate, you create many administrative actions (ex. filing payroll tax returns, a separate corporate income tax return, etc.) and the costs associated with them. If liability exposure is a concern, a single member LLC can address that and keep the tax filing simple (Schedule C as part of their 1040)."

Consulting an accountant before even launching a business can be an entrepreneur's best tax strategy. "Many times people set off in business and then decide it isn't for them and they go back to being an employee," DeFilippis says. "I think it is best to minimize the cost and administrative time and concentrate on what will make the business profitable."

Here's a check list entrepreneurs should review before they file their taxes this year:

1. Invest in your retirement: Check See if you're eligible (and have enough funds) to set up a SEP IRA (Simple Employee Individual Retirement Arrangement). If you don't have the funds right now, apply for an extension to take advantage of the tax benefits at a later date.
2. Get organized: Start organizing and keeping records intact all year round (not just during tax season), by hiring temporary financial assistance to ensure you're not audited and can fully take advantage of future tax incentives throughout the year.
3. Inc. vs LLC: Contrary to popular belief it's not necessary to incorporate right away when you launch your business, because it creates more administrative tasks and costs more money in the long run. Simply choose a LLC instead and incorporate down the road if necessary.

THE 1 THING THAT DETERMINES YOUR CITY'S ENTREPRENEURIAL SUCCESS

Michael Hendrix | FreeEnterprise.com

Look to the “tribal leaders” in your city to know if you have a robust startup economy. Who are your leaders?

As we toured cities for Innovation That Matters, 1776's study of civic entrepreneurship, we found that the answer to this question told us a lot about a city's future entrepreneurial success.

Every city is a network of people living in community, and within that mishmash of connections are nodes where those links cluster together. These are a city's leaders, the central players in an ecosystem's drama. They break into three central groups when it comes to civic and social innovation—like legs of a stool:

All three types of leaders—citizens, entrepreneurs, and civic providers—aim to better their provision of services in order to improve the well-being of those in their community. Citizens want low-cost, high-quality services; entrepreneurs work to grow their businesses; civic institutions look to strengthen their organizations.

Most cities just have two of the legs connected; rarely do they have all three legs of the stool working. Of the three, entrepreneurs are generally the facilitator within a startup ecosystem. In any given city, they are connected to one of the other groups of leaders. And in particular with civic institutions, they increasingly must choose between partnering with government (call it the Opower model) or circumventing it (the Uber model).

Every startup can look to leaders

right in their own backyard. Gallup's Jim Clifton estimates there are 10,000 good “shadow leaders” in every American city.

“All prosperous cities have a self-organized, unelected group of talented people influencing them and guiding them—call them tribal leaders. These are people who care very much about the success of their city: philanthropists, city fathers and mothers, business leaders, and other deeply invested citizens who get things done for the good of their city. ... Talented and effective local tribal leaders are essential to cities.”

These leaders mentor and connect; they facilitate the exchange of information, act as cheerleaders, and generally make startup networks denser and thicker. They are critical elements of the sort of hyperlocal community on which startups thrive.

Every city can do better in this regard, but it's helpful to think first of cities looking to build this sort of leadership

from scratch. To do so, they should look for small startup clusters or universities nearby and try establishing concentric circles of relationships out from those nodes. Begin to identify who the town fathers and mothers are and get them thinking about they can invest their time and resources into startups. Get everyone in the room together, and think of local chambers, corporations, educational institutions, economic development groups, and government entities as platforms to build on.

This is just the start, but it's a great start for startup communities looking to grow.

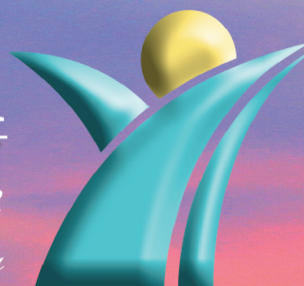
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Chamber of Commerce
www.yakima.org



We exist to build community pride, enhance quality-of-life and strengthen the business environment of the Yakima Valley.

Yakima



**2015
1994**



For membership information please call 509.248.2021



Leadership Yakima - Over 700 Graduates!



Chamber All-America City presentation team returns home!

ADVOCACY



4th District Representative Dan Newhouse met with and shared his first year experiences in Congress with a full house at The Chamber Tuesday Morning Coffee Club recently. The Coffee Club meets every Tuesday at 9am at the Chamber, all members are welcome to attend meetings.



Chamber President Verlynn Best, attended Governor Jay Inslee's transportation press conference in February. While the Governor was in town he toured The Yakima Valley Technical Skills Center to see the programs that benefit Yakima Valley students.



Bernie Sanders Presidential Campaign Rally - It has not happened often, but this year the Yakima Valley was a campaign stop for Presidential candidate Bernie Sanders, as he rallied supporters at the Yakima SunDome on Thursday March 24th, estimated attendance was 7000. Members of the Yakima Indian Nation opened the rally with traditional dance.

©Thane Phelan Photography



Memorial Family of Services: *Better together with Virginia Mason Health System*

Since sealing the deal to affiliate their two health systems in January, teams from Memorial Family of Services and Virginia Mason Health System have been hard at work. The goal? To create a united, yet community-focused, healthcare system that will deliver integrated and seamless care to patients on both sides of the Cascades.

The vision for the affiliation is that patients will receive the same high-quality, coordinated care at Memorial in Yakima or Virginia Mason in Seattle. The integration will result in a health care system with a local presence in each community.

For patients in the Yakima Valley in particular, the affiliation offers flexibility with a wider range of healthcare options. “Credit goes to our board members, who thought long and hard about this before concluding this was the best move,” said Memorial CEO Russ Myers.

Virginia Mason, meanwhile, is building on its presence in Central Washington: Virginia Mason has partnerships with Kittitas Valley Healthcare in Ellensburg and with Confluence Health in Wenatchee.

As has been Memorial’s mission since it was founded in 1950, when it makes sense for patients to stay in Yakima for care, Memorial stands ready—whether they are in the hospital, at North Star Lodge for cancer care, Water’s Edge for pain management, Children’s Village with its advanced services for special-needs children, or receiving end-of-life care at Cottage

in the Meadow. But when it is appropriate for patients to leave Yakima for treatment, they now have a direct link to medical specialties previously unavailable or in limited supply in Central Washington. Patients can now be cared for seamlessly at Virginia Mason, which has an international reputation for quality, safety and innovation. Also, the team at Memorial now has access to Virginia Mason’s innovative management methodology, the Virginia Mason Production System.

The beginning phases of integration focus on Digestive Diseases, Heart, Cancer, Orthopedics, Neurosciences, Primary Care, Perioperative Services and Musculoskeletal Care. The System Integration Council, made up of leaders from Memorial and Virginia Mason, is overseeing this process. More than 20 implementation groups have also been formed. Those include clinical areas, finance, supply chain, information systems, pharmacy and radiology.

Memorial had been a stand-alone organization in search of a way to achieve smart growth and scale in the ever-changing healthcare environment. This partnership supports Memorial’s work to transform healthcare, achieve the Triple Aim—improve patient experience, lower costs and improve community health—while creating a healthy Yakima and delineating a deliberate and thoughtful path to the future for both healthcare systems.

Healthy Yakima.

MEMBER PROFILE

Love INC Empowers Neighbors to Get “Unstuck”

Adrian and Sofia had dug themselves into a deep hole. With 18 credit cards, all maxed out and several in collections, they saw no way out. Then they heard about the T.E.A.M. (Training, Equipping, and Mentoring) Program offered by Love In The Name of Christ of Yakima. A yearlong program with strict accountability sounded hard, but they were ready.

Adrian and Sofia completed the TEAM Program last year,



having paid off almost \$23,000 of debt. Living on credit became a thing of the past. They realized they spent too much eating out but the Life Skills classes taught them how to plan meals and save. Their marriage had improved as they learned to communicate and share the decision-making. Adrian be-

came fully employed. The change in this family was profound. Sofia became so skilled in budgeting



that she is now a volunteer Budget Mentor for the TEAM Program! The Granados are among a group of graduates who together have paid off \$120,000 in debt since the TEAM Program started in 2012.

Launched in 2007, Love INC of Yakima is a 501c3 nonprofit corporation governed by a local Board of Directors and a member of Love INC National. They have grown from a tiny office in the Angus Building on Front Street, to purchasing the old Yakima Hardware building at 226 S. First St.

“We needed room to better

process donations and get them to those in need,” says Elizabeth Benefiel, Executive Director. “I knew finding warehouse space and office space in the same building would be a challenge. It had to be easily accessible for people in need and in an area where our volunteers and staff would feel safe. It also had to cost no more per month than what we were then paying to lease a 3100 sq. ft. space. It would definitely have to be a God thing!” In February of 2015 they found the perfect building at 226 S. First St. They moved in last March and signed papers to purchase in June.

Love INC focuses on helping the working poor and elderly



poor. They provide short-term assistance with clothing, linens, baby supplies, kitchen items, school supplies, personal hygiene and cleaning supplies, and furniture. But their main focus is the TEAM Program. They want to empower people to get “unstuck” and equip them to live in personal, financial, and spiritual freedom.

To volunteer or donate gently used items, call (509) 453-2942. Financial donations can be made at their website, loveincyakima.org

To receive assistance, call (509) 453-0214



Your Support Helps Those Impacted By Cancer In Our Community

Sixty years ago, only one out of three people diagnosed with cancer survived. Today, thanks in part to the work of the American Cancer Society, two out of three will survive. The American Cancer Society is continuing the vital research necessary to make it three out of three.

For more than 100 years, the American Cancer Society has conducted ground breaking research, discovering lifesaving cancer breakthroughs and helping improve the quality of life for people facing cancer. This research helps advance our understanding of cancer, its detection and prevention, and develop the most effective treatment options used by doctors in our community and across the nation.

The American Cancer Society is a nonprofit, nationwide health organization. It is the largest nongovernmental cancer research organization in the U.S. Thanks to supporters like you, the American Cancer Society has played a role in nearly every major cancer research discovery in recent history to help end this disease. We know cancer research saves lives but we also know there is no finish line until we find a cure.

What you may not realize is the local office is completely community-based, with 100 percent of our efforts supporting those impacted by cancer in Yakima County. New medications and new treatment protocols discovered by American Cancer Society researchers combine with local patient support programs to help local cancer patients cope with this disease.

In order to finish the fight; you can help by participating in two key annual events that directly support our community: Relay For Life in Yakima (June 11-12) and Making Strides Against Breast Cancer in Kennewick (October 15).

To submit a "Business Brief", announcements, staff changes, awards etc. E-mail brief copy and picture to thane@yakima.org (copy may be edited for space) Include "Business Brief" in subject line.

Last year, through your generous annual support, we provided more than 1,000 programs and services in Yakima County. Programs and services that help cancer patients, caregivers and family members including cancer care services, lodging, one-on-one support for breast cancer patients, cancer resources and patient navigation services, peer support groups, wigs, prosthesis bras, and more.

Sadly, you likely know someone who has been touched by cancer and needed these services. It may even be you. Half of all men and one out of three women in our community will develop cancer in their lifetimes. We are dedicated to helping people stay well, helping people get well, by finding cures, and by fighting back but we need your help. We will not let cancer win.

Help us save lives in our community – volunteer, donate and participate in the annual community events. Learn more by calling 509-783-1574 or by visiting the event websites: www.relayforlife.org/yakimawa – www.makingstrideswalk.org/tricitieswa.

Together we can finish the fight against cancer!

Wendee Bodnar is a Relay For Life Specialist for the local American Cancer Society office and manages the annual community Making Strides event and Relay For Life of Yakima, wendee.bodnar@cancer.org or 509.783.1574 x13.

ANTONIO NEW YAKIMA FEDERAL PRESIDENT/CEO

Leanne Antonio, longtime Yakima Federal Savings and Loan Association employee and officer, has been

named President/CEO of the Association. Antonio has been with Yakima Federal since 1981 and most recently held the position of executive Vice President of the Association. She has more than 35 years of experience with Yakima Federal, primarily in the area of Savings Administration, overseeing all aspects of the deposit side of operations including policies and procedures, product development and marketing, regulatory compliance and training. She has held several officer positions with the Yakima Federal and was elected to the Board of Directors of the Association in 2014.



Antonio succeeds Mike Gilmore, who retired on March 8, as the President of the Association and becomes only the eighth managing officer, and is the first woman President/CEO in the Association's history.

Antonio, who is a Yakima Valley native, graduated from West Valley High School and attended Yakima Valley Community College. She is enrolled in American Bankers Association (ABA) Stonier Graduate School of Banking, class of 2016.

She is a current board member of the Camp Prime Time and is a member of the Yakima Rotary Club. Yakima Federal has been locally owned and operated since 1905. They currently have ten branches located throughout Central Washington.

BUSINESS BRIEFS

Yakima Federal Promotes Two Employees

Yakima Federal Savings and Loan Association recently announced the promotion of two employees.



Janette Smith was promoted to assistant vice president of the Association. She has thirteen years of service with Yakima Federal and is the assistant compliance officer.



Kevin Phillips was promoted to assistant treasurer. He has two years of service with the Association as an assistant auditor. Prior to his employment at Yakima Federal, Phillips worked for five years as a federal bank examiner for the Office of Thrift Supervision and the Office of Comptroller of the Currency. Yakima Federal Savings and Loan has been serving Central Washington since 1905 and has 10 branches throughout the region.



Simple Steps to Help the Environment

Pacific Power's strong commitment to protect and enhance the environment plays an essential role in the utility's work to serve you with safe, reliable electricity. The company is working towards a lower-carbon future, and can help you reduce your business' environmental footprint:

Boost energy efficiency: Saving energy conserves resources, reduces emissions and helps keep costs lower – improving your bottom line. Pacific Power provides cash incentives for energy efficiency upgrade projects for your business.

Choose renewable energy: Pacific Power's Blue SkySM program gives you the option to support renewable energy equal to all or part of your monthly electric use. Our business customers participate in Blue Sky to demonstrate leadership and meet environmental goals.

Switch to paperless billing: Last year, the company's paperless billing customers saved more than 267,000

pounds of paper. Going paperless saves you time and helps reduce clutter.

Learn more at pacificpower.net/respect.

PAPA MURPHY'S & SOZO SPORTS TEAM UP!

All of the PAPA MURPHY'S stores in Yakima County have teamed up with SOZO SPORTS COMPLEX to help raise funds for the 118 acre sports complex. In the month of April when customers buy a delicious Papa Murphy's Pizza they will have an opportunity to donate a \$1 to help build the fields.

"We have been asked by so many people how they can help and take part in the SOZO project. This gives them an opportunity to do that," SOZO Board President Kerry Martin.

For more information please go to WWW.SOZOSPORTS.NET or SOZO Sports of Central Washington's Facebook page.

Save energy and money with Pacific Power's wattsmart Business program

If you're a Pacific Power business customer who likes to take maintenance into your own hands, Pacific Power is offering **wattsmart Business** instant incentives for screw-in LED lighting when purchased at a participating lighting distributor.

So, now as lamps burn out, it's more affordable than ever to replace them with energy-saving LEDs.

Save energy

ENERGY STAR® LEDs use at least 75 percent less energy than incandescent lighting. This can add up to big bucks considering about 20 percent of commercial electricity use is attributed to lighting.

Save time

LED lamps last 35-50 times longer than incandescent lights. This saves you money in lamp replacement and reduces the hassle of replacing lights that have burned out.

Get started

Get started today by visiting bewattsmart.com or see a [participating LED Instant Incentive Distributor](#) today.



RENEWING MEMBERS

Chamber Members who renewed their Memberships in January & February 2016

Please support these businesses that support your Chamber!

Members for 1- 4 Years:

Carousel Restaurant & Bistro – 1 Year
Evergreen Home Loans – 1 Year
Dickey's Barbecue Pit – 1 Year
MOD Pizza – 1 Year
Friendly Automotive West – 2 Years
River Ridge Golf Course and Restaurant – 2 Years
Snoqualmie Casino – 2 Years
Unforgettable- "Moments to Remember" – 2 Years
Yakima Public Schools Career & Technical – 2 Years
US Cellular - Cascade Wireless - 3 Years
Cowie Canyon Conservancy – 4 Years
Jags Commercial Cleaning Services – 4 Years
Rainbow International of Yakima – 4 Years
Running Springs Ranch – 4 Years
Yakima Valley Conference of Government – 4 Years

Members for 5- 9 Years:

Kronos Micronutrients, L.P. – 5 Years
Leslie Engineering LLC – 5 Years
Quail Run at Terrace Heights – 5 Years
Joel's Tire – 6 Years
Apple Valley Document Storage, Inc. – 7 Years
Central Washington Hispanic Chamber of Commerce – 7 Years
Graf Investments, Inc. – 8 Years
Umpqua Bank- Home Loan Division – 8 Years
Cascade Foot & Ankle – 9 Years
Hilton Garden Inn Yakima – 9 Years
Hops Extract Corp. of America – 9 Years
Owens Harley-Davidson – 9 Years
The Seasons Performance Hall – 9 Years

Members for 10 -14 Year

Party Palace, Inc. – 10 Years
Small Business Development Center (WSU) – 10 Years
WRP Gateway, LLC – 10 Years
Yakima Secure Self Storage – 10 Years

Alliant Communications, Inc. – 12 Years
D2 Communications - 12 Years
EconoLodge - 12 Years
Airporter Shuttle - 13 Years
Brookdale Yakima - 13 Years
C&H True Value Hardware - 13 Years
Dispute Resolution Center of Yakima & Kittitas County - 13 Years
Impact Directories Washington, LLC - 13 Years
Better Business Bureau Serving Eastern Washington – 14 Years
Manhasset Specialty Company -14 Years
Merit Resource Services - 14 Years
Rosauers Supermarkets, Inc. – 14 Years

Members for 15-19 Years:

Brookdale Chesterley – 15 Years
Northwest Harvest -15 Years
Pizza Hut - 15 Years
Pro-Motion Physical Therapy - 15 Years
Accounting Offices, Inc. - 16 Years
Cole Industrial, Inc. - 16 Years
Doug Lemon Rentals - 16 Years
JV Accounting - 16 Years
Patrick Construction, Inc.- 16 Years
R.E. Powell Distributing - 16 Years
State Farm Insurance -16 Years
Systems West LLC - 16 Years
The Print Guys, Inc. - 16 Years
Vision Craft, Inc. - 16 Years
A & A Motor Coach, Inc. - 18 Years
Central Washington University - Yakima Center- 18 Years
Don Jordan Energy Systems, Inc. - 18 Years
Highgate Senior Living - 18 Years
American Building Maintenance - 19 Years
DEP Properties, Inc. - 19 Years
MacroPlastics WA, Inc. - 19 Years

Members for 20-29 Years:

Pacific CA Systems, Inc. - 21 Years
Central Washington Family Medicine Clinic – 23 Years
Community Health of Central Washington – 23 Years
Olive Garden Italian Restaurant - 23 Years
Yakima Tennis Club - 25 Years
Jack-Sons Sports Bar - 26 Years

Yakima Area Arboretum & Botanical Garden - 26 Years
Yakima Training Center - 27 Years
Valley Mall Merchants - 28 Years
Nob Hill Water Association - 29 Years
Washington State Department of Transportation - 29 Years

Members for 30-39 Years:

Fidelity Title Company - 30 Years
Green Baron, Inc.- 30 Years
John L. Scott Real Estate - 30 Years
The Capitol Theatre - 30 Years
Elwood Staffing - 31 Years
Inland Fire Protection - 31 Years
Wholesale Tire Mart - 31 Years
Golden Wheel Restaurant - 33 Years
Therapeutic Associates - Yakima Physical - 34 Years
American Red Cross - Yakima - 36 Years
Finney, Falk, Naught & Remy, PLLP- 36 Years
The Dolsen Companies - 36 Years
YCCS - A National Collection Systems- 37 Years
Kameo Flower Shop - 38 Years
Yakima Steel - 38 Years

Members for 40-49 Years:

Evergreen Financial Services, Inc. - 40 Years
Moss Adams LLP - 45 Years
Perry Technical Institute - 45 Years
Howard Johnson Plaza Hotel - 47 Years

Members for 50-59 Years:

Efcom...Yakima's Mac Store - 51 Years
Yakima Theatres - 52 Years
US Bank- Regional Office- 56 Years

Members for 70-79 Years:

State Fair Park - SunDome - CWSF - 78 Years

Members for 80-89 Years:

Northwest Farm Credit Services - Yakima- 82 Years
Del Monte Foods - 88 Years
Roche Fruit Company, Ltd. – 89 Years

Members for over 100 Years:

Pacific Power - 106 Years

NEW MEMBERS

We are pleased to announce the following new businesses have joined the Chamber during the months of December 2015 and January & February 2016

McCormick Air Center
3210 W. Washington Ave.
Yakima, WA 98903
(509) 248-1680

theresa@mccormickaircenter.com

Columbia Public Affairs
ryan@columbia-pa.com
www.columbia-pa.com

Prestige Care Inc. Parkside Nursing & Rehabilitation
308 W. Emma Street
Union Gap, WA 98903
(509) 607-2905

Charter College
2706 W. Nob Hill Blvd. STE 106
Yakima, WA 98902
(509) 412-1679
www.chartercollege.edu

Health Alliance Medical Plans
1701 Creekside Loop STE 100
Yakima, WA 98902
1-877-795-6117
www.healthalliancemedicare.org

Parker Youth & Sports Foundation
6 S 2nd ST STE 1009
Yakima, WA 98901
(509) 469-9336

Wineries Express, LLC
115 S 2nd St. STE E
Selah, WA 98942
(509) 895-9733
www.wineriesexpress.com

Espresso Express
3706 Tieton Dr.
Yakima, WA 98902
(509) 452-3004

It Works
aliciakyo@gmail.com
www.alicia_conn.myitworks.com

Silverwood Theme Park & Boulder
Beach Water Park
27893 N. Hwy 95
Athol, ID 83801
(208) 683-3400
www.silverwoodthemepark.com

Flynn Consulting
(509) 480-9788
flynnconsulting@yahoo.com

Wendy's
Coming Soon!
2301 W. Nob Hill BLVD
Yakima, WA 98902

Nob Hill Dry Cleaners
2904 W. Nob Hill BLVD
Yakima, WA 98902
(509) 248-6071

Chalet Dry Cleaners
5715 Summitview Ave.
Yakima, WA 98908
(509) 966-6130



2016 Yakima BIZCON

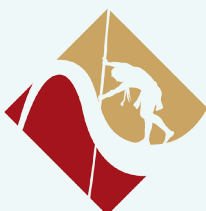
April 19th 3pm to 6pm

Yakima Convention Center

The 2016 Yakima BIZCON is a 3-hour, power-packed event where you can boost your brand awareness and meet your next customers. This event attracts throngs of attendees and exhibitors, register for your booth at www.yakima.org

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*As voted by the Yakima Valley Business Times