

GREATER YAKIMA CHAMBER OF COMMERCE

ACTION REPORT

Monthly News Magazine • March – April 2015

In This Issue;
Main Street Yakima ~
Yesterday and Today
The Truth About Yakima
Crime Stats
Presidents Report
Business Briefs



2015 Business Expo - Job Fair And Trade Show
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ON THE COVER

"Downtown Yakima" photo by 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."

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Civic Organizations Applaud Yakima's Falling Crime Rate

The Greater Yakima Chamber of Commerce, The Yakima County Development Association (New Vision), and Safe Yakima Valley touted the City of Yakima's public safety efforts as new 2014 Police Department statistics show another reduction in crime. The numbers demonstrate the progress Yakima is making on several fronts. Since 2012, serious crime in Yakima has dropped by 21.8 percent. Within this category:

- auto thefts declined by 37 percent,
- burglaries dropped by 32 percent,
- robberies dropped 26 percent, and
- less serious crimes (Part II offenses) like vandalism and fraud dropped similarly during the same period.

Yakima Part I - Crime Trends

Offense	Number of Offenses			
	2012	2013	2014	Change from 2012
Assault	267	212	197	-26.2%
Forcible Rape	54	31	31	-42.6%
Robbery	156	149	115	-26.3%
Burglary	1580	1165	1077	-31.8%
Larceny	3202	2953	2830	-11.6%
Arson	11	14	39	254.5%
Motor Vehicle Theft	1139	602	726	-36.3%
Homicide	6	9	2	-66.7%
Total Crime	6415	5135	5017	-21.8%
Total Part I crimes/1000	69.8	55.1	53.8	-21.8%



Comparative 2014 crime stats from other Washington cities are not available yet, but **2013 statistics from the Washington Association of Police Chiefs and Sheriffs put Yakima at about 25th on the list in terms of crime rates among Washington cities.** Over the long term, serious crime rates in Yakima have dropped by over 69% since the mid-1980s.

The City's increased gang emphasis patrols, investment in police cars for officers, and community prevention activities are credited with improving public safety. Despite the progress there is no letup in terms of local law enforcement efforts. Yakima along with the County Sheriff's office and other city police departments are doing more than ever before to improve public safety.

Reducing crime is a big deal for the region. Our organizations get calls from prospective companies who are concerned about our criminal activity. We get even more calls from local Human Resource managers who lose talented potential employees because of safety concerns.

Our organizations applaud local law enforcement agencies for making our communities safer. Yakima has done an excellent job over the last few years to impact crime. The job to reduce crime is certainly not over, but let's take stock of where Yakima is relative to other communities and recognize Yakima is a much safer place to live today.



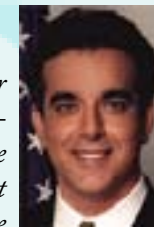
Verlynn Best
President & CEO

Let's all work together for the greater good; our community and nation will be better for it!

Immigration Reform, we all know this is a hot topic and a complicated one. Just go shopping on a Saturday in the valley and look around if you do not believe immigrants contribute to our economy. Immigration reform is going to happen and we need to work hard with our legislators to develop a plan that serves our nation, our citizens and immigrants. This is not an issue we can sweep under the rug! We need to do this and get it right the first time by working together. Some of our conversations may be difficult, but they need to happen. Let's be a light for reform!

*Immigration Reform, by
Hector Barreto.*

In July 2001, Hector Barreto was unanimously confirmed by the U.S. Senate as the 21st administrator of the U.S. Small Business Administration. In this capacity, he oversaw the delivery of financial and business development tools to America's entrepreneurs. SBA is the largest single financial backer and facilitator of technical assistance and contracting opportunities for the nation's small businesses.



If Congress would look at immigration reform as an opportunity, 2014 would be the year to make significant changes happen for the future of this nation.

In January, House Republicans took a step in the right direction. They showed promising determination on this issue in order to achieve a more secure America, a fair and streamlined system of legal immigration, along with an expansion of the flexibility of our nation's labor force and economic growth.

The historic opportunity appeared to be a new tide in Washington in terms of immigration reform, but there are members on both sides that don't appreciate the importance of immigration reform and its benefits to our collective future.

An overwhelming majority of Americans understand that the current immigration system is unacceptable, and they are demanding action from their elected officials. They are eager to see their politicians come together in true bipartisan support and get it done.

As a businessman, I recognize the vital impact immigrants have on our economy. They come to the United States to fill jobs that are available, or become job creators as entrepreneurs, consumers and taxpayers.

History has proven that immigrants made America what it is today. They became part of our communities, our businesses and our families. Hence, the time is now for Congress to realize that honoring our tradition as a nation of immigrants is good policy and good politics.

Immigrants are risk-takers, and according to the Kauffman Index of Entrepreneurial Activity, immigrants were more than twice as likely to start businesses in 2010 than were native-born Americans. Moreover, these immigrant-owned businesses are generating more than \$775 billion in

revenue and employing one of every 10 workers along the way. In fact, immigrants or their children founded 18 percent of America's Fortune 500 companies, and generate \$1.7 trillion in annual revenue, while employing 3.7 million workers worldwide.

The time is now for Republicans and Democrats to work together, along with the president, on broad immigration reform. This will not only reaffirm our commitment to building an innovative workforce that can compete globally; it will grow our economy.

Industry and skill level jobs require an immigration system that allows for a flow of experienced workers and new citizens that reflect America's labor and economic needs. For example, the Brookings report "The Paradox of Worker Shortages at a Time of High National Unemployment" found that farm workers, nurses, high-skilled manufacturing workers and technology workers continue to be in short supply in the United States. Under these circumstances, temporary workers from abroad would benefit the U.S. economy through legal immigration in order to fill these specialized needs and respond to the labor shortages.

This is true in areas such as San Jose and Silicon Valley, Calif., San Antonio and Austin, Texas, and Boise, Idaho, according to "Immigration and the Revival of American Cities," a report by Americas Society/Council of the Americas and Partnership for a New American Economy. Immigrants and immigrant entrepreneurs have spurred local economies in these areas and that of the nation with high-skilled workers around the universities and research industries, the farming industry, the oil industry and many more.



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Host your guests, colleagues or clients in a venue that expresses the unique character of our community: The Cellar Gallery in downtown Yakima.

The 800 sq ft private room beneath our tasting room is hung with local art and finished with stonework that evokes a sophisticated wine cellar. Recent lighting and technological upgrades make it ideal for strategy sessions, group meetings, conferences, receptions, presentations, fundraisers and events.

Our space can accommodate meetings of up to 25 or a reception style event for 50.

New catering menus created by Chef Lincoln offer fresh breakfast, lunch and hors-d'oeuvre service.

Room fee (\$150-\$200) includes tables, chairs, linens, Wi-Fi, water service, pens and pads of paper, and wine glasses for up to 30 guests. Add on rental of our projector, PA system, screen, and flip chart easel to create a great work environment. Or ask us to develop a team-building wine tasting experience that everyone will be taking about for years to come.

The Cellar Gallery is designed to fit your needs and help you pull off a professional meeting or a festive party. Call us to tour the facility or book your event. Ask for Jessica at (509) 249-9049 x4 or email her at jessica@gilbertcellars.com. Cheers!



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RIBBON CUTTINGS



*Owners Amie and Terry Alapeteri cut the ribbon at The Yoga Practice Grand Opening! 5711 Summitview Ave.
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Hyperbaric Centers of Washington opens in Yakima at 302 S. 12th Ave. www.hyperbariccentersofwa.com



Melissa Brewer owner of MB Designs cuts the ribbon for the new showroom "At Home With MB Designs" at 811 W. Yakima Ave.



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Finacial Advisor Jay Kelly celebrates Thrivent Financial in Yakima, a not for profit that is a community service based financial services firm. Find out more at www.thrivent.com



*New owners Kesty and John Angel cut the ribbon for the Grand Opening at Carousel Restaurant & Bistro located off Yakima Avenue in the Historical District, 25 N. Front St.
www.carouselfrenchcuisine.com*



DOWNTOWN

By John Baule



Main Street Yakima Yesterday and Today

The Downtown Association of Yakima (DAY) was recently designated as a Washington Main Street community. Since 1984, the Washington State Main Street Program has been helping communities like Walla Walla, Ellensburg — and now Yakima — revitalize the economy, appearance, and image of their downtown commercial districts using the Main Street 4-Point Approach.®

Work to receive Main Street designation is the most current effort by local citizens to revive downtown, but this is hardly something new. Citizens have been working to grow the commercial business district since North Yakima was founded in 1885. Current downtown advocacy efforts can be traced to the creation of the now defunct Yakima Mall built in the 1960s to compete with Union Gap's Valley Mall.

What eventually became known as DARC (Downtown Area Redevelopment Committee) was formed in the late 1960s to offer downtown business owners a unified voice and opportunities for joint marketing and promotion? This organization advised the City of Yakima on downtown issues and had agreed to assess themselves to pay off bonds used to fund surface parking lots downtown (including the site of the proposed plaza across from the Capitol Theatre). DARC was purely an advisory and promotional group with no enforcement powers or status independent of the City of Yakima. After the parking lot bonds were retired, efforts began soon after the closure of the Yakima Mall to revitalize the downtown using Washington State Legislation authorizing the creation of Property Business Improvement Areas (PBIA's). The Committee for Downtown Yakima (CDY) was incorporated in 2006, and in November 2008 had established a PBIA for Downtown Yakima.

From November 2008 to November 2011, CDY, using funds generated by a property value based assessment, accomplished a great deal. CDY purchased the downtown hanging flower baskets, partnered with the City and County to create "Performance Park" on the corner of A and Second Streets, initiated graffiti removal and street clean-up programs, and established the First Friday Downtown promotion. However, CDY

The new DAY (Downtown Association of Yakima) is different than CDY or the PBIA. DAY has a work plan with four major thrusts: economic development, marketing, design, and organization.

Timeline

- Mid-1960s—Faced with the construction and competition of the Valley Mall in Union Gap, the City of Yakima and private groups support the effort of Allied Stores (owner of the Bon Marche) and others to create an indoor shopping mall downtown. This is accomplished by purchasing the two churches and several commercial buildings in the block bounded by A Street to the north, Naches Blvd to the east, and Yakima Avenue to the South and Fourth Street to the west.
- Late 1960s—Downtown Yakima Mall is completed by building two new department stores (J.C. Penney and People's) on the cleared block, roofing over the alley that runs from 3rd Street to Naches Blvd., and building the parking ramp that closes off Fourth Street.
- Late 1960s—Further clearance of the land between 2nd and 3rd (across from the Capitol Theatre) on which the downtown Sears store and the Donnelly Hotel were located, land occupied by commercial buildings behind the Federal Courthouse on South Fourth Street, and land with commercial properties on North Second Street results in new surface parking lots. The expense is covered

by bonds which are to be paid off through an assessment levied on the business and property owners (NOT in the downtown core. Levies were partially based upon the number of employees, and these levies were prone to underpayment when business owners failed to update the lists with new hires.

- Late 1960s-early 2000s—Business and property owners paying the assessment formed what eventually becomes known as DARC (Downtown Area Redevelopment Committee). DARC has no enforcement power; it exists for property owners to have a sounding board and to join together for marketing and promotion.
- 2002—A new group of concerned citizens get together to explore how to take advantage of the State of Washington legislation allowing communities to form a PBIA (Property Business Improvement Area). Public meetings are held with stakeholders. This new group lobbies the City of Yakima and receives about \$300,000 from the funds left over in the DARC account after the

parking lot bonds are paid off PLUS the proceeds from the forced sale of the parking lot behind the Federal Courthouse to the Federal Government. Money is received on the condition that a matching \$300,000 is raised. The condition is met with generous gifts from the private sector.

- 2006—Committee For Downtown Yakima (CDY) incorporates and gets underway with the retention of consultants and other downtown improvement professionals. The result is the decision to form a Yakima Downtown PBIA, which requires passing a threshold of at least 60% of the owners of property in the boundaries of the proposed improvement district voting to form such a district and to tax themselves based on the value of the property.

- 2008—Downtown PBIA is formed for a three-year term as the 60% threshold of "yes" votes is met. The City of Yakima collects the assessments and passes the funds on to the Committee For Downtown Yakima (CDY), which hires a Director and a downtown clean and safe crew.

- November 2008-November 2011—Committee For Downtown Yakima buys and maintains the downtown hanging flower baskets, maintains all green spaces in cooperation with the City of Yakima Parks Department, builds Performance Park on the corner of A and Second Streets with a grant from Yakima County, removes graffiti, sweeps streets, assists in the downtown event logistics and clean-up, establishes the First Friday Downtown effort, and begins to consider ways to market as well as physically improve Downtown Yakima.

- 2008- 2011—Committee of Downtown Yakima comes under criticism (some justified and some not) by some owners feeling they're not getting value for the assessments.

- Early 2011—CDY leads the drive to get the PBIA renewed for a new and longer term. More property owners sign on than in the original 2008 drive. This larger number of owners owns the majority of property downtown (about 54%), but this is short of the 60% required.

- Late 2011—The City of Yakima agrees to renew PBIA — as it has the legal right to do so if the property owners fail to reach the 60%. The City of Yakima then requests bids for the downtown maintenance services. CDY bids to retain the contract, but the City chooses to hire Block By Block, a national company that contracts with cities to perform maintenance

and other services in improvements districts. The City also appoints a citizen oversight committee independent of the Committee For Downtown Yakima.

- Spring of 2012—Block By Block takes over the downtown maintenance contract and the Committee For Downtown Yakima essentially ceases business.

- 2014—A new group forms to attempt to win Main Street designation for Yakima. The advantage of Main Street is that it has a number of tried and tested tools that help in downtown revitalization, and the State of Washington allows business owners to divert their business and occupation tax to local groups employing Main Street techniques.

- December 2014—Main Street designation is given, and the old Committee For Downtown Yakima (CDY) is reborn as the Downtown Association of Yakima (DAY).

- January 2015—DAY begins its work by trading, for one year only, its ability to collect the business and occupation tax for a \$133,000 grant from the City of Yakima and a dedicated portion of the time of the new full-time economic development associate recently hired by the City of Yakima. (In 2016, this arrangement with the City of Yakima may be renewed or it may be abandoned in favor of DAY seeking its own contributions and hiring a staff directly.)

was unsuccessful in meeting the participation threshold required for renewing the PBIA in its current form, and the City of Yakima, seeing the need for the work of the PBIA to continue, took over the maintenance and flower basket programs, which were then contracted for implementation to a private company.

As a Main Street affiliate, the new DAY (Downtown Association of Yakima) is different than CDY or the PBIA. DAY has a work plan with four major thrusts: economic development, marketing, design, and organization (or forming partnerships for common goals). DAY is not funded by any sort of property assessment; funds come from donations, such as those generated by a Business and Occupation tax incentive. DAY does not handle downtown maintenance. DAY has the support of the National Main Street Program which has equipped more than 2,000 communities with an organizing framework to preserve and revive their traditional downtowns and commercial districts. Affiliated Main Street organizations have rehabbed more than 246,000 buildings, produced \$59.6 billion in investment, and created 502,728 jobs.



Tax Credit

Main Street offers a tax credit incentive program. This provides a Business & Occupation (B&O) or Public Utility tax (PUT) credit for private contributions given to main street organizations like the Downtown Association of Yakima (DAY). Local businesses can submit requests for participation in the incentive program, self-directing their business taxes to DAY. Once the Department of Revenue signs off on the request, the business is eligible for a tax credit worth 75% of the contribution. Businesses can donate to up to \$250,000 per year to Main Street. Plus, since DAY is a 501C3, businesses may also be eligible for a federal income tax deduction as a charitable contribution.

- DAY can receive donations totaling up to \$133,333.33 per calendar year.
- Businesses must be registered to file their state excise tax electronically.
- The donation request must be filled out and submitted online.
- The donation can be spread out throughout the calendar year.
- The business must take the tax credit the year after the donation is made. Credits cannot be carried forward and there are no refunds for any credit above and beyond a business' tax liability.

Donations made to DAY will be used to fund revitalization efforts using the Main Street Four Point Approach.® This approach has equipped more than 2,000 communities with an organizing framework to preserve and revive their traditional downtowns and commercial districts. For information about the tax credit program, contact Sarah Hansen at shansen@preservewa.org.

Continued next page

Memorial Family of Services: *Transforming care through coordination*

Memorial Family of Services aims to deliver a high-quality patient experience, while improving the overall health of our community one person at a time. Whether it's the birth of a baby at Yakima Valley Memorial Hospital or treatment for cold or flu at one of our primary care clinics, our medical providers are here to inspire you to thrive.

Coordinating our care across services is key to meeting that overarching goal.

Working together with community partners, Memorial strives to continually adapt how care is provided to patients in the Yakima Valley. Memorial seeks to ensure each patient has a “medical home” or primary care provider to oversee and guide care. In addition,

Memorial has opened three Healthy Now clinics – convenient care stops for families for quick, efficient treatment of minor illnesses – for those times when your physician is unavailable.

Nurses who are trained to assist patients through the health care process are providing care coordination to ensure safer and more effective care. They monitor patient needs and preferences and communicate this information to the right people, at the right time, exemplifying a teamwork approach to patient care.

We're adopting this same idea in the hospital setting.

Care coordinators are providing support for patients in the Emergency Department, ensuring a smooth transition of care.



In every inpatient unit, care coordinators and social workers are working to better understand those social factors that can affect patients' health upon returning home – whether

they have transportation, adequate nutrition and the ability to understand their care after discharge.

Health care is in a time of intense change. Exciting new technologies are improving medical care and coordination between providers, building real-time and complete communications.

“Care coordination is a vital part of ensuring our patients receive the right care at the right place and the right time,” Memorial Chief Clinical Officer Diane Patterson says. “It's about meeting the Triple Aim – delivering a better patient experience and managing population health, while lowering costs for all patients.”

Healthy Yakima.



Elizabeth Fitzgerald
*Writes for the U. S. Chamber IOM
and the GYCC.*

*She owns Kronstadt Consulting
and posts other related articles at
<http://kronstadtconsult.org>*

The Two Standing Committees that Every Nonprofit Organization Needs

Finding and cultivating a great board of directors is supported by the work of these two standing committees, governance and finance. If you don't have both in place, consider establishing them for your organization.

Your governance committee can help your board define desired board member qualities before beginning the new member nomination process. Which skill sets would be most helpful to your board? Consider previous board experience for a start as you will want most of your members to have some. Define a board membership matrix that outlines your flexible goals for the ratio men to women, required/desired fields of expertise, ethnic diversity, etc. When you submit a grant request to a well-established foundation, they will often include questions about the diversity of your board. Experienced funders know that a diverse board is more likely to be a healthy board.

Build a nomination packet including nomination form, board member job description/contract and resume, and reference requirements. You may include questions regarding a candidate's

willingness to help with fundraising and to donate time beyond monthly meetings should be included on the nomination form and job description. If a nominee is not willing to do both, the committee should seriously consider disqualifying the candidate, with the exception of your volunteer legal counsel. Board member participation makes the difference between mediocrity, failure, or the success of many nonprofit organizations. Set a timeline for nominations and elections in accordance with your by-laws. Include an application deadline that leaves time for reference checking and interviews before elections. Request candidate recommendations from the board, and when appropriate, from your membership.

Check references regarding previous board service as well as professional references as some people sit on boards to build a resume, not to serve. A board service reference check may tell you which kind of board member has been nominated to your board. Consider qualifying more candidates than the number of open board positions allowing less qualified candidates to be passed over and making the actual vote meaningful. Invite two election inspectors to oversee the posting and distribution of nomination forms, deadline compliance, to count and verify the vote, and sign off on the results. These individuals should have no conflict of interest or the appearance thereof, meaning they should have nothing to gain from a particular election outcome. They should not be related to any of the candidates or current board members, etc.

Track board member terms. The end of term can be coordinated so only a minority of board members finish at any one time. This practice helps with continuity of respect for your mission and succession planning. Schedule interviews for each qualified candidate with the board president and executive director, and perhaps with the entire board. Host a panel forum with all voting members and candidates. This is the opportunity for voting members to

interview candidates before the elections. Include questions about the candidates' views of the organizational mission and their personal vision for the future of the organization. You might ask how they plan to contribute their time and talent. Ask them to share successes from their prior service on other boards. How do they see themselves participating in fundraising, policy development, and strategic planning?

Your Finance committee can work with staff to develop an annual budget and recommend long-range financial goals with funding strategies, both for board approval and staff and board implementation. This committee also works with staff to develop useful and readable report formats, and presents monthly financial reports to the full board of directors. These reports should give the board a clear idea of your budget compared to actual income and expenses. One safeguard against embezzlement is to include an orderly list of checks/payments including the recipients to the board each month.

This committee also establishes internal controls and policies that protect the company's assets. Keep your current policies, approved by the full board, up to date in your policy manual. Keep bank signatories up to date and oversee all legal and governmental filing deadlines. This committee may also work with your CEO to recommend policies regarding salaries and executive compensation, contracts and leases, loans or lines of credit, internet security, disposition of donated stock, insurance, records retention and gift acceptance to the full board. The main purpose of this committee is to build and preserve the financial resources to support the accomplishment of your organization's mission and to facilitate understanding of the organization's financial situation for board members and staff.

I am hoping for your every success!

BUSINESS BRIEFS

Capitol Theatre Welcomes New Director.

Charlie Robin was the executive director of the Edison Theatre, Washington University in St. Louis, Missouri since 2000. During his tenure, he provided leadership in all program and facility matters. He developed residency and outreach activities that engaged a variety of audiences. He was responsible for the multidisciplinary, multicultural international performing arts series Ovarions (featuring contemporary artists) and its complementary family series, ovarions for young people. Mr. Robin also advised on the acquisition, oversaw the development, and managed a second facility, the 560 Music Center. The Center includes an 1,100-seat concert hall, 250-seat capacity adaptable ballroom/theatre space, and 75-seat Recital Hall. Prior to his position at Edison Theatre he was the Executive Director for Circus Arts Foundation, the Entertainment Coordinator for Laumeier Sculpture Park and Managing Director of Drive All Night Productions. Charlie has a long history of serving both his community and numerous performing arts organizations.

Colleda Monick joins the City of Yakima's Economic Development team.

A Washington native and graduate of Western Washington University, Colleda brings a unique skill set to the table as one of the owners and founders of Yakima's favorite candy company, Copper Pot Caramels. Since moving to Yakima in 2008, Colleda has spent the majority of her



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



time working for local non-profits and has a passion for community development and involvement. From marketing and website development to grant writing and administration, her experience working with a variety of individuals positions her to exceed in her new role assisting economic development with the City of Yakima as well as administering assistance to the Downtown Association of Yakima. When she's not busy working with the city or running her own business, you can find her hiking the hills around our beautiful desert shrub steppe, running with her giant chocolate lab, or with her nose in a good book.

Evergreen Financial's Denise Smith Earns Dual Certification

On Monday, March 2, 2015 Denise Smith, Compliance Officer and IT Manager with Evergreen Financial Services, Inc. recently earned two credentialing certifications through the debt collection industry's trade association, ACA International.

After completing intensive continuing education classes and rigorous examinations, Smith was recently certified as a Credit and Collection Compliance Officer



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Fieldstone Memory Care Center, the newest progressive assisted living community in Yakima, has created a safer, more responsive care environment through the GE QuietCare® monitoring system.

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(CCCO) and received her Healthcare Collection Management (HCM) credentialing certificate. Smith is the first person in the State of Washington to receive such a credential through ACA International.

This education is invaluable in navigating the technical laws governing healthcare receivable billing and financial policies. Smith speaking on the educational opportunity, "I appreciate the significant time and financial investment our owner, David Quigley has dedicated to me and I am proud to bring this new credentialing to our client's collection arsenal."

Evergreen Financial Services is a debt collection agency with offices in Yakima and Richland, Washington serving the Pacific Northwest.

Heritage Moultray Restructuring Ownership

Heritage Moultray, one of the top producing real estate companies in Yakima, has announced a restructuring of its ownership. Russ Roberts and Moriet Miketa, current agents with Heritage Moultray, have formed a partnership and purchased half of the company's ownership shares. Bill Moultray will remain as a third owner.

"Russ and I share a common vision that promises to elevate the level of professionalism and increase the value that Heritage Moultray offers each and every client," said Ms. Miketa. "Furthermore, we are excited to have the company continue to be locally owned and locally enthusiastic."

Miketa will take the lead in the residential side of the company while Roberts and Moultray will head up the commercial side of the business. Moultray remains as the leading commercial broker. Previous owners, Rick Lind and Deby Gunter are staying with Heritage, with Lind continuing as the designated residential broker.

Miketa has been a full-time licensed realtor for 16 years. Prior to moving back to her home town of Yakima, she sold commercial printing in Seattle, which included extensive marketing experience.

Roberts has been a commercial real estate broker with Heritage Moultray for

BUSINESS BRIEFS

nine years. He maintains his Certified Commercial Investment Membership, a position held by less than 2% of all realtors. Prior to joining Heritage Roberts owned a financial planning business for 13 years.

Miketa offered, "The opportunities are definitely here in Yakima for Heritage Moultray to make great strides in growing and improving the customer's real estate experience. That is what we are going to do."

Yakima Valley Tourism Launched "Bring It Home Yakima" Campaign

Yakima Valley Tourism has launched a new campaign to bring more convention and group business to Yakima. Titled "Bring It Home Yakima", the project is aimed at getting local citizens and groups to invite, attract and host their state and regional events in Yakima.

"Often times it takes local people who are involved in their professional trade and

personal interest groups to bring their conferences to town," stated John Cooper, President & CEO of Yakima Valley Tourism. "This campaign is designed to encourage and help them to do just that." Cooper cites there are many groups and organizations that local residents belong to including trade and professional associations, sporting groups plus hobby, religious, military and fraternal organizations. "All of them have meetings, tours and events, so let's bring them to Yakima," he stated.

To assist residents in this effort, Yakima Valley Tourism has built a website www.BringItHomeYakima.com that contains resources, assistance provided by the organization and its partners and a simple form for people to fill out to be contacted. "Just let us know what groups you're involved in and we'll be in touch to see how we can bring their events to town," Cooper stated. Yakima Valley Tourism is reaching out to a number of community organizations to work with them and bring their events to town. Those wishing to schedule a presentation on the Bring It Home campaign can contact Stephanie Gangle at 509-575-3010.



The January "Business After Hours" Hosts: Northwest Work Options

Northwest Work Options, Inc. is locally owned and operated and provides rehabilitation services to workers injured on the job to return them back to work and services for employers looking to reduce and prevent work injuries. We are trusted by a variety of companies across the Pacific Northwest to provide on-site ergonomics, pre employment testing, training, job analysis, and assistance with reasonable accommodations under the ADAAA. Our staff have completed specialized training in the area of workers compensation and claims management with critique by international experts in the field. We have the largest industrial rehabilitation facility in Eastern Washington with a variety of options for simulating work to return employees back to their job and evaluating return to work readiness of an injured worker. We also have the only "Content Expert" in Eastern Washington when it comes to industrial rehab services which can assist in claim/file review and return to work. We pride ourselves on taking the toughest cases and getting the best results possible. Northwest Work Options, YOUR partner in work injury prevention and management. Se habla espanol.

www.nwworkoptions.com

RENEWING MEMBERS

Chamber Members who renewed their Memberships in December 2014 & January 2015 – Please support these businesses that support your Chamber!

Members for 1- 4 Years:

Anytime Fitness – 4 Years
Canyon River Ranch Lodge - 4 Years
Community Living – 3 Years
Cowiche Canyon Conservancy – 2 Years
Edward Jones – Brian Levitan – 3 Years
Edward Jones – Brooke Finch – 3 Years
Edward Jones – Marcelle L. Winn – 3 Years
Edward Jones – Scott Holt -3 Years
Jags Commercial Cleaning Services – 3 Years
Kronos Micronutrients, L.P. – 3 Years
Leslie Engineering LLC – 4 Years
Lincoln Avenue Medical – Dental Center – 4 Years
Liberty Tax Service – 3 Years
Mobile Tech Connect – 2 Years
Northwest Medstar – 2 Years
Quail Run at Terrace Heights – 4 Years
Robinson Drilling & Development, Inc. – 2 Years
Tree Top Store & Visitor Center – 3 Years
US Cellular – Cascade Wireless LLC – 2 Years
Waddell & Reed – Todd Homer – 2 Years
White Pass Ski Area – 2 Years
Yakima Symphony Orchestra - 2Years
Yakima Valley Conference of Governments – 2 Year

Members for 5- 9 Years:

Apple Valley Document Storage, Inc. – 5 Years
Central Washington Hispanic Chamber of Commerce – 5 Years
Graf Investments, Inc. – 7 Years
Hilton Garden Inn Yakima – 7 Years
Hops Extract Corp. of America an S.S. Steiner Company – 8 Years
Joel's Tire – 5 Years
Naches Medical Clinic – 7 Years
The Seasons Performance Hall – 8 Years
Tom Froula – 6 Years
Wheatland Bank – 7 Years
Yakima Pet Emergency Service – 7 Years

Members for 10 -14 Years:

Advanced Digital Imaging – 14 Years
Amtech Corporation, L.L.C. – 12 Years
Camp Prime Time – 14 Years
Dispute Resolution Center of Yakima & Kittitas Counties – 12 Years
DaVita Dialysis Center (Union Gap) – 10 Years
Fairfield Inn & Suites – 12 Years
Fort Simcoe Job Corps Center – 14 Years
Harmony Hill U-Pick Raspberries & Lavender – 10 Years
Owens Harley – Davidson – 12 Years
Pro-Motion Physical Therapy – 14 Years
URM Cash and Carry #4 – 14 Years
Yakima Ambulatory Surgical Center - 14 Years

Members for 15-19 Years:

3 W Trucking – 17 Years
All American Self Storage – 16 Years
American Building Maintenance – 18 Years
Cascade Eye Center – 18 Years
Highgate Senior Living – 17 Years
Johnston Insurance – 19 Years
Rosauers Supermarkets, Inc. – 15 Years
Yakama Nation Legends Casino -16 Years

Members for 20-29 Years:

Central Washington Family Medicine Clinic -22 Years
CenturyLink Communications – 26 Years
Community Health of Central Washington – 22
Design Service Corporation – 24 Years
DSHS-Division of Vocational Rehabilitation – 29 Years
John L. Scott Real Estate – 28 Years
KMW Enterprises LLC, dba
Headwaters, The Source – 29 Years
Terrace Heights Development, LLC – 28 Years
Valley Mall Merchants – 27 Years
Valley Marine, INC. – 27 Years
Washington State Dept. of Transportation – 28 Years

Yakima Training Center – 26 Years
Yakima Area Arboretum & Botanical Garden – 25 Years

Members for 30-39 Years:

Bernd Moving Systems – 36 Years
Coca Cola Bottling Company of Yakima – 35 Years
Corday & Sharon Trick – 30 Years
Evergreen Financial Services, Inc – 39 Years
Gray Surveying & Engineering, Inc – 30 Years
Golden Wheel Restaurant – 31 Years
Inland Fire Protection, Inc. – 30 Years
Pro- Build Yakima – 35 Years
Stephens Metal Products, Inc. -36 Years
Therapeutic Associates- Yakima Physical Therapy – 32 Years
United Business Machines of Washington – 31 Years
Yakima Steel – 36 Years
YCCS – 36 Years

Members for 40-49 Years:

Clifton Larson Allen -49 Years
Dunbar Jewelers – 48 Years
Efc... Yakima's Mac Store – 49 Years
Howard Johnson Plaza Hotel – 46 Years
Perry Technical Institute – 44 Years
Smith, Phillips & DiPietro Advertising Agency – 47 Years
Whistlin' Jack Lodge – 42 Years

Members for 50-59 Years:

KNDO TV – 55 Years
Smith Law Firm – 51 Years
Yakima Theatres – 51 Years

Members for 70-79 Years:

Burrows Tractor, Inc. – 70 Years
State Fair Park-Sun Dome – 77 Years
Town Square Media – 79 Years

Members for 80-89 Years:

Del Monte Foods – 87 Years

Members for 90+ Years:

Pacific Power – 105 Years
Yakima Bindery & Printing Co. - 94 Years

NEW MEMBERS

We are pleased to announce the following new businesses have joined your Chamber during the months of December 2014 & January 2015

Absolute Comfort Technology
901 Summitview AVE STE 200
Yakima, WA 98901
(509) 388-2997
www.actheatandair.com

Friendly Automotive & Tires
501 W Nob Hill BLVD
Yakima, WA 98902
(509) 452-7373

The Yoga Practice
5771 Summitview AVE
Yakima, WA 98908
(509) 985-8600
www.theyogapractice.life

The Carousel Restaurant & Bistro
25 N Front ST #6
Yakima, WA 98901
(509) 248-6720
www.carouselfrenchcuisine.com

BUSINESS AFTER HOURS

Bring a friend and stop in! Learn more about Noel Communications and the services they provide. Enjoy great eats, beverages and tours! Register to win this month's giveaways! Plan to make new connections bring your contact info to share with other members!
<http://www.noelcomm.com/>



Welcome to Canyon River Ranch, an exhilarating and relaxing retreat for those who appreciate the stunning natural beauty of the Northwest. Take a tour of the Lodge, Restaurant, Red's Fly Shop and more! Enjoy, food, wine, beverages, and our monthly BAH giveaways! Get the info you need to enjoy another Yakima Valley getaway gem!
<http://www.canyonriver.net/>

Demonstrations, activities, fantastic food and drink samples, PLUS prizes! Another do not miss "Business After Hours" event with the Greater Yakima Chamber! If you've never been there...you having been missing a great local spot! Bring a friend and check it out! www.riverridgeselah.com



We make your printing needs a reality.



The Print Guys are Yakima's **Business Solutions Partner.**

As a 13 year member of the Greater Yakima Chamber of Commerce, we understand the challenges that local businesses face. We also know that the world of computers and print technology can be intimidating.

So, here at Print Guys we have been partnering with Yakima Chamber Members to provide solutions for their day to day business printing needs. From the marketing items that bring new opportunities to the forms that keep operations running smoothly, our goal is to solve all of our customers' challenges with the highest quality printing and best customer service within the time frame that they need.

Call Today!
509.453.6369

2802 W. Nob Hill Blvd., Suite B
Yakima, WA 98902
www.printguysprinting.com

