



January 2016  
 Volume 15 • Issue 1



**Marketing**

Moreshots helps small businesses share message  
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**Real Estate & Construction**

New affordable housing option in Kennewick  
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**Legal & Taxes**

American Tax Consultants takes pain out of taxes  
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**SHE SAID IT**

**"It is becoming more clear at the federal level that nuclear will be a key component to meeting federal carbon reduction goals."**

- Sen. Sharon Brown, R-Kennewick

Page 19

**Three Rivers Community Foundation awards grants to 42 local nonprofits**

By Loretto J. Hulse

Pasco school children will continue to have a safe, nurturing after-school retreat thanks to a \$20,000 grant from the Three Rivers Community Foundation to the YMCA at the Martin Luther King Center.

The award was one of 42 grants totaling \$152,899 presented to a variety of nonprofit organizations in the Tri-Cities Dec. 10.

"The YMCA program at the MLK Center is a wonderful place for children to go after school for a healthy snack and get help with their school work. They can also do crafts and the soccer program, which involves the whole family, is awesome," said Carrie Green, the Foundation's executive director.

The Three Rivers Community Foundation also gave \$15,000 to the Lourdes Foundation in Pasco, \$10,864 to the Grace Clinic and \$10,000 to the Safe Harbor Support Center/Friends Place, in Kennewick.

The Lourdes Foundation runs a summer program for young children who have developmental and behavioral issues.

"The children get help when schools are in session but then, in the summer, when the schools are closed, they tend to slide backwards and forget what they've learned," said Green. "It takes them nearly until January to catch up again. Lourdes provides a summer program that runs through June and July that helps keep them on track, so when they're back in school they don't have that steep learning curve to overcome."

Grace Clinic plans to use its grant money to hire a mental health translator to complement the medical translator they hired with the help of a previous Three Rivers Community Foundation grant.

"Yes, sometimes Hispanics can bring in a family member or friend to help translate, but unless that person knows medical terminology, it just doesn't work out. Especially if your translator is your child," Green said.

Grants for several thousand dollars went to organizations that provide assistance to seniors, students, the physically and mentally disabled and gardeners.

The Master Gardener Foundation of Benton and Franklin Counties received \$2,000 to help fund their efforts to establish additional vegetable gardens in the Tri-Cities.

►GRANTS, Page 3



Dennis Schoeneberg is 2016 with a new title: owner of Touchstone Jewelers in Kennewick. Schoeneberg, a gemologist, worked for the previous owners for more than a decade and purchased the store from them upon their retirement.

**Touchstone Jewelers owners retire, gemologist rings in New Year with January re-opening**

By Audra Distifeno for TCAJOB

Touchstone Jewelers, a one-stop jewelry shop in Marineland Village that customers have depended on since 1987, saw a change in ownership this month after longtime sibling owners Mark Welsh and Sharon McAlmond retired. Gemologist Dennis Schoeneberg rang in the New Year Jan. 12 as new owner of Touchstone Jewelers LLC.

The corporate structure was changed to satisfy state regulations and allow for a going-out-of-business sale, which culminated during the Christmas rush at Touchstone Jewelers in Marineland Village in Kennewick.

"It's been a real strong way to do this," Schoeneberg said. "It allowed Mark and

Sharon to liquidate their merchandise and give their loyal customers extraordinary values that otherwise wouldn't be possible." Schoeneberg said it also allowed him to start fresh, with all new merchandise when he re-opened the store in January.

Despite new product, the same familiar faces will continue to greet customers.

"A lot of people were concerned about who we'd recommend since Mark and Sharon were retiring. It's great that we'll still be here," Schoeneberg said. The newest employee to the team has been at Touchstone for six years. Schoeneberg said he will be adding two new team members, bringing the store's number of full-time employees to six.

►TOUCHSTONE, Page 26

**HomeGoods plans new retail store at Columbia Center in Kennewick**

By Mary Coffman

A new HomeGoods store may be sprouting up at Columbia Center soon.

An application has been made to the City of Kennewick to build a new 22,200-sq.-ft. HomeGoods store at 1321 N. Columbia Center, east of Old Country Buffet.

HomeGoods is owned by TJX, which also owns the T.J. Maxx and Marshalls retail stores.

TJX launched HomeGoods in 1992 to offer discounted home fashions, giftware, home basics, accent furniture, lamps, rugs, accessories and seasonal merchandise — think T.J. Maxx without any clothing.

HomeGoods has been on an aggressive growth spurt in Washington state, opening

seven stores within the last few years. The retailer has stores in Federal Way, Silverdale, Issaquah, Lynnwood, Gig Harbor, Olympia, and recently opened a store in Spokane.

The building permit was applied for on Dec. 4 and a site plan was previously submitted and approved.

Representatives for Simon Property Group declined to comment and HomeGoods representatives did not return email and phone requests for interviews and information.

HomeGoods has approximately 500 stores in 45 states and Puerto Rico. The average HomeGoods store employs about 60 full- and part-time employees.

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**GRANTS**, From page 1

“They help neighborhoods and organizations put in food gardens, teach the people involved how to care for the plants and how to harvest the produce. Each of those gardens — and there are over a dozen — can produce at least 100 pounds of food,” said Green.

Communities in Schools of Benton-Franklin counties also received \$3,222 to fund their efforts to help low-income youths. The program is now established in the Richland School District, but has plans to extend into neighboring districts as well.

“The program has volunteer site coordinators at the schools who watch for youths at risk. Students who don’t have warm coats or shoes or who may not have food at home on the weekends so they go hungry. The site coordinators discreetly make sure they have what they need. They get them footwear, send food home with them that they can easily prepare themselves, like peanut butter and jelly sandwiches,” Green said.

Green said the Foundation received 61 applications from local nonprofits during this funding cycle, and the committee had to make some tough choices.

“There are so many good causes out

there, it’s hard to turn some applicants away,” she said.

Other nonprofit organizations receiving grants this year included: Academy of Children’s Theatre, \$1,000; Benton Franklin Community Action Connections, \$2,000; Benton Franklin Legal Aid Society, \$1,000; Blue Mountain Wildlife, \$2,000; Boys & Girls Clubs, \$6,000; Camerata Musica, \$500; Catholic Family & Child Service, \$5,000; Cavalcade of Authors, \$2,500.

Center for Sharing, \$2,853; Children’s Developmental Center, \$5,000; Columbia Industries, \$5,000; Communities in Schools of Benton-Franklin, \$3,222; Crossroads Tri-Cities, \$1,000; Domestic Violence Services, \$4,925; Edith Bishel Center, \$2,500; Elijah Family Homes, \$5,000.

Fields of Grace, \$1,000; GLSEN Washington State, \$1,000; Grace Clinic, \$10,864; Jericho Road Ministries, \$1,000; Lourdes Foundation, \$15,000; Lutheran Community Services, \$2,500; Kadlec Foundation/NICU, \$1,500; Master Gardener Foundation, \$2,000.

Mid-Columbia Mastersingers, \$1,000; Mid-Columbia Symphony, \$1,000; Modern Living Services, \$4,000; Perfect Image Leadership Foundation, \$2,000; Rascal Rodeo, \$5,000; Safe Harbor

**“[Master Gardener Foundation of Benton and Franklin Counties] help neighborhoods and organizations put in food gardens, teach the people involved how to care for the plants and how to harvest the produce.”**

- Carrie Green,  
Three Rivers Community Foundation



Colleen Lloyd, center, one of the many contributors recognized at the Three Rivers Community Foundation Benefit brunch held Dec. 10 at the Clover Island Inn in Kennewick, talks to Kelly Harper, RN, Kadlec Regional Medical Center, which received a \$1,500 grant for its Neonatal ICU. At right is Carrie Green, executive director of the Three Rivers Community Foundation.

Support Center, \$10,000; Senior Life Resources Northwest, Inc., \$4,828; SHAKE, \$1,000; Skills Development Mission, \$2,000; Society of St. Vincent de Paul, \$1,000.

The American Legion Post No. 34, \$1,000; The Chaplaincy, \$2,577, The

Children’s Reading Foundation, \$1,500; Therapeutic Riding of Tri-Cities, \$5,000; White Bluffs Quilt Museum, \$1,630; Women Helping Women Fund Tri-Cities, \$2,500; World Relief Tri-Cities, \$2,500; and YMCA of the Greater Tri-Cities, \$20,000.

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The Tri-Cities Area Journal of Business (TCAJoB) accepts original columns from local professionals, educators and business leaders.

The goal of these pieces is to share useful business tips and knowledge with other area professionals. It is best to contact the TCAJoB office for a copy of contributor guidelines before submitting anything. Although we cannot publish every submission we receive, we will keep columns that best fit the mission and focus of the TCAJoB for possible future use.

The TCAJoB also accepts original letters to the editor and guest editorials. Submissions must include the writer's full name and daytime contact information for verification.

All submissions to the TCAJoB will be edited for spelling, grammar, punctuation and questions of good taste or libel.

If there is news you'd like the TCAJoB staff to report on, or if there are any topics you'd like to read about, please contact the TCAJoB news staff via email at editor@tcjournal.biz.

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## BBB warns of timeshare scheme

The Better Business Bureau has received complaints about a timeshare purchasing business called All Business Consulting Services, which claims to be based in Dalton Gardens, Idaho. A consumer was contacted by phone by a representative of the company who offered to purchase the consumer's timeshare in Mexico. The caller claimed to have a buyer who was interested in purchasing the timeshare and willing to pay more than face value. The caller said they already had cash in an escrow account for the purchase.

It sounded good to the consumer, until they received a call from the supposed escrow agent, who explained that the contract included a \$4,100 fee to pay the new owner up front due to Mexican government taxes.

Another consumer reported that ABCS transferred the sale to an escrow agent with Epic National Title and Settlement Services in Lakewood, Colo. to complete the transaction. She paid the requested \$4,000 in taxes and fees and has heard nothing since then. Epic National title has an F rating with the Colorado BBB, due to lack of required licensing.

BBB's investigation revealed the address listed as ABCS's physical local is a postal store. BBB has confirmed that the Mexican government does not require any kind of tariff, title or change fee up front from a timeshare seller.

# SHOP TALK

BUSINESS BRIEFS

## Sportsmen Show at TRAC

The 22nd Annual Tri-Cities Sportsmen show will be Jan. 22-24 at TRAC in Pasco.

The event will include the latest in outdoor equipment, a trophy antler collection, kid's fishing pond, free air rifle range, free hourly hunting and fishing seminars, retriever demonstrations and more.

There will also be an indoor 3-D archery shoot and an outdoor cooking camp hosted by Cee Dub Welch.

Exhibitors include retail merchants, factory representatives, outdoor clubs and organizations, taxidermists, wildlife art, fishing boats and fishing and hunting guides.

Door prizes are given away hourly.

The cost is \$9 for adults, \$4.50 for children ages 6-12 and children under 6 are free. Friday is seniors day and those ages 60 and older receive admission for \$4.50. The one-time admission gets you into the show for all three days. Those

who show military I.D. receive \$1 off admission.

The event hours are 1 - 7 p.m. Friday; 10 a.m. - 6 p.m. Saturday and 10 a.m. - 5 p.m. Sunday.

## Board members sought

The Richland City Council is accepting applications from residents interested in serving on its Benton County Mosquito Control District Board. Applicants must submit an application and a resume. The term of the appointment is two years or until Dec. 31, 2017.

Details are available on the city's website at [www.ci.richland.wa.us](http://www.ci.richland.wa.us) or by calling the city at 509-942-7388. Applications will be accepted until the position is filled.

## Planetarium hosts fair

The Bechtel National Planetarium at Columbia Basin College will host an Environmental Action Fair from 1:30 -

4:30 p.m. Jan. 16.

More than 10 local, nonprofit environmental groups will be on hand, including the Alliance for a Livable and Sustainable Community, Citizen's Climate Lobby, Friends of Badger Mountain, Go Green Tri-Cities, Lower Columbia Basin Audubon Society, Mid-Columbia Market at the Hub, Mid-Columbia River Wildlife Refuge, The REACH Museum, Ridges to Rivers Open Space Network, Sustainable Energy and Environmental Network and the Sustainable Living Center.

In addition, two films, Dynamic Earth and Oasis in Space, will be shown during the event.

The Bechtel National Planetarium is at Columbia Basin College in Pasco. Ticket prices are 4 for children ages 6-12 and \$6 for all others. CBC students and employees are free with CBC I.D.

For more information, call 509-547-0511.

## HHS presents

### The Little Mermaid

Hanford High Center Stage will present Disney's The Little Mermaid Jan. 29 - Feb. 6.

The production is a musical story of a young mermaid who is curious about the human world and finds a new feeling of love for a human prince. Performances will be at 7:30 p.m. Jan. 29 & 30 and Feb. 3, 5 & 6. There will be a matinee performance at 2 p.m. Feb. 6. Tickets are \$12 for students and \$15 for adults. For more information, call 509-967-7215.

►SHOPTALK, Page 6

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**SHOPTALK**, From page 5

### Austin to speak

Toni Austin, manager of IS&T Systems Engineering at Bechtel National will speak at the Feb. 9 meeting of the local American Society for Quality.

Austin's topic is 'Data Analytics: The Good, the Bad and the Challenges.'

The meeting is at the Shilo Inn, 50 Comstock Blvd. in Richland. It starts with check-in and networking at 5:30 p.m., followed by a buffet dinner at 6 p.m. and the presentation at 6:45 p.m. The cost is \$20 for ASQ members, \$25 for non-members or \$5 for the presentation only. RSVP by Feb. 4 by calling 509-371-2221 or by email to panda\_2@charter.net. For more information, go to [www.asq614.org](http://www.asq614.org).

### Gesa offers Americans debit cards

Gesa Credit Union and the Tri-City Americans have entered into a partnership agreement naming Gesa Credit Union as the Official Credit Union of the Tri-City Americans. The partnership allows community members to show their team pride by obtaining a co-branded Tri-City Americans Gesa VISA Debit Card.

In addition to the branded debit cards and corporate benefits, Gesa will also sponsor the Gesa Credit Union Saves for Students program, which provides funds for the Americans' Players Continuing Education Fund, a nonprofit created to support players continuing their higher education dreams. During

all home and away games, a \$2 donation will be made for every save completed by an Americans' goaltender.

For more information, go to [www.gesa.com](http://www.gesa.com).

### BCD offers stream training

The Benton Conservation District is offering a free Master Streamkeeper training Jan. 30 in Kennewick. Those who attend will learn to identify aquatic plants, both native and non-native; hear a 'State of the Salmon' address for the Yakima River; learn how to monitor water quality and why it's important; and learn water safety techniques.

Speakers include botanist Jenifer Parsons, Washington Department of Ecology; Alex Conley, executive director of Yakima Basin Fish & Wildlife Recovery Board; and chemist Marcella Appel, of the Benton Conservation District and the U.S. Coast Guard.

The event will be at 9 a.m. in the Ranch & Home Conference Room, 845 N. Columbia Center Blvd.

For more information, call Rachel Little at 509-736-6000.

### Vancouver company fined for workplace violations

Wall to Wall Tile & Stone of Vancouver has been fined \$261,000 for failing to protect workers from exposure to silica dust and other health hazards associated with stone slab grinding. The Department of Labor & Industries cited the employer for multiple instances of 'failure-to-abate' serious violations after

a follow-up inspection found the employer had not corrected violations that it was cited for in November 2014. The employer has 15 days to appeal the citation. Penalty money paid as a result of a citation is placed in the workers' compensation supplemental pension fund, helping workers and families of those who have died on the job.

### Tax season opens

Following a review of the tax extenders legislation signed into law in December, the IRS announced that the nation's tax season will begin as scheduled on Jan. 19.

The IRS will begin accepting individual electronic returns that day. The IRS expects to receive more than 150 million individual returns in 2016, with more than four out of five being prepared using tax return preparation software and being e-filed. The filing deadline to submit 2015 tax returns is Monday, April 18, rather than the traditional April 15 date.

The IRS urges all taxpayers to make sure they have all their year-end statements in hand before filing, including all W-2s from employers, 1099 forms from banks and other payers and 1095-A form from the Marketplace for those claiming the premium tax credit.

Choosing e-file and direct deposit for refunds remains the fastest and safest way to file an accurate income tax return and to receive a refund. The IRS anticipates issuing more than nine out of 10 refunds in less than 21 days.

For more information, go to [IRS.gov](http://IRS.gov).

### Vit plant awards \$111 million in subcontracts

The Waste Treatment and Immobilization Plant project, also known as the Vit Plant, awarded more than \$111 million in subcontracts to businesses based in Washington and Oregon in 2015. Of those subcontracts, nearly \$90 million were awarded to those in the Tri-Cities.

The subcontracts represent 68.7 percent and 55 percent respectively of all those awarded for construction of the Vit Plant, and represents the largest percentage of all subcontracts awarded in the past five years to the Tri-Cities and regional businesses.

### Senske buys Washington Tree Service

Senske Lawn & Tree Care has acquired the assets of Washington Tree Service Inc., a 67-year-old company that serves the Puget Sound region and has branches in Burien, Shoreline and Lakewood.

Details of the acquisition were not revealed.

Chris Senske, Senske president, said Washington Tree and Senske have had a long, cooperative relationship and have worked together in industry issues within the state. Washington Tree has developed natural treatments for the control of pests that Senske hopes to adopt system-wide and, if possible, improve upon.

The acquisition gives Senske a total of six service centers throughout the state of Washington.

Senske Lawn & Tree Care is a lawn, tree and pest control service provider that is locally-owned and operated, with its corporate offices based in Kennewick.

### Food vendors sought

The City of Richland's Park and Public Facilities Department is accepting applications for park recreational and food and beverage vendors for 2016. Those interested should contact Phil Pinard at 509-942-7463 or [ppinard@ci.richland.wa.us](mailto:ppinard@ci.richland.wa.us) for an applications. Applications are due by 4 p.m. Jan. 31.

### Foundation to announce scholarship winners

The Trios Foundation will have its Annual Breakfast at 7:30 a.m. Feb. 17 at the Three Rivers Convention Center. The one-hour breakfast, which is open to the public, raises money for the Trios Foundation Scholarship Program and to support other hospital programs and services.

In addition to showcasing the Foundation's results from the prior year, Trios Foundation scholarship winners and the winner of the Jim Mokler Outstanding Leadership and Service Award will be announced at the event.

Breakfast is complimentary with an RSVP. To register, visit the Foundation website at [www.trioshealth.org/Foundation](http://www.trioshealth.org/Foundation) or call 509-221-5776.

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COMMUNITY EVENTS • CHAMBER MEETINGS

<p><b>Jan. 16</b> 10 a.m. – 1 p.m. <b>Open House</b> Ben Franklin Transit Three Rivers Transit Center 7109 W. Okanogan Pl., Kennewick 509-735-5100</p>	<p>Tri-Cities Business &amp; Visitor Center RSVP 509-736-0510</p>	<p>RSVP: <a href="http://washingtonptac.org/events">washingtonptac.org/events</a></p>	<p><b>Feb. 1</b> 7 – 8 p.m. <b>Monthly Chamber Meeting</b> Benton City Chamber of Commerce Chamber Hall 509-588-4984</p>	<p><b>Feb. 9</b> 7-8:15 a.m. <b>Business Building Breakfast</b> West Richland Chamber of Commerce Sandberg Event Center RSVP 509-967-0521</p>
<p><b>Jan. 19</b> 11:30 a.m. – 1 p.m. <b>Monthly Luncheon Meeting</b> Tri-Cities Hispanic Chamber of Commerce Pasco Red Lion 509-542-0933</p>	<p>5:30 p.m. <b>2016 Mid-Columbia Ag Hall of Fame</b> Pasco Chamber of Commerce Red Lion Hotel, Pasco 509-547-9755</p>	<p>4-6 p.m. <b>The Edge9 Seminar</b> Growing Forward Services The Chaplaincy 1480 SE Fowler, Richland 509-392-1895</p>	<p><b>Feb. 2</b> Noon – 2 p.m. <b>Monthly Membership Luncheon</b> Prosser Chamber of Commerce The Barn Restaurant RSVP 509-786-3177</p>	<p>10 a.m. – Noon <b>Meet the Buyer: Doing Business With Fairchild A.F. Base</b> Washington PTAC Tri-City Regional Chamber of Commerce RSVP 509-491-3231</p>
<p><b>Jan. 20</b> 7:30 a.m. – 1:30 p.m. <b>Tri-Cities Regional Economic Outlook</b> TRIDEC TRAC Center, Pasco 509-735-1000</p>	<p><b>Jan. 23</b> 5-7:30 p.m. <b>2016 Bridal Expo</b> Marcus Whitman Hotel Walla Walla</p>	<p><b>Jan. 27</b> 9 a.m. – 5 p.m. <b>Women in Business Conference</b> Tri-City Regional Chamber TRAC Center, Pasco RSVP 509-736-0510</p>	<p><b>Feb. 3</b> 11:30 – 1 p.m. <b>Annual Awards Luncheon</b> West Richland Chamber of Commerce Shilo Inn, Richland RSVP 509-967-0521</p>	<p>5:30 p.m. <b>Monthly Dinner Meeting</b> American Society for Quality Shilo Inn, Richland RSVP 509-371-2221</p>
<p><b>Jan. 21</b> 1 – 3 p.m. <b>Business Development University: ‘Managing Diversity’</b> Tri-City Regional Chamber of Commerce</p>	<p><b>Jan. 25</b> 5:30 p.m. <b>60th Annual Community Awards Banquet</b> Prosser Chamber of Commerce Walter Clore Events Center 509-786-3177</p>	<p>11:30 a.m. – 1:30 p.m. <b>ATHENA Awards Luncheon</b> Tri-City Regional Chamber of Commerce TRAC, Pasco RSVP 509-736-0510</p>	<p><b>Feb. 6</b> 5 p.m. <b>Lighting the Way Auction &amp; Dinner</b> St. Joseph’s Catholic School 509-586-3820</p>	<p><b>Feb. 10</b> 7 p.m. <b>Monthly Meeting</b> Tri-City Genealogical Society Charbonneau 8264 W. Grandridge Blvd., Kennewick 509-554-1050</p>
<p><b>Jan. 26</b> 9 – 10:30 a.m. <b>PTAC Class: Marketing to the Federal Government</b> Washington PTAC Tri-City Regional Chamber of Commerce</p>	<p><b>Jan. 28-29</b> <b>Tri-Cities Legislative Trip to Olympia</b> TC Legislative Council <a href="http://tclolympiatrip.bpt.me">http://tclolympiatrip.bpt.me</a></p>			



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## NASDA employees honored with national awards for 2015

By Loretto J. Hulse  
news@tcjournal.biz

Two Pacific Northwest National Association of State Department of Agriculture employees were recently honored with national awards.

Shirley Eklund of Mattawa received one of three Supervisory Enumerator of the Year Awards given nationally. Larry Panasuk of College Place received was presented with one of five national Field Enumerator Awards given this year.

Enumerators gather information on the types of crops being grown, amounts harvested, document the results and report it to the National Agricultural Statistics Service.

Once a year a handful of NASDA employees are chosen for the awards based

on outstanding performance during the past year.

Eklund and Panasuk received their plaques in an awards ceremony held Dec. 11 in Olympia. The ceremony was live-streamed from the NASS/USDA Washington, D.C., awards ceremony.

Eklund has worked for NASDA for nine years — eight of those as a supervisor. She is supervisor for Benton, Franklin, Walla, Columbia and half of Adams counties. She's received awards for her work in the past from the Northwest Region, but this is her first national award.

Panasuk has worked for NASDA for six years and has received several recognition awards since 2010.

It's a high honor. To put the significance

of these awards in perspective, there are more than 3,500 NASDA employees across the U.S., wrote Christopher Mertz in a press release. Mertz is director of the National Agricultural Statistics Service Northwest Region.

"It is fortunate to have outstanding individuals like (Eklund) and (Panasuk) helping agricultural producers tell the story of Northwest agriculture," Mertz wrote.

The fieldwork and public relations efforts done by NASDA enumerators are key to the National Agricultural Statistics Service's ability to serve the nation's agricultural producers by providing timely, accurate and useful information, Mertz wrote.

SHOPTALK, From page 6

### Network with The Edge

Four enthusiastic speakers will be featured at The Edge 9, presented by Growing Forward Services.

The event will be from 4-6 p.m. Jan. 26 at The Chaplaincy, 1480 SE Fowler in Richland.

Speakers will be: Diana Williams, The Art of Connecting; Danette Layne, Five Things You Need in Your Five-Year Plan; Neal Taylor, Providership Sales; and Paul Casey, Getting Better at Conflict Conversations.

The cost is \$33 per person, which includes appetizers. Register at [www.paulcasey.org](http://www.paulcasey.org).

### Wenatchee assisted living facility cited

Columbia Heights Retirement and Assisted Living facility in Wenatchee faces a fine of more than \$100,000 from the Department of Labor & Industries for worker health violations involving excessive and repetitive lifting.

One of the reasons the fine is so large is that the facility was cited for some of the same violations in May of 2015, but they were not corrected. The most recent inspection found that Columbia Heights had not provided any means to protect employees from lifting hazards, as required in a previous inspection.

Columbia Heights was also cited for not developing a formal accident prevention program tailor to the hazards of the workplace.

The employer has appealed the citation.

### ACT plans fundraiser

The Academy of Children's Theatre will have its 13th Annual Heart for the Arts fundraiser Feb. 27 at the Richland Red Lion.

Themed as a Tony Awards night, the event will include a tribute to ACT alumni and a special guest.

The event raises critical funds for ACT, allowing the nonprofit to offer performances, classes and special programs at an affordable cost for families. The evening features entertainment by ACT participants, wines, auctions, dinner and an inspiring tribute.

Event and table sponsorships are available online at [academyofchildrenstheatre.org](http://academyofchildrenstheatre.org) or by calling 509-943-6027. Individual tickets are \$75 per person before Feb. 1 or \$85 per person after that date.

►SHOPTALK, Page 16

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# Pasco Chamber announces 2016 Ag Hall of Fame inductees

By Loretto J. Hulse  
news@tcjournal.news

Three farmers, a businessman, a teacher and a banker will be welcomed into the Mid-Columbia Agriculture Hall of Fame on Jan. 21.

The six have all been longtime residents of Southeastern Washington. The inductees' names were announced at a Greater Pasco Chamber of Commerce luncheon on Jan. 5.

The group will be formally inducted into the Mid-Columbia Agriculture Hall of Fame at a dinner Jan. 21 at the Pasco Red Lion Hotel. The dinner is sponsored by the Chamber and the Port of Pasco.

The six 2016 inductees will make a total of 69 members of the Agriculture Hall of Fame, said Colin Hastings, executive director of the Pasco chamber.

This year's inductees are the late Lawrence and Iris Hayes of the Connell area, Dick Muhlbeier of Pasco, Kerrin Bleazard of Pasco, Bob Tippett of Pasco and Chep Gauntt of Burbank.

The early members of the Mid-Columbia Agricultural Hall of Fame were all Mid-Columbia agricultural pioneers, Hastings said.

"When we first began the Agriculture Hall of Fame in 2000, there was just the one category — the Pioneer Award," he said. "Six or eight people were inducted that first year and then later categories, like the Agricultural Advisor Award and this year the Stewardship award was added."

The 2016 inductees are being recognized for their outstanding contributions to agriculture and agribusiness in four categories:

the Pioneer Award, Young Agribusiness Person of the Year, Agricultural Advisor Award and the Visionary Award.

Lawrence and Iris Hayes, who farmed in Block 19 near Mesa and Connell, will be honored with the Pioneer Award, which recognizes individuals who have had a significant influence on the development of agriculture in the Mid-Columbia and who unselfishly served their communities.

The Hayes family settled in Block 19 of the Columbia Basin Project near Mesa in 1957.

Farming in those early years was a true pioneering effort — wind erosion, canal breaches, crop failures and low commodity prices and living conditions were brutal. The Hayes home had no domestic water for the first six months until a community well was completed.

Iris Hayes taught school to bring in extra income and helped establish the Basin City Homemakers and Women in Farm Economics organizations. She was also a founding member of the Columbia Basin Junior Livestock Show.

Lawrence Hayes served on the boards of the Big Bend Electric Cooperative and the Mid-Columbia Library District. He was active in the Cattlemen's Association and other commodity groups.

They both volunteered their time as 4-H leaders, firefighters and ambulance drivers.

The Stewardship Award will be presented to farmer Chep Gauntt of Burbank. The award honors individuals who actively display exemplary community involvement and enhance agribusiness through leadership or technology development.



Colin Hastings, executive director of the Greater Pasco Chamber of Commerce, at left, introduces two of the 2016 Mid-Columbia Agriculture Hall of Fame inductees at a luncheon held Jan. 5. At center is Kerrin Bleazard, Columbia Basin College agriculture teacher, who will receive the Agriculture Advisor Award and at right, Dick Muhlbeier, manager of RDO Equipment Company of Pasco, who will receive the Rising Star Award.

Gauntt grew up on a family farm in Moses Lake. He studied business at Big Bend Community College in Moses Lake and at Eastern Washington University. He began working at Green Giant, rising through the ranks of management until he was in charge of asparagus operations stretching from Walla Walla to Basin City. Later Gauntt decided to farm independently. He became an avid steward of the land and of agriculture itself, eagerly learning new methods as technology advanced. Gauntt encourages his son, Drex Gauntt, to use high-tech tools like GPS, variable rate application, soil moisture monitoring and even drones. Gauntt enjoys sharing what he learns with other farmers.

Gauntt helped resuscitate the Columbia

Basin College agriculture program, the campus farm and the scholarship program. With his input, a "pipeline" concept now starts in high school and can lead to a four-year, and higher, college degree.

The Visionary Award will be presented to Bob Tippett of Pasco. It recognizes a person who has had an extraordinary impact on agriculture.

Tippett's family founded Tippett Land and Mortgage Company. In the late 1960s, the firm opened a Kennewick office to broker start-up loans for Columbia Basin farmers. Fresh out of Boise State University with a degree in accounting, Bob Tippett took over the Kennewick office.

► AGRICULTURE, Page 12

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# MARKETING

## Mooreshots Direct in Richland helps businesses spread their message

By Loretto J. Hulse  
news@tcjournal.biz

In the course of his marketing career, Tom Moore has sold ads on television, radio and newspapers. So when Moore founded his Richland advertising agency, Mooreshots Direct, he drew on all of that experience.

"I'd always wanted to be in business for myself, but needed to wait until the timing was right," Moore said.

Moore established the full-service advertising agency in November 2007. Prior to that, he worked for two different television stations in the Tri-Cities area, a radio station in Seattle, was ad manager for a King County journal newspaper. In the 1980s, Moore was a sports director for KNDU-TV.

"I really enjoy having the ability to use all the mediums, which is really advantageous for our clients," he said. "In the past, when I worked at the stations and the newspaper, I was limited to just one. Now we can provide an unbiased view of the marketplace."

For the first few years, Moore worked from home.

"But I got tired of meeting people at Starbucks and realized it was time to get my own space," he said.



After decades of working for others Tom Moore opened his full-service advertising agency in 2007.

Moore has only one employee, his office manager Kim Hatch. The videographer/photographer, graphics artists and other talent he needs periodically are all independent contractors.

"I hire the best talent I can find. Some

of these people have been with me for years," Moore said. "It's so different now with cell phones, the internet and email. It's like they're telecommuting, yet they're not actually employed by Mooreshots Direct."

Moore said he works predominantly doing radio and television ads, digital media, logo design, billboards and organizes special events and projects.

"The whole idea of marketing is to be attention grabbing and to show the personality of a business," he said. "To do that, I live by the three Rs: Reach the right people; have the right message; and repetition. Just having one more person seeing your logo, hearing your name is key to marketing and advertising."

Moore said his client list is diverse and growing every year.

"It's exciting, but I'm at the point in my career where I want to pull back a bit. Those 50- and 60-hour weeks — no thanks. It's important to have a balance between business and my personal life," Moore said.

Yet, Moore's not ready to retire either.

"I enjoy the creative part of advertising, coming up with slogans and tag lines, and I like that things are new and different every day," he said.

Mooreshots Direct is at 660 George Washington Way, Suite B, Richland. Reach him by phone at 509-460-1656 or by email at tmoore@mooreshotsdirect.com.

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**AGRICULTURE**, From page 9

He returned to Boise when his father died, but moved back to the Tri-Cities in the mid-1980s, when the farm economy was in a slump and banks were foreclosing. Tippet helped many farmers, giving sound advice on how to survive the financial crisis. He also became a partner with Jim O'Conner in a company managing lender-owned farms.

Hastings said Tippet is a man of vision who has been involved in agricultural lending, management and real estate. He has operated a hay farm and a seed business, helped develop the Pasco Processing Center and the TRAC facility, and has served the community on the boards of the Pasco and Tri-Cities chambers, TRIDEC, the Wine Science Center, Young Life and other organizations.

• The Agriculture Advisor award, which recognizes individuals in ag-related youth programs and similar organizations who have influenced young people through their leadership, guidance and community involvement, will be presented to Kerrin Bleazard of Pasco, a teacher at Columbia Basin College.

In 2007, Bleazard was chosen to revitalize the agriculture program at CBC through teaching, research and outreach. She quickly moved toward a science-based curriculum that prepares students for 25 four-year degree choices in agriculture and agribusiness. Although she wasn't raised on a farm, Bleazard became hooked on agriculture while attending a class at Kamiakin High School. She went on to earn Bachelor's and Master's degrees in agriculture science at Washington State University.

Bleazard worked at Pacific Northwest National Laboratory and taught agricultural classes at Kahlottus High School before joining the CBC faculty.

Outside of the classroom, Bleazard's students get hands-on experience working on the CBC farm and in the greenhouse. Her program was honored by the National Association of Agricultural Educators. In 2010, Bleazard was named Outstanding Postsecondary Agricultural Education Teacher, one of only six in the nation earning that distinction.

• The Rising Star Award goes to Dick Muhlbeier, manager of RDO Equipment Company of Pasco.

The award acknowledges a young individual in the agriculture industry who demonstrates a commitment to community involvement with a dedication to enhancing

agriculture. Muhlbeier was raised on the family farm near Basin City. He was active in 4-H and FFA, and won numerous livestock awards at the fairs. While attending Connell High School, he also took classes at Tri-Tech Skills Center in Kennewick to learn about heavy equipment.

Muhlbeier worked for RDO in his senior year and excelled in the John Deere Agriculture Program after graduation. He also earned degrees at Walla Walla Community College.

Muhlbeier also supports programs for youth, makes sure FFA chapters have tractors for competitions, conducts presentations and tours, and takes heavy machinery to the Kidz Dig Rigz event for the Kadlec Foundation.

Muhlbeier helps with the Farm Fair and the Junior Livestock Show and volunteers his time for Second Harvest and Habitat for Humanity.

The inductees for the Mid-Columbia Agriculture Hall of Fame are chosen by a committee comprised of past inductees and others active in the industry. Nominations from others in the community are also more than welcome, Hastings said.

"The committee meets year 'round and each candidate goes through quite a vetting process. It's not a popularity contest," Hastings said.

The committee reviews about 30 to 40 submissions a year to make their choices. Just because a candidate isn't chosen one year doesn't mean they're not considered for another year.

"The committee goes through those they have from past years and any new nominations that have come in before making their choices," Hastings said.

Candidates are chosen from farmers, families and agribusiness leaders in Franklin, eastern Benton and western Walla Walla counties.

"There's much more to agriculture than those who grow crops or raise cattle. Some of our inductees are not necessarily farmers but help support agriculture in other ways like banking, insurance, trucking. They, too, have a lot of impact on agriculture," he said.

The Mid-Columbia Agriculture Hall of Fame is a way to showcase how much agriculture means to this area economically and how much those in agriculture support our community. "What they contribute is amazing, not just financially but in time too," he said.

The Mid-Columbia Agriculture Hall of Fame was created in 2000 to recognize and honor distinguished individuals that have made significant contributions to the agricultural community in the Greater Franklin County region and its immediate surrounding areas, although nominees from areas bordering Franklin County including Eastern Benton county and the western half of Walla Walla County are often considered for this award.

The group will be inducted into the Mid-Columbia Agriculture Hall of Fame at a formal event on Jan. 21 at the Pasco Red Lion Hotel. The evening starts at 5:30 p.m. with a social hour, followed by a dinner featuring Mid-Columbia produce and wines. Cost is \$65 per person and reservations are required. For more information call 509-547-9755 or online at [www.pascochamber.org](http://www.pascochamber.org). Or drop by the office at 1110 Osprey Pointe Blvd., Suite 101, Pasco. No tickets will be sold at the door.

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# 10 Big marketing ideas for small businesses on a tiny budget

By Theresa Long for TCAJOB

The number one mistake that many small businesses make is not developing a marketing plan.

Whether they feel like they have no budget for it or haven't made it a priority – marketing and advertising is an investment, not an expense – even if that investment is in time and not dollars.

A small business' marketing plan can be as simple as a calendar of marketing/advertising tasks to do throughout the year, based on your company's sales cycles and promotions/events. Even if you don't have dollars to allocate to your marketing budget, there are still things that you can do to market your company.

The following ten marketing ideas will provide you with simple, inexpensive ideas to help market your business.

– Study up on your competition and look for opportunities where you can differentiate your business. There may be areas where you can take advantage of their weaknesses or misfortunes. Look at what they are doing with their advertising and what is working for them. Then assess how you can compete.

– Identify low-hanging fruit. These are marketing activities that can be done quickly, easily and often at low cost. For example, follow up on clients you have not heard from in three months, outlining new products or services or just check in. Send press releases to local

publications when you have something new happening in your business (this is free advertising). Join the local Chamber of Commerce and take advantage of all the free advertising associated with being a member.

– Use your current database to target customers via email. Don't have a database? Start a customer database for future targeting. There are plenty of inexpensive online marketing databases such as Mail Chimp, Constant Contact or Campaigner.

– Develop an elevator speech, a short summary used to quickly and simply define your business, product, or service. It should be no more than 20 – 30 seconds long and describe your business or product so your brand story can be told quickly, concisely and promote your business. This way your entire staff can be telling the same story and pointing out the benefits of doing business with your organization. Brand consistency is key!

– Utilize social media. It helps create buzz, and gets your business in front of customers, similar to word-of-mouth



Theresa Long  
Focal Point  
Marketing

advertising. It is inexpensive but can be time consuming and often gets pushed to the bottom of the to-do list. Take one day a month to sit down and develop posts in advance that can be pushed out on a weekly basis.

– Gather customer testimonials. When a customer compliments or thanks you, ask them if they would be willing to give you a testimonial or if you can use their comments in marketing your business. This should be done immediately after receiving the positive feedback and kept on file for use when appropriate.

– Optimize your website Search Engine Optimization. SEO is very important in this web-reliant day in age. Rules for SEO are constantly changing. Modern search engines scan content for keywords as they appear in the content. So be sure and include keywords in your website content (though not too many, you don't want to look like spam).

– Update your website! Add new photos, client testimonials and other success stories or news. Allocate time to update your website at least once per quarter. This also helps with SEO. And make sure your website is responsive or mobile-friendly.

– Educate your customers. Show them that you're the expert and can provide them with a benefit or solve their problem. Everyone is looking for a solution of some kind that will help make life easier. You can achieve this by creating short videos (you can even use

your smart phone) with your expert staff on-camera, talking about your product or services. Post them to your website and on social media.

– Develop a customer referral program. Word-of-mouth is a powerful marketing tool. Try developing a point system where points earned for referrals can be used toward future purchases or services. Give away free products to a brand ambassador or trusted influencer who can share their (positive) experience with your product or service.

These tips are just a few creative marketing ideas that can be accomplished on a small budget. Use your imagination, but most importantly, make marketing and advertising a priority! Also remember that it often takes time for some marketing efforts to work, so be patient and stick with your plan. Give your efforts time to be successful.

Theresa Long, a partner at Focal Point Marketing in Kennewick, has been in the marketing industry for more than 20 years. She earned her degree in Marketing & Accounting with a MBA from WSU. Her client list covers every corner of the marketing world, including Fortune 100's, start-ups, business-2-businesses, nonprofit organizations and many others. Long's experience includes market research, strategic planning, design & brand development and commercialization of products and services.

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## Women in Business Conference set for Jan. 27

By Loretto J. Hulse  
news@tcjournal.biz

Learn how to reach your full potential with tips from a life and career coach and a marketing expert at the Tri-Cities Women in Business Conference on Jan. 27 at TRAC in Pasco.

The conference will be 8:30 a.m. to 4:30 p.m. and includes vendors' booths, motivational and inspirational talks by Tri-Cities' businesswomen and two keynote speakers, Whitney Keyes and Jessica Butts.

Keyes will speak on 'Catching up to the Customer: Strategic Marketing Ideas for 2016' during the Athena Award Luncheon, which will be noon to 1:30 p.m.

In the morning, Butts will discuss how to 'Live Your Life From the Front Seat.'

For years, Butts worked in corporate human resources, a career totally unsuited

to her personality and intuitive way of thinking. Finally, a life-changing event pushed Butts out of corporate America and back to graduate school, where she pursued her dream of becoming a therapist.

Today, Butts teaches corporate workshops, is a well-known speaker and has a radio show. She also has a private practice, leads a group-coaching program for intuitive types and has written a self-study program and book, *Live Your Life From the Front Seat*.

Butts' presentation will be given in two parts, half at 9:15 a.m. and the second at 3:30 p.m.

During the luncheon, Keyes will present her talk, 'Catching Up To the Customer: Strategic Marketing Ideas for 2016.'

Keyes has worked as a senior Microsoft manager, strategic advisor for American

Express and has been a marketing consultant to thousands of individuals and organizations around the world. She is the winner of the Small Business Administration's 2013 Women in Business Champion of the Year Award for Washington state and wrote *Propel: Five Ways to Amp Up Your Marketing and Accelerate Business*.

Keyes received grants to empower women leaders, social entrepreneurs and youth in Malaysia and Africa. Her most recent program work in Malaysia was



Jessica Butts



Whitney Keyes

selected to be included in the U.S. Secretary of State John Kerry's briefing paper on successful public diplomacy programs.

She is a professor and fellow for the Center for Strategic Communications at Seattle University and guest lectures at the University of Washington and other academic institutions.

The Athena leadership awards will also be presented during the luncheon. The Athena Leadership Award will be given to a successful female leader, over the age of 40, who has achieved the highest level of professional excellence. The Athena Young Professional Leadership Award will go to an emerging woman leader, under the age of 40.

The day will wind up with a social hour beginning at 4:15 p.m.

The conference is sponsored by the Tri-City Regional Chamber of Commerce. Cost for the conference is \$105 for members and \$125 for non-members. Cost for the luncheon only is \$22 for members and \$32 for non-members. Preregistration is required by Jan. 21.

To register, or for more information, contact Jillian Marquez, event coordinator, at 509-491-3234 or [jillian.marquez@tricitregionalchamber.com](mailto:jillian.marquez@tricitregionalchamber.com).

### Women in Business Schedule

The Tri-Cities Women in Business Conference schedule is:

**9:15-10:15 a.m.** — Jessica Butts, life coach and therapist, *Live Your Life From the Front Seat*.

**10:30-11:30 a.m.** — A Leadership Power Panel featuring Paula Linnen of Pacific Northwest National Laboratory, Terri Marts, URS Professional Solutions and Donna Paul of Washington State University.

**Noon to 1:30 p.m.** — Athena Award Luncheon and keynote speaker, Whitney Keyes. Keyes, founder and CEO of Propel Productions will speak on

*Catching Up to the Customer: Strategic Marketing Ideas for 2016*.

**1:45-2:30 p.m.** — Get up and Get it Done with Josie Koelzer of Franklin County and Daniele Pardini of Energy Northwest.

**Start Smart: Wage Negotiations** with Wendy Munson of Sandvik Special Metals and Kori Thornburg of Columbia Basin College.

**Marketing on a Shoestring Budget** with Whitney Keyes of Propel Productions.

**2:35-3:20 p.m.** — Work Your Wardrobe with Dana Crowley

Gribble of Charter Local Edition Northwest.

**You Earned It! Smart Money Decisions** with Shawn Murrow of DA Davidson.

**Survival, Success and Finding your Calling** with Salina Savage of Savage Logistics, Jennifer Mitchell of Accountant Sense and Megan Savely of Frost Me Sweet.

**3:30-4 p.m.** — Jessica Butts will give the second part of her talk, *Live Your Life From the Front Seat*.

**4-5 p.m.** — Networking, book signing and wine social.

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## Small businesses must communicate a clear, concise message

By Sara Nelson for TCAJOB

The more the Tri-Cities grows, the more competitive the market becomes. The larger the market, the more money moves around the local economy, but the greater the competition is for a piece of that pie.

For a small business, that's a challenge. Bigger businesses have bigger budgets. If a marketing battle comes down to 'how much' — how many ads, how many media channels, how much verbiage — bigger will win most of the time. The only way for a small business to defend its share — let alone make gains — is to shift focus from quantity to quality and effectiveness. There's no margin for waste. Everything has to count.

Small businesses can't afford to send mixed or confusing signals. They need to be clear about who they are, what they do and what they care about.

Initial impressions are expensive to change, so development of the right image and imagery from the start is incredibly important. Visibility, clarity and consistency are key to developing and maintaining the best possible start.

First consideration: Visibility.

In my world — graphic design and marketing — that means a simple, easy-to-intuitively-grasp logo. If it takes time to decipher, people won't bother. If a logo is an inside joke that outsiders don't quickly and easily comprehend, it's not clever — it's annoying.

Visibility extends to the execution of your image. When you put that logo on a sign or website or package, is there enough

contrast to ensure that it's readable? Two colors may be on very different parts of the color wheel, but try this: Have someone with the right software bring up a logo or picture of some packaging and convert it to gray scale. If it's hard to read that way, many people will find it very hard to make out, even in color.

A winery owner contacted me after performing a simple but disturbing experiment. She stood in front of a retail store wine display and looked for her bottles. This was HER label. She loved the illustration that dominated it. She had used that label for several years. She knew exactly what it looked like. And it took her forty-five minutes to find it — right there in front of her.

You must be visible.

Second consideration: Clarity. There is a very definite psychology of color. Shape, form and texture carry a message. Where alphanumeric characters are a part of a logo, the font conveys meaning. All that — and more — goes into creating an image that conveys value and values that a business needs to communicate.

Each element should be chosen for a reason, not just for attractiveness' sake.

Many business owners choose a visual representation that simply appeals to them. That doesn't always serve them well.

Not every color, shape or name stands out from an ever-growing crowd of competitors equally well. It's not that one is better or worse than another; it's that they communicate different things.

A company's visual image has a job to

perform. Far more of the market will see its logo, sign, packaging, website and marketing than will get to know the company. If its visual images don't clearly, intentionally communicate, it will likely not get a second chance to correct that misimpression.

We once presented a client — a truck repair company — a co-promotion with its new neighbor, which was a fast food restaurant. The burger joint created a burger named after the truck fix-it place. Everyone loved it — it was clever — it sold a LOT of burgers.

But far more people came to associate the garage's name with burgers than with truck repair, so...tasty, but not good.

You must be clear.

Third Consideration: Consistency. A great logo on a sloppy or slow-to-death-loading website or a beautiful product in cheap, flimsy, garish packaging sends mixed messages about the quality of a company's work and the value of its products.

Everyone sees hundreds to thousands of visual messages every day. A drive down almost any commercial area will take you past dozens of coffee carts, kiosks and shops — but you know



Sara Nelson  
Sara Nelson Design

Starbucks long before your eyes parse the letters "S-t-a-r-b-u-c-k-s" because everyone knows the green sign.

Most major brands have created visual hallmarks: Nike's swoosh. Tiffany's light blue box. Apple's apple. These have been consistent for so long that the images send a message deeper than words about what's in the box before it's opened. Those expectations add very real value to those products.

The same principle can apply to small businesses. Its visual imagery should help create a consistent expectation of whatever that business trades on, whether the promise of high quality, great value, superior customer service or something else.

Just remember — like any other promise, it only has to be broken once to become valueless.

You must be consistent.

Marketing is only one part of running a business, but it's important. It is incredibly expensive to do badly. Throwing money at it without knowing who you are and who you want to be is guaranteed waste. But careful thought and wise guidance can make a company's visual image one of its strongest, most valuable assets.

*Sara Nelson is the owner and Creative Director of Sara Nelson Design — a Kennewick-based graphic design firm that serves clients primarily in the Wine and Spirits, Agriculture and Healthcare industries across the U.S. For nearly 20 years, the company has consistently won regional and national awards for logo, packaging and marketing material design.*

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SHOPTALK, From page 8

**State sees job gains**

Washington added 10,100 new non-farm jobs, on a preliminary, seasonally-adjusted basis, from October 2015 to November 2015, according to the state's Employment Security Department.

While the state gained jobs, the state's unemployment rate rose slightly to 5.3 percent after holding steady at 5.2 percent for two consecutive months, according to estimates by the federal Bureau of Labor Statistics.

The unemployment rate for Benton and Franklin counties dropped from 6.6 percent in October to 6.5 percent in November, with a workforce of 119,702 and 8,314 workers receiving unemployment benefits.

**KSD names new schools**

The Kennewick School District board of directors have chosen the names of the two new schools that will open this fall.

The new middle school, which is under construction at 27th Avenue and Southridge Boulevard, will be called Chinook Middle School – Home of the Wolves. This will be Kennewick's fifth middle school.

The new elementary school, which is under construction in the Sage Crest neighborhood south of Southridge High School, will be called Sage Crest Elementary – Home of the Owls. It is Kennewick's 15th elementary school.

Both schools are being built with funds voters approved during the February 2015 bond election.

**Wallula feedlot fined**

Simplot Feeders LLP, a beef cattle feeding operation in Walla Walla County, has been fined \$50,000 for failing to manage air pollution. The Washington Department of Ecology found that the facility allowed small particles into the air, including dust and dried manure. Fine particles can cause health problems for people who are exposed frequently and at high enough levels.

Simplot Feeders violated air quality rules that require management of dust and other pollution. Simplot's monitoring data shows more than 50 days between April and September 2015 that staff observed excess dust onsite or leaving the property. The operators did not apply practices outline in the company's dust control plan that are designed to prevent

small-particle pollution.

Ecology inspectors observed broken sprinklers and poor water application intended to control pollution from cattle pens and roadways. Inspectors also noted excess dust being released from the feed prep area.

The company received a formal notice from Ecology in July for failing to manage air pollution in the feed prep area, cattle pens and roadways. Since the notice, some improvements have been made to reduce dust, specifically in the feed prep area.

**Teams forming for 20th Annual Americana Bowl**

Junior Achievement is accepting registrations for its annual bowling fundraiser. This year's theme is Americana Bowl 2016.

The event will be Feb. 29 – Mar. 5 at Atomic Bowl in Richland.

The event raises money for JA's innovative in-school programs that impact more than 11,000 local students. For more information or to register, go to [jawashingtonsewa.org](http://jawashingtonsewa.org) or call 509-783-7222 ext. 108.

**Chamber offers managing diversity workshop**

The Tri-City Regional Chamber of Commerce's January Business Development University, 'Managing Diversity in the Workplace,' will be from 1-3 p.m. Jan. 21 at the Tri-Cities Business & Visitor Center in the Bechtel Board Room. Rick Griffin of Jubilee Leadership Academy will be the featured speaker.

The workshop will provide tips and strategies to recruit, sell to, hire, train and motivate diverse individuals and groups.

The cost is \$25 for Regional Chamber members and \$35 for all others. RSVP by Jan. 20 to the Regional Chamber by calling 509-736-0510 or online at [tricityregionalchamber.com](http://tricityregionalchamber.com).

**WorkSource launching new job match site**

The Washington Employment Security Department has contracted with Monster.com to develop a new, more user-friendly WorkSource job match system to replace its existing [go2worksource.com](http://go2worksource.com) website.

WorkSourceWA.com will have an improved recruitment tools for employers, including: the power and expertise of Monster.com; Monster's 6Sense talent management software, providing real-time, ranked job matches for employers and recruiters; free job posting and applicant matching; ranking and side-by-side comparison of applicants; and access to the largest talent database in Washington.

The new website will also have a fresh look and feel and be easily accessible across multiple devices from smartphones to tablets to traditional desktop computers and laptops.

Employment Security and business service professionals will meet with employers across the state once the new site is live to see how they can help employers recruit the talent they need. A preview of the site can be viewed at [wa.gov/esd/comingsoon.htm](http://wa.gov/esd/comingsoon.htm).



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# Healthy Ages members enjoy annual luncheon and dance

By Loretto J. Hulse  
news@tcjournal.biz

Dressed in their holiday glitz, couples glided and twirled across the dance floor during the annual Healthy Ages Christmas party in December at TRAC in Pasco.

Watching their footwork, few would guess that most of the dancers sashaying by were well past retirement age.

Kadlec Regional Medical Center has sponsored the event for the past 25 years for members of its Healthy Ages program and their guests.

“For some, this party is their only holiday event,” said Jim Hall, Kadlec’s director of government and community relations

“We had about 500 people sign up this year, nearly 100 more than attended last year,” said Janet Artzer.

Artzer and Corey Wakeley co-manage the Healthy Ages program that offers monthly classes on topics of interest to retirees, like managing diabetes, recovering from heart attacks and strokes and weight management. They also oversee the Mall Walkers program, keeping track of walkers’ miles and handing out rewards.

This year’s party was the first Sandie and Dean Boyce of Kennewick have attended, even though she’s been a Mall Walker for quite a while.

However, after winning a \$100 VISA gift card at the party, Dean Boyce said they will likely make the holiday dance an annual event.

June Ella Ottenberg, 79, of Pasco has been a member of Healthy Ages for more than 10 years.

“I joined when I was diagnosed with diabetes and have found their monthly classes to be very helpful,” she said.

Ottenberg often attends the annual holiday party, sometimes with friends, sometimes she goes alone.

“They’re always a fun time and I enjoy meeting new people,” she said.

The dancing is what draws JoDella Sargent, 84, to the holiday party. Her late husband, Elden Sargent, played in one of the first live

bands booked for the Healthy Ages parties in the 1990s.

She too is a long-time member of Healthy Ages and agreed this year’s party was one of the best.

“The DJ played a lot of the songs we grew up dancing to,” Sargent said, adding that dancing is the healthiest form of exercise for seniors.

“It keeps you active, it keeps you young,” Sargent said.

In addition to the monthly classes, Artzer and Wakley also offer free “Welcome to Medicare” workshops once

**“We had about 500 people sign up this year, nearly 100 more than attended last year.”**

- Janet Artzer,  
Healthy Ages Program



Few could resist the lure of dancing the tango, Lindy hop and jitterbug to music from the 1930s to the 1960s at Kadlec Regional Medical Center’s annual Healthy Ages Christmas party held Dec. 10 at TRAC.

a month. During the two-hour workshop they cover Medicare benefits and how Medi-gap plans, Medicare Advantage plans, Medicare Part D Prescription Plans and Retiree plans work.

The free classes are held at Central United Protestant Church in Richland, said Artzer.

There’s no charge to join Healthy Ages. To sign up, call 509-942-2700. Or go to [www.kadlec.org/community/community-outreach/healthy-ages](http://www.kadlec.org/community/community-outreach/healthy-ages).

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SHOPTALK, From page 16

**KID road closures**

The Kennewick Irrigation District will be replacing pipeline along South Vancouver Street between West 45th Avenue and West 36th Avenue from Jan. 12-Feb. 22. During this time there will be temporary road closures. Road closure updates and a map with a schedule of the anticipated dates and area can be found on the KID website under the News tab. KID will also post updates and reminders on its Facebook page. For more information, go to [www.kid.org](http://www.kid.org).

**ESD releases tax rates**

About 83 percent of all employers in Washington state will see their unemployment tax rates drop in 2016.

The Employment Security Department has issued its 2016 tax rate notices and tax rates in all 40 rate classes decline from 2015 to 2016, ranging from 0.10 to 5.7 percent, not county delinquency taxes.

About 83 percent of Washington employers will have a lower tax rate in 2016, 0.3 percent will remain the same and 16 percent will move to a higher rate class.

The average tax rate will decrease from an estimated 1.48 percent in 2015 to an estimated 1.26 percent in 2016. The average total tax paid per employee will decline by \$48 to \$277.

Employers will pay unemployment taxes on the first \$44,000 of each employee's earnings in 2016. For an employee earning \$44,000 or more, the total tax for the year will range from \$44 for

employers in rate class 1 to \$2,508, for employers in rate class 40.

For 2016, new employers will pay 90 percent of the average rate for all businesses in their respective industries.

**Minimum wage remains the same**

Washington state's minimum wage will remain at \$9.47 per hour in 2016.

For years, Washington's minimum wage has been the highest in the country. That changed on Jan. 1, when Alaska, California, Connecticut, Massachusetts and Rhode Island moved to higher rates.

Several Washington cities, including Seattle, SeaTac and Tacoma, will have higher minimum wages than the state-wide amount in 2016.

Washington's minimum wage applies to workers in both agricultural and non-agricultural jobs. Youth ages 14-15 may be paid 85 percent of the adult wage, or \$8.05 per hour.

The Department of Labor & Industries calculates the minimum wage annually as required under Initiative 688, which voters approved in 1998. It's the second time the state minimum wage has remained flat since the initiative passed. The last time was in 2010.

**Tips for businesses filing state taxes in January**

January is a busy time for the Washington State Department of Revenue, with state excise tax returns due by the end of the month from more than 500,000 taxpayers with active tax registrations.

The deadline for monthly filers is Monday, Jan. 25. Quarterly and annual filers have until Monday, Feb. 1, due to the return date falling on a Sunday.

Revenue advises taxpayers to prepare their returns early and, if needed, seek help sooner rather than later in the month. Wait times for help from Revenue's tax specialists grow longer as the end of the month nears.

January is when the tax return due date converges for all businesses, whether they file on an annual, quarterly or monthly basis. All filers — even if they had no business activity but have an active tax registration account — must file a tax return by their due date.

You can call and talk to Revenue's tax specialists at 800-647-7706, email tax questions, use Revenue's live chat services or visit a Revenue office. Callers can reach Revenue tax specialists between 8 a.m. and 5 p.m. on weekdays. Automated phone services are available 24 hours a day, seven days a week.

**NETWORKING**

**New mayor elected**

The Richland City Council elected councilman Bob Thompson as the city's new mayor at its Jan. 5 council meeting. Councilman Terry Christensen was elected as mayor pro tem. Thompson and Christensen will serve two-year terms. Dori Luzzo Gilmour was welcomed as the newest council member.

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## Brown sees future in manufacturing of small modular reactor components in Tri-Cities

By John Stang for TCAJOB

State Sen. Sharon Brown, R-Kennewick, plans to renew her efforts in the upcoming legislative session to make Hanford a potential site to manufacture small modular reactors.

Last year, Brown got a bill passed that ordered the Washington Energy Facility Site Evaluation Council study potential sites for individual small modular reactors in the state — with southern Hanford next to the Columbia Generating Station being a likely frontrunner.

That study is done and a report will be released any day.

Meanwhile, Brown plans to pursue a companion bill that stalled in 2015 to set up a study on whether Hanford would be a good place to manufacture small modular reactor components as well — with those sections to be assembled into whole reactors at their individual sites.

Last year, Brown's bill to have the state study putting a manufacturing plant in southern Hanford stalled in the House. The Senate easily passed it. The bill received strong bipartisan support from the House Technology & Economic Development Committee before ending up in the end-of-session limbo that stopped numerous bills. This is what Brown plans to revive in the 2016 session.

"I am very optimistic that the report will highlight a feasible path forward for the state in area," Brown said. "It is crucial that the State of Washington stay engaged in the discussion of (small modular reactors), as states all around us are prepared to enter this arena in a meaningful way. The state of Washington is already losing its talent to those other states."

Brown said if nothing else, the state should grab the opportunity to be involved in the supply chain for the manufacturing of small modular reactors.

"We need to keep our people employed

and keep them in the State of Washington," she said.

Brown said she continues to educate her legislative colleagues on the importance of nuclear and of adding small modular nuclear reactor technology to our energy strategy. And stressing the importance of it moving forward.

"It is becoming more clear at the federal level that nuclear will be a key component to meeting federal carbon reduction goals," Brown said.

But even if the Legislature approves Brown's second bill, the Tri-Cities faces a good wait before learning whether the area could be home to a new nuclear enterprise.

The designers of the nation's first small modular reactors are expected to decide in about two years whether Washington is a good place to build a plant for manufacturing reactors' components to assemble elsewhere.

NuScale of Corvallis, Ore., is looking at several states scattered across the nation as potential manufacturing sites. The prime manufacturing site will likely be a place near where utilities are ordering a significant number of small modular reactors, said Mike McGough, NuScale's chief commercial officer, in an interview in the summer of 2015.

Tri-Cities' officials hope it will attract a manufacturing plant and at least one small modular reactor to the partially-built WNP-1 reactor site in southern Hanford.

But numerous questions must be addressed before the region will know whether it will get either a small modular reactor or a manufacturing plant.

Economics and proximity to buyers will likely be deciding factors on where NuScale will build both individual small modular reactors and its manufacturing plant, McGough said.

Small modular reactors are prefabricated reactors. The parts are manufac-

tured in one location, and then transported to the reactor site for final assembly. A modular segment would be a mini-reactor of 50 to 300 megawatts. Energy Northwest's Columbia Generating Station produces more than 1,190 megawatts of electricity, equal to about a tenth of the state's energy needs. Small modular reactors are supposed to be designed so extra modules can be added as needed — with 12 modules being the theoretical maximum. They are similar to the small reactors that operate on U.S. Navy ships.

The initial cost estimate to take the project from design to the first Idaho Falls reactor is roughly \$1 billion. In recent years, the deep-pocketed global giant Fluor Corp. bought NuScale.

NuScale, Energy Northwest, the Utah Associated Municipal Power Systems (a Utah version of Energy Northwest) and the U.S. Department of Energy facility at Idaho Falls have agreed to build the first such reactor in Idaho by 2023. NuScale plans to submit its design to the Nuclear Regulatory Commission by late this year, hoping for a green light about 40 months later.

Critics cite the lack of any track record on cost or safety for small modular reactors, plus concerns over the nation's lack of a permanent place to store used nuclear fuel. No one has built a commercial small modular reactor yet, although supporters contend they are similar to the small reactors that operate on U.S. Navy ships.

Energy Northwest's interest in getting its own small modular reactor will depend on if and when Energy Northwest's mem-

ber utilities will need extra power. At this time, the consortium does not expect that need to grow for the next few years, said Energy Northwest spokesman John Dobken, also in a summer 2015 interview.

Another wrinkle is that a 1981 state law requires that public utilities conduct a public ballot on any significant energy generation project that is likely to increase utility rates. Consequently, a public vote stretching from Seattle to Kennewick could lurk in the future of a small modular reactor project if it would impact Energy Northwest's rates.

Chuck Johnson of the nuclear watchdog organization Physicians for Social Responsibility has voiced concerns about a scenario in which a single 50-megawatt reactor module would fall beneath the ballot threshold of the 1981 Washington law, and the addition of 50-megawatt modules one at a time could keep a state project below that public-vote benchmark.

Meanwhile, a manufacturing site for small modular reactor components would need about 1.9 million sq. feet of space, employ about 1,000 people and would aim to produce 36 to 52 factoring modules a year, McGough said. NuScale is looking at Hanford, the Southwest, Utah and several Midwest, Southern and Eastern seaboard states as potential manufacturing sites.

Selection of a manufacturing site would partly depend on which part of the nation produces the first significant number of orders, McGough said.



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**NETWORKING**, From page 18

### Brooks receives award

Josh Brooks of Columbia Basin Denture Clinic has been presented with the 2015 Humanitarian of the Year Award from the Mustangs for Mustangs, a Prosser grassroots group.

### Slusser promoted

Dr. Brenda Slusser has been promoted to president of the Charter College campus in Pasco. Slusser will be responsible for managing the campus operations. Slusser has worked in education since 2008, formerly serving as president of Charter College's Lynnwood campus. She has a Ph.D. in organization and management from Capella University and an MBA from the University of Phoenix.

### Trios adds midwife

Trios Medical Group has hired Lori Evans, CNM, for its obstetrics and gynecology team. Prior to joining Trios, Evans practiced as a certified nurse midwife at Carle Clinic and Carle Hospital in Urbana, Ill. For seven years and also at Planned Parenthood Prenatal Clinic in Champaign, Ill. Evans has a Bachelor's degree in nursing from Old Dominion University in Virginia and a Master's degree in maternal child health from the University of Illinois. She is a certified nurse midwife. Evans will practice at the Trios Care Center at 320 W. 10th Ave., Suite. 102 in Kennewick.

### Wyatt receives award

The Allied Arts Association has pre-

sented the prestigious 2015 Condotta Award for Excellence in Two-Dimensional Medium to photographer David Wyatt. The award was established by Leola Condotta in memory of her husband, Denny Condotta, who died in 2004. The couple supported and led civic arts groups in the Tri-Cities for many years. The award is presented to an artist who exhibited in the Allied Arts Gallery during the previous year and recognizes originality, mastery of technique and quality of execution and presentation.

Wyatt, a Master Aerial Photographer, has received multiple honors for his work in international, regional and local competitions, including Best of Show at the 2012 Allied Arts juried show.

### Blethen joins Baker Boyer

Rob Blethen, the former publisher of the Walla Walla Union-Bulletin, has joined Baker Boyer bank in Walla Walla as vice president and Walla Walla family advisor manager.

Most recently Blethen was the general manager of the Yakima Herald. Blethen graduated from the University of Washington with a focus on communications. He has also completed management programs at Northwestern University Kellogg Graduate School of Management and the American Management Association.

### Carey accepts invitation

Jim Carey, the owner of Cruise Holidays, has accepted an exclusive invitation to experience a European river

cruise in France to celebrate the agency's achievements in counseling Tri-Cities' travelers. Carey joined other members of Cruise Holidays International's President Circle aboard Uniworld's S.S. Catherine from Avignon, France to Lyon, France, along the Rhone River. The Cruise Holidays President's Circle honors agencies based on their overall gross profit or year-over-year growth from the previous year. Carey has been named to the President's Circle four times.

### De Santis joins Trios

Trios Medical Group has hired Marco De Santis, D.O. to join its endocrinology team.

De Santis previously practiced with Lutheran Medical Group in Fort Wayne, Ind. He completed a fellowship in endocrinology and medical residency in internal medicine, both at McLaren Medical Center Macomb in Mount Clemens, Mich.

De Santis received a Doctor of Osteopathic Medicine degree at Lake Erie College of Osteopathic Medicine in Bradenton, Fla. He is board certified in internal medicine with subspecialty board certification in endocrinology. De Santis' practice is at the Trios Care Center at Vista Field at 521 N. Young St. in Kennewick.

### BCD, Lucas recognized

The Benton Conservation District was recognized with two awards for its Heritage Garden program. The Washington Native Plant Society has

honored the BCD with the 2015 Outstanding Partner Award for an integration of resources and assistance to promote the use of native plants that honor our natural, cultural and geologic histories into water-smart landscaping. BCD's Heritage Garden program has blossomed due to the efforts of volunteer Donna Lucas, who received the Washington Association of Conservation District's 2015 Special Service Award. BCD is a non-regulatory local government agency whose mission is to encourage wise stewardship of natural resources including soil, water, plants and wildlife.

### PNNL scientists cited

Six scientists at the Pacific Northwest National Laboratory are included in a new analysis of scientists whose work is cited most often by peers. The analysis, published by Thomas Reuters, recognizes scientist who are among the top one percent of researchers worldwide when it comes to other researchers citing their work. The analysis covers citations in a number of scientific areas from 2003-2013.

Richard Easter, Steven Ghan and Philip Rasch were included for their cited work in climate science. All three are developing new ways to understand a very important climate issue that poses uncertainty: What is the impact of clouds and small particles in the atmosphere as the climate changes.

Ji-Guang (Jason) Shang, Jun Liu and Yuehe Lin were noted for work in chemistry, energy storage and materials science. Shang and Liu focus their work on materials science and energy storage, particularly batteries that are smaller, more efficient, less expensive and even fundamentally different than current technologies. Zhang was recognized in the magazine's engineering category, while Liu was recognized for his work in both the materials science and chemistry fields.

Lin, whose primary appointment is at Washington State University and who has a joint appointment at PNNL, was recognized for his research in chemistry.

### Clary earns designation

Thrivent Financial representative Michelle Clary, CFP®, CLU®, ChFC®, recently earned the designation of Retirement Income Certified Professional®, or RICP®, after completing an intensive three-part course offered by The American College of Bryn Mawr, Pa. in conjunction with LIMRA International and GAMA International.

To earn the designation, Clary completed a three-part course that focused on various risks and solutions that can impact retirement.

► **NETWORKING**, Page 22





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# REAL ESTATE

## New Kennewick apartments will shelter the homeless and disabled

By Loretto J. Hulse  
news@tcjournal.biz

Kennewick's newest affordable housing community, Nueva Vista, is open and accepting applications.

The housing complex at 386 N. Union St. near Winco in Kennewick has 32 apartments. Half are earmarked for low-income families and individuals without homes while 20 percent are set-aside for those who are disabled and living on a limited income.

All who apply for housing at Nueva Vista must fall below the U.S. Department of Housing and Urban Development median income for this area, said Lona Hammer, executive director of the Kennewick Housing Authority.

For those living in the Tri-Cities, that's a cap of \$24,650 for one person, \$31,650 for a three-person household and \$38,000 for a five-person household.

"That's for any combination of children and adults," said Hammer.

The community includes a tenant services building, which has a four-station computer lab, two offices, a laundry and a meeting room.



**Nueva Vista, Kennewick's newest affordable housing facility, opened Jan. 6 at 386 N. Union St. in Kennewick.**

"The offices and meeting room are places where tenants can meet with the family sufficiency coordinator to learn new skills to increase the household income and other life skills," said Hammer. "The computer lab will be a place where adults can hone their job skills and children can do their homework."

The family sufficiency coordinator won't live at Nueva Vista, but will be available for one-on-one meetings and for life skill classes of five to six tenants to help them improve the quality of their lives in the long term, said Hammer.

To apply for an apartment contact Hilary Hull, 586-8576, ext. 116, at the

Kennewick Housing Authority, 1915 W. Fourth Pl., in Kennewick. Hours are 9 a.m. to noon and 12:30 p.m. to 6 p.m., Monday-Thursday; closed Friday-Sunday.

The facility will be managed by Cascade Management.

"It's a private management company skilled in tax credit properties. The company is based in Portland with staff based in the Tri-Cities," said Hammer.

The owner of the apartments is Kennewick Affordable Housing LLP, Hammer said.

Long-term plans are to add another 20 housing units to the property the city has purchased adjacent to Nueva Vista.

The Housing Authority has received funding from the Washington State Housing program to build the additional apartments, but the money won't be available for another three to four years.

"This is long-term financing," Hammer said. "We want to have a track record with the state and to have a chance to look at where we're going and to the people who will need to be served years down the road."

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NETWORKING, From page 20

**Amundson earns credentials**

Jon Amundson, Richland's assistant city manager, recently received the Credentialed Manager designation from ICMA, the International City/County Management Association. Amundson is one of more than 1,300 local government management professionals currently credentialed through the ICMA Voluntary Credentialing Program. To receive the designation, a member must have significant experience as a senior management executive in local government, have a degree, preferably in public administration or a related field, and demonstrated a commitment to high standards of integrity and lifelong learning and professional development.

**Powell receives training**

Kimberly J. Powell, an attorney with Ashby Law PLLC, recently attended the National Institute of Trial Advocacy's certificate program — the Family Law Trial Advocacy Program in Boulder, Colo. As space for the family law program is limited, only a handful of attorneys are able to attend. Powell was the only attorney in attendance from the Pacific Northwest. NITA is a leading provider of legal advocacy skills training and each year the organization puts on an eight-day Family Law Trial Advocacy Program in partnership with the American Bar Association's Section of Family Law. Also referred to as a 'boot camp' for family law trial lawyers, the program covers all of the skills used in family law proceedings.

**NEW BUSINESSES**

**Badger Mountain Yarns** has opened at 114 Keene Road in Richland. The business sells yarn, knitting and crochet tools and accessories and offers classes. The hours are 10 a.m. – 6 p.m. Monday through Friday and 10 a.m. – 5 p.m. on Saturday. For more information call 509-579-0090 or visit badgermountainyarns.com.

**The Chicken Shack** is now open at 4390 W. Van Giesen St. in West Richland. The restaurant serves fried chicken, wings, burgers and fries. The hours are 10 a.m. – 9 p.m. Monday through Saturday and 10 a.m. – 8 p.m. on Sunday. For more information call 509-967-1807 or find the business on Facebook.

Travis Clifton's **Edward Jones** office is now open at 1813 George Washington Way in Richland. The business offers financial services to individual investors. Call 509-946-7625 for an appointment or visit [www.edwardjones.com](http://www.edwardjones.com) for more information.

**Jamba Juice** has opened at 2727 Queensgate Dr. in Richland. The restaurant serves smoothies, fresh-squeezed juices, oatmeal and healthy baked goods. The hours are 7 a.m. – 10 p.m. Monday through Thursday, and 7 a.m. – 11 p.m. on Friday and Saturday. For more information call 509-579-0151 or visit [www.jambajuice.com](http://www.jambajuice.com).

**Karla's Nail & Body Spa** has opened at 920 Canal Dr., Suite A in Kennewick. The business offers massages, manicures, pedicures, waxing and facials. For more information, or to make an appointment, call 509-396-8786 or find the business on Facebook.

**Las Lupitas** has opened at 1410 E. Lewis St. in Pasco. The restaurant serves authentic Mexican cuisine including tacos, flautas and more. The hours are 8 a.m. – 5

p.m. on Monday and 8 a.m. – 8 p.m. Tuesday through Saturday. Call 509-545-8074 for more information or find the business on Facebook.

**My Sister's Cottage** is now open at 1341 George Washington Way, Suite C in Richland. The store sells home décor, gifts, jewelry, gourmet food and more. The hours are 10 a.m. – 5:30 p.m. Monday through Friday and 10 a.m. – 5 p.m. on Saturday. For more information call 509-671-2695 or find the business on Facebook.

**Wine Notes** has opened at 4390 W. Van Giesen St. in West Richland. The wine bar serves wine, appetizers and sandwiches. The business has more than 70 different bottles of wine for sale. The hours are 12 p.m. – 9 p.m. Wednesday through Saturday and 11 a.m. – 7 p.m. on Sunday. Call 509-967-1740 for more information or visit [www.visitwinenotes.com](http://www.visitwinenotes.com).

**ADDITIONAL LOCATION**

**Baum's House of Chocolate** has opened a second location at 513 N. Edison St. in Kennewick. For more information call 509-374-2468 or visit [baumscandy.com](http://baumscandy.com).

**Fruta Rayada El Rey** has opened in the food court at Columbia Center Mall. The juice bar offers fresh fruit drinks, horchata and hot dogs.

**Jimmy John's** is now open at 534 Swift Blvd. in Richland. Call 509-946-1124 or visit [jimmyjohns.com](http://jimmyjohns.com) for more information.

**NAME CHANGE**

Calvary Assembly of God is now **LifePoint**. For more information call 509-967-2447 or visit [www.lifepoint-ag.org](http://www.lifepoint-ag.org).

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<p><b>KENNEWICK</b></p> <p><b>T.J. Willingham</b> 1020 N. Center Parkway, Ste. D 509-735-1497</p> <p><b>Mike Wallace, AAMS</b> 1721 Kennewick Ave., Ste. 2C 509-582-3611</p> <p><b>Jay Wildgen</b> 6855 W. Clearwater Ave., Ste. C 509-783-2042</p> <p><b>Karee Eliason</b> 4303 W. 27th Ave., Ste. F 509-735-4169</p> <p><b>Jay M. Freeman</b> 16 W Kennewick Ave., Ste. 101 509-783-2041</p>	<p><b>RICHLAND</b></p> <p><b>Terry Sliger</b> 1329 Aaron Dr. 509-943-2920</p> <p><b>Steve Ricketts, AAMS</b> 303 Bradley Blvd., Ste. 106 509-946-3299</p> <p><b>Dan Kennedy</b> 606 Gage Blvd. 509-627-1049</p> <p><b>Shelley Kennedy, CFP®</b> 767 Williams Blvd. 509-946-7626</p> <p><b>Travis Clifton</b> 1813 George Wash. Way 509-946-7625</p> <p><b>Harry Van Dyken</b> 2735 Queensgate Dr., Ste. A5 509-627-6537</p>	<p><b>RICHLAND</b></p> <p><b>Dustin Clontz</b> 1060 Jadwin Ave., Ste. 325 509-943-1441</p>
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# Construction to begin in February on new PNNL office building

By Mary Coffman  
 editor@tcjournal.biz

DGR\*Grant Construction Inc. of Richland has been awarded a \$9.5 million contract to build a new two-story office building at Pacific Northwest National Laboratory in Richland.

Construction is expected to begin in February on the 26,000-sq.-ft. facility, which will house more than 100 PNNL staff who work on energy and national security research.

The office will be built on the north end of the PNNL campus in north Richland, near the corner of Stevens Drive and Horn Rapids Road. The facility was designed by MMEC Architecture of Kennewick and Spokane.

PNNL staff estimated that their new office building will cost approximately \$9.5 million to design, build and furnish. It will include 53 offices, 64 cubicles and four conference rooms.

The building is part of an ongoing campus strategy to acquire, modernize



DRG\*Grant Construction Inc. will build this new 26,000-sq.-ft. office building at the Department of Energy's Pacific Northwest National Laboratory in Richland.

and sustain facilities and infrastructure to further enable core research and development capabilities at PNNL. As part of this strategy, PNNL opened its new Systems Engineering Building in August. That high-security building has control rooms, testing platforms and laboratories used to address grid modernization, building efficiency, renewable energy integration and other energy challenges.

In addition, a 16,000-sq.-ft. general purpose chemistry laboratory is currently under construction and will open in March.

DGR\*Grant Construction is also the general contractor on that project, which will feature 10 chemistry labs and several workstations for researchers to use while conducting experiments. It is being built on the north end of PNNL's core campus,

near the corner of Stevens Drive and Horn Rapids Road, adjacent to the recently completed Systems Engineering Laboratory.

Founded in 1065, PNNL employs approximately 4,400 people and has an annual budget reaching nearly \$1 billion. It is managed by Battelle for the U.S. Department of Energy's Office of Science.

**MOVED**, From page 22

## MOVED

**ABCs of Wellness** has moved to 1029 N. Kellogg St. in Kennewick (inside Total Care Clinic). For more information call 509-735-9355 or visit [www.ABCsofwellness.com](http://www.ABCsofwellness.com).

**ANR Group Inc.** has moved to 295 Bradley Blvd., Suite 103 in Richland. Call 509-946-1725 or visit [www.anr-groupinc.com](http://www.anr-groupinc.com) for more information.

**Columbia Valley Luxury Cars** has closed their local dealership and moved to 12746 Bel-Red Road in Bellevue, WA. For more information visit [cvluxurycars.com](http://cvluxurycars.com).

**Community Real Estate Group** has moved to 4390 W. Van Giesen St. in West Richland. Call 509-420-4990 or visit [www.communityrealestategroup.com](http://www.communityrealestategroup.com).

**Don Antonios Mexican Restaurant** has moved to 528 W. Clark St. in Pasco. For more information call 509-585-1337 or find the business on Facebook.

**Heritage Home Accents & Floral** has moved to Heritage Nursery & Garden Center at 2816 W. 27th Ave. in Kennewick. Call 509-586-0744 or visit [heritagelandscaping.com](http://heritagelandscaping.com).

**Stay Gold Gift Shop** has moved to 1615 Columbia Park Tr. in Richland. For more information call 509-491-1292

or find the business on Facebook.

Michelle Clary's **Thrivent Financial** office has moved to 11257 W. Clearwater Ave. in Kennewick. Call 509-582-0570 or visit [www.thrivent.com](http://www.thrivent.com).

**Wysocki Accounting & Tax** has moved to 309 Bradley Blvd., Ste. 200 in Richland. For more information call

509-412-4434 or visit [wysockiaccounting.com](http://wysockiaccounting.com).

## CLOSED

**Academy of Cosmetology** at 1368 Jadwin Ave. in Richland has closed.

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**TOUCHSTONE**, From page 1

“We have quality people to help in certain areas and some new people will round out the mix. A new software system will help us to be more efficient in a lot of ways,” Schoeneberg said.

Schoeneberg said Touchstone has relied on a very loyal customer base, many of whom were “pleasantly upset” when they learned that McAlmond and Welsh were retiring.

Schoeneberg, who has worked as a gemologist at Touchstone for more than a decade, is excited about becoming the new owner of the store.

“I basically did everything from sales to buying gemstones – diamonds and estate jewelry – and customer relations,” Schoeneberg said.

He said he plans to carry on the posi-

tive tradition of customer service that Touchstone is known for.

“We will continue supplying some of the best cut diamonds in the world. We tend to focus on the quality aspect and will continue buying from suppliers overseas in Belgium,” he said. “It allows us to offer a great price on the best products out there.”

Touchstone has built strong relationships with cutters in Antwerp, Belgium, which allows them first pick before the diamonds go on the market. No two are the same.

Schoeneberg said he will continue providing high-quality diamond engagement rings, anniversary rings, gentleman’s wedding bands and loose diamonds. Touchstone will also continue offering in-store products, custom design, repair

and manufacturing.

A high level of anticipation has been a challenge during the business transition, he said.

“The paperwork has been tedious,” Schoeneberg added. “I’m ready to jump in and start helping people.”

The hardest part for Schoeneberg was being closed for a couple weeks after Christmas before a soft opening Jan. 12. Schoeneberg said his experience with Welsh and McAlmond are beneficial to his new position.

“Probably the most important thing I’ve seen (Welsh and McAlmond do) is they’ve had good people around them. Good personnel is important because you can’t do it on your own,” he said.

Schoeneberg has worked in the jewelry industry for 35 years, which has prepared

him to own and operate his own store.

“I think you learn different things from everyone you work for – you learn the good and bad and carry on with the good,” he said. “I had my own store quite a few years back and then got out of retail for a few years and then back in, so not a lot is foreign to me as far as owning a business.”

Welsh and McAlmond said their send-off has been heartwarming. They plan to enjoy retirement with Welsh upping his golf game, hunting and fishing and McAlmond pursuing her interests in writing and local theater.

“We have had almost every customer that was served here since 1987 stop by. It’s been so inspiring and wonderful,” McAlmond said. “They’ve all said ‘We don’t want you to leave.’ We had good news when Dennis decided to buy the business. It really took a load off our minds and made it sweeter, although I’m going to miss everyone.”

The long-time owners said they couldn’t have chosen a better place to open a business.

“It’s been everything we ever hoped for and more. Our gratitude goes beyond that. It’s a most wonderful, gratifying experience for people to make a business successful locally,” McAlmond said.

McAlmond said her late husband, Roger, originally launched the business with Welsh. They worked diligently to build a solid business based on dependable customer service and high-quality products.

Besides loyal customers ensuring Touchstone’s success for nearly 30 years, McAlmond has appreciated the philanthropic hearts of local residents.

“I can’t imagine anywhere better to live and Mark and Jeannie feel the same,” McAlmond said. “Our customers will have a comfort zone and our employees will all still have their jobs. It all came together so well. It’s all been absolutely unbelievable.”

Touchstone Jewelers is at 5215 W. Clearwater Avenue, Suite 116, in Marineland Village in Kennewick. The jewelry store is open from 10 a.m. to 6 p.m. Monday through Friday and from 10 a.m. to 5 p.m. on Saturday. The phone number is 509-783-2405. For more information, visit their website at [www.touchstonejewelers.net](http://www.touchstonejewelers.net).

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# Euphoria Salon finding new life along Swift Boulevard in Richland

By Elena Olmstead for TCAJOB

Five years ago when Melissa LaBeaf was looking for a place to open her hair salon, she had trouble finding exactly what she was looking for.

She wanted a space that wasn't too big, but also wasn't too small and she wanted to be sure she opened up shop in Richland. So she ended up opening Euphoria Salon and Spa in a small shopping complex on Gage Boulevard in Richland.

But with her lease renewal coming up, LaBeaf knew it was time to take another look around. And to find her new location she didn't need to look too far.

In late summer, her father and stepmother – Rob and Jayne Steelman, had purchased a property on the corner of Swift Boulevard and Wright Avenue in the heart of

Richland. LaBeaf said it wasn't until she told them she was thinking about moving the business, that she decided to look at the corner space, which proved to be a perfect spot.

The new salon is roomier and lined with large windows. It also has a private parking lot with plenty of space. It is also a stand-alone building, which appealed to LaBeaf.

LaBeaf opened Euphoria Salon and Spa at 1001 Wright Ave. in Richland in late October.

She said prepping the new space didn't take long. She just refreshed it with a little

paint and installed some custom cabinetry and the salon was ready to go.

LaBeaf said the new salon is about 2,000 sq. feet, which is about 500 sq. feet larger than her previous location and it also offers room to expand. There's about 1,700 sq. feet that isn't currently being used in the building, and LaBeaf is considering options for that space.

"My first thought is a coffee and wine bar," LaBeaf said. "In this industry, a client walks in with a coffee everyday."

But first things first, she's concentrating on growing the salon.

The added space has allowed her to offer a few new services, like sugar waxing and eyelash extensions. She also plans to start offering facials and body wraps. The salon already has a place dedicated to

these services.

In addition, she's having custom pedicure stations built and once those are installed she will add that service to her menu offerings.

Euphoria has five stylists and two estheticians working at the salon and she has room for up to six more stylists.

And since moving, the location has been steadily busy.

The new location has great visibility, she said, and is easy to get to, being just a few blocks off of the Bypass Highway. She feels like she's in the middle of a neighbor-



Melissa LaBeaf is the owner of Euphoria Salon and Spa. LaBeaf recently moved her salon to the corner of Swift Boulevard and Wright Avenue in Richland. She opened the doors at her new location in late October and has had a steady stream of clients ever since.

hood and is building a following in the area.

As for what the future holds for LaBeaf and Euphoria Salon, she's hoping that one day it won't be her father who holds the deed to the property, but instead she'll be owner.

"I've always wanted to own my own building and I told my dad that I want to buy this from him some day," LaBeaf said.

No matter what happens LaBeaf said she plans to stay in Richland.

LaBeaf wants her clients to know that

even though the salon has moved, she isn't going anywhere. Richland is where she grew up and where she plans to continue to grow her business.

"I'm really happy to be here," LaBeaf said. "We're not going anywhere. We're grounded here in the Tri-Cities."

Euphoria Salon and Spa is at 1001 Wright Ave. in Richland. Call the salon at 509-735-4100 or visit the salon's website at [www.euphoriasalon-spa.com](http://www.euphoriasalon-spa.com). The salon is open by appointment Monday through Saturday.

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## SIGN Fracture Care International Awarded Afghanistan Medal of Honor

By TCAJOB Staff

Dr. Lewis Zirkle, president and founder of SIGN Fracture Care International in Richland, and Jeanne Dillner, SIGN CEO, received the Allama Sayed Jamaluddin Afghan Medal, Afghanistan's second-highest honor, for SIGN's work in treating more than 5,000 patients by providing education and SIGN implants and instruments to SIGN programs throughout Afghanistan.

Afghanistan President Ashraf Ghani presented the award to Zirkle and Dillner during the second Afghanistan-SIGN Orthopaedic and Traumatology Conference, held in November at Shahid Sardar Dawood Military Hospital in

Kabul.

The first SIGN Program in Afghanistan launched in Kabul at Emergency Hospital in 2007. SIGN partnered with leading SIGN Surgeons to gather all orthopaedic surgeons within the Afghanistan borders at one location for the first Afghan-SIGN Orthopaedic and Traumatology Conference in 2008. "The surgeons traveled over insecure roads to attend this Conference," said Zirkle. "Many had not known each other previously, and they developed a network to share innovations, results, and challenges they all must all endure to treat patients in Afghanistan. They collaborated on unique solutions to treat orthopaedic

injuries then communicated their innovations, which have been used to treat many patients in Afghanistan since this Conference. The surgeons decided at this first Conference to create the Afghan Orthopaedic Society."

By 2010, 10 hospitals had incorporated SIGN Programs into their orthopaedic surgery centers.

The second Afghan-SIGN Orthopaedic and Traumatology Conference took place Nov. 10-11.

General Abdul Khaliq, the Afghanistan Minister of Defense, and Dr. Ferozudin Feroz, the Minister of Public Health, kicked off the event with remarks.

"Dr. Feroz remarked that the Afghanistan surgeons have praised the SIGN Program of supplying implants and training for making such a positive impact in the lives of the injured soldiers and civilians," Dillner said.

The 29 surgeons representing orthopaedic departments from around the country presented results of SIGN surgery in their hospitals. If they did not have SIGN implants available, they showed how they had improvised to provide orthopaedic care for their patients.

More than 200 surgeons from hospitals throughout the country attended the Conference.

"I humbly respect the Afghanistan

surgeons who treat their patients with great skill under difficult and insecure circumstances as they also try to maintain a normal family life with their families," Zirkle said.

The Allama Sayed Jamaluddin Afghan Medal is the second-highest honor for civilians in Afghanistan. Sayed Jamaluddin Afghan was a famous Islamic scholar and philosopher of the late 19th century.

"We are truly humbled by this tribute to SIGN's work in Afghanistan, we feel this commendation is shared with the entire SIGN Family," said Dillner. "Our donors, tireless volunteers, dedicated staff, and SIGN Surgeons create the opportunity to heal thousands worldwide every year."

SIGN Fracture Care International based in Richland is dedicated to creating equality of fracture care throughout the developing world. Founded in 1999, by Zirkle, SIGN works with surgeons in 50 developing countries treating the injured poor. They design, manufacture and donate — or sell at an affordable cost — orthopaedic implants for use in under resourced hospitals. The impact of the SIGN IM Nail System has allowed surgeons to treat more than 158,000 patients. SIGN is known for their creative and innovative designs and received the 2013 Patent for Humanity Award.



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# LEGAL & TAXES

## Tax business grows and expand services through 40-year history

By Jessica Hoefler for TCAJOB

Katie and Wayne Jackson were both first-generation college graduates, earning their degrees in education. They met at Southern University in Baton Rouge, La. and moved to the Northwest in 1968, when northern schools were seeking to integrate more African American teachers into their staff.

“They were going to Seattle to find work and they stopped off in the Tri-Cities,” said Kedrich Jackson, the couple’s oldest son. “My uncle was living here at the time and they were stopping by to say hello and go onto Seattle. But Mom ended up getting a job offer and Dad did shortly after.”

But Wayne Jackson was an entrepreneurial spirit. While he enjoyed his teaching career at Pasco High School, his passion was numbers. With a Master’s degree in mathematics, he began doing tax returns on the side.

“Quite frankly, it was a good business opportunity,” said Kedrich Jackson. “Not many people liked doing taxes — especially with the complexity. We didn’t have computers then. They were done by hand. Dad went to their homes to do the work and it was quite lucrative for him.”



Kedrich Jackson, pictured on the left, has taken over the reins as president of American Tax Consultants. His father, seated, continues to stay involved, but Kedrich and his brother, Von (on right), will carry on the business as it grows and expands.

By 1972, Wayne Jackson was doing 200 to 300 returns by hand. That was the grassroots beginning of the Tax Consultants of America. Jackson later changed the business name to American

Tax Consultants. The family used the extra money from the business to invest in rental properties, a restaurant, and even put Kedrich and his brother, Von, through college.

“My brother and I both have Master’s in mechanical engineering,” said Kedrich Jackson. “Math is second nature to us.”

Their father continued to balance his career in education and the tax business, but each year the number of tax returns climbed. Eventually Wayne Jackson hired DECA students to help meet the seasonal demand.

In 2001, he hired his first part-time employee, Kedrich Jackson said.

“At that time, his tax business basically took over our living room by the front door,” he said.

For eight years, American Tax Consultants operated in the family home, but the reality was the business needed its own space.

“When you’re doing close to 500 tax returns — that’s how many visitors are coming to your house. Mom wanted her house back,” Kedrich Jackson added.

In 2009, American Tax Consultants leased a 1,200-sq.-ft. building on Court Street in Pasco.

That same year, Kedrich Jackson retired from Hewlett-Packard and his father asked him to take over the business.

►TAX, Page 35

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## Washington becomes first state to license legal technicians

By Elsie Puig for TCAJOB

In May of 2015, Priscilla Selden of Wenatchee and others passed an eight-hour licensing exam, moving one step closer to becoming the first Limited License Legal Technicians in the country. The state's new Limited License Legal Technician is a new professional designation that authorizes them to advise clients and file documents in family law court in the state of Washington.

Selden has worked as a paralegal for 25 years, but had been laid off. She saw getting the license as a great opportunity.

"I was increasing in professional experience and skills in the field, and having that autonomy was attractive to me," she said. "When the rule was adopted and the education program was ramping up, I had been laid off from a job and was wondering what I would do next, I thought I was going to go on this path and see how far I could get."

Now Selden runs her own practice helping low- to median-income families with legal matters.

"It is really rewarding to provide legal services to people who otherwise wouldn't be able to afford them," she said. "Some people are really grateful."



**Last year, the state of Washington became a pioneer in the justice system by being the first state to train, license, and regulate legal technicians. This new breed of legal professional are trained and licensed to advise and assist people going through divorce, child custody and other family-law matters in Washington.**

Last year, the state of Washington became a pioneer in the justice system by being the first state to train, license, and regulate legal technicians. This new breed of legal professional are trained and licensed to advise and assist people going through divorce, child custody and other

family-law matters in Washington.

Think of them as the nurse practitioners of the legal field. They can provide limited legal services and legal advice without the supervision of a lawyer, which means some of them even have their own practice.

Legal technicians can't go to court,

negotiate on behalf of a client or handle real estate property or assets in a divorce. But when a divorce is amicable, a legal technician is all that is needed.

The legal technician program came as the state judicial system's response to findings found in Washington's 2003 Civil Legal Needs Study.

The study describes the justice gap experienced by the state's low to moderate-income residents, who were representing themselves in divorce proceedings, discrimination complaints, and even landlord and tenant disputes.

The study found that 80 percent of people in low-income households were representing themselves, or seeking help from unlicensed individuals working outside the system.

"This helps us be assured that their legal needs are monitored and regulated, and to prevent ultimately the unauthorized and unqualified practice of law," said Paula Littlewood, executive director of the Washington Bar Association. "The main goal is consumer protection and access to justice."

Steve Crossland, a Cashmere-based attorney who helped write the rule allowing for the new tier of legal service providers, said there was an incredible unmet need for accessible legal services.

Eventually, the state hopes to expand the legal technician program so that legal technicians can also work on elder law, landlord tenant law and immigration law. They also hope to expand the legal technician's role in court to handle simple matters such as explaining how certain forms were filled out.

The requirements to become a legal technician are rigorous, said Crossland. To be eligible the candidate must have an associate level degree or higher and complete 45 credit courses of curriculum through an ABA-approved law school or paralegal program.

► **TECHNICIANS**, Page 35

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# Family law attorney's compassionate approach garners national attention

By Elsie Puig for TCAJOB

Family is important to Scott Ashby, owner of Ashby Law. It's the main reason he decided to leave a comfortable position as a high-stakes corporate litigator at an international law firm in Phoenix, Ariz. and move to the Tri-Cities to start his own practice.

"I did large civil litigation cases all over the U.S. for Fortune 100 companies," Ashby said. "It was a lot of travel and time away from family. I got tired of the travel and decided it was time to move back."

Ashby was born and raised on a small family farm in Quincy. He graduated from Central Washington University and then Cornell Law School.

He moved his family to the Tri-Cities in 2010 and in 2012 he opened Ashby Law, a law office that would focus on helping families instead of businesses.

If anybody knows the importance of family, it's him. He and his wife of 35 years have six children and ten grandkids, with two more on the way.

Since opening, Ashby Law has grown to a reputable law firm with seven attorneys, 30 employees and 13 paralegals and support staff and two offices. And there are plans to open a third. Ashby Law is south and central Washington's only multi-lawyer firm that strictly practices family law.

"In 2013, I decided that I really liked helping families through difficult situations," said Ashby. "It's really been amazing and gratifying that our approach has been so well received."

He attributes his success to a compas-

sionate approach and philosophy on divorce and parenting.

"We help people plan for a new and better future," he said. "When clients come to us, they have major issues, whether it's a child custody dispute or a divorce. So we strategize. We talk to them about reasonable outcome. We talk about what is best for their children and their future. Even though family changes, we focus on co-parenting, the parents may have fallen out of love, but that family unit continues to exist."

Sometimes however, both parties are not able to come to an amicable agreement, making trials necessary.

"We take a lot of cases to trial, but like any relationship, you can be firm but fair," he said. "Is there a way both parties can come to a mutually beneficial resolution? The answer almost always is yes. What swings an arrow is a little bit of compassion and understanding. Even with people who are combative, you can come to a resolution that is a win for both sides."

He said many law firms treat family law like personal injury cases, where the measure of winning is how much money is gained. His measure of success is seeing clients happy with their new family dynamic. He makes sure he hires attorneys who feel the same way.

"We hire people with that same philosophy," he said. "We're selective and our attorneys undergo a lot of training. We build better futures for our clients — they may be divided, but not broken."

Ashby said he wasn't sure would like



Quincy native Scott Ashby, back row center, moved back to the Mid-Columbia in 2012 after working in corporate law in Arizona. He initially opened a one-man office that focused on family law. Now his two-office firm has seven attorneys and more than 30 employees. Front row, from left: Katherine Brandt, Jennifer LaCoste, Kimberly Powell. Back row, from left: Zach Ashby, Ashby, Glenn Slate, Jared Paulsen.

family law when he started. But he started in with the view that his clients are in crisis and it's his job to help repair the damage, rather than cause more.

"It gives us satisfaction to rescue families that are headed to dark place, that is our difference in law firms," he said.

That philosophy has garnered the law firm multiple awards and national recognition.

This year Ashby Law will be recognized in The Wall Street Journal as one of the top premier law firm in the region. The American Institute of Family Law named Glenn Slate, one of the law firm's attor-

neys, among the Top Ten Family Law Attorneys in the State of Washington. And National Advocates named Scott Ashby to its Top 100 Family Law Attorney for two years in a row.

In 2016, Ashby plans to open a Yakima office. His goal, he said, is not to simply get bigger, but to help more families.

"Our sincere hope is that we can help more and more people," Ashby said. "It's not about how big we can get, it's really about changing the way family law is practiced in this side of the state."

For more information on Ashby Law visit [www.pnwfamilylaw.com](http://www.pnwfamilylaw.com).

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## Capital gains-now or later: A 1031 Exchange may be the solution

By Dennis Gisi for TCAJOB

During tax season my father, a W.W.II veteran used to say, "I am proud to be an American and have fought for its freedoms, but I could be just as proud for half as much."

I certainly agree and I am sure many of us feel this way.

There are a number of ways to accomplish this, legally of course, thru IRAs, pension and profit-sharing plans, Roth IRAs and more. If you are a real estate investor, a tax-free exchange or 1031 Exchange is an excellent method of sheltering taxable gains.

A tax-free exchange is a method of selling a capital asset, like real estate, according to certain prescribed rules and

procedures in a manner that all or most of the capital gains taxes will be deferred to the future. It may help to think that the taxpayer is not selling a capital asset but is reorganizing his or her investments. Congress decided this reorganization was not a taxable event if conducted in accordance with certain rules.

Let's start with some definitions. Long-term capital gains stem from assets you've held for more than a year. Short-term capital gains are from assets held for a year or less.

For most of us in 2016, and until further notice, the tax rate on long-term capital gains is 15 percent, while those in the top bracket pay 20 percent and those in the 10 percent or 15 percent tax bracket

pay no taxes on those capital gains.

Those earning more than \$200,000 (filing single) or more than \$250,000 (joint filing) may also have to pay a 3.8 percent Net Investment Income Tax, which is pegged on to help fund the ACA, or Obamacare.

For short-term gains, the capital gains tax rate is your ordinary tax rate, which could be in the 33-40 percent range if you're a high earner. For most of us, it will be 25-28 percent.

If paying even 15 percent on your long-term capital gains seems unpleasant, buck up, because you don't always have to pay it.

If you have more losses than gains, you can use up to \$3,000 of losses to

offset your overall taxable income, and any more than that can be carried forward into future years.

The following is an example of the 1031 exchange process. The following compares a typical sale and a 1031 exchange.

Bill decided to sell the condominium he has owned for six years, relinquishing the property. The property's current fair market value is \$1.5 million. However, at the time he purchased the condo, the FMV was \$500,000. After Bill spent \$50,000 in capital improvements and the property depreciated by \$80,000, his adjusted cost basis was \$470,000. Bill was advised by his tax consultant to engage in a tax-deferred exchange.

Bill's real estate broker discovered an apartment building for \$2.75 million, the replacement property. Bill purchased the property using the net proceeds from the sale of his condo within the 180-day period and successfully completed the 1031 exchange. If Bill had sold his condo without using a 1031 exchange, he would have paid \$144,500 in federal taxes.

Through the use of a 1031 Exchange, Bill deferred his capital gains and depreciation recapture taxes, and had \$144,500 more to invest into a replacement property.

For reasons other than tax savings investors may want to exchange property.

The client is determined to sell for some or any reason, due to the age of neighborhood or maintenance expenses or whatever.

The client is tired of residential rentals and wants commercial or vacant land.

The client wants to switch into faster-appreciating investments.

The client wants to get rid of appreciated non-income-producing vacant land and buy income-producing investments.

The client sells fully depreciated property and buys a more valuable property, thus creating a new tax shelter and avoiding the recapture (tax) on the depreciation.

The client wants to leverage up his or her investments.

The client wants to defer payment of tax liability to take advantage of the "time value of money."

The client wants to rearrange his or her holdings in anticipation of death.

The client mistakenly thinks that selling is the only way to secure much needed cash.

The client wants his or her investment property to be near his or her principal residence.

Tax-free exchanges are allowed by the IRS for property held for the productive use in trade or business and investment property.



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## Distinguishing the revocable living trust from the will-based estate plan

By Beau Ruff for TCAJOB

You've likely heard finance experts say it. In fact, Suze Orman wrote about it in the July 2015 issue of the *Costco Connection*. It is this piece of estate planning wisdom: "A revocable living trust is a document all families should have." Is this true? Do you need a revocable living trust here in Washington state?

The two primary methods to pass property to your heirs are the Will and the Revocable Living Trust. Most of us are familiar with the Will. But, the RLT sounds so interesting, exotic and esoteric. Do you need one?

First, let's understand the RLT. It is a separate entity. In a sense, it is like setting up your own corporation. The attorney drafts the shell (the trust), and you transfer in all your assets into the trust. For example you deed your house from Beau Ruff to Beau Ruff, Trustee of the Beau Ruff Trust dated January 1, 2016.

Now, Beau Ruff is not the owner of the house any longer, but Beau Ruff — in his fiduciary capacity — is the owner of the house. And the RLT dictates how the trust is administered during life and death. Largely, during life, you would have unfettered access to the trust and its assets, just as you have access to your assets without the trust.

Does the RLT offer advantages over Will-based planning?

For income tax purposes, the RLT is a grantor trust, meaning it is treated as if the trust didn't exist at all. This means

there is not a single income tax advantage or tax planning opportunity to the arrangement.

The Beau Ruff Trust doesn't die like Beau Ruff eventually will. This means that the property in the RLT is not generally subject to the dreaded "probate." People often fear that word — probate. Most aren't really sure what it is, but they want to avoid it at all costs. With a properly structured RLT, probate is avoided. But, in Washington, the probate process is much simpler and less expensive than other states. It is not a process to be feared.

Further, the RLT is administered through a process called "Trust Administration."

Since about 2013, the administration of a RLT though the trust administration process is substantially similar to the probate process for a Will. For most people, the perceived advantages of avoiding probate are not realized.

The Will is generally simpler to draft, less expensive and less complicated. And, to the extent the RLT is not properly 'funded' (that it, all the assets must be properly titled in the name of the trust), then there is the possibility you would go through both trust administration and probate to properly administer the estate.

There is no estate tax savings when comparing an RLT and a Will, with associated testamentary irrevocable trusts.

There is no creditor protection for an

RLT above and beyond that achieved with a Will-based plan (with associated testamentary irrevocable trusts).

The Will is public, so it is filed at the county courthouse upon death. The RLT is typically not

filed at the courthouse. This privacy is typically of limited value. Most people do not venture to the courthouse to read wills. And, if someone does happen to read a will, it is usually pretty bland. In some cases with celebrities or politicians or sensitive bequests, like 'I give \$1000 a month to my son John Smith who is a meth addict, but only so long as he can pass a urinalysis exam to show he is clean of meth at the time of distribution,' the privacy might be important. Most people don't find value in the privacy proposition offered by Trusts.

So, the RLT costs more, it is more complicated to set up, the advantages so far seem small. Why would anyone set up the RLT?

In my opinion, there is really one major factor that weighs in favor of the RLT- the amount and nature of real property owned outside of Washington. If there is a lot, consider the RLT.



Beau Ruff  
Cornerstone  
Wealth Strategies


If there is not, you are probably just as well off with a Will-based estate plan.

Ask your trusted estate-planning attorney which he prefers. About 90 percent of the estate plans I draft are Will-based estate plans. For myself and my family I chose a Will-based plan.

You don't want to confuse the RLT with other types of trusts, like irrevocable trusts, which can have real income tax, estate tax and creditor protection attributes that don't exist in the revocable variety.

Also, please note that other states' laws are different and in other states you can achieve real creditor protection through a RLT and avoid expensive probate costs.

Attorney Beau Ruff grew up working for his father at Ruff's Giant Burgers. He graduated from Kamiakin High School and obtained both his bachelor's degree and Juris Doctor degree from Gonzaga. Ruff also has a Master's degree in Taxation. After law school, Ruff served as a Judge Advocate General's Corps in the U.S. Army for four years, including a tour to Iraq for which he was awarded the Bronze Star. Beau later practiced as an attorney with the law firm of Leavy, Schultz & Davis, P.S., where he focused on business planning, estate planning, and taxation. In January of 2016, Ruff joined Cornerstone Wealth Strategies in Kennewick. Beau is the President of the Tri-City Estate Planning Council.




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## 2016 brings new Affordable Care Act reporting requirements for small businesses

By Chris Neal for TCAJOB

The vast majority of information necessary to properly comply with the new reporting requirements is found in 26 CFR 1.6055-1 Information Reporting For Minimum Essential Coverage.

For those of you who would rather focus on your businesses here are the basic essentials for what you are required to provide.

Every person who provides minimum essential coverage to an individual during a calendar year must file an information return and transmittal and furnish statements to responsible individuals on forms prescribed by the Internal Revenue Service.

### Minimum Essential Coverage

There are quite literally volumes of information on what is minimum essential coverage. Then a wise colleague of mine simply stated that if you purchased health care coverage recently, it meets those qualifications or else they couldn't sell the policy. The brilliance of that statement and a quick call to your insurance provider should provide you with all the assurances that your policy meets minimum standards.

### When Do I Need To Report

Jan. 31 – Each employer furnishes a statement of minimum essential coverage for each covered individual

Feb. 28 – Providers of minimum essential coverage must file forms 1095-B and 1094-B.

Mar. 31 – You may extend the February reporting date to Mar. 31, if you file forms 1095-B and 1094-B electronically.

Jan. 31 – Statement

The easiest way to comply with this reporting requirement is to send a copy of form 1095-B to each “Responsible Individual.”

A ‘responsible individual’ is defined as the primary insured, employee, former employee, uniformed services sponsor, parent, or other related persona named on the application who enrolls one or more individuals, including him or herself, in minimum essential coverage.

Think of providing a 1095-B like providing each of your employees with a W-2 form at the end of every calendar year. You have to create the form per employee anyway, and therefore, this is the easiest way to comply with reporting requirement to employees.

You are not required to provide a copy of form 1095-B to each employee. An alternate statement may be provided that includes only a portion of information provided on form 1095-B: Name of responsible individual (the primary insured individual or the parent or spouse who submitted the application for coverage); name of the coverage provider and essential contact information for that provider.

You do not need to provide a statement



Chris Neal  
Columbia  
Consulting

to every covered individual. You only need to provide information to those responsible individuals. This does create a potential problem should the responsible person not divulge the proper information to a covered individual for their personal tax filings.

The responsible person must receive either the 1095-B or alternate statement by mail unless the recipient consents to receive the statement in an electronic format. A recipient may consent on paper or electronically. If consent is on paper, the recipient must confirm the consent electronically.

As previously stated, you may wait until Mar. 31 to provide the necessary filings if done so electronically.

Despite your chosen reporting date, forms 1095-B and form 1094-B must be provided annually. Form 1095-B is broken into four parts with appropriate instructions:

### Part I: Responsible Person

This section is simply the information of your employee or main insured individual. There are a couple little quirks in this section. Line 3 allows for a social security number, tax identification number, or date of birth. Line eight asks for the identifying origin of the policy. The options are as follows: Small Business Health Options Program; Employer-Sponsored coverage; Government –Sponsored program; Individual market insurance; Multi-employer plan; Other designated minimum essential coverage.

When in doubt, contact your health

insurance provided regarding your appropriate origin of policy code.

### Part II: Employer-Sponsored Coverage

Your insurance company will provide you with this information if you have employer-sponsored health coverage.

### Part III: Issuer or Other Coverage Provider

If you do not have employer-sponsored coverage, then your health insurance provider information is provided in this part. It applies to self-insured coverage Medicaid, Medicare or other government sponsored coverage.

### Part IV: Covered Individuals

This gives the IRS the name, SSN, Date of Birth and coverage information for each covered individual. Note that if an individual is not covered for the entire year, you must report every month in which the individual was covered for at least one (1) day. This is used for IRS penalty assessment if necessary.

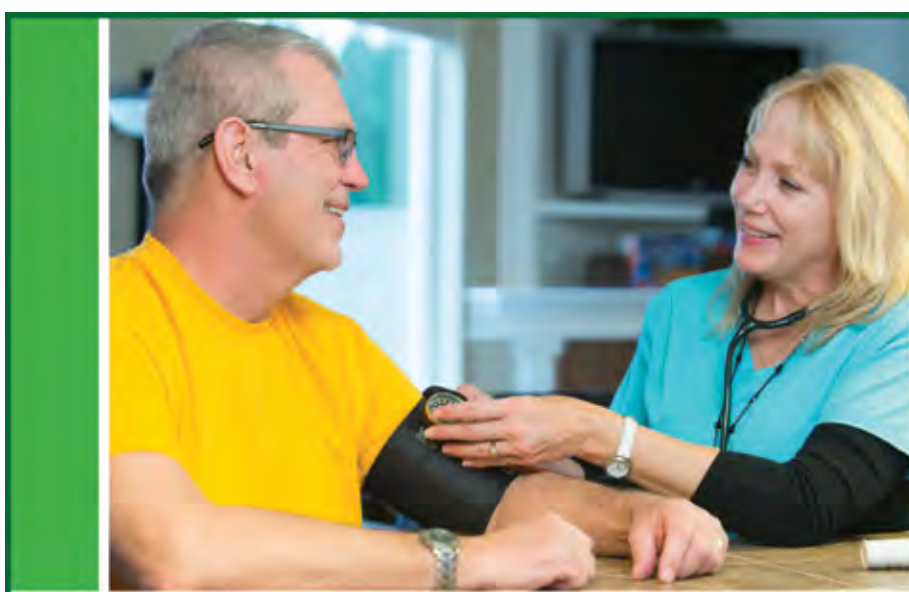
### Penalties

Businesses with fewer than 50 full-time equivalent employees are exempt from penalties. You do not have to offer health care coverage.

However, if you do have health insurance the penalties for failure to properly file returns are under section 6721 and 6722 of the Internal Revenue Code.

The penalty for failure to file after Dec. 31, 2015, has increased from \$100 to \$250 for each return not filed. The total penalty imposed cannot exceed \$3 million.

►REQUIREMENTS, Page 36



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**TAX**, From page 29

"I have corporate management experience and a lot of what I learned at HP—all those skills sets that I gained—he wanted me to apply to our business to help us grow it even further," he said.

Kedrich Jackson joined the family business in 2010 and officially took over in 2011. His brother, Von Jackson, joined as a part-time employee in 2010 and became a full-time vice president for the business in 2011.

"Dad is officially 75 percent retired. He still has a small client base that are very loyal to him and he still has a desk," said Kedrich Jackson.

Now American Tax Consultants has about ten employees during the tax season, but maintains a staff of five to six employees year round. Along with tax preparation for

individuals, Jackson said they also handle returns for estates and nonprofit companies.

"We do every single tax return the IRS accepts," he said. "We also do tax resolution and that ties particularly to our background—solving a tax problem is just a different process you follow to reach a solution. And because we offer that year round when most other franchises close, we can continue to offer that service after the season ends."

About 80 percent of their business is related to taxes and American Tax Consultants has clients in Texas, New York, Ohio and California. They have even filed returns for clients in Russia.

"She hadn't filed in several years," said Jackson, referring to the client from Russia. "And after a few months, we got everything filed for her. Because the IRS has reduced

their staffing, they do a lot of their audits through correspondence and people will bring their letters to us and we'll help them solve their problems."

American Tax Consultants also offers bookkeeping and payroll services, as well as business registration and consultations.

Kedrich Jackson said the business is considering expanding into other areas, as well.

"Doing taxes is very personal, so what you want to do is be able to help people in the current year to maximize their return and minimize their liability," he said. "But you also want them to look forward to what they want to do with retirement."

Within the next year or two, Jackson said American Tax Consultants plans to become certified to be able to offer financial products and solutions. Along with

expanding their services, they expect to move to a larger location to meet the growing demand for tax help.

"This past year, we picked up over 500 new clients," he said, adding that they processed about 3,000 returns in total. "Taxes are complex and can be frustrating at times. I think it's the value proposition our dad instilled in us: Help everyone who walks through the door. And what keeps us going is helping other people."

American Tax Consultants is at 3330 W. Court Street, Ste. R, in Pasco. During tax season, Jan. 15 – April 15, the business is open from 9 a.m. to 9 p.m. Monday through Saturday. Off-season hours are 10 a.m. – 4 p.m. Monday through Friday. Call them at 509-547-3961 or schedule an appointment through the website at [www.atc415.com](http://www.atc415.com) or find them on Facebook.

**TECHNICIANS**, From page 30

After that is complete, the candidate must also take practice area courses with curriculum developed by an ABA-approved law school. The schools currently offering those courses are University of Washington and Gonzaga.

After all those requirements are met, they must pass a qualifying exam and clock 3,000 hours of experience under the supervision of a licensed attorney.

"We developed a curriculum that really fits what we need in order to give them skills and knowledge they need," said Crossland.

Crossland said many attorneys are now paying for some of their paralegals to become legal technicians. For those who decide to open their own practice, he envisions a sort of referral program where legal technicians refer attorneys for proceedings they can't take on themselves.

"It would also bring work into the firm that wouldn't have come in otherwise because of high cost of attorney fees, when the limit of authorization kicks in, the lawyer would step in," he said.

Littlewood said that since legal technicians are fairly new in the marketplace, and only a handful practice throughout the state, it's difficult to put a price tag on their services just yet. But, she does say many end up charging \$60 to \$80 an hour for services, others opt for a flat fee.

Crossland said that in Eastern Washington only Spokane Community College is ABA-approved to offer the requirements needed to become a legal technician. He is working with several other community colleges in order to introduce the program in their course offerings.

"There is a huge potential for community colleges to train legal technicians that would stay and serve their communities," he said. "We're seeking to expand that, currently there are only four throughout the state."

There are currently no legal technicians practicing in Benton or Franklin counties, but that may soon change. More information and a directory of state licensed legal technicians can be found at [www.wsba.org](http://www.wsba.org).



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# Regional agricultural show draws growers, ranchers from four states

By Loretto J. Hulse  
news@tcjournal.biz

Displays at trade show booths seldom startle passersby, making them jump and their eyes go wide.

"I get that reaction a lot at shows," said Brad Felger, gently stroking the head of his gyr falcon, Hoko. He was advertising for Airstrike Bird Control, Inc., and his passion, falconry, at the Eastern Washington Ag Expo held Jan. 5 and 6 at TRAC in Pasco.

Hoko and the other 80 or so falcons and hawks owned by Felger provide orchardists a valuable service by scaring off flocks of European starlings, finches and other birds from trees full of ripening cherries, peaches and other tree fruits and berries.

Airstrike Bird Control also has falcons in Oregon, California and Pennsylvania.

Felger lives in Conway, Wash., near Mt. Vernon, but travels all over Washington attending ag shows and flying his birds during harvest.

"It doesn't take many falcons or hawks to send starlings on their way," he said.

All of Felger's birds were bred in captivity. By law, falconers can't use captured wild birds for avian abatement.

Felger said these working birds are flown when they're hungry and looking for a meal.

"Otherwise they'll just go and sit on a post and watch the scenery," he joked.

This is the first time in about five years he's attended the Expo.

"So far there's been a lot of interest," he said.

Felger, who was recently elected president of the Washington Falconers Association, said there are about 240 licensed falconers in the state.

"And the number is growing," he said.

The Eastern Washington Ag Expo is also grow-

ing said Colin Hastings, executive director of the Greater Pasco Chamber of Commerce.

There were more than 125 vendors this year and 1,900 people attended, which was more than last year, Hastings said.

This year the Expo's name was changed to the Eastern Washington Ag Expo.

"We did that to reflect the fact that

**"Rebranding the show as Eastern Washington instead of Pasco gives it more of a regional flavor."**

- Colin Hastings,  
executive director of the  
Greater Pasco Chamber  
of Commerce



Falconer Brad Felger of Airstrike Bird Control, Inc., talks to a Mid-Columbia cherry grower about using falcons, like Hoko, sitting on his wrist, to scare away fruit-destroying birds like European starlings.

we're now drawing in people from throughout Eastern Washington, Eastern Oregon and further up north, even into Idaho and Montana. Rebranding the show as Eastern Washington instead of Pasco gives it more of a regional flavor," said Hastings.

Several vendors offered samples of produce and other Mid-Columbia foods, also something new this year. Hastings said it was a popular addition to the Expo and he expects to see more vendors offering samples next year.

The various seminars offered during the Expo were well attended.

"I believe one of the bigger draws for them was the caliber of the professional speakers we had on precision agriculture, how to precisely measure the fertilizer, the water necessary, and when to apply them those are the discussions that are trending in agriculture today," Hastings said.

Competitions for the sixth annual Lyle Holt Scholarships were also held during the Expo. Winners were Lacey Desserault and Tye Taylor, both of Prosser High School and Riley Reed of Connell High School. They will split \$3,300 in scholarship funds.

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## Word-of-mouth revs Cronk Automotive's engine for 30 years

By Audra Distifeno for TCAJOB

It may be hard for some to believe in today's digital world, that a small business can flourish for 30 years without any formal advertising.

But at Cronk Automotive in Richland, no website, Facebook page or Twitter account is necessary.

Owner Bob Cronkhite attributes the success to the business' two core values: honesty and integrity.

"Happy customers are your best salespeople," Cronkhite said. "You keep the good reputation by not selling people something they don't need. We don't go looking for trouble (on their cars). We've never relied on up-selling or nit-picking a car to death."

Since opening the doors in 1985, his goal has been to serve people with honesty.

"It's hard for a lot of people to feed their families and keep their cars running. People appreciate honesty," he said. "We're working on third generation family's cars – the grandchildren of some of our first customers. I see it perpetuating itself and that's just phenomenal to me."

Though he doesn't advertise directly, the business owner does credit Google and Yelp with increasing business through customer reviews.

"We're getting more and more new people coming to Tri-Cities and mentioning they saw our great online ratings," Cronkhite said.

Cronkhite semi-retired from the shop on Wellsian way across from Fred Meyer two years ago, so he no longer gets grease under his nails. But does work behind-the-scenes with his wife and he stops in weekly to check in on the shop and his employees.

Cronkhite said heavily depends on his four stellar employees to carry on the integrity of the business – offering solutions to customer's vehicle-related problems and consistent, honest estimates.

**"Happy customers are your best salespeople."**

- Bob Cronkhite,  
owner of Cronk Automotive

Automotive technicians Shea Conner, Derek Rammerman

and John Baylor have been at Cronk for about 12 years and are very reliable and trustworthy, Cronkhite said.

The shop's manager and service writer, Ryan Jackson, has worked for Cronkhite for 24 years and has contributed in a large way to the automotive repair shop's success.

"The clientele love him," said Cronkhite.

Shortly after graduating from high school, Jackson started stopping by Cronk's.

"He pestered and pestered me for a job," Cronkhite said.



John Baylor, an automotive technician at Cronk Automotive in Richland runs diagnostic tests on a customer's car. Bob Cronkhite started the auto repair shop in 1985. For three decades, Cronk Automotive's core values of offering service with honesty and integrity has driven growth at the business.

Then one day when Bob's right-hand 'man,' — wife Chris Cronkhite was working — Jackson stopped by again to inquire about a position. Cronkhite had been working solo up to that point.

"Chris was curious about him, so I called the head of the auto tech department at Richland High. He told me that if he were looking for someone, Ryan would be the one he'd choose," Cronkhite said.

Cronkhite offered him a job and has never regretted the decision.

"Ryan was really paying attention and is doing everything the Cronk Automotive way," Cronkhite said. "He now runs the day-to-day business. We get employees and hold onto them for a good long time. We treat them right and they just stick around."

Cronkhite worked at the Richland Texaco for about nine years before it closed. He built a strong clientele while

there and continued working on cars at his home as needed for about a year.

He said one morning he woke up to six inches of snow on the ground in November 1985 and realized that working at his home wasn't going in the long run.

Fred Meyer had opened on Wellsian Way about a year prior and the commercial area was developing. He noticed a "For Rent" sign in a window across from Fred Meyer. He rented the space and remains there today.

"We're kind of off the beaten path, but it hasn't hurt us," Cronkhite said.

What began with just one bay on the left-hand side of the building grew into acquiring the entire building within about four years of opening. He knocked down walls, installed hoists and grew the business.

►AUTOMOTIVE, Page 45



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# Physical therapy restores quality of life — physically and mentally

By Loretto J. Hulse  
news@tcjournal.biz

Before Glenda Higgins discovered the benefits of physical therapy, her world often spun out of control.

The 64-year-old Kennewick resident suffered from bouts of vertigo for nearly five years before seeking help from Therapeutic Associates.

“It was horrible. I couldn’t lay down, the room just spun and spun around and around,” she said.

The worst feeling for her was when everything looked like it was spinning up and over like a Ferris wheel, Higgins added.

“That just makes you nauseous,” she said. “You can’t walk, you can’t do anything.”

Once at a beauty salon, her stylist was washing her hair. Higgins, whose head was tipped back over the salon sink, experienced such an acute attack of vertigo she had to be taken to the emergency room.

“It was crimping her neck that caused it,” said Ken Call, a physical therapist and doctor of physical therapy. Call is the clinic director for Therapeutic Associates’ two Kennewick offices: Southridge Physical Therapy at 4303 W. 27<sup>th</sup> Ave., Ste. C and West Kennewick Physical Therapy, 1408 W. Louisiana St., Ste. 104-A.

“Vertigo is all about nerves. It’s caused by a number of vestibular disorders which affect the inner ear,” Call said.

After Higgins’ trip to the emergency



Glenda Higgins of Kennewick works out on a TRX machine, which uses a person’s body weight to build muscle strength at Therapeutic Associates.

room, her doctor prescribed drugs to help ease her symptoms.

“I took them for three months, but one was Valium, which can be addictive. I didn’t want to be on Valium the rest of my life,” Higgins said.

Higgins has been a longtime patient of Therapeutic Associates for various health issues, so was aware of the help they could offer. In addition to finding help to control her vertigo, Higgins wanted to rebuild her physical strength and lose weight.

“My doctor wanted me to have my knees replaced, but I didn’t want to go that route,” she said.

Instead, the staff at Therapeutic Associates tailored a series of exercises to Higgins’ needs. She’s been doing them

twice a week for nearly two years, enabling her to build up her strength while losing 25 pounds.

“My diabetes is under control and the weight loss has helped my sore knee. I was never happier than the day I was able to carry the groceries into the house myself,” Higgins said.

Call explained that for each pound of weight lost, you reduce the force on your knees by four pounds.

Higgins doesn’t need to attend physical therapy sessions at the clinic anymore; she could do them at a gym. But she says she prefers the privacy and the one-on-one time with her trainer, Jessica Albertson, an exercise physiologist for Therapeutic Associates.

“The difference between going to a

gym and coming here is you’re doing prescribed medical exercises with supervision,” Call said.

Many people seek out physical therapists to improve their muscle strength and balance, oftentimes after having been in the hospital for days or weeks.

“It doesn’t take long to lose muscle strength when you’re in ICU flat on your back,” Call said. “Forty percent of people never return to their former condition, putting them at risk for falls.”

People visit physical therapists for a variety of reasons. One woman told Call she just wanted to pick up her grandbabies safely. Others want to be able to get in and out of bed, rise from a chair, get in and out of a car and on and off the toilet safely, so they’re able to continue living in their homes.

“They don’t want to run marathons,” Call said. “It’s our job to return them to as an active lifestyle as they want or need to live.”

Exercising does more than build up physical strength, it also helps with mental acuity.

Exercising for physical strength also helps you mentally.

“After all, the brain is a muscle too,” Call said. “As you’re walking count backwards from 84 by threes. Do crossword puzzles, Sudoku or go to a website called Lumosity, [www.lumosity.com](http://www.lumosity.com), where you’ll find all kinds of games designed to challenge your core cognitive abilities.”

►THERAPY, Page 45

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Retail Space at 3911 W 27th Ave, STE.107 1,175 SF INLINE STE.109 1,690 SF ENDCAP High traffic and visibility. Asking \$16.50 PSF (NNN) for this Call Derrick or Dirk Stricker.



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515 N Neel Street 1000 SF Office Space for Lease. \$850/mo + NNN & T.I.s up to \$30/SF 40 + Parking Stalls Centrally Located in Kennewick. Contact Jason Goffard

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6705 W Canal Dr. #6510D \$14.00 PSF 1,379 s/f Inline suites, Great spot in this Power Center. Fronts W Grandridge Blvd Call Derrick or Dirk Stricker for details.

3405 N. Commercial Avenue is a Warehouse with office space situated upon 2 acres of land. Three other parcels are available behind the warehouse on Capital Avenue. Call Kevin O'Rorke or Jim Arneson

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## ▶ BANKRUPTCIES

Bankruptcies are filed under the following chapter headings:

**Chapter 7** — Straight Bankruptcy: debtor gives up non-exempt property and debt is charged.

**Chapter 11** — Allows companies and individuals to restructure debts to repay them.

**Chapter 12** — Allows family farmers to restructure finances to avoid liquidation for foreclosure.

**Chapter 13** — Plan is devised by the individual to pay a percentage of debt based on ability to pay. All disposable income must be used to pay debts.

Information provided by the U.S. Bankruptcy Court in Spokane.

### CHAPTER 7

**Tyler S. Farrington**, 125 Rosemary St., Richland.

**Melissa G. Pope**, 5321 Pinehurst St., West Richland.

**Eugene G. Larson**, 4877 Mt. Adams View Dr., West Richland.

**Richard L. Higgins Jr.**, 4711 N. Dallas Road, B-204, West Richland.

**Robert S. and Arola R. Shaw**, 5703 Desert Dove Dr., West Richland.

**Mary V. Brandt**, 900 Aaron Dr. No. 17, Richland.

**Brian J. Woods**, 2147 Crestview Dr., and **Jessica N. Woods**, 135 S. Wilbur Ave., No. G3, both Richland.

**Peter G. Kelley**, 616 N. Reed St., Kennewick.

**Sean B. and Jaime L. Magnuson**, 1651 Crab Apple Circle, West Richland.

**Juan C. and Guadalupe Llamas**, 7522 W. Umatilla, Kennewick.

**Amy M. Anderson**, 1223 N. Union St., Kennewick.

**Roy B. and Theresa M. Carey**, P.O. Box 4352, West Richland.

**Matthew J. and Renee C. Thompson**, 306 S. Zillah St., Kennewick.

**Pamela Vietz**, 3003 Queensgate Dr., No. 306, Richland.

**Susana Arias**, 835 Higdon Road, No. 31, Prosser.

**Ashley Lee**, 1343 Thayer Dr., Richland.

**Ryan M. Stutzman**, 4302 W. Hood St., Apt. F-106, Kennewick.

**Marty M. and Kristen R. Martinez**, 601 N. Georgia St., Kennewick.

**Ralph G. Shipley Jr.**, 1232 W. Second Ave., Kennewick.

**Damien Davis**, 1548 N. Edison, Apt. C202, Kennewick.

**Julio C. and Breanna J. Martinez**, P.O. Box 5606, Pasco.

**Tracey and Travis R. Sorsensen**, 740 Grosscup Blvd., West Richland.

**Oscar Del Valle**, 5504 Buchanan Lane, Pasco.

**Marcelo O. and Merced O. Lopez**, 1019 S. Sixth Ave., Apt. A, Pasco.

**Irma G. Rodriguez**, 216 Owen, Pasco.

**Zebulen T. and Nicole N. Meharry**, 3613 W. Havstad St., Pasco.

**Yesenia Adi**, 319 N. Charles St., Pasco.

**Jose and Cinthya Hernandez**, 415 Harvest Ct., Pasco.

**Thanh La**, 7009 N. Road 32, No. 92, Pasco.

**Lucas and Jessica Thorne**, 4171 Elm Road, Pasco.

**Beatriz Viera**, 4703 Laredo Dr., Pasco.

**Jennifer L. McCauley and Sean P. Little**, 8611 Heathrow Ct., Pasco.

**Rafaela Carrillo**, 1711 N. Seventh, Pasco.

**Sharon A. Ehrhart**, 8403 Packard Dr., Pasco.

**Sandra Pulido**, 1806 W. 10th Ave., Pasco.

**Donnie P. Tuck**, 251 Tuck Road, Eltopia.

**Samuel and Maria L. Torres Jr.**, 806 S. Seventh Ave., Pasco.

**Terry L. Banta**, 2820 Kent Dr., Eltopia.

### CHAPTER 13

**Cory A. Griffin**, 850 S. 38th, West Richland.

**Janice K. Epperley**, 19818 E. Nora Ave., Liberty Lake, WA.

**Anthony A. Wofford**, 709 N. Oklahoma St., Kennewick.

**Randy E. Gleed Sr.**, 1212 S. Washington St., Kennewick.

**George Enriquez**, 29 Cosmic Lane, Richland.

**Jesus H. and Ignacia H. Castaneda**, 5004 W. Henry St., Pasco.

**Juan P. Aguirre Hernandez**, 1122 W. Henry St., Pasco.

**Sendi Aceves**, 5713 Coppercap Mt. Lane, Pasco.

## ▶ TOP PROPERTIES

Top property values have been rounded to the nearest hundred figure.

### FRANKLIN COUNTY

**Description:** 10 acres of ag land, 301 Sunset Loop, Pasco. Price: 450,000. Buyer: Scott W. Bisping. Seller: Robert T. and Elizabeth C. Lindsay.

**Description:** 95.3 acres of agricultural land, 380 Baart Road, Mesa. Price: \$1,430,000. Buyer: Henry Field. Seller: Rhody L. and Cynthia L. Hayes.

**Description:** Restaurant, 2404 W. Court St., Pasco. Price: \$500,000. Buyer: Weber Properties LP. Seller: Kidwell Family LLC.

**Description:** 3,427-sq.-ft., single-family home, 7013 Kohler Road, Pasco. Price: \$371,000. Buyer: Anthony and Melanie Bachart. Seller: Landmark Homes of Washington, Inc.

**Description:** 2,280-sq.-ft., single-family home, 2916 Road 61, Pasco. Price: 357,500. Buyer: Karl and Gina Senekham. Seller: Viktor and Zoya Savchuk.

**Description:** Five acres of ag land, 341 Larkspur Road, Pasco. Price: \$470,000. Buyer: Dan W. and Kristina M. Harris. Seller: Michael G. and Pamela R. Urlacher.

**Description:** 3,131-sq.-ft., single-family home, 11612 Quail Run Road, Pasco. Price: \$436,900. Buyer: Darcy L. Hill. Seller: Jayson Dick.

**Description:** 1.6 acres of commercial land, 701 N. Oregon Ave., Pasco. Price: \$415,000. Buyer: Tires 4 Less LLC. Seller: Clark Living Trust.

### BENTON COUNTY

**Description:** 2,536-sq.-ft., single-family home, 431 Wishkah Dr., Richland. Price: \$359,900. Buyer: Clayne J. Wiser. Seller: Hayden Home LLC.

**Description:** 2,765-sq.-ft., single-family home, 97107 E. Reata Road, Kennewick. Price: \$360,000. Buyer: Steven and Debra Goodwin. Seller: Scott and Tamera Patrick.

**Description:** 1,656-sq.-ft., single-family home on 5 acres, 55306 N. 370 PR NE, Benton City. Price: \$399,900. Buyer: Ron and Melanie Hayden Jr. Seller: Travis and Teresa Matson.

**Description:** 2,084-sq.-ft., single-family home, 39809 E. Raffety PR, Benton City. Price: \$370,000. Buyer: Ross and Wendy Peterson. Seller: Jeromy and Erin Jenks.

**Description:** .9-acres of residential land, 1405 S 717 PR SE, Kennewick. Price: \$444,500. Buyer: Guy and Ann Bommarito. Seller: Hammerstrom Construction.

**Description:** 3,476-sq.-ft., single-family home, 3069 Hickory Ave., West Richland. Price: \$409,000. Buyer: Marcella K. Gilbert. Seller: Fred and Allison Moore.

**Description:** 2,763-sq.-ft., single-foot home, 6301 W. 20th Ave., Kennewick. Price: \$355,000. Buyer: Anderson and Annmarie Grigg. Seller: Walter Malony Jr.

▶ PUBLIC RECORD, Page 42

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**PUBLIC RECORD**, From page 41

**Description:** 2,776-sq.-ft., single-family home, 89620 Summit View Dr., Kennewick. Price: \$410,000. Buyer: Jason R. Espinosa. Seller: Dennis Sawby Construction LLC.

**Description:** 2,311-sq.-ft., single-family home, 248 W. Riverwood, Richland. Price: \$359,900. Buyer: Clayne J. Wiser. Seller: Hayden Home LLC.

**Description:** 2,564-sq.-ft., single-family home, 90949 E. Summit View Drive, Kennewick. Price: \$403,000. Buyer: Daniel and Courtney Chestnut. Seller: Sandhollow Homes LLC.

**Description:** 2,127-sq.-ft., single-family home, 3814 W. 48th Ave., Kennewick. Price: \$439,000. Buyer: Jeffery and Agnieszka O'Neil. Seller: Greg Senger Construction, Inc.

**Description:** 3,718-sq.-ft., single-family home, 2101 S. Zinser St., Kennewick. Price: \$497,000. Buyer: Charles and Janice Tucker. Seller: Aaron D. Hagerty.

**Description:** 2,633-sq.-ft., single-family home, 3816 W. 36th Ave., Kennewick. Price: \$499,900. Buyer: Jennifer Zimmer. Seller: Greg and Becky Armatrout.

**Description:** 2,985-sq.-ft., single-family home, 1392 Fuji Way, Richland. Price: \$368,000. Buyer: Jeffery S. and Christine Demarais. Seller: Guy and Julie Fleming.

**Description:** 3,267-sq.-ft., single-family home, 94703 E. Tyler Ct., Kennewick. Price: \$518,000. Buyer: Todd Omlid. Seller: C & J Land Co.

**Description:** 13,721-sq.-ft., commercial building, 140 Gage Blvd., Richland. Price: \$2,925,000. Buyer: Bellerive Place Kennewick LLC.

**BUILDING PERMITS**

Building permit values have been rounded to the nearest hundred figure.

**BENTON COUNTY**

**Phil Warren**, 40504 N. DeMoss Road, \$456,100 for new commercial construction.

**Ste. Michelle**, 178810 S. SR 221, \$14,300 for commercial construction. Contractor: Campbell & Co.

**FRANKLIN COUNTY**

**Oakdale Egg Farms**, 1831 E. Sagemoor Road, \$183,000 for a commercial addition. Contractor: Circle Enterprise.

**KENNEWICK**

**27th Ave. Self Storage**, 3112 W. 27th Ave., \$90,000 and \$82,800 for commercial construction. Contractor: W. McKay Construction LLC.

**Bruce Co. LLC**, 6241 W. Brinkley Road, \$12,000 for commercial construction. Contractor: Beggs Construction, Inc.

**303½ W. Kennewick Ave.**, 307 W. Kennewick Ave., \$20,000 for commercial reroofing. Contractor: Innovation Roofing & Siding.

**TDJK Commercial Pr.**, 307 W. Kennewick Ave., \$20,000 for commercial remodeling. Contractor: Columbia River Plumbing and Mechanical.

**First States Investments**, 3420 W. Kennewick Ave., \$20,000 for commercial remodeling. Contractor: Yost Mooney and Pugh.

**Circle K Stores, Inc.**, 1900 N. Steptoe St., \$7,000 for a sign. Contractor: Quality Signs.

**EastWest Holdings**, 7521 W. Deschutes Ave., \$60,000 for a sign. Contractor: Quality Signs.

**ALJ Properties LLC**, 6710 W. Okanogan Place, \$25,000 for a sign. Contractor: Quality Signs.

**Overturf Properties**, 1016 W. Columbia Dr., \$20,000 for a sign. Contractor: Quality Signs.

**Sage Bay Co.**, 6512 W. Hood Place, \$15,000 for commercial remodeling, \$5,000 for a heat pump/HVAC system and \$5,000 for plumbing. Contractors: Campbell & Co. and Hooper's, Inc.

**Anchorage Corp.**, 8508 W. Gage Blvd., \$70,000 for commercial remodeling. Contractor: APC Services LLC.

**Greg Markel**, 8524 W. Gage Blvd., \$100,000 for commercial remodeling. Contractor: APC Services LLC.

**4304 Building LLC**, 4304 W. 24th Ave., \$50,000 and \$40,000 for commercial remodeling.

**Branair Enterprises**, 8382 W. Gage Blvd., \$27,900 for commercial construction. Contractor: Palmer Roofing Co.

**Kooskooskia Inc.**, 8479 W. Clearwater Ave., \$45,000 and \$8,500 for commercial remodeling and a heat pump system. Contractor: Jacobs & Rhodes.

**PASCO**

**Grimmway Enterprises**, 1315 Dietrich Road, \$51,900 for a fire alarm system. Contractor: Cascade Fire Protection.

**CRF Frozen Foods**, 1825 N. Commercial Ave., \$26,900 for tenant improvements. Contractor: Tom O'Brien Construction Co.

**Our Lady of Lourdes**, 503 N. Fifth Ave., \$6,700 for plumbing. Contractor: Cray Plumbing

LLC.

**Stanley Rental LLC**, 624 N. 12th Ave., \$6,200 for a heat pump/HVAC system. Contractor: Campbell & Co.

**State Board for Community Colleges**, 2600 N. 20th Ave., \$90,900 for a fire alarm system. Contractor: Fire Control Sprinkler.

**CRF Frozen Foods**, 1825 N. Commercial Ave., \$10,000 for a fire alarm system. Contractor: AlarmPro LLC.

**Port of Pasco**, 4102 Stearman Ave., \$5,000 for flagpoles. Contractor: Boy Scouts of America.

**Kidwell Family LLC**, 2420 W. Court St., \$18,000 for commercial remodeling.

**HDG LP**, 2724 W. Sylvester St., \$25,700 for tenant improvements. Contractor: Nuclear Athletics LLC.

**Broadmoor RV Leasing**, 9145 St. Thomas Dr., \$1,034,400 for new commercial construction. Contractor: W. McKay Construction LLC.

**City of Pasco**, 1015 S. Gray Ave., \$100,000 for commercial remodeling.

**The Noel Corporation**, 2525 W. Hopkins St., \$111,200 for commercial reroofing. Contractor: Palmer Roofing Co.

**Ruthann Pound**, 515 W. Clark St., \$25,150 for commercial reroofing. Contractor: Palmer Roofing Co.

**Martin Rodriguez**, 612 W. Columbia St., \$8,500 for commercial reroofing. Contractor: Silver Bow Roofing.

**PROSSER**

**M & E Seed & Grain**, 1370 Stacy Ave., \$140,000 for a tower.

**Durbin Investments**, 1419 Sheridan Ave., \$10,000 for plumbing. Contractor: GVC Plumbing & Mechanical, Inc.

**RICHLAND**

**Dule Mehic**, 2034 Logston Blvd., \$20,000 for tenant improvements. Contractor: Exceed Building Group LLC.

**Browman Development**, 2727 Queensgate Dr., \$100,000 for tenant improvements. Contractor: Gallagher Construction Group.

**7-Eleven**, 1540 Jadwin Ave., \$13,600 for a heat pump/HVAC system. Contractor: Campbell & Co.

**Richland School District**, 1340 Lee Blvd., \$7,200 for a commercial reroofing. Contractor: Leslie & Campbell, Inc.

**Washington Securities**, 530 Swift Blvd., \$7,500 for a sign. Contractor: Pro Sign.

**Del Rey Development**, 179 Reata Road, Bldg. D, \$456,800 for new commercial construction. Contractor: LaPierre Enterprises.

**Grand Prix Investments**, 116 Keene Road, \$10,000 for tenant improvements.

►PUBLIC RECORD, Page 43

**John L. Scott REAL ESTATE**

**Our John L Scott Team Thanks You!**

As we celebrate our 5<sup>th</sup> anniversary in Pasco, we want to thank all of our clients in the Tri Cities and surrounding area. Few companies have achieved the growth we have achieved, this is only because of the hard work dedication and experience of our Brokers and the recognition and support of you the community.

As we enter into our 6<sup>th</sup> year, we wish to thank all of you and wish you the best in 2016.

**Our Team**

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**PUBLIC RECORD**, From page 42

**City of Richland**, 555 Lacy Road, \$304,400 for tenant improvements. Contractor: Williams Brother Construction.

**WEST RICHLAND**

**City of West Richland**, 320 N. 46th, \$300,000 for new commercial construction. Contractor: POW Contracting.

**BUSINESS LICENSES**

**KENNEWICK**

**A Quality Painting & Flooring LLC**, 200607 E. Seventh Ave.  
**Overthrow Media**, 2913 W. John Day Ave., #D103.  
**Aesthetic Dimensions Medical Group LLC**, 1029 N. Kellogg St.  
**Aesthetics By Kari LLC**, 1108 S. Sharron St.  
**Romero Tax Service**, 5219 W. Clearwater Ave., Ste. 6G.  
**Alexander Law PLLC**, 7135 W. Hood Pl.  
**Allied Care**, 5031 W. Clearwater Ave., Spt. 34.  
**Exclusive Studio Designs**, 117 N. Ely St.  
**Ashley Sawyers**, 4711 W. Metaline Ave., Apt. A203  
**Azure Law Office PLLC**, 7135 W. Hood Pl.  
**Nob Hill Market**, 424 S. Gum St.  
**Boozer Farms LLC**, 8306 W. Fourth Pl.  
**Burt Tax & Accounting**, 530 W. Kennewick Ave.  
**Columbia River Ltd. LLC**, 6108 Ryanick Rd.  
**Einfach Besser LLC**, 6007 W. 17th Ave.  
**Eyemart Express**, 1220 N. Columbia Center Blvd., #G.  
**Frutas & Dogos El Rey**, 1321 N. Columbia Center Blvd., #423  
**Ed & Moes Pawn Shop & Guitar Bar**, 419 W. Entiat Ave., Ste. C.  
**Gargoram LLC**, 1707 W. Sixth Ave., #D102.  
**Dorsett Family Dentistry**, 312 N. Delaware St.  
**Harvey Insurance Agency Inc.**, 2555 S. Quillan Pl.  
**I Need A Delivery**, 17 E. First Ave., #1.  
**Sueno Driving School LLC**, 320 W. Entiat

Ave. #C.  
**Barnett Claims Services**, 1514 W. 39th Ave.  
**JMAC LLC**, 8836 W. Gage Blvd., Ste. 201.  
**Jud Transportation**, 7803 W. Deschutes Ave., Apt. 1134.  
**Kay Mamiya CPA**, 2104 W. 34th Ave.  
**3D Fitness**, 8524 W. Gage Blvd.  
**Knights of Columbus Washington State Council**, 805 S. Morain St.  
**Yogurt Beach**, 910 S. Columbia Center Blvd., Ste. A.  
**Lara Grimes LLC**, 5328 W. 26th Ave.  
**P2/Paints & Pebbles**, 2810 W. Fourth Ave.  
**Grooming by Lisa**, 3030 W. Clearwater Ave., Ste. 120.  
**Krommunkey Productions**, 519 N. Jefferson St.  
**Mike's Auto Detailing**, 1604 S. Rainier St.  
**Mindful Counseling and Consultation LLC**, 8125 W. Quinault Ave. #C.  
**MH Construction**, 1727 W. 21st Ave.  
**Quality First Painting & Drywall LLC**, 741 E. Fourth Ave.  
**Acceptance Now 77076**, 123 Vista Way.  
**Robert Michael Russell**, 1360 N. Louisiana St. #C.  
**Al Basha Kabab Restaurant**, 3600 W. Clearwater Ave. Ste. C.  
**Sage Bay Company LLC**, 6512 W. Hood Pl. #B110.  
**Riding Tall Construction**, 1709 S. Ione St.  
**Speer Realty LLC**, 403 Canyon Lakes Dr.  
**Tacy Janell Taylor**, 6855 W. Clearwater Ave. Ste. D.  
**Crazy Mike's**, 3507 W. Clearwater Ave.  
**The Big Pig LLC**, 305 S. Arthur St.  
**Clearwater Coin Laundry**, 4827 W. Clearwater Ave. #103.  
**Jen Smoke & Gift Shop**, 2404 W. Kennewick Ave.  
**Uff Da Cookies & Sweets**, 2301 W. Kennewick Ave.  
**Vybe**, 8551 W. Gage Blvd. #H.  
**Washington Oregon Wireless LLC**, 135 N. Ely St.  
**Youth Stimulus Package LLC**, 2555 S. Quillan Pl.  
**ZR Capital Investments**, 6855 W. Clearwater Ave. Ste. D.

**PASCO**

**Paula Vargas Rieger**, 211 S. Eighth Ave.  
**Jaime A. Marroquin**, 3313 W. Agate St.  
**Maria Rangel**, 2015 W. Pearl St.  
**Elmer Estrada**, 425 N. Waldemar Ave.  
**Maria Bautista**, 631 N. Sycamore Ave.  
**Rosalina Torres**, 520 S. Douglas Ave.  
**Jose & Bertha Tlachi**, 1927 N. 18th Dr.  
**Mervin McFadden**, 2111 N. 19th Ave.  
**Jaime Rebolledo**, 1108 W. Shoshone St.  
**Maria Michel**, 423 N. Douglas Ave.  
**Joel & Lucy Fort**, 1005 Road 60  
**Angel G. Alvarez & Thoung Thi K Mai**, 919 W. Court St.  
**Herminia Reyna**, 1814 W. Octave St.  
**Homer Martinez**, 820 S. Walnut Ave.  
**Niki Lyn Delahunt**, 505 N. 15th Ave.  
**Neil J. Hines**, 4912 Valdez Lane.  
**Jorge & Marivel Garcia**, 411 N. Beech Ave.  
**Daniel Miranda**, 1412 N. 14th Ave.  
**Antonia Velasquez Ruiz**, 2104 N. 18th Ave.  
**Lynne Koehler**, 5711 Denver Dr.  
**Soma Wink**, 4307 W. Court St.


**RICHLAND**

**Edward Jones**, 1813 George Washington Way.  
**Operative Plasterers & Cement Finishes Intl.**, 2505 Duportail St. #B.  
**Advocates Consulting & Counseling**, 660 George Washington Way.  
**Viewpoint Dentistry**, 90 Columbia Point Dr.  
**CLC Ventures LLC**, 2148 Sheridan Pl.  
**SCCAQ Energy**, 432 Heritage Hills Dr.  
**Westech Engineering**, 1694 Lucca Lane.  
**Dana C. Bryson**, 140 Bear Dr.  
**Suyama Engineering LLC**, 1701 Sagewood St.  
**Vapour Delightz**, 214 Torbett St. Ste. H.  
**Dutch Bros. Coffee**, 496 Keene Road.  
**Badger Mountain Yarns LLC**, 114 Keene Road.  
**Jimmy John's**, 534 Swift Blvd.  
**Jamba Juice**, 2727 Queensgate Dr.  
**Cane & Compass Patisserie**, 603 Goethals Dr.  
**Art Magic Originals**, 440 Greenbrook Pl.  
**Tapteal Industries LLC**, 1019 Wright Ave.

**Apollo Sheet Metal LLC**, 2415 Robertson Dr.  
**Washington Oregon Wireless LLC**, 1767 George Washington Way.  
**Hanes Business Solutions**, 1730 Hoxie Ave.  
**Small Engine Specialties & Tractor Repair**, 1330 Nevada Ave.  
**Ethan Aaron Schatz**, 710 George Washington Way, Ste. B.  
**Porterkinney P.C.**, 1100 Jadwin Ave., Ste. 200.  
**EcoATM Inc.**, 2801 Duportail St.  
**Crystal Kruska LMP**, 303 Bradley Blvd., Ste. 204.  
**Nicholas Estaban Sanchez**, 747 The Parkway.  
**Paragon Home Furnishings**, 2455 George Washington Way, #D114.  
**Fairchild Cinemas**, 2871 Duportail St.  
**Devove Properties LLC**, 316 Columbia Point Dr.  
**Perplexit LLC**, 750 Swift Blvd. Ste. 13.  
**Communities in Schools of Benton-Franklin**, 415C Wright Ave.  
**CMZ Construction**, 2305 Dover Ave.  
**Trinitas Analysis**, 1602 Hunt Ave.  
**Ideal Tree & Lawn**, 1524 McPherson.  
**Sydney Lynn Swaggart**, 404 Bradley Blvd., Ste. 103.  
**Bauder Homes LLC**, 2495 Morency Dr.  
**SCCAQ Energy LLC**, 432 Heritage Hills Dr.  
**Carlys Ann Stevens**, 1622 Darby Pl.  
**Wildcats of Washington Sports Organization**, 1610 Judson Ave.  
**Thunderhand Tattoo**, 1358 Jadwin Ave.  
**Homestyle & Design**, 2759 Rue Ct.  
**Riverxtreme Outdoors**, 103 Broadmoor St.  
**Marisol Elena Quintana**, 1875 Sagewood Loop.  
**Christianna Lena Thomas**, 202 Gage Blvd., Apt. 134.  
**Krystal Fisher**, 1001 Wright Ave.  
**Rebecca Snow Estate Sale Services LLC**, 1003 Roberdeau St.  
**Advantage Inspections LLC**, 389 Canyon Rim Ct.  
**V Medical Coding & Billing**, 785 Canyon St. Apt. 106.  
**Ciseaux Salon**, 480 Keene Road.  
**Confluent**, 285 Williams Blvd.  
**3D Fitness**, 1707 Bolleana Ave.

► **PUBLIC RECORD**, Page 44


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**PUBLIC RECORD**, From page 43

**Rattlesnake Mountain Crossfit**, 2016 Logston Blvd.  
**Honey Badger Yoga**, 1409 Rimrock Ave.

**WEST RICHLAND**

**Ranchland Homes**, 2204 Enterprises Dr., Richland.  
**Poppoff Inc.**, 2455 Beaudry Road, Moxee.  
**Interstate Sawing & Drilling LLC**, 2455 Beaudry Road, Moxess.  
**Reliance Fellowship**, 4201 Kennedy Road, Ste. 5.  
**Skyblue**, 1015 S. Eighth Ave., Pasco.  
**Sincere Siding**, 4121 W. Hood River Ave., Spokane.  
**Thairapy Hair Salon LLC**, 4001 Kennedy Road, Ste. 4.  
**Breanna Morgan's Grooming**, 4001 Kennedy Road, Ste. 6.  
**Clay's Towing & Mobile Repair**, 37114 E. Kennedy Road NE, Benton City.

**A Big Bee LLC**, 41 N. 69th Ave.  
**West Richland Barbershop**, 3960 W. Van Giesen St.  
**Bombshell Bath Company**, 4505 Kendall Way.  
**HDD Project Design Solutions**, 3602 Mount Baker Ct.  
**TFT Construction Inc.**, 53990 W. Lane Road, Scappoose, Ore.  
**Iron Horse Vac LLC**, 1915 S. Oak St., Kennewick.  
**C&A Painting LLC**, 623 N. Douglas Ave., Pasco.  
**Dakota Inc.**, 5703 Kenra Loop.  
**Pacwest Builders**, 4509 Arlington St.  
**I Need A Delivery**, 17 E. First Ave. #1, Kennewick.  
**Hatton Homes LLC**, 6119 W. Pearl St., Pasco.  
**Schilling Ag Solutions**, 1301 S. 58th Ave.  
**Keith Butvilas, D.O. Emergency Medicine P.C.**, 106605 N. Harrington Road.  
**NK Plumbing Corp.**, 303 Sanlyn Ct., Benton City.  
**Riding Tall Construction**, 1709 W. Ione St. Kennewick.

**Viva Nails**, 4900 Paradise Way, Ste. 103.  
**Quality 1st Painting & Drywall LLC**, 741 E. Fourth Ave., Kennewick.  
**Columbia River Cycle LLC**, 4193 W. Van Giesen St.  
**Advantage Inspections LLC**, 389 Canyon Rim Ct., Richland.  
**Crystal Clear LLC**, 5307 Tarragona Ct., Pasco.  
**Vectorvid**, 1232 S. 13th Lane, Pasco.  
**Managesmart LLC**, 191 S. 58th Ave..

**JUDGMENTS**

*The state can file lawsuits against people or businesses that do not pay taxes and then get a judgment against property that person or business owns. Judgments are filed in Benton and Franklin Superior Court. The following is from the Franklin County Superior Court Clerk's Office.*

**Manuel Munoz**, unpaid Department of Labor & Industries taxes, filed Dec. 3.  
**Jose Merced Guzman Arreola**, unpaid Department of Labor & Industries taxes, filed Dec. 3.  
**Brookeside LLC**, unpaid Department of Labor & Industries taxes, filed Dec. 3.  
**Maria Del R. Morales**, unpaid Department of Labor & Industries taxes, filed Dec. 23.  
**Brookeside**, unpaid Department of Labor & Industries taxes, filed Dec. 23.  
**Del Sol Inc.**, unpaid Department of Labor & Industries taxes, filed Dec. 23.  
**Vision Construction Inc.**, unpaid Department of Labor & Industries taxes, filed Dec. 30.  
**Antonio Donaciano**, unpaid Department of Revenue taxes, filed Dec. 23.  
**Roco General Contractor LLC**, unpaid Department of Revenue taxes, filed Dec. 30.  
**Ryan Rieksts**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Marco Mancilla**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Leon Davis**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Jhovani Garcia**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Anna Delmy Izaguirre**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Candice Nunez**, unpaid Employment Security

Department taxes, filed Dec. 3.  
**Jose Medina**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Elisa Magallon**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Maria Mercado**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Jose Torres**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Abram Alaniz**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Armando Villa**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Maria Martinez**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Ana Centeno**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Carlos Garza**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Christian Covarrubias**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Baridi D. Jackson**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Isaac Diaz, Jr.**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Maria Madrigal**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Waleska C. Jocol**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Clarence O. Walker**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Jose F. Guillen**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Joshua R. Serna**, unpaid Employment Security Department taxes, filed Dec. 3.  
**Teresa M. Contreras**, unpaid Employment Security Department taxes, filed Dec. 23.  
**Maria Ramirez**, unpaid Employment Security Department taxes, filed Dec. 23.  
**Teresa Torres**, unpaid Employment Security Department taxes, filed Dec. 23.  
**Asesal Salas Galvan**, unpaid Employment Security Department taxes, filed Dec. 23.  
**Juana Perez**, unpaid Employment Security Department taxes, filed Dec. 23.  
**Juan Vargas**, unpaid Employment Security Department taxes, filed Dec. 23.  
**Jeremy Serr**, unpaid Employment Security Department taxes, filed Dec. 23.

► **PUBLIC RECORD**, Page 45



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**AUTOMOTIVE**, From page 38

Cronk Automotive offers full automotive repair – brakes, oil changes, water pumps, belts, hoses – all of the day-to-day maintenance on vehicles. Modern technology and electrical changes to today’s cars don’t affect the business because Cronk has current diagnostic machines and the mechanics are properly trained. Most are Automotive Service Excellence (ASE) certified and all are trained to be honest with customers.

“We’ve given estimates of \$387 and by the time we’re done, it might end up being only \$325,” Cronkhite said. “People leave saying ‘Wow! Most places would’ve charged \$425 when they were finished.’ We stand behind everything we do; it’s the best way to do business.”

Cronkhite believes loyal customers appreciate being treated fairly. And he appreciates them in return.

“I have made a lot of good friends over the years,” Cronkhite said. Many customers reciprocate.

Dave Pylate became a Cronk customer after moving to the Tri-Cities from Maryland 14 years ago.

“I really can’t say enough good things about them and have never been disappointed,” he said. “If something isn’t right, they’ll fix it.”

But just like a restaurant with consistently good food, said Pylate, the shop always busy.

“They’re usually crowded, but they’re honest and they only do work that is needed. They always let you know what they’re going to do before doing anything,” Pylate said. “They’re not out to take your money.”

Now they do the work on his daughter’s car as well.

“I have a relationship with them and appreciate that if they run into something they can’t fix, they aren’t afraid to refer you to make sure you’re well taken care of,” Pylate said.

And although they are busy, they can be trusted to get the work done in a reasonable time frame, said Jim Benson, another of Cronk’s loyal customers.

Benson said he has trusted Cronk Automotive with his vehicles for more than two decades.

“They do extremely good work,” Benson said. “They give an estimate and are always close to it or under the estimate. They don’t gouge you. I’ve been real pleased with their service. They have good attitudes and try to do what’s best for you.”

Cronkhite has modernized the shop’s layout a couple of times over the years to keep it as up-to-date and efficient as possible, so he can continue offering trustworthy car care well into the future.

“I never would’ve imagined 30 years later, I’d have Cronk’s in the same place and it would be as big and successful as it is,” he said.

**PUBLIC RECORD**, From page 44

- Alejandro Espinoza**, unpaid Employment Security Department taxes, filed Dec. 23.
- Carlos Orantes**, unpaid Employment Security Department taxes, filed Dec. 23.
- Valerie Garza**, unpaid Employment Security Department taxes, filed Dec. 23.
- Jose M. Flores**, unpaid Employment Security Department taxes, filed Dec. 23.
- Glenn T. Patrick**, unpaid Employment Security Department taxes, filed Dec. 23.
- Salvador F. Garcia**, unpaid Employment Security Department taxes, filed Dec. 23.
- Ramon Talaver**, unpaid Employment Security Department taxes, filed Dec. 23.

**LIQUOR LICENSES**

**BENTON COUNTY**

**APPROVED**

- Nob Hill Market**, 424 S. Gum St., Kennewick, has been approved for an assumption of its direct shipment, receiver-in WA only license.
- Tomatillo Authentic Mexican Flavors**, 1360 N. Louisiana St. Ste. K, Kennewick, has been approved for a new spirits/beer/wine restaurant service bar license.
- 3 Eyed Fish**, 1970 Keene Road, Richland, has been approved for a direct shipment receiver in/out WA license.
- Kitzke Cellars**, 72308 E. 260 PR NE, Richland, has been approved for a change of location for its domestic winery<250,000 liters license.

**DISCONTINUED**

- La Coyo Vineyards**, 28310 E. Ambassador PR NE, Benton City, domestic winery<250,000 liters.
- JBK Family Estates**, 35802 N. Sunset Road, Benton City, domestic win-

ery<250,000 liters.  
**Market Vineyards**, 318 Wellhouse Loop, Richland, domestic winery<250,000 liters.

**FRANKLIN COUNTY**

**NEW APPLICATIONS**

- Las Lupitas**, 1410 E. Lewis St., Pasco, has applied for a new beer/wine restaurant-beer license.
- Metro Mart**, 1015 W. Lewis St., Pasco, has applied for an assumption of its grocery store – beer/wine license. The new licensee is: Singh Pannu Enterprises LLC; Singh, Satinder Pal; Pannu, Jaswinder Kaur; Singh, Inder Pal.
- Restaurante Las Cazuelas**, 1623 W. Lewis St., Pasco. Has applied for a new beer/wine restaurant-beer license.
- Celulares El Rey**, 1608 W. Sylvester St., Ste. E, Pasco, has applied for a new grocery store-beer/wine license.

**APPROVED**

- Trejo’s Mexican Restaurant**, 1833 W. Court St., Pasco, has been approved for an added/change of class/in lieu of its beer/wine restaurant license.
- Round Table Pizza**, 3201 W. Court St., Pasco, has been approved for an added/change of class/in lieu of its beer/wine restaurant license.

**MARIJUANA LICENSES**

**APPROVED**

- Nexus**, 47305 S. 2066 PRSE Ste. A, Kennewick, has been approved for an added/change of class/in lieu for its marijuana producer tier 3 license.

**THERAPY**, From page 39

Therapeutic Associates was founded in the 1950s in California and since then the company has spread throughout the West coast, with offices in California, Oregon, Washington and Idaho.

“The company was founded by three friends who liked to take care of people. Their idea was to bring in like-minded, hard working people and enable them to set up independent offices under the Therapeutic Associates brand,” Call said.

Once an office is established the owner becomes a shareholder in Therapeutic Associates. Shareholders number about 42 now and somewhere around 12 have retired out of the company, Call said.

In the Pacific Northwest, there are more than 60 independently-owned Therapeutic Associates offices.

Call owns the two in Kennewick and has 10 employees between the offices. The West Kennewick office has been open since 1997 and the Southridge office opened in 2013.

Washington is a “no-referral” required state. So you can simply pick up the phone and make an appointment for an evaluation.

“However, there are some insurance companies that require a referral before they’ll pay any claims. Tell us which insurance company you’re with and we can tell you up front if you’ll need a referral,” Call said.

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# Conference Call ...

*“Are trade shows and exposition a good marketing tool?”*

By Loretto J. Hulse  
news@tcjournal.biz

Trade shows mean long hours spent on your feet engaging visitors in conversation and always keeping eye contact, drawing people to your booth and selling your product. Are they worth the time and energy?

Yes, said three vendors at the Eastern Washington Ag Expo who spent two days at TRAC in Pasco showcasing their company's products and services to nearly 2,000 farmers, ranchers and orchardists.

For Randy Stober, a sales manager for Mountain Hi Truck and Equipment of Walla Walla, the hour-long drive over on slick January roads was well worth it.

“I've been coming for the past five years and always see a lot of our customers coming through,” he said. “Also, I can usually generate some new ones or at least get people interested in making the drive to Walla Walla to see what we have to offer in trucks, trailers and service.”

Stober said foot traffic during the Ag Expo was pretty good.

“I've already met three pretty good sales prospects,” he said, during the

morning session of the Expo's first day, adding that people seem to be coming in bursts.

Stober has worked for Mountain Hi for nine of the 12 years the company's been in business. He also attends the Spokane Agricultural Show and the Tulare World Ag Expo in California, which is one of the largest on the West Coast.

“But this one, besides being closer to home, always draws a good crowd,” Stober said.

**“[Eastern Washington Ag Expo], besides being closer to home, always draws a good crowd.”**

- Randy Stober,  
Mountain Hi Truck and  
Equipment, Walla Walla

That's the same opinion held by Gary Ballew, director of economic development and marketing for the Port of Pasco.

Also speaking during the first morning of the Expo, Ballew said he'd had a steady stream of people at his booth.

“Despite the iffy January weather people usually take the chance to come on out to the Expo. They're farmers and ranchers. They have four-wheel drives,” he said.

Ballew said the Port wasn't trying so much to drum up business at the expo, but rather do outreach — making people aware of what a Port does and what we



**Randy Stober,**  
Mountain Hi Truck and  
Equipment



**Gary Ballew,**  
Port of Pasco



**Stephen McFadden,**  
Adams County

have to offer, he said.

“We're here to let people know how we can help with issues from transportation to marketing and manufacturing contacts for the agricultural industry. We're a lot more than just boats and water. Economic diversity is our primary function,” Ballew said.

Growing economic diversity in Adams County is Stephen McFadden's primary function and the reason he made the trip to the Eastern Washington Ag Expo in January.

“I come to trade shows like this and too many people, even people from the Tri-Cities, have no idea where Adams County is even though we share a border with Franklin County,” said McFadden, Adams County's economic development director.

McFadden's goal is to change that and develop relationships among Eastern Washington counties, the Ports and other economic organizations.

“We're all rural counties with agriculture as one of our primary sources of income. We need to work together and attending shows like the Expo is one of our primary sources to make contacts and build relationships,” he said.

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*Preston started at the age of 16 in the pizza business and now he and his wife Emily own and operate 4 Papa John's in the Tri-Cities.*

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# AROUND TOWN



Toys from the Vit Plant's 2015 U.S. Marine Corps Reserve's Toys for Tots campaign are loaded into a trailer to be delivered to needy families in the community. Pictured are, from left, Glen Carter, Toys for Tots coordinator; Andrew Lacey, Bechtel superintendent; Anthony Tonda, Marine Corps League representative; and Casey Short, Bechtel superintendent. Employees at the Hanford Waste Treatment Plant donated thousands of toys and more than \$35,000 to the U.S. Marine Corps Reserve's Toys for Tots campaign at the construction site. *Contributed photo.*



Representatives from the Mid-Columbia Libraries received the Presidential Award from the Tri-Cities Hispanic Chamber of Commerce during its Una Noche Caliente event in December. Other awards presented during the event included: Jhoanna Jones, Board Member of the Year; Nelson Robles, Volunteer of the Year; Tri-Cities Community Health, Chamber Organization of the Year; Numerica Credit Union, Chamber Business of the Year; and Amigo Award, Small Business Administration.



The Kenmore Team held a Commission Thank You Party in December at Paper Street Brewing Co. in Richland. Picture, from left, are: Tom Coyne, Umpqua Bank; Lance Kenmore, Kenmore Team; and Dylan Strait, Stewart Title.



United Way of Benton & Franklin Counties received more than 5,500 books from a Molina Foundation book grant in December. The books range from pre-school through high school and are in both English and Spanish languages. United Way will distribute the books through several community events over the next year. *Contributed photo.*

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**Financial Update** *Sponsored Content*

## Buying a Home Tips for a Smooth Transaction

By Rose Marie David

**B**uying a home is the single biggest purchase most people will ever make. For a first-time homebuyer, the process can be confusing or even intimidating. However, there are steps homebuyers can take before they start looking for their dream home to provide confidence and ensure a smooth process for the big purchase.

If you've made the decision to purchase a home, congrats! By following these tips to prepare—before you even start to look for your home—you should have a good experience and smooth process.

### Tip #1: Meet with a Loan Officer

An important first step in buying a home is to talk to a knowledgeable Loan Officer who can explain financing options and help you establish your target and maximum purchase price. At HomeStreet, we have nearly 500 Loan Officers in the Western United States and Hawaii who can help you. Working with one you trust is important.

### Tip #2: Check your credit report

Finding an inaccuracy on your credit report is one of the worst things that can happen during the loan approval process. Review your credit report for accuracy before applying. You are eligible for a free copy of your credit report every year from each of the three credit bureaus to help with your review. You can access these at [www.annualcreditreport.com](http://www.annualcreditreport.com).

Check it to see if all the account information is current

and accurate. If you identify any issues, your Loan Officer can inform you of steps to take to resolve them before you start the loan application. Going into the application process knowing that your credit history is accurate and you've taken the correct steps to resolve any issues will help expedite the process, resulting in a smoother transaction.

Also, avoid acquiring new debt 3-6 months before buying a home. This can impact your credit profile and your ability to qualify for the type of home you want.

### Tip #3: Ask for real estate agent referrals

Rather than choosing an agent randomly, ask around for a recommendation of one familiar with your market and with experience working with first-time buyers. The right fit—one you trust and with whom you enjoy working—is an important part of the purchase. When you meet with the real estate agent the first time, make sure he or she understands what type of house you're looking for, and "interview" him or her for the job. Starting off the process with the right real estate agent will save you time later because switching agents during your home search could result in complications and delays.

### Tip #4: Educate yourself

Even if you think you know enough about the home-buying process to get started, more information could prove invaluable. For instance, you may learn of down-payment

assistance or other programs to help buyers like you. Ask your loan officer for recommendations of educational resources – a good Loan Officer will be happy to direct you. They'll also be able to give you an idea of what to expect from start to finish, so you won't encounter surprises along the way.

### Tip #5: Have all your documents ready

For the loan application, we recommend that you have several common documents ready before the process starts, to save time. It's what we call the "2-2-2 Rule," meaning you will need to have two most recent pay stubs from all borrowers, the last two years of tax returns including attachments like W-2s, and two months of all the pages from your financial statements from your banking and investment accounts.

If you are working with an expert Loan Officer and following these tips, you are now in the best position possible to begin looking for your dream home. Happy house hunting!



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HomeStreet Bank, based in Seattle, WA has Loan Officers throughout the Western United States available to assist homeowners with their mortgage needs. To learn more or find a loan officer, visit [www.homestreet.com](http://www.homestreet.com).

