



**GREATER
SPOKANE
VALLEY
CHAMBER
OF COMMERCE**

**Building Relationships
Driving Collaboration
Championing Opportunity**

2023 Greater Spokane Valley Chamber of Commerce Magazine

A Journal of Business Supplement

2204 N Madson Rd
Liberty Lake, WA
509.279.2159
trailbreakercider.com
events@trailbreakercider.com

@trailbreakercider

Sip & Gather

with 20-300 of your favorite people inside, and a 3/4 of-an-acre patio and lawn space available outside.

Centrally located in Liberty Lake, WA, we are filling a void in much needed event space options.

- Corporate Events
- Weddings
- Private/Holiday Parties



We build environments for success.

(509) 535-3668
bakerconstruct.com



PROUDLY BUILDING IN
THE VALLEY AND A 12
STATE REGION SINCE
1951



Think you can't open your own restaurant?

Yes, you can.

You want to go from passion to profession. We're here to help make it happen. Because at Washington Trust Bank, we believe you can do anything you set your mind to.

Visit watrust.com to get started.





TABLE OF CONTENTS



- 4** Message from Board Chair
- 5** Welcome Letter
- 7** Strategic Priorities
- 10** Amazing Shake & Youth Business Market
- 12** Development & Infrastructure Tracker
- 14** Broadlinec
- 18** Avidex
- 21** Area Facts
- 22** Chamber Facts
- 24** Celebrating Sue's 19 Years

BOARD OF DIRECTORS

Casey Brazil, Kiemle Hagood
Ray Corwin, Bank of America
Colton Ducken, Avista
Tisha Goodman, Greenstone Corporation
Grant Guinn, Tru by Hilton Spokane Valley
Scott Hislop, Wolff, Hislop, & Crockett PLLC
Shelley Johnson, Coldwell Banker Tomlinson

Wade Larson, Wagstaff
Dee Dee McGowan, Coeur d'Alene Casino Resort Hotel
Joe Morgan, Modern Electric Water Company
Neil Muller, Bell-Anderson Insurance
Staci Nelson, INWAC
Chris Robinson, Inland Empire Paper Company

Sarah Russell, Inland Imaging
Suzanne Schmidt, 4th District Representative
Chris Severin, STCU
Jeff Severs, Northwestern Mutual
Clinton Slovarp, Walmart
Tami Yager, WM

EX-OFFICIO MEMBERS

Kevin Freeman, Mayor, City of Millwood
John Guarisco, Commissioner, Spokane Valley Fire Department, and Agent, RE/MAX Inland Empire
Cris Kaminskas, Mayor, City of Liberty Lake

Josh Kerns, Commissioner, Spokane County
Laura Padden, Councilmember, City of Spokane Valley
John Parker, Superintendent, Central Valley School District

Randy Russell, Superintendent, Freeman School District
Kyle Rydell, Superintendent, West Valley School District
Brian Talbott, Superintendent, East Valley School District

CHAMBER STAFF

Lance Beck, President & CEO
Gina Ferraiuolo, Director of Member Services
Tim Arndt, Events & Member Services Manager
Shelby Wilkins, Operations Manager
Josh Fletcher, Communications Manager

EXECUTIVE COMMITTEE

Chair: Trent Maier, Trailbreaker Cider
President & CEO: Lance Beck, Greater Spokane Valley Chamber of Commerce
Chair-Elect: Brooke Baker Spink, Baker Construction & Development, Inc.
Secretary: Kevin Brockbank, Community Colleges of Spokane
Treasurer: Phil Champlin, HUB Sports Center
Vice Chair: Kelli Pearson, Pearson & Weary Pain Relief Clinic
Vice Chair: Chud Wendle, Hutton Settlement
Member-At-Large: Wanda Buddrius, BECU
Past Chair: Matt Albright, Providence

CONTACT INFORMATION

GREATER SPOKANE VALLEY CHAMBER OF COMMERCE

10808 E Sprague Ave.
 Spokane Valley, WA 99206
 509.924.4994
 info@spokanevalleychamber.org

CREDITS:

Graphic Design: Rebecca Caligan, Journal of Business



Member Nik P., Co-Owner of Phinney Ridge Painting. Paid for participation.

“With BECU, we feel like business partners.”

Being a BECU Business member is like getting all the banking help you need, but with a relationship you actually want. Because we're a not-for-profit credit union, so the biggest profits we care about are yours. **Power in People.**

Learn more at becu.org/businessbanking

Business Share savings required to establish membership; not all will qualify. Federally insured by NCUA. Business member was compensated for their participation.



MESSAGE FROM BOARD CHAIR



Trent Maier
Trailbreaker Cider

It's hard to believe that we're already halfway through what has been a very busy 2023! The Strategic Priorities that were created in early 2022 have continued to shape the growth & expansion of our Valley Chamber Community, and our work continues to influence the region's business community as a whole. The development that our organization has seen with new membership is evident at so many of our events, and it seems every week we're getting new voices in the many rooms where important conversations are had. I repeatedly find myself re-energized every time we cut another ribbon or celebrate another business

opening its doors to the public. Perhaps nothing has exemplified the wonderful work from so many people in our region than the back-to-back youth programs we held this past month: Amazing Shake & Youth Business Market - both with events held at elementary schools and farmer's markets throughout the Greater Spokane Valley. The general public got an incredible peak into how we build those connections and why it matters so much to not only encourage young entrepreneurship, but also how each of us matter in helping create a thriving community. While it continues to be my absolute pleasure to serve as Board Chair and help shape the conversations around so many important elements of our community, I also see so much work ahead to help provide guidance and thought on some of our area's top issues. Our region is taking shape before our very eyes and it remains critically important for all of us to stay engaged and involved wherever possible. What an exciting time to help create the very world we get to enjoy and thrive in every day!

DON'T JUST GUESS

USE OUR RELIABLE DATA TO INFORM YOUR NEXT BUSINESS DECISION!

CUSTOMIZED REPORTS

Data and information that guide your future business development opportunities.

COMPETITIVE ANALYSIS

Market comparisons that ensure your wages position you to attract the right talent.



**SPOKANE
WORKFORCE
COUNCIL**

spokaneworkforce.org

The Spokane Workforce Council is an equal opportunity employer/program. Auxiliary aids and services are available upon request to individuals with disabilities. A proud partner of the American Job Center Network.



Check out our industry reports for updated information to assist with filling your critical talent pipelines!



WELCOME



Lance Beck
President & CEO, Greater Spokane Valley Chamber of Commerce

Our mission at the Greater Spokane Valley Chamber of Commerce is simple: to serve as the catalyst for Building Relationships, Driving Collaboration, and Championing Opportunity within our vibrant community. We are dedicated to fulfilling this mission to ensure the success of every business in our region.

Since assuming my role nearly five years ago, my team and I have wholeheartedly embraced this mission and have committed ourselves to the smart growth and prosperity of the business community. The Chamber's board of directors plays a crucial role in developing effective strategies and sound policies that guide our organization towards achieving our mission. Their unwavering leadership has proven invaluable, particularly during challenging economic times. It is the combination of leadership, commitment, and passion that propels our Chamber forward as we pave the way for our business community.

Our mission is carried out through our strategic priorities,

which form the framework for our endeavors: Business Climate, Education and Workforce, Development and Infrastructure, Quality of Life and Community, and Health-care. These pillars guide us in our daily programming efforts as we work diligently to fulfill our mission.

We strive to advance commerce by providing our members with valuable information and resources to enhance their bottom line. Our advocacy efforts have enabled us to influence community officials with a pro-business agenda, ensuring that the interests of our members are represented. Furthermore, our commitment to education, the nonprofit sector, and overall quality of life strengthens the unique fabric of our region and enhances our community. It is through these collective efforts that the Greater Spokane Valley Chamber of Commerce continues to thrive as one of the most influential business organizations in the inland northwest.

Our membership base continues to grow, a testament to the numerous benefits and opportunities that the Chamber provides. We take pride in inspiring our members through innovative workshops and educational events that empower them to thrive in an ever-changing business landscape.

The Valley Chamber's programs foster connectivity and bridge gaps, bringing people together and encouraging active engagement. As a strong regional voice representing the Greater Spokane Valley business community, we maintain ongoing collaboration with our elected leaders on critical topics such as workforce development, infrastructure investment, education, and public safety.

With over 730 member businesses, collectively representing thousands of dedicated employees, the Valley Chamber serves as a vital hub for our region's economic growth. As our community continues to flourish, the future looks promising. We remain steadfast in our commitment to leading the way towards a prosperous future and preserving the Greater Spokane Valley as the best place to Live, Work, Learn, and Play. ■

OUR MISSION
We are the catalyst for building relationships, driving collaboration, and championing opportunity for the Greater Spokane Valley.

**SPOKANE COUNTY
INTERSTATE FAIR**
September 8 - 17

interstatefair.org

**GRANDSTAND
ENTERTAINMENT**

- SEPT 8/9** PRCA RODEO
- SEPT 12** CLINT BLACK & CRAIG MORGAN
- SEPT 13** MARTINA MCBRIDE
- SEPT 14** X AMBASSADORS
- SEPT 13** TRUCK/TRACTOR PULLS
- SEPT 16/17** DEMO DERBY



INVESTOR PARTNERS



COMMUNITY PARTNERS



VISIONARY PARTNERS



CORPORATE PARTNERS

AUTONATION | AVISTA | BAKER CONSTRUCTION & DEVELOPMENT, INC. | BANNER BANK
 CAMERON-REILLY CONCRETE | COEUR D'ALENE CASINO RESORT HOTEL | COWLES REAL ESTATE
 DRIVE 509 | GESA CREDIT UNION | GREENSTONE CORPORATION
 INLAND POWER & LIGHT CO. | KAISER ALUMINUM & CHEMICAL CORPORATION | KNIFE RIVER | LYFT
 MACDONALD-MILLER FACILITY SOLUTIONS | MACKIN & LITTLE, INC. | NOM NOM
 NORTHERN QUEST RESORT & CASINO | NORTHWEST BUILDING MAINTENANCE
 NUMERICA CREDIT UNION | PREMIER BLUE CROSS | RAEK
 SCHWEITZER ENGINEERING LABORATORIES, INC. | SHAW PLUMBING SERVICES
 SPOKANE TRANSIT AUTHORITY | VERIZON | WAGSTAFF, INC. | WASHINGTON TRUST BANK
 WESTERN STATES EQUIPMENT COMPANY

STRATEGIC PRIORITIES



BUSINESS CLIMATE

We work to create a vibrant business climate that promotes innovation and allows business to thrive. A healthy business climate is vital to ensure that our region stays competitive, sustainable and attractive to future business. We support legislation that promotes economic growth, develops a strong workforce and reduces the tax and regulatory burden.

ADVOCACY 101:

We've prioritized civic engagement to build meaningful connections between business leaders and elected officials. This year we hosted two Advocacy 101 courses to equip our business members with the necessary knowledge and resources to provide testimony or comment on current legislation. In order to build a healthier business climate, we believe it is important for our members to advocate for their interests and engage with elected officials.

CIVILITY WORKSHOP:

The Civility Workshop, hosted by Dr. Kelli Pearson, focuses on developing compassion, respect, and understanding amidst disagreements. Our members learn the art of active listening, kindness, non-judgment, spending time, and giving compliments to foster understanding and building connections. This program is free to members and is offered every other month. Please check our Chamber Events Calendar to register.

Kasasa **HIGH-DIVIDEND**

>> checking that pays
4.07% APY*

More treats. More fun.







scan to learn more

canopycu.com · 509.328.2900
 601 W Mallon · 1212 W Francis · 13105 E Sprague

*APY = Annual Percentage Yield. 4.07% APY on balances up to \$25,000, 0.05% APY on balances above \$25,000, subject to qualifying factors being met during each statement cycle. 0.01% APY if qualifications are not met. APYs accurate as of 6/1/2023. Fees may reduce earnings. Federally insured by NCUA.

girl scouts *Be a Girl Scout!*
of eastern washington
and northern idaho

Building girls of courage,
confidence and character,
who make the world
a better place.

Join Girl Scouts
Today!
gsewni.org



509-822-7127 | MAYORGC.COM



SPECIALIZING IN
FRAMING | SIDING | FOUNDATION



From left to right: Chief Frank Soto, Spokane Valley Fire Department; Chief Damon Simmons, Liberty Lake Police Department; Lance Beck, Greater Spokane Valley Chamber of Commerce; Chief Dave Ellis, Spokane Valley Police Department; Chief Lonnie Rash, Spokane County Fire District 8; and Sheriff John Nowels, Spokane County Sheriff's Office

QUALITY OF LIFE & COMMUNITY

We work to enhance our vibrant community with diverse opportunities to live, work and play. We are committed to maintaining a high quality of life for individuals and families in our area through community initiatives, as well as advocating for citizen access to housing, entertainment and a healthy environment.



PUBLIC SAFETY APPRECIATION EVENT:

A top Chamber priority this year was to raise awareness about public safety, housing, and homelessness in the Greater Spokane Valley region. On June 8, we hosted the Business Connections Public Safety Appreciation Event to honor the first responders of the Valley region, including Spokane Valley PD, Liberty Lake PD, Spokane County Sheriff Department, Spokane Valley Fire Department, and Spokane County Fire District 8. It also provided a platform for each department to share their priorities with the local business community.

Kevin Rudeen was honored by the Liberty Lake Police Department and Engine 84 and 85 from Spokane County Fire District 8 were the recipients of the Award of Appreciation. The Spokane Valley Fire Department awarded Noah Martinez and RW Pegau Firefighter of the Year. David Bruner was named Officer of the Year by the Spokane Valley Police Department, while Chris Gunter was awarded Deputy of the Year by the Spokane County Sheriff's Office.



HEALTHCARE

We work to develop access to robust services that improve the health of our community. Expanding access to health care and the resources needed to identify and address public health issues is vital to a strong economy. We support legislation that will improve access to physical and behavioral health services and strengthen the healthcare workforce.

Our healthcare focus is to educate our members on the available healthcare resources and help them better understand them. Our healthcare committee has established a series of webinars focusing on topics like mental health in the workplace, occupational health and medicine, and employee benefits.

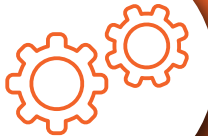
A Business Connections Event will be dedicated to the topic of the Changing Landscape of Employee Benefits on August 16, 2023. Additionally, we have partnered to begin offering members access to the Business Health Trust beginning in September 2023!



View our Development Tracker by scanning the QR code.

DEVELOPMENT & INFRASTRUCTURE

We work to maintain and develop efficient transportation and infrastructure systems that power economic growth. Transportation is critical to our region's business climate and economic future. As the region continues to grow, we need to accommodate the growth with projects that effectively maintain and preserve infrastructure and increase capacity. We support legislation and infrastructure objectives that increase accessibility, reliability, and safety while providing sustainable funding and local control for operations, maintenance and preservation.



Development is booming in our region. New businesses are opening or are planning to at an unbelievable pace. While the Development Tracker in this magazine has been helpful, we recognized the need for a more modern and efficient approach. We've been working on conceptualizing an updated project tracker for the region that will be easily accessible and up-to-date.

To bring this vision to life, we partnered with Kinetek Media, a member of the Chamber, to develop an online Development Tracker. Like most of the region, it's currently under construction but will be available in the fall of 2023. We are confident this new resource will prove to be a favorite to anyone seeking a comprehensive overview of the Greater Spokane Valley's development.

WORKFORCE & EDUCATION

We work to support an education system that meets the workforce demands of our region. Investment in education increases the opportunities of our students and meets the needs of our business community. Developing a skilled workforce of the future depends upon a robust education system that serves students of all ages. We support a fully-funded education system with clear and challenging academic standards, expanded options that are innovative and affordable, and a system that operates with accountability, efficiency and transparency.



UNIQUE PROGRAMS INSTILL CONFIDENCE IN YOUTH PARTICIPANTS

When it was announced last year that a program called “Amazing Shake” would replace Lemonade Day as part of the Educational/Workforce strategic priority, talk of flavors began to emerge.

Yet instead of chocolate, vanilla, and butterscotch, the new initiative had more to do with developing confidence, making a good first impression, and establishing a handshake that could get a foot in the door.

“Lemonade Day was great, but we wanted to get back to impacting more kids,” said GSVCC CEO Lance Beck of the decision to move in another direction after five years.

Chamber Board Member Phil Champlin first recommended Amazing Shake, originally developed by the Ron Clark Academy, an Atlanta-based nonprofit known for fostering leadership and academic excellence.

Eric Hoglund, Executive Director of Elementary Learning and Teaching with the Central Valley School District (CVSD), began conversations with the Chamber about Amazing Shake in August 2022. Hoglund told Beth Taylor,

then the Chamber’s Strategic Initiative manager, that it would be feasible to coordinate the program the following spring.

“I thought it would be a nice end-of-year activity if we could work around the state testing going on at the same time,” Hoglund said. “I figured the teachers could take on the lesson plan.”

Hoglund recruited Lauren Waterbury, Assistant Principal at Liberty Lake Elementary, to oversee the details while he handled responsibilities at the building level. A total of 15 schools and around 800 fifth graders across CVSD took part in the Amazing Shake.

Taylor said the curriculum, which totaled around one hour of classroom time, is designed to help students understand the importance of conveying self-confidence and awareness in a job interview or other setting where a handshake and introduction begin the conversation.

“Individuals are coming out of high school not knowing how to do an introduction,” Taylor said. “The business community has said they have employees coming in without these basic skills.”

The Amazing Shake program is a soft skills introductory program aimed at 5th grade students learning the importance of skills like a handshake with first impressions and introductions.

The day of the Amazing Shake competition included two judges in each classroom. Over 60 volunteers from fields like business and government pitched in to be part of the event. Avista, BECU, Community Colleges of Spokane, and Walmart all stepped up as sponsors for the inaugural serving of Amazing Shake.

“I loved the fact that it taught kids how to properly introduce themselves and be confident about it,” said Liberty Lake Mayor Cris Kaminskas, who served as one of the judges at Liberty Lake Elementary. “It’s a skill that, if learned correctly, can help you your entire life.”

West Valley School District Superintendent Kyle Rydell and several elementary school principals from WVSD also volunteered their time as judges. Beck said there is hope to have each of the Valley school districts take part in the next rendition of Amazing Shake. Superintendents from CVSD, WVSD, Freeman, and the East Valley School District are part of the Chamber board.

“This allows us to be a step forward with all four school districts going into next year,” Beck said. “This is going to reach more students and integrate more volunteers into the classroom.”

Around the same time Amazing Shake was wrapping up its inaugural season, another Chamber-based project helped local youth develop entrepreneurial skills with help from two popular farmers’ markets.

Opening day of the Spokane Valley Farmers Market on June 2 fea-

tured close to a dozen booths operated by kids from area schools, selling original art that ranged from candles to jewelry to prints and more. One of the most successful factions of the program, known as “Youth Farmers Market,” originated from an art class at West Valley High School that generated around \$1,200 in revenue.

“I was very impressed with the quality of the products,” said Taylor, who added that she purchased many items from several booths. “Students realized they could really do this.”

Along with developing a marketing plan, students put together their own table displays as well as signage to promote their products.

Katy Lee, manager of the Spokane Valley Farmers Market, said the youth vendors “were a really cool addition to the market.”

“Being in a real-life, functioning market, these kids were so confident,” Lee said.

Lee added that she would like to continue with some version of the Youth Farmers Market as the season continues through summer and early fall.

“I think it’s important to support youth and help them be part of the small business community,” she said.

The day after the premiere in the Valley, four booths representing the Youth Farmers Markets were part of the Liberty Lake Farmers Market. Sponsor support carried over with Avista, BECU, Community Colleges of Spokane, and Walmart all chipping in to support the Youth Farmers Markets.

“Entrepreneurship and education align with our mission and values,” said BECU Retail Market Development Specialist Erick Peck. “Both of these made sense for us. Plus, we know that when the Valley Chamber coordinates an event, it’s going to be done well.”

Peck served as judge of the booths at the Spokane Valley and Liberty Lake sites and, like Taylor, emerged with a good impression at each market as well as a num-

ber of purchased items from several vendors.

“The professionalism with some of the displays was impressive,” he said. “The sales pitches were great. I was encouraged to see the students who took part developing business savvy.”

There has been talk of the Youth Farmers Market continuing next year, contributing to the bumper crop in self-confidence first instigated by Amazing Shake. ■



The Valley Chamber held its first Youth Business Market on Friday, June 2nd at the Spokane Valley Farmers Market

TOGETHER WE'RE GREATER

GREATER SPOKANE inc.



HAVE A VOICE

We advocate on your behalf for business-friendly policies and issues.



GROW THE ECONOMY

GSI is the Spokane region’s business development organization with a mission to build a robust regional economy.



SHAPE THE FUTURE

Join us through THRIVE Spokane, our region’s comprehensive economic development strategy, and plan for the future of the region.



BUILD TALENT

We bring educators and employers together to implement programs and best practices to build and retain a talented workforce.



PROMOTE YOUR BUSINESS

Attend or sponsor an event, post jobs or events, and engage on social platforms to make connections.



WE WORK ON YOUR BEHALF

We work to move forward with initiatives that help our economy and your business thrive.

Join GSI today! Visit GreaterSpokane.org to learn more.



DEVELOPMENT & INFRASTRUCTURE

TRACKER



US 395 – North South Corridor Spokane River Crossing

Construction has started for the new bridge for the North Spokane Corridor project, spanning the Spokane River and linking the skyway near Spokane Community College to the south and Carslie Avenue to the north. This will unite two separate North Spokane Corridor projects. Connecting the Spokane River to the Columbia Project to the north and Sprague to the Spokane River to the south.



nomnom

Construction is underway for the 24-foot-tall building, boasting 4,778 square feet of space for a convenience store at 8926 E. Bigelow Gulch Road, situated near the intersection with Argonne Road. The contractor for the project is Baker Construction & Development Inc.



HUB Sports Center Expansion

This project will add two synthetic outdoor turf fields with lights, along with a new 160-space parking lot and an outdoor building for restrooms, and storage. Future phases of the project will include an inclusive playground, a teen community center, pickleball courts, and additional synthetic turf fields.



Les Schwab

The new 12,000-square-foot location will include a two-story concrete commercial building with a showroom, offices, six bays, and tire storage.



290

90

Idaho Central Spokane Valley Performing Arts Center

Construction is underway for the 59,000 square foot building, which will include a 480+ seat Main Stage, a 200-seat Studio Theatre (with flexible seating), and a third-floor event space for upwards of 400 people. This will allow for year-round theatre camps and after-school programs in addition to the three summer shows and camps.



Spokane Conservation District – Scale House Market

The conservation district plans to renovate one of its unused buildings to create The Scale House Market and Kitchen which will serve as a year-round farmers' market and community space. The district expects the Scale House will host 249,000 people annually, including 18,000 people who qualify for food assistance programs once it's completed in 2025.

27

Pines Road / BNSF Railway Grade Separation

Plans to replace the BNSF railroad crossing on Pines Road with an underpass, are underway. The intersection at Pines and Trent Avenue at SR 290 will also be replaced with a multi-lane roundabout, and an adjacent shared-use path will be created. The project also includes the development of a new Centennial Trail trailhead and parking area complete with restrooms, electric vehicle charging stations, and other amenities.



90



Idaho Central Credit Union

Idaho Central Credit Union just broke ground on its Liberty Lake branch. Located at 21398 E Country Vista Drive, the 9,000 sq. ft. credit union will sit on 3.5 acres and include a drive-through.



Elk Meadows Estates by D.R. Horton

Elk Meadows Estates is a collection of 331 homesites located off 32nd Ave and Highway 27 near University High School and Browns Park. The new homes will be 1,797 to 2,770 sq. ft. and start in the low-\$400k range.

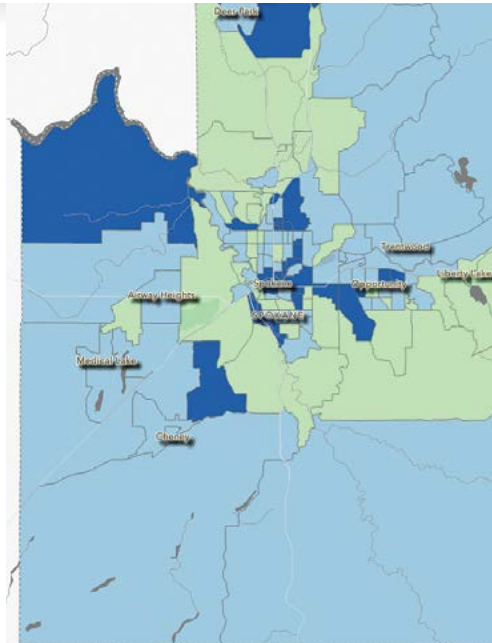
CHAMBER STEPS UP TO BAT IN REGIONAL BROADBAND TALKS

Digital Divide Index

Purdue Digital Divide Index - Spokane County

Digital Divide Score - Lowest is Best

Digital Divide Score



Lance Beck immediately noticed the irony in the first meeting of Spokane County's Broadband Action Team (BAT) he attended.

The CEO of the Greater Spokane Valley Chamber of Commerce had been invited to join the kick-off discussion targeting regional high-speed internet challenges and identifying solutions that lead to capacity building through increased broadband awareness,

The Digital Divide Index or DDI ranges in value from 0 to 100, where 100 indicates the highest digital divide. It is composed of two scores, also ranging from 0 to 100: the infrastructure/adoption (INFA) score and the socioeconomic (SE) score.

access, and adoption. The local BAT is one of 39 such groups in Washington state under the banner of counties and tribes.

Initially, Spokane County's hybrid group experienced its own connection hurdles.

"Here we immediately found ourselves in a meeting with some individuals in the room and some virtual, talking about connectivity, and connectivity was proving to be a barrier for the virtual attendees to be engaged in the conversation," Beck said.

The Valley Chamber subsequently stepped up as the host site for BAT and has been the hub for regular meetings ever since.

"We realized we could play the role of facilitator to help make sure these meetings would allow for great engagement no matter where an attendee was participating from," Beck said. "We have experience hosting hybrid meetings and wanted to make sure BAT was successful off the bat."

Ariane Schmidt serves as Executive Director of Broadlinc Spokane County, the Public Development Authority (PDA) that facilitates the local BAT as well as those in Ferry, Stevens, and Pend Oreille counties. Schmidt said having the group meet at Greater Spokane Valley Chamber of Commerce offices instead of a government site or in the downtown core has benefited the discussion.

"I think the Valley, and the Chamber in particular, not only cultivates membership but also has shown a real stewardship outside their boundaries," Schmidt said. "I see the Valley Chamber as a critical partner and a great incubator."

BAT and Broadlinc both target gaps in the regional broadband network, particularly in rural areas. The Broadlinc PDA was formed in part due to a broadband-related grant application filed by the town of Fairfield that did not reach fruition, according to Spokane County Commissioner and Broadlinc Chair Mary Kuney.

"We knew we needed to do this

collectively instead of each town and city doing their own thing," Kuney said. "The PDA is a holistic approach."

At stake is a considerable lump of federal funds through the Bipartisan Infrastructure Deal proposed by the Biden Administration and passed by Congress in November 2021. Washington state was approved for just over \$1.2 billion of the overall \$550 billion as part of the legislation. Along with improve-

ments to transportation infrastructure, access to clean drinking water, and environmental initiatives, the program prioritizes the availability of high-speed internet.

"We have a robust pallet of potential projects," said Schmidt, whose background includes administrator for Spokane County's American Rescue Plan (ARP) Portfolio. "It's definitely been an adventure."

In February, the Spokane Coun-

PINECROFT BUSINESS PARK

The Inland Northwest's Premier Business Campus

- Campus setting with on-site management
- Three convenient I-90 freeway on/off ramps
- Central location provides easy access for employees and visitors
- Spokane River with walking/bike trail along eastern boundary
- Build to Suit opportunities
- Park amenities include a restaurant, executive boardroom and exercise facility with showers

www.PinecroftBusinessPark.com
(509) 927-7747
 12709 E. Mirabeau Parkway, Ste 10 • Spokane Valley, WA 99216

CONNECT
BY SPOKANE TRANSIT

Ride STA effortlessly with the Connect app or card!

- ✓ STA Connect app for iOS and Android
- ✓ Online fare management
- ✓ Reduced and Zero-Fare categories
- ✓ Money-saving features like fare capping

Learn more about STA's Connect fare system at spokanetransit.com/connect

Download the STA Connect app

MEMORABLE EVENTS AWAIT



Book your space today!



spokanecenter.com
sales@spokanepfd.org
509.279.7007

ty Commissioners approved contracts with Comcast and Ptera to bring high-speed internet to Chattaroy and Medical Lake. The agreement was part of a resolution passed by the commissioners last year to direct \$3 million in ARP funds to improve access to reliable broadband in rural areas.

“I want to make sure these government dollars are going to the best uses, and everyone gets connected,” Kuney said.

Rockford Mayor Carrie Roecks said the town feels supported in the broadband conversation by Broadlinc and BAT, noting that Schmidt has represented Broadlinc at a Town Council meeting.

“They are aware of our needs and doing what they can to get funds we need to provide reliable service,” Roecks said. “We’re all working together as part of a cooperative consortium.”

Kuney said the Valley Chamber serves as a helpful partner in identifying needs among constituents.

“Lance and the Valley Chamber team have a great perspective of what’s going on in the Valley and south county,” she said. “I rely on them a lot.”

Jurisdictions represented on the BAT include the City of Spokane, City of Spokane Valley, City of Liberty Lake, and the towns of Fairfield, Latah, Rockford, Spangle, and Waverly, among others. The Kalispel Tribe of Indians and the Spokane Tribe of Indians are also part of the group. Nonprofits such as Spokane Valley Partners and school districts like Freeman and Liberty are also at the table as well as representatives from state and federal government, healthcare, and over a dozen internet service providers.

Broadlinc and BAT continue to gather feedback about broadband from a variety of public arenas. This spring, the two groups were among the hosts of a community listening session to collect input on broadband issues.

The Washington State Broadband Office - another host of the May 10th event - was established

by the state legislature in 2019 and operates under the umbrella of the Department of Commerce. Among other priorities, the effort is focused on driving job creation and economic vitality through affordable, high-quality, and accessible broadband in fields like education, government, healthcare, transportation, and public safety. Improving high-speed internet access for underserved communities is also an ongoing focus.

In March, the office rolled out a five-year action plan to address the distribution of \$900 million in broadband connectivity and equity funds.

“Broadband is a new essential utility for communities,” Schmidt said. “We’re really at the cusp of the waterfall.”

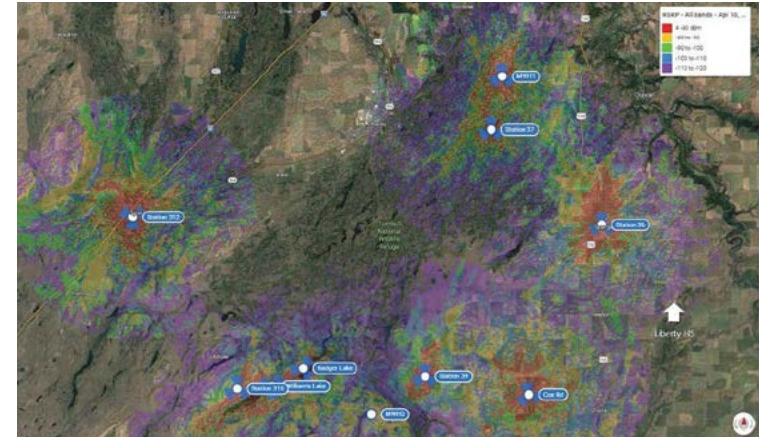
In areas like remote learning, public safety, telehealth, and e-commerce, the importance of reliable high-speed internet was underscored during the height of the COVID-19 pandemic. Schmidt points to the “wet cement” nature of broadband at this stage of its development.

“Right now, there’s no state or national policy for broadband as it’s rolled out,” she said.

A recent study by Broadband-NowResearch ranked Washington as one of the top five states in the U.S. for broadband coverage and quality. Incorporating data from the Federal Communication Commission and internet services, the rankings take into account access to low-cost broadband, download and upload speeds, fiber optic service, and overall access to broadband.

Kuney said the local BAT - consisting of nearly 70 stakeholders - “has brought a lot of voices together to talk about broadband,” while groups like the Valley Chamber have helped connect the dots.

“We want to establish an awareness of what’s needed in the community, what the ecosystem is,” Kuney said. “Chambers play an important part, letting us know what the needs of businesses are.” ■



South Spokane County Pilot for Semi-fixed Wireless Capacity

REAL ESTATE & CONSTRUCTION LAWYERS

Bristol George
Minimize Risk to Maximize Gains

1900 Northwest Boulevard Suite 200
Coeur d'Alene, ID 83814
(208) 664 - 4700

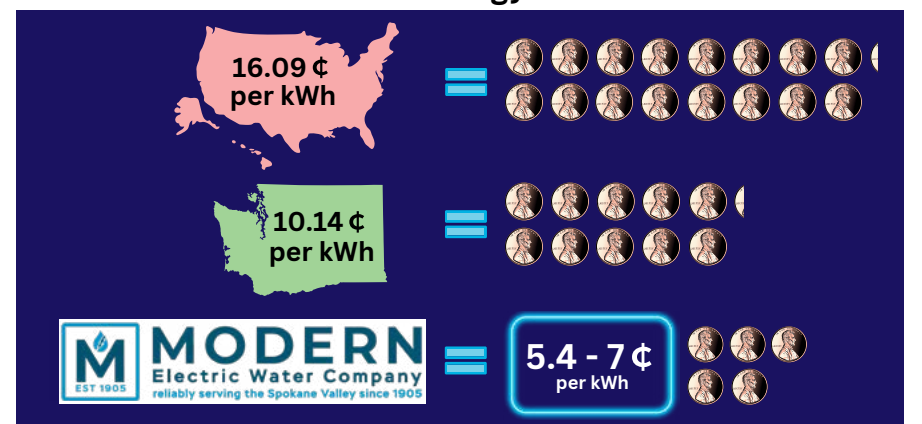
505 W Riverside Ave. Suite 215
Spokane, WA 99201
(509) 327 - 4700

BristolGeorge.com



Without these ...

We couldn't bring the Spokane Valley some of the lowest energy rates in America.



Modern is a proud investor & community partner of The Greater Spokane Valley Chamber of Commerce.

AVIDEX DELIVERS CLEAR AV ANSWERS TO DIVERSE CLIENT BASE

community in government facilities like Spokane Valley City Hall, public buildings like CenterPlace, and schools in the Central Valley School District. Expansion projects at venues like Manito Golf & Country Club, Northern Quest Resort and Casino, and the Spokane Airport have called upon Avidex to tackle their AV systems, while new venues like the Doris Morrison Learning Center and the Trailhead Golf Course in Liberty Lake will all feature the Avidex stamp.

“We focus on partnering with our clients to craft and create the best solution as an extension of their team by bringing in the expertise with our industry knowledge and experience,” Helgeson said. “Our additional offices in tech hubs like Seattle and Silicon Valley allow us the ability to tap into what trends ‘big tech’ are utilizing to help guide our local clients to better outcomes. Employers are trying to sort the most effective way to keep their workforce engaged in the ‘new normal,’ having good AV systems can play a large part of that solution.”

When the Spokane Library dove into renovations of four sites and construction of three new libraries, Avidex got the call. The Hive, just west of Spokane Valley at 2904 E. Sprague, built five dedicated meeting spaces available to the public free of charge. The first iteration of the rooms had speakers, projectors, and video routing systems, but during the pandemic, when hybrid meetings became common, the spaces lacked sufficient teleconference capabilities.

Enter Avidex to the rescue.

The company worked with Tara Neumann, Spokane Public Library’s Community Technology Director, and the library’s IT team to come up with answers to The Hive’s video teleconferencing quandaries. Microphones and cameras with connections were added to ensure efficient conferencing over laptops. The new feature meant spaces throughout the site would function efficiently for in-person or virtual meetings.

“Avidex understands our requirements for seamless technology operation with little to no instruction

With a portfolio that includes over 60,000 projects in 27 countries, Avidex is recognized as a worldwide leader in audio-visual (AV) solutions. They serve government, healthcare, education, hospitality, and corporate clients with a variety of needs.

In the Inland Northwest, the company is simply known as the “go-to” for a variety of issues from A to V.

“We’ve all been on that bad Zoom meeting where people are saying, ‘I can’t hear you, or I can’t see you that well, or how do I get into this meeting?’” says Josh Helgeson, Senior Account Executive for Avidex in Spokane. “These are just some of the problems we solve.”

The handiwork of Avidex is woven throughout the

for our users of all skill levels,” Neumann said. “Achieving this goal can be challenging but Avidex has proven to be an excellent partner in navigating the process.”

The Hive has hosted 1,400 events and meetings already this year.

“The space is actively used daily, and we are continually monitoring and making appropriate changes to the rooms to fit the community needs,” Neumann said. “No doubt the video teleconferencing solutions are a big part of what makes these spaces appealing to the community.”

Joya Child & Family Development, formally the Spokane Guilds’ School, moved into a new space in Spokane’s University District last May. Recognized as a Neurodevelopmental Center of Excellence, Joya provides care for families of children with developmental disabilities and delays, serving nearly 400 children in Spokane County each year.

With a goal of doubling its ca-

capacity, Joya envisioned the new facility fostering collaboration between staff, practitioners, and students. A large meeting space would serve as the catalyst for an enhanced level of teamwork. Avidex worked with the building design team at the start of the construction process to integrate the proper power and networking features.

“The challenge we initially had to overcome was the desire for the room setup to change depending on the meeting type,” Helgeson said.

Avidex came up with a flexible system that would accommodate a variety of room configurations, creating multiple presentation positions for laptops and dual 75-inch displays that could be viewed clear-



Avidex upgraded The Hive’s video teleconferencing for their five meeting spaces. The new feature meant spaces throughout the site would function efficiently for in-person or virtual meetings.



INTEGRUS

A COLLABORATION OF YGH & INTEGRUS ARCHITECTURE

DESIGN FOR THE COMMONS.

- Supporting architectures of care & belonging
- Sustaining environments of stewardship & innovation
- Shaping spaces of community & resilience

www.integrusarch.com



Avidex worked with the building design team at the start of the construction process to integrate the proper power and networking features to help foster collaboration between staff, practitioners and students.

with input and output audio, which is crucial to any virtual meeting. We have less time focused on troubleshooting virtual meeting AV issues, and users have a sounder experience with quality AV output.”

ly throughout the room. A ceiling-mounted microphone, ceiling speakers, and a podium-mounted microphone were installed for a dynamic audio set-up. A dual camera system allows viewers to see both room participants and presenters easily.

“Avidex was insightful in helping us plan what kind of an AV environment we wanted for our organization,” said Joya Development Director Korin Michielli. “We have been able to have consistency

meeting AV issues, and users have a sounder experience with quality AV output.”

The Greater Spokane Valley Chamber of Commerce faced its own AV challenges after transitioning into a new home on Sprague Avenue in late 2020. With more meetings moving to a remote format, Chamber CEO Lance Beck understood that an effective system would be key to maintaining engagement with members, the board, and other partners.

An “all-in-one” teleconferencing unit was donated to the chamber with connection to a PC provided by Avidex along with video routing to a pair of 65-inch screens in the central meeting room.

“We tried to keep this solution simple, easy to use, and cost-effective to start and get an idea of how much the room would be utilized,” Helgeson said. “This solution provides good video for both in-room users as well as video teleconferencing participants to stay engaged during meetings.”

The trio of projects - and the innovations featured in each approach - epitomize a slogan on the Avidex website, describing a team that is “passionate about delivering collaborative audio-visual solutions to enhance the way we work, learn and live.” ■



Welcome to CenterPlace Regional Event Center

Set against the backdrop of Mirabeau Point Park and the Spokane River, most visitors describe CenterPlace Regional Event Center in one word: Wow! This beautiful building and its adjacent outdoor event spaces provide multiple options for any event. Located along the Interstate 90 corridor between Spokane, WA, and Coeur d'Alene, Idaho, CenterPlace is easily accessible and offers free parking, onsite catering and an event-planning team that guarantees great customer service.

509.720.5200
2426 N Discovery Place
Spokane Valley, WA 99216
www.centerplacespokanevalley.com

- New outdoor venue for large events
- Several meeting and event rooms
- State of the art audio visual equipment
- Complimentary wireless internet
- Large view windows in all rooms
- Your ideal site for all events



4,728
Establishments
in the City of
Spokane Valley

11,400
Licensed Businesses in the
City of Spokane Valley

1,207
Manufacturing and
Distribution Businesses

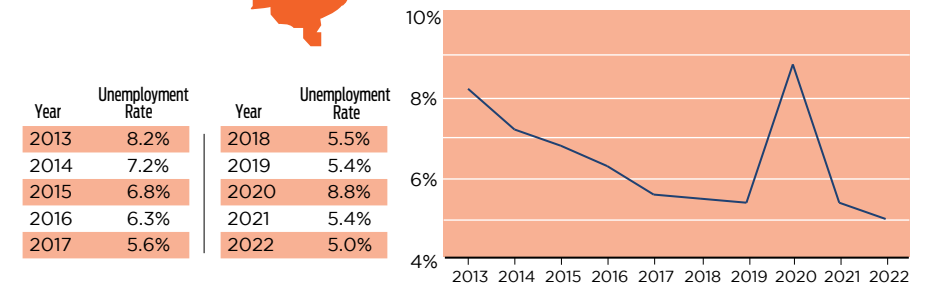
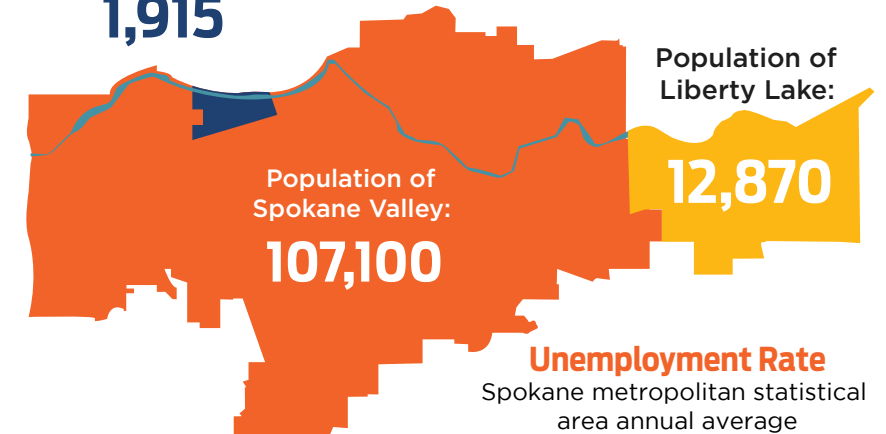
587
Establishments
in the City of
Liberty Lake
Liberty Lake has a
labor force of
3,230
People

122
Establishments
in the City of
Millwood

Retail is the top
industry with
25
Establishments

AREA FACTS

Population
of Millwood:
1,915



Source: Washington state Employment Security Department.

Invest in your future success.

Total Lot Size
127 acres

Potential Leasable Space
1.5M sqft

Industrial Floor Plans
88K-500K sqft

Ceiling Clearance
30 ft



Contact:
Chris Bell, NAI Black
509-233-4737
cbell@naiblack.com



2022 ANNUAL REPORT

123 NEW MEMBERS ADDED IN 2022 **677** TOTAL MEMBERS

LARGEST MEMBER CATEGORIES

- | | | |
|---|---|--|
|  | 1 Business & Professional Services | 6 Health Care |
|  | 2 Nonprofit Organizations | 7 Construction Equipment & Contractors |
|  | 3 Finance & Insurance | 8 Real Estate, Moving & Storage |
|  | 4 Restaurants, Food & Beverage | 9 Advertising & Media |
|  | 5 Government & Education | 10 Manufacturing Production & Wholesale |
|  | | |

PROGRAMS & EVENTS

188

In 2022, the Chamber hosted a variety of events and programs to our members to discuss, network, learn, and celebrate the business community. This year we introduced a new signature Business Connection events titled **Our Schools**, which provided an update on school programs from the four area Superintendents.

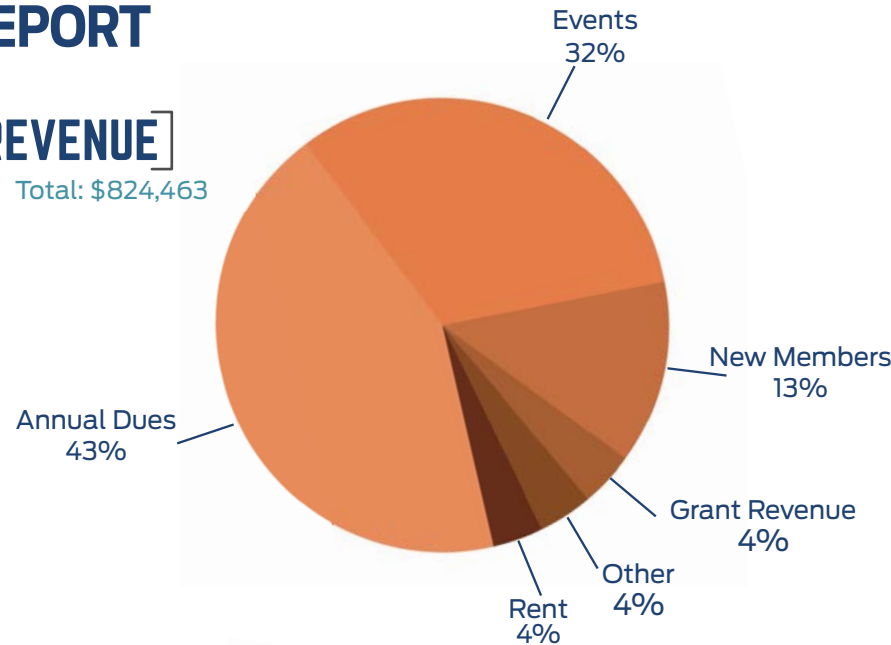
TOTAL ATTENDEES 3494

22 RIBBON CUTTINGS

2022 FINANCIAL REPORT

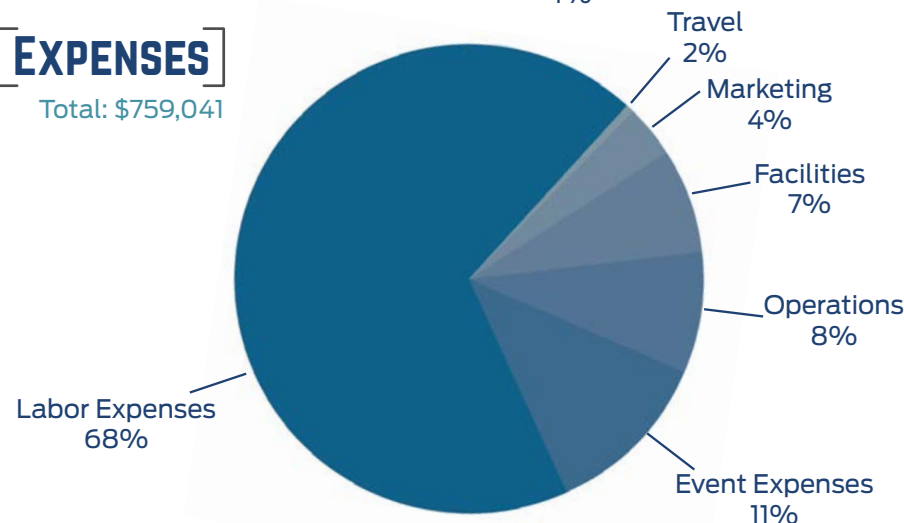
[REVENUE]

Total: \$824,463



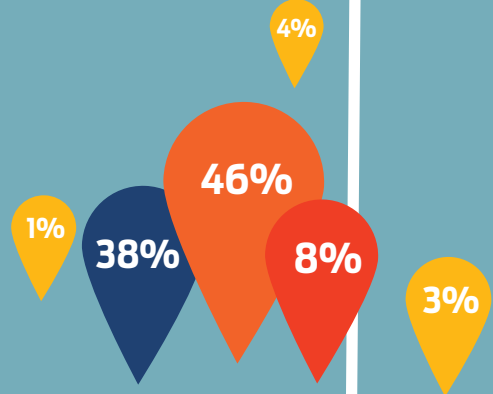
[EXPENSES]

Total: \$759,041



MEMBERSHIP BY LOCATION

- 46%** Spokane Valley
- 38%** Spokane
- 8%** Liberty Lake
- 3%** North Idaho
- 1%** West Plains
- 4%** Other



1 INVESTOR PARTNER
11 VISIONARY PARTNERS
24 CORPORATE PARTNERS

16 AMBASSADORS

ADVOCACY EFFORTS

12 Government Action Committee Meetings, & **1** Regional Transportation Coalition Meeting

26 ADVOCACY TESTIMONY SUBMISSIONS

SCHOLARSHIPS AWARDED

\$16,500

to **four** students by the Spokane Valley Chamber Foundation

5 STRATEGIC PRIORITIES

- BUSINESS CLIMATE
- DEVELOPMENT & INFRASTRUCTURE
- QUALITY OF LIFE & COMMUNITY
- HEALTHCARE
- EDUCATION & WORKFORCE

88% MEMBER RETENTION RATE

120 NETWORKING OPPORTUNITIES

11 WORKSHOPS

13 SIGNATURE EVENTS

16 MEMBER STORIES

highlighted on our **new** Valley Chamber website that launched in April 2022.

Our new website received **80,720** PAGE VIEWS **27,579** UNIQUE USERS

9,790 SOCIAL MEDIA FOLLOWERS

across all platforms & **98** newsletters sent



CELEBRATING 19 YEARS



For many, the first thing that comes to mind when they think about the Valley Chamber is the first face they saw for nearly two decades when they walked in: Sue Rusnak. The word that consistently comes up when people describe Sue is trust. Through each of the changes in leadership and location, Sue was the one who remained the consistent presence and moral compass of the Chamber.

When Sue started in 2003, she didn't even know what a Chamber of Commerce did. "I thought a chamber of commerce was more like a visitor center where people could go to get more information on the town, things to do, and places to go," Sue remembered. "Once I started working there, I learned the chamber does so much more than that." In those nearly 20 years, she not only came to understand what a Chamber does, she became a tremendous source of guidance for the three CEOs she served.

"We developed a great sense of trust in Sue and the information she would provide, so the decisions we made could be based on the context of who we are as an organization," Valley Chamber CEO Lance Beck said.

Her remarkable qualities stem from the example of

her parents, including her unwavering faith. Coming from a family of six, Sue grew up in Tekoa, Washington, where her parents owned a grocery store called Yale's Food Market.

"I saw my parents help people who were struggling to make ends meet," Sue remembered. "They would always do what they could to help their loyal customers...They were always delivering groceries to others who were homebound. As the six of us grew older, we could take over with some of these deliveries." As for her faith, "My mom was a devout Catholic, so we went to church every Sunday...I still have a very strong faith to this day, and I give my mom the credit for who I am today."

Those who interacted with Sue felt that same altruistic attitude every time they called or stopped by the office. "Sue had a real heart for the Chamber and its members," Former Board Chair John Guarisco said. "She is just real... a person who is loving, kind, and knows the difference between right and wrong."

Sue's retirement has undoubtedly marked the end of an era at the Chamber, but it has also opened up more opportunities for her to spend time with her three adult children, seven grandchildren, and one great-grandchild. "I have not gotten bored at all," Sue said of her few months of retirement. She's already visited one of her kids in Oklahoma.

Sue's presence, knowledge, and grace made her an invaluable asset to the Valley Chamber for nearly 20 years. "On behalf of the Chamber's leaders that came before me and our current team, I thank Sue for her time and dedication," Beck said. "We all wish her well as she makes the transition from her role of Office Manager to the treasured title of Grandma. ■"

Hey business owners, can we be Frank with you?

We do business banking. And we do it well.

But a few years ago, we started to notice certain businesses we couldn't help. We saw skills we didn't have. We saw tools we couldn't provide.

No more.

We've upgraded STCU Business. We've secured new tools, strengthened our team, and gained a fresh perspective that's built on a foundation of being Frank. Because the stakes are too high to do it any other way.

STCU Business. Partner up™



(509) 344-2200
stcu.org/business
Insured by NCUA.

stcu
Business



**SPOKANE VALLEY UNIVERSITY
TRANSFER STATION**

Making a Clean Scene!

OPERATED BY
Sunshine
Disposal & Recycling®

509-924-5678 | sunshinedisposal.com



Open Daily
7:30AM—5:00PM
We are closed for National Holidays:
New Years Day,
Memorial Day,
Independence Day,
Labor Day,
Thanksgiving Day
and Christmas Day.

Material Accepted
General Refuse, Construction Demolition Material, Green/Yard Waste, and Household Hazardous Waste.

spokanevalley.org/solidwaste

We're celebrating 20 years of public service

The City of Spokane Valley is commemorating 20 years of incorporation in 2023. We've come a long way in 20 years. With a population exceeding 105,000, the city is the ninth largest in the state.

In Spokane Valley, residents enjoy a slower pace of life and a closeness to nature. Centrally located along Interstate 90 between Spokane and Coeur d'Alene, the city is a thriving hub of health care, small manufacturing and construction companies, and home to the largest retail sector in the region.

Looking to expand your business or launch something new? Consider Spokane Valley. We offer a streamlined permitting process that is transparent and efficient. Contact our Permit Center or Economic Development Department to learn more.



**SPOKANE
VALLEY**
— ECONOMIC DEVELOPMENT —