A NOTE FROM THE PRESIDENT

Dear GWATA Members and Community,

2018 has been another exceptional year for our 501(c)3. From the success of the Flywheel Investment Conference in April, to an impressive slate of nominees and winners for the Innovator Awards in September, we have hosted over 4,000 participants in our programs overall. It has been our privilege to serve you and our community. We are looking forward to an exciting 2019.

After serving for a year as your board Treasurer and two years as your Vice President, I’m stepping into the role of President during a time when the organization is truly at its strongest and most vibrant. With the addition of new board members and board advisors, we are well positioned to take on a strategic planning process this year to create our guiding framework through 2022. Engaging with you, our members and supporters, will be the highlight of our work, I’m certain.

Inside this newsletter, you will find updates on our successes this past year, as well as opportunities to engage with both the board and with other members. Supporting your business growth and the growth of our region is at the core of GWATA’s mission, and I hope you will continue to share your needs and your ideas to help us create the future that we all want for North Central Washington.

Thank you for helping make GWATA the organization that it is today and for being a part of what we can become. I look forward to seeing you at the 2019 Kickoff on January 30 at Pybus Public Market! - Stacy

GWATA’S MISSION & VISION

Our mission is to bring people and technology resources together while supporting entrepreneurs, STEM education, and technology in North Central Washington. We provide an open platform for the exchange of ideas, and create a culture that encourages entrepreneurs. We recognize and support innovators in our region, while preparing our community for STEM careers. We believe that a strong technology community will add to our region’s economic vitality.

BOARD OF DIRECTORS

Stacy Luckensmeyer, President
Wenatchee Valley College
Tom Arnold PetHub
JC Baldwin GTC Technical Support/Port of Chelan County
Brian Beaumont Subsplash
Wendy Dalpez The Entrepreneur’s Source
Rodney Dye Stemilt Growers
Jim Huffman Port of Douglas County
Robert Pageler Confluence Health
Pete Phillips North Central Educational Service District
Ryan Smolinsky Overcast Law Offices
Barbara Walters North Central Regional Library

BOARD OF ADVISORS

Cheri Dudek Orchard Corset
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Steve King City of Wenatchee
Brenda Mandelis LocalTel Communications
Amy Smith Numerica Credit Union

EMERITUS

Ron Brown Wenatchee School District
Dan Paquette Key Methods
Jenny Rickel Native Network

☑ SERVED 155 MEMBERS

☑ HOSTED 4,000 ATTENDEES

☑ PLANNED 30+ EVENTS

☑ ASSISTED WITH 150+ REFERRALS & CONNECTIONS

82% of attendees made new and valuable connections
Thank you to all of our 2018 panelists and panel sponsors:

NCW Tech Companies - January 31 / Presented by Native Network
Tom Arnold, PetHub; Korey Korfiatis, Legwork; Dave Carlson, Giga Watt; and, Drew Zabrocki, Centricity Global.

Women Rule the World - July 24 / Presented by Numerica Credit Union
Jen Statt, Elements Salon & Spa; Vicky Scharlau, 501 Consultants; Julie Burdick, Julie Aynn Photography; and, Tricia McCullough, Augustedge.

Funding Your Business - November 14 / Presented by Craft3
Malachi Salcido, Salcido Enterprises; David Kaylor, Harvest Valley Pest Control; Kathleen Kennedy, San Francisco Style Sourdough Eatery; and, Scott Ptolemy, Web Guides Marketing.

Congratulations to our 2018 Innovator winners, finalists, and nominees! Winners of each award were:

Entrepreneur of the Year Kevin Cox & Kyle Cox of Coaxsher
Innovative Tech Business of the Year iSpyFire
STEM Educator of the Year Brigitte Wiegand (Foothills Middle School)
Problem Solving Innovators of the Year Michael Olmstead, Porter Lumpkins, and Bernardo Farias (Wenatchee Valley College)
Future Tech Leaders of the Year Team FBI - VEX Robotics Team, including: Miranda Nayak, Lucia Musacchi, Taylor Reyes, Asanatou Ceesay, and Annaliiese Gordon (Foothills Middle School)

We take our mission to heart, which is why we choose local providers for all our non-profit needs. Here are just a few:

**CATERING SERVICES**

RING A BELLS

THE THAI

PROFESSIONAL SERVICES

MARTIN

MORRIS

AGENCY INC.

PROFESSIONAL SERVICES

OGDEN

MURPHY

WALLACE

ATTORNEYS

EVENT SERVICES

CONFLUENCE TECHNOLOGY CENTER

DILLY DELI

Pych/TRINITY

PYBUS PUBLIC MARKET

Cashmere Valley Bank

Julie Aynn Photography

SherFun Events
2019 FLYWHEEL INVESTMENT CONFERENCE

CALLING ALL WASHINGTON STARTUPS

The FLYWHEEL CONFERENCE 2019 FUND LLC is looking for early stage startups who are interested in competing at the Flywheel Conference on April 18. Startups will compete for the opportunity to receive $100,000 - $150,000 in the form of a convertible note. One startup will also win a $5,000 cash prize for being the audience favorite.

The competition is open to any Washington State company. All companies who submit a completed application by March 1 will receive a discount code for Conference tickets and will have their company information listed in the Conference program.

INFO & TICKETS: WWW.FLYWHEELCONFERENCE.COM

QUARTERLY INVESTOR MEETING

Friday, January 25 from 12:00 - 1:00pm
at the Confluence Technology Center

Are you an accredited investor? The Flywheel Angel Network hosts quarterly meetings where two companies seeking investment pitch to investors. Companies are not guaranteed any investment from pitching - only the opportunity to solicit funding from accredited investors.

Is your company fundraising? If you are interested in pitching to local investors, please email Jenny.

More information and RSVP: jenny@flywheelconference.com

FLYWHEEL INFO MEETING

Tuesday, February 12 from 8:30 - 9:00am
at the Confluence Technology Center

Calling all service providers! You are invited to join Tyler Mickey, Senior Manager at Moss Adams, and Jenny Rickel, 2018 Flywheel Fund Manager, for a Q&A session over coffee and donuts. During this 30 minute event, Tyler and Jenny will give you the legal and accounting background on the Flywheel Angel Network and Investment competition. This will give you the context you need for informing clients, businesses, or colleagues about the new investment group in Wenatchee.

In addition, business owners who are looking for funding or may want to compete at the Flywheel Conference will learn from investors what they need to include in their application.

Register for free at www.gwata.org/flywheel-info-session

2019 FLYWHEEL INVESTMENT CONFERENCE

Thursday, April 18
9:00am - 8:00pm
Downtown Wenatchee

Buy your tickets now for Early Bird Pricing (ends March 1) - use discount code “EARLYBIRD” before check out to receive 20% off your ticket.
This is big news! Two of GWATA’s largest events are merging into one giant showcase: the Wenatchee Mini Maker Faire and the NCW Tech & STEM Showcase. We are so excited for the growth of these two events -- it’s going to be a great year!

What is the Wenatchee Mini Maker Faire?
Maker Faire is the Greatest Show (and Tell) on Earth -- a family friendly showcase of invention, imagination, creativity and resourcefulness, and a celebration of the Maker Movement. Makers range from tech enthusiasts to entrepreneurs to artists to performers to scientists to garage tinkerers. The aim of Maker Faire is to entertain, inform, connect and grow this community.

The Wenatchee Mini Maker Faire was started in 2015 under the organization of students from Wenatchee High School and GWATA. Our event was the first Mini Maker Faire in the world produced by students and has paved the way for students in other cities to follow. We’re proud that the Maker Faire continues to grow and that our staff is able to mentor and train students in the planning of the event, giving them valuable leadership training and experience.

Our passion for student development and this premier community event has lead us to the decision to expand the fourth annual Maker Faire. We’ve moved the event into the spring and rented the Town Toyota Center as our venue. Moving the Maker Faire to June also gives us the opportunity to bring the NCW Tech and STEM Showcase under the umbrella of the Faire.

What is the Tech & STEM Showcase?
In 2013, Wenatchee School District began the STEM Showcase with the support of GWATA. In 2016, GWATA took the lead, giving the opportunity for students and teachers from all 29 school districts in the region to participate. The showcase is special because it’s the only regional technology showcase event. Every year, teachers and students display their projects and demonstrate how they integrate technology into the classroom. The Tech and STEM showcase was previously held at Pybus Market - but we’ve outgrown the space. Now with the Town Toyota Center as our venue we have virtually unlimited room for teachers and students to showcase.

We invite all makers, artists, performers and crafters to register to participate at the 2019 Wenatchee Mini Maker Faire. Registration is open now through May 17. Any group of individual participating in the Faire for non-commercial purposes can participate for free. Commercial vendors are also encouraged to participate and sell products - we offer booths with a sliding scale fee.

Any groups or individuals interested in presenting their project, creation, activity, or performance at this event should apply online at: wenatchee.makerfaire.com

Questions? Feel free to email us at: info@wenatcheemakerfaire.com

STUDENT LEADERSHIP TEAM
Under the mentorship of GWATA, a new group of local students will lead the 4th Annual Wenatchee Mini Maker Faire. Students will lead all organizational aspects of the event. Activities include: soliciting sponsors, budgeting, marketing, public outreach, and volunteer management. The Mini Maker Faire is actively looking for more students in the high-school age range who are interested in joining the planning team.

The planning team will meet in the afternoons approximately once a week from March 4 to June 3. Meetings will be held at the YMCA in Wenatchee. Students participating must have transportation to attend meetings at the YMCA and availability to meet after school.

Do you know a student who would be a great part of the team? For more information email info@wenatcheemakerfaire.com

SAVE THE DATE: The 4th Annual Wenatchee Mini Maker Faire is June 1 at the Town Toyota Center
This event is free and open to the public from 9:00am - 3:00pm. We encourage you to bring your family and friends to enjoy a day of exploring and learning. Learn more about the Faire at wenatchee.makerfaire.com
FEATURE YOUR BUSINESS ON NCWLIFE

Are you interested in coming on air? We start our third season of GWATA TV in February 2019!

GWATA started its own weekly 30-minute show on the NCWLIFE Channel in January 2018 and we are happy to announce that we will continue hosting the show in 2019. GWATA TV features our members and supporters every week as we discuss hot topics and current events in our region. Closely aligning with our organization’s mission, the show focuses on North Central Washington’s resources in technology, business, and STEM education. Previous shows have discussed: women owned businesses, STEM resources for teachers, local technical education opportunities, new tax laws, economic development in our region, blockchain technology, telemedicine, and more!

We invite all of our members to join us on our upcoming season! Filming takes place at the NCWLIFE studio every other Friday (in the morning) and only takes about 45 minutes. We would love to feature you, your company, or discuss a topic you are knowledgeable about.

Interested? Email Becca at becca@gwata.org to learn more! Check out our website to watch previous episodes at www.gwata.org/tv. You can also watch the NCWLIFE Channel on channel 12 (LocalTel) or channel 19 (Charter) or by streaming online at www.ncwlife.com

COWORKING SPACES IN NORTH CENTRAL WASHINGTON

Over the last five years, GWATA has explored private, non-profit, and public coworking models. Our initial goal was to create or run our own facility. In mid-2018, the property owners of the Mercantile generously offered GWATA the opportunity to explore the concept of running the facility ourselves. In the end, we decided that we did not have the capacity to take on this role and that we would best serve the project as a tenant and supporting partner.

Once the Mercantile coworking facility is open, we will move our office from Olds Station into the facility. By having an office at the Mercantile, we’ll be more accessible for our tech community, entrepreneurs, and educators. Several of GWATA’s social events and workshops will also take place at the coworking facility. As a non-profit that serves a diverse business and education base, we try to host programs and events during hours that serve the most members. At the Mercantile, we can explore the addition of morning workshops or after-hours classes. Most of all, we’re excited for GWATA to have a permanent home centered in the hub of local business activity.

The Mercantile is not the only location for collaborative and open workspaces! We encourage you to visit the newly opened Wenatchee WorkSpace or one of the other facilities in our community.

COWORKING SPACES:

Wenatchee WorkSpace
1737 N. Wenatchee Ave, Ste B, Wenatchee
www.wenatcheeworkspace.com

Leavenworth Community Workspace
17 8th St. #200, Leavenworth
www.leavenworthworkspace.com

Mission Street Commons
218 S. Mission St., Wenatchee
www.missionstcommons.com

Mercantile - Coming Soon!
12 N. Wenatchee Ave., Wenatchee

Drop Zone Cowork
303 Riverside Ave., Winthrop
www.dropzonecowork.com
JANUARY 30  MEMBER-ONLY CLASS: CYBERSECURITY
Confluence Technology Center (CTC) / Free, Members Only

JANUARY 30  2019 GWATA KICKOFF PARTY
Pybus Public Market / $10 for Members, $20 for non-members

FEBRUARY 7  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

FEBRUARY 12  2019 FLYWHEEL INFO MEETING
CTC / Free, open to members & non-members

MARCH 7  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

MARCH 13  TECH TOUR: GTC TECHNICAL SUPPORT
GTC Technical Support / Open to members & non-members

MARCH 21  ENTREPRENEURIAL PANEL: OWNERS UNDER 35
CTC / Free for members; $15 for non-members

APRIL 4  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

APRIL 18  FLYWHEEL INVESTMENT CONFERENCE
Downtown Wenatchee / Early Bird pricing available until March 1 (20% off tickets), use code “EARLYBIRD”

JUNE 1  WENATCHEE MINI MAKER FAIRE/SHOWCASE
Town Toyota Center / Free, open to the entire community

JUNE 6  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

JULY 11  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

AUGUST 1  SUMMER SOCIAL/SCHOLARSHIP FUNDRAISER
Highlander Golf Course / Open to members & non-members

SEPTEMBER 5  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

SEPTEMBER 25  INNOVATOR AWARDS LUNCHEON
Wenatchee Convention Center / Open to entire community

OCTOBER 3  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

NOVEMBER 7  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

DECEMBER 5  TECH TALK & HAPPY HOUR
Badger Mountain / Free, open to members & non-members

SIGN UP FOR OUR E-NEWSLETTER TO STAY UPDATED ON NEW EVENTS
SIGN UP AT WWW.GWATA.ORG/ENEWS

THANK YOU TO OUR 2019 PARTNERS

As a non-profit organization, we rely on our partners’ support to provide valuable programming and resources for the community. We want to thank these partners for pledging their support in 2019.
THANK YOU GWATA MEMBERS

501 Consultants
Accor Technology
AGTools
Alatheia Therapeutic Riding Center
Apple Blossom Festival
Apple STEM Network
Applied Innovation
Augustedge, PLLC
Badger Mountain Brewing
Bainbridge Manufacturing
BBSI - Moses Lake
Dan Bigos
Blind Renaissance
Building NCW
Cafe Columbia
Marsha Carlson
Cascade Auto Center
Cascade Farmlands
Cashmere Chamber of Commerce
Cashmere Valley Bank
Central Washington University
Centricity Global
Chelan County PUD
Chelan-Douglas School Retirees’ Assoc.
City of Wenatchee
Clifton Larson Allen
Coaxsher
Columbia Valley Community Health
Confluence Health
Copiers Northwest
Cordell Neher & Company, PLLC
CrunchPak
Selina Danko
Digital Media Northwest
Dilly Deli
Britt Dudek
Eastmont School District
Elements Salon & Spa
Endsley & Company
Entiat Chamber of Commerce
eqpd
Express Employment Professionals
Fallon Technology
Fastnet Security
FieldClock
Firefly
FocusGeo
Foody Vertical Garden
Giga Watt
GTC Technical Support
Haglund’s Trophies
Hartke Properties NCW
Harvest Valley Pest Control
Heavy Dose
Connie & Ian Hill
Linda Holmes-Cook
Homchick Smith & Associates, PLLC
iFiber Communications
Incognet
Interwest Communications
iSpyFire
Jeffers, Danielson, Sonn & Aylward, P.S.
JP Portrait Studio
Julie Aynn Photography
Kelly Allen Financial Services
Key Methods
Lake Chelan Chamber of Commerce
Ross Lambert
Laura Mounter Real Estate
Leavenworth Chamber of Commerce
Legwork
LocalTel Communications
Logic 20/20
Manson School District
Martin-Morris Agency Inc.
McQuaig & Welk, PLLC
Microsoft
Mission Ridge Ski & Board Resort
Moses Lake Chamber of Commerce
Moss Adams
MXM - A Medallia Partner
Native Network
NCW Digital
NCW Economic Development District
NCW LIFE Channel
North Central Educational Service District
NeoPolymath
Noel Communications
North 40 Productions
North Cascades Bank
North Central Regional Library
North Meridian Title & Escrow
Numerica Credit Union
Numerica Performing Arts Center
OATH Data Center
OfficeTECH
Ogden Murphy Wallace, PLLC
Orchard Corset
Overcast Law Offices
Peoples Bank
PetHub
Port of Chelan County
Port of Douglas County
Port of Quincy
Pybus Public Market
Quincy School District
Quincy Valley Chamber of Commerce
R Digital Design
Tom Richardson
Ring-A-Bell’s Catering
Nick Rohrbach
Sabey Corporation
Gene Sharratt
SherFun Events
Michael Siemion
Laurie Simon
SimplePowersIT
Sister Connection
SmartSign2Go
Smithson Insurance Services
Stemilt Growers
Stemtree of Wenatchee
Structure Integrated Branding
Subsplash
The Good Life Magazine
The Mastermind Group
The Salcido Connection
The Solution People
The Thai Restaurant
Robert & Bealinda Tidd
Town Toyota Center
Tumbleweed
Tutor Doctor North Central Washington
United Way of North Central Washington
Van Doren Sales
Visconti’s Italian Restaurants
Voortex Productions
Michael Wallace
Washington Tree Fruit Research Commission
Washington Trust Bank
Web Guides Marketing
Wenatchee Valley Chamber of Commerce
Wenatchee Downtown Association
Wenatchee School District
Wenatchee Valley College
Wenatchee Valley Museum & Cultural Center
Wenatchee WorkSpace
Wenatchee World
Wenatchee Valley YMCA
Wendy Dalpez - The Entrepreneur’s Source
Wolven
WSU Tree Fruit Research & Extension Center
Yeti Chocolates

(509) 661-9000 | info@gwata.org | www.gwata.org