

The Downtowner

A Newsletter of the Historic Downtown Kennewick Partnership

Calendar of Events

Tuesday, February 5th

♥ Organization Committee, DKBC, 7:30AM

Wednesday, February 6th

♥ Downtown Social Meeting, Ice Harbor at the Marina 5-7PM

Tuesday February 12th

♥ Promotion Committee, DKBC, 5PM

Wednesday, February 13th

♥ ER Committee, DKBC, 12Noon

Thursday, February 14th

♥ Valentine's Day

Monday, February 18th

♥ President's Day

Wednesday, February 20th

♥ Design Committee, DKBC, 5:30PM

Friday, February 29th

♥ Board Meeting, DKBC, 7:30AM

Board of Directors:

Mark Blotz <i>President</i> Clover Island Inn	Merrienne Door <i>Vice President</i> JD's Time Center
Tim Arntzen <i>Treasurer</i> Port of Kennewick	Kathy Ruggles <i>Secretary</i> Washington Trust Bank
Mayor Jim Beaver City of Kennewick Beaver Furniture Sales	Russ Keefer Kennewick General Hospital
Paul Scharold Scharold Enterprises	Gary Earp Windermere Real Estate
Harvey Faurholt Attorney at Law	Dr. Matt Smith Family Practices
Kathye Kilgore Second Harvest Tri-Cities	

The Mission of the Historic Downtown Kennewick partnership is to enhance the prosperity of the downtown and preserve its History.

HDKP's Downtown Social Meeting

In 2006, the Historic Downtown Kennewick Partnership created a monthly Downtown Social Meeting for people in the downtown Kennewick and Columbia Drive area to get together in a low key environment and meet their neighbors. The first Downtown Social was held at Ice Harbor Brewing Company on Railroad Avenue. Now, here we are in 2008 and the HDKP is joining with Ice Harbor to again host a Downtown Social meeting, only this time we will be at Ice Harbor at the Marina located at 350 Clover Island Drive on Wednesday, February 6, 2006 from 5pm to 7pm. The Ice Harbor at the Marina is owned and operated by Mike Hall and Bill Jaquish.

This will include drawings, refreshments, and relaxing conversation, so bring your business cards and join the fun with your neighbors. These monthly networking events are a great way to meet other downtown business and community members.



Historic Downtown Kennewick Partnership Announces 2008 Board of Directors

In December, the Historic Downtown Kennewick Partnership announced the results of the 2008 Board Elections. The General Membership elected Merrienne Door, (JD's Time Center) Tim Arntzen, (Port of Kennewick) and Russ Keefer, (Kennewick General Hospital) to serve three year terms on the board. The 2008 Board of Directors appointed Dr. H Matt Smith to serve a one year term on the Board of Directors.

The Historic Downtown Kennewick Partnership 2008 Board of Directors;
 President – Mark Blotz (Clover Island Inn)
 Vice President – Merrienne Door (JD's Time Center)
 Secretary - Kathy Ruggles, (Washington Trust Bank)
 Treasurer - Tim Arntzen, (Port of Kennewick)
 City Rep. – Mayor James Beaver (Beaver Furniture)
 Paul Scharold (Scharold Enterprises, Inc.)
 Russ Keefer, (Kennewick General Hospital)
 Kathye Kilgore (Second Harvest Tri-Cities)
 Harvey Faurholt (Attorney at Law)
 Gary Earp (Windermere Realty)
 Dr. H. Matt Smith

Membership Renewals

The Historic Downtown Kennewick Partnership would like to express our acknowledgement of those members who have renewed their dues as of the printing of this newsletter. It is because of our members we are able to create a sense of place in the downtown Kennewick.

Businesses

Armada Corporation
Banner Bank
Bennett Rentals
Cedars Restaurant
Community First Bank
Cork's Pharmacy
Discount Sew & Vac
Farmers Exchange
Harvey Faurholt
Genesis Auto Repair
Hall Engineering Associates
Hames, Anderson, & Whitlow
Hooper's Inc
J. Storm, Inc.
JD's Time Center

Kennewick General Hospital

Lampson International
Perfection Glass, Inc
Poland & Sons, Inc
Printer-Tech
Sandstone Café
Sigma Financial Group
The Beach
Victoria's Academy
Visiting Angels
United Finance

Commercial Property Owner

EA Curtis
Scharold Enterprises

Individuals

Paul Ash
Linda Boomer
Frederick & Katheryn Eby
Pat Johnstone-Jones
Tom Moak
Gene Spaulding

Government Entity

Port of Kennewick

Small Non Profits

Benton Franklin Fair Association
Boys & Girls Club
East Benton County Historical Society
Kennewick First Methodist Church
Second Harvest Tri-Cities

Main Street Contributions Can Help Make 2008 a Good Year

The Main Street Tax Credit program has been helping communities around the state since 2006 and Historic Downtown Kennewick is no exception. In the past two years, the Partnership has received a number of contributions from business of all sizes and from inside and outside of the downtown itself.

The Main Street Bill created a B&O/Public Utility Tax credit of 75% of a contribution to a designated downtown or neighborhood commercial district revitalization program, and a potential of a tax deduction on a business's federal taxes. Throughout the state, businesses have been using this program making contribution of all sizes.

The Partnership believes it is important to acknowledge the businesses that have been instrumental in helping the Historic Downtown Kennewick Partnership revitalization efforts through the Main Street Tax Credit Program.

2006

HPM Corporation
Dr. Matt Smith

2007

Bank of the West
Washington Trust Bank
Tri-City Herald

Dr Matt Smith
Ben Franklin Transit

The Partnership is now looking for businesses to make contributions in 2008 that will help us work on projects like public art, banners, and increase marketing opportunities. These are just a few items these funds can be used for in addition to capital improvement projects in the downtown Kennewick and Columbia Drive area. As we enter the tax season, now is a great time to speak with your accountant and see if this would work for you in 2008.

With more cities taking advantage of this program, it is important to reserve contributions early. For more information, please call the Historic Downtown Kennewick Partnership office at 582-7221.

Holiday Lights Removal

January is always a cold time of year, which makes the removal of the Christmas lights especially difficult. This year was truly amazing with the number of volunteers who came out to help remove the lights.

The Partnership is appreciative of the help from the following people and their support in downtown revitalization effort:

Mark Blotz – Clover Island Inn
Jim & Merrienne Door – JD's Time Center
Anne & Carlos Craff – Visiting Angels
Vince Rundhaug – Desert Gem
Gary Hall – Hall Engineering

Pete Rasmussen
Tony Lorenz
Rich Hudson
Craig Liebler
Jerry Thornton

Dale Kintzley
Casey Davis
Mike Aichele
Jerald Desota
Clayton Howell

The Importance of Communication

by **Barbara Wold**, *International Speaker, Author and Business Strategist*

Most people feel they are good communicators, but truly effective communication takes work. Below are some guidelines that can help in becoming a better communicator.

1. Always concentrate on what the customer is saying.
2. Look your customer in the eye.
3. Listen carefully to everything the customer is saying.
4. Don't interrupt—let him/her finish the entire thought.
5. Don't judge the customer by appearance—instead focus on what the customer is saying.
6. Show sincere interest in what is being said.

Spending more time communicating rather than just “selling” will enable you to find out exactly what your customers want and help you serve them better.

A retailer doesn't have to be that interesting to create a great customer experience; they just need to be interested in the customer.

“The most important thing in communication is to hear what isn't being said.”— Peter F. Drucker

New Member Spotlight

The Partnership is pleased to announce we have received our first new member of the 2008 as Trigg L Bell, owner and operator of Percy's of Kennewick joined the HDKP in January. Percy's is located at 9 W. Kennewick Ave. across from Washington Hardware. Trigg has owned and operated Percy's since 2004 and is opened Tuesday through Friday 9-6; Saturday 9-3 and can be reached at 509/582-5966 for an appointment.





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2008 Facade Improvement Grants Application Now Available

The Historic Downtown Kennewick Partnership's Facade Improvement Program is now open for building facade application for 2008 as of February 1, 2008. The Facade Improvement Program is funded through the Community Development Block Grant committee which has allocated \$100,000 to the HDKP for 2008 projects.

The following is an outline of the application process for the 2008 Facade Improvement Grant program:

- The applicant can apply for up to 70% of the amount the construction project, and must fund a minimum of 30% of the project cost including a 5% administrative.
- Applications must be accompanied by a construction cost estimate, construction schedule estimate, and illustrations of work to be completed to be considered for approval.
- Applicants will make presentations to the Design Committee in April of 2006.
- Applicants will not be limited to a one time only application, but priority will be given to community impact, economic impact and historic preservation.
- All projects over \$1,999.99 must comply with Davis-Bacon wage and reporting requirements

If there are any questions on the Facade Improvement Program, please call HDKP Office at 582-7221.



Sandstone Cafe – before (above) and after (below)

