



SALES • RENTALS • RENTAL MANAGEMENT
WWW.HUBERREALESTATE.COM

509-663-5143 • 509-663-5145 (Fax) • 445 N. MISSION • WENATCHEE, WA 98801

1/12/2016

RE: High Density Use

Dear Chelan County PUD Commissioners,

I spoke at the public meeting in Leavenworth on January 4, 2016. Because I didn't plan on speaking I didn't do a good job articulating what I was trying to say.

I understand this will undoubtedly be a difficult decision for the board of Chelan County PUD. I fully understand the PUD needing to be good stewards of the public's power consumption. Further more a good example to me is working to bring a southern California company to the valley that started over power rates and soon became a business decision where electrical power was not the largest part of the decision to relocate. I soon realized that I as well couldn't provide housing and other services that would be required in this move. Just as Chelan PUD is seeing that if all the High Density Users came, there would not be enough power to supply those users.

In the past three years I have had a reasonably large number of inquires of high density users. I am estimating that I have personally worked with over 30 inquiries. I did not keep an actual log as the PUD does, but of those I am estimating that less than a third actually followed through with moves towards entering the market. Of those that continued to pursue a location I estimate about half (of the third) actually got space and made a business that would be under the classification of High Density. Of these users only one became a Chelan County PUD client, the remaining all became Douglas County users. While all made inquiries to Chelan County PUD. And of the six that I have personally worked with to be high density classification users there are only 2 for sure, possibly 3 still in business.

This brings me to my next point. Those that were at the Leavenworth public meeting were without question the business operators that will be able to succeed in high density use. It appears to me that it is a highly complex business model that will take forward thinking business people to succeed in. It was those that I heard that January 4th evening that showed to be those forward thinking business people. I would hope that you listen and work with those who are and consider being clients of Chelan County PUD.

My last point is a more personal point. And that is the extending underlying results of new business in the valley. I have personally worked with a client that made a business decision to invest large sums of funds into what would have fit in the high density use classification if it would have been implemented prior to now. That business decision

was based on a past history of PUD decisions and a history of power rates. Due to that decision two families have decided to permanently make this Wenatchee valley their new homes. But if they are put into this new classification it will most likely collapse that business model and not only will it move families out of the area it will remove a good paying PUD commercial customer from receiving a service from Chelan County PUD. If this is discussed in forums, social media and personal contacts then I believe it will give new potential clients concern of their business decisions.

So concluding I want to strongly recommend that the Chelan County PUD work with those strong business leaders that are already established in a business model with the Chelan County PUD for a reasonable future. I recommend this decision be made for future business decisions that can benefit not only new potential customers of our wonderful valley but continue a good working relationship with existing businesses.

Thank you for reading and considering my input.

A handwritten signature in black ink, appearing to read 'RW', written in a cursive style.

Roger Wells
Designated Broker
Huber Real Estate