



When People Gather at Pybus Market, Great Things Happen



2018
ANNUAL
REPORT

PYBUS MARKET
CHARITABLE FOUNDATION



PYBUS PUBLIC MARKET

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Mission Statements



"Pybus Public Market is a destination where people gather to experience quality food, goods and services from local businesses. We offer a platform for farmers, artisans and nonprofit organizations. We honor history, promote growth and provide an outlet for community arts, education and charities."

PYBUS MARKET CHARITABLE FOUNDATION

"Pybus Market Charitable Foundation is the conscience of Pybus Market. It enhances the quality of life in north central Washington, now and for generations to come, by engaging in charitable activities at Pybus Market that build community, support other non-profits and are educational in nature."

What others are saying:

"Thank you so much for your support of this year's Wenatchee Valley "Empty Bowls" event. We had over 700 bowls painted this year and we had countless compliments on the larger space. We raised almost \$20,000 for the new NCW food distribution center."

Molly Draben,
Chelan-Douglas
Community Action Council

Cover Images:

TOP: Annually, each spring, Pybus Market Charitable Foundation hosts a day of lego play and lego building for the community. Named "Nick's Bricks - a Day of Lego Play," the event is in memory of Nicholas (Nick) H. Vitulli who passed away in 2016 at the age of 24 while hiking in Africa. The event has over 100 volunteers, over 850 lego-crazed kids in attendance and provides over 800 lbs of free legos to participants.

BOTTOM: Each August, Pybus Market Charitable Foundation and Pacific Crest Church co-host a free two day summer art camp attended by several hundred local children.



3 N. Worthen Street
Wenatchee, WA 98801
509-888-390
www.pybusmarket.org

PYBUS MARKET
CHARITABLE FOUNDATION

April, 2019

Dear friends and supporters,

When people gather at Pybus Market, great things happen.

That statement is so true on so many, many levels, as reflected throughout this -- our first -- annual report to the community.

Pybus Market has been widely covered in the news media and visited by literally hundreds of thousands of people since we opened our doors on May 13, 2013. Even so, one of the few unknown facts about Pybus Market is that it is governed by Pybus Market Charitable Foundation, a 501c(3) charity, which makes possible the hundreds of community-based and charitable events held annually at Pybus Market. The Foundation promotes a vibrant environment for many non-profit groups by hosting their events and programs at the Market. Their success makes our community stronger. Hence, we can say — literally and figuratively — Pybus Public Market is built on a strong foundation – the Pybus Market Charitable Foundation.

In six short years, Pybus Market has become a source of great civic pride, the envy of many around the United States, a community center where people gather to do good deeds and to enjoy good food and drink, to shop, to visit with old friends and to meet new ones.

In the 1950's and 1960's, Pybus Market produced steel. Today, it produces something stronger: strands that bind the community together for the common good.

2018 was a truly remarkable year for Pybus Market and Pybus Market Charitable Foundation. We hope you enjoy reading many of the success stories of 2018 highlighted in this Annual Report.

When people gather at Pybus Market, great things do indeed happen!

Sincerely,



Craig Homchick
President, Board of Directors



Steve Robinson
Executive Director

PYBUS PUBLIC MARKET

Key Statistics:

Building size: 33,395 sq. ft.

Property size: 3.4 acres

Number of merchants: 18

Days open: 362 days per year

Merchant gross sales: \$8.5 million

Number of community & charitable events in 2018: over 150

Facebook Likes: 16,487

Instagram followers: 6,093

e-newsletter subscribers: 5,600

Web site page views: 250,000 per year

Number of board of directors: 25

Number of Pybus Market staff: 4.5 FTE's

2018 Major Accomplishments

1. \$1.54M remodel of Annex completed, creating two downstairs state-of-the-art rental rooms, new business office space and upstairs rental space.



The 2018 remodel added new HVAC, acoustics, P/A and A/V systems, and views of the outside. The remodel created a venue in high demand by non-profit organizations and enabled Pybus Market Charitable Foundation to provide over 150 community-based events and activities in the space in 2018.

2. Pybus Annex Campaign raises \$621,167

The Pybus Annex Campaign – board and staff driven and without the use of an outside fundraising company and the costs associated therewith – raised \$621,167 from 220 generous donors in 2018. 100% of the funds were used to partially offset the costs of the Annex remodel. A list of donors is set forth on page 7-8 of this Annual Report.

What others are saying:

"Thank you for allowing the Kiwanis to put on Kids Carnival in 2018 and 2019 in the Pybus Market community conference room. We served over 400 children with free fun family games and prizes. It was a quality event. The generosity of Pybus Market in providing the event center was a key component in making it a quality event. Because of your community-minded spirit, this event was a success!"

Char Tolliver, Riverview Kiwanis



3. 6-year naming rights deal with LocalTel for event room



LocalTel – an internet, phone and TV company with a deep commitment to community success – signed on to be the naming sponsor of the large event room in 2018. “We love what Pybus Market has done for our community and share the Foundation’s commitment to making our region a better place to live, work and play,” said Dimitri Mandelis, president of LocalTel.

4. 5-year lease with Port of Chelan County for technology incubation center



Pybus Market Charitable Foundation agreed to lease the 2nd floor of the Annex building to the Port of Chelan County for a technology incubator space in 2018. The strategy is to leverage the popularity of Pybus Market to attract tech start-up businesses to the community. In October, 2018, the Seattle-based company “Subsplash” assumed occupancy as a sub-tenant of the Port and added ~15 new employees to the community’s tax base.

5. Taste of Pybus nets \$83,500



Pybus Market Charitable Foundation held its first-ever fundraiser in March, 2018, utilizing the main concourse of Pybus Market for dinner seating and the food services of all Pybus merchants. The evening fundraiser – which included hard hat tours of the Annex construction area – raised \$83,500 for the Pybus Annex Campaign.

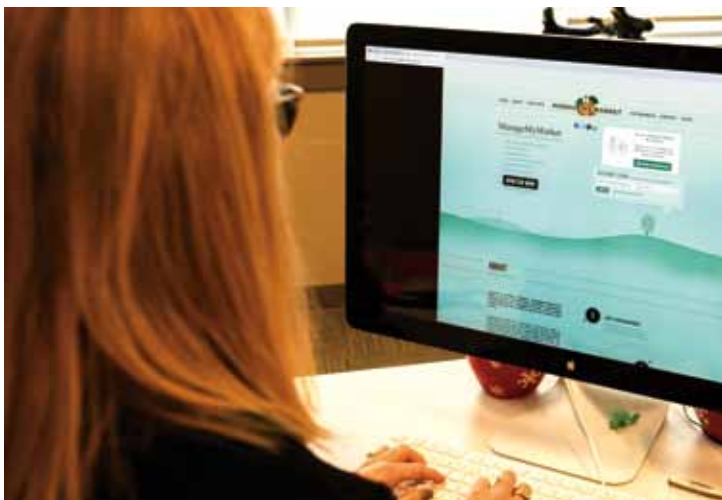
6. Over 150 community activities and charitable events held in the LocalTel Event Center in 2018



Pybus Market Charitable Foundation is unique in its charitable activities. The Foundation’s strategy is to leverage the power, popularity and physical infrastructure of Pybus Public Market to create and maintain charitable activities at the Market benefiting a broad cross-section of the community. By intention, the Foundation engages in a broad set of charitable activities at Pybus Market, rather than a narrow set.

Some call it “community-building,” while others might call it “capacity building.” In either event, the charitable work of Pybus Market Charitable Foundation are wide and significant, touching most every resident in the community. Activities in 2018 included: book sales, plant sales, STEM activities, musical performances, art shows, flower shows, fun runs, health fairs, educational lectures and films, support for police and firefighters, and many fundraising events for non-profit organizations.

7. Three new software systems add efficiency to operations in 2018



Three new software systems in 2018 added efficiency and productivity to the scheduling of events in the LocalTel Event Center, the scheduling of craft vendors in the concourse, and the tracking of donations. This keeps our overhead costs down and allows the small staff of 4.5 FTE's to efficiently conduct its business and contributes to our ability to offer so many community-based activities at Pybus Market. We make every dollar count!

8. Anderson Family Farms added as a new merchant



The newest merchant at Pybus Market is Anderson Family Farms, operating under the name "Farm to Face & Body." Opening in November, 2018, Anderson Family Farms creates artisan goat milk body care products on their farm in central Washington. Their products are unique because they are made with 100% high performing products and no water.

9. New leases signed with Full Bloom Flowers, Wenatchee Valley Brewing & Royal Produce



A key reason for Pybus Market's popularity is its mixture of high quality, unique merchants. Pybus Market is pleased and honored to have signed three popular merchants new leases in 2018: Full Bloom Flowers, Wenatchee Valley Brewing and Royal Produce.

What others are saying:

"Pybus Public Market has been a tremendous asset to Young Life here in North Central Washington. The number of kids participating in Young Life has grown to the point that we often are unable to fit everyone in our facility. Pybus Public Market has provided us the opportunity to grow our ministry by having more room to host local teens, in an environment that is welcoming, comfortable and flexible for multiple uses. We have enjoyed the partnership and hope it continues for years to come."

Bill Dooley, Area Director
North Central Washington Young Life

Pybus Annex Campaign Donor List

Visionary

\$100,000

Dale & Camille Peterson
Anonymous

Champion

\$25,000 to \$50,000

Cascade Subaru
Anonymous
Judy & Irv Conner

Patron

\$10,000 to \$25,000

Nate & Jenni Bishop
Carl Campbell
Bart & Sheila Clennon
Roy & Jackie Ferguson
Leslie LePore Freytag
Dennis & Sharron Johnson
Cashmere Valley Bank
Doug & Katie Pauly
Mike & Sheila Salmon
Del & June Vanderhoff

Supporter

\$5,000 to \$10,000

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Goodfellow Bros.
Craig & Maureen Homchick
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Confluence Health
Stemilt Growers
Worx
Bob & Pat Ogburn
Wells Fargo
World Publishing Co.
Stan & Donna Scheumann
Gil & Kay Sparks
Weinstein Beverage
Kathy Woods
Rufus Woods

Advocate

\$1,000 to \$5,000

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Calbom & Schwab Law Group PLLC

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Garry & Patti Sparks

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Greg & Kris Taylor

James A & Corinne Telford

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Jenny Vannier

Elaine Virnig

Kevin & Jayne Vitulli
Mike & JoAnn Walker
Bob & Anne White
Adele Wolford
Rick & Cory Wray

Friend

\$100 to \$1,000

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Lesley Allan & Bill Wicheta
Deb André

Tom Arnold & Lorien Clemens

Garry & Karen Arseneault

Randy & Cici Asplund

Dave & Darlene Baker

JC & Randy Baldwin

David & Eloise Barshes

Cori Bautista

Si & Corina Bautista

Pete & Katie Beaumont

Bruce & Mary Jo Bendickson

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Al & Millie Cordell

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Jay & Dorry Foster

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Kay Fuson

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Kevin & Gail Gilbert

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Don & Debbie Gurnard

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Dunkin, Hagopian PC

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Adele & Pat Haley

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Randy & Shonnie Harrison

Douglas & Lyn Head

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Rod & Anne Higley

Arlene Hohisel

Gary Cook & Linda Holmes-Cook

NCW Dahlia Society

Dirk Horton & Mickey Fleming

Dr. Matt & Darcy Jeffery

Dr. James & Judy Jensen

Lance & Michelle Jobe

Chuck & Carole Johnson

Pat & Patty Jones

Jan Kaiser

Loreen Keller

Dan & Karen Kjobech

Barry Kling

Ken & Anne Knappert

Shaun & Kathleen Koos

Hillary Kosen

Lori Ksander & Tom Dillon

Denise & Bill Kuest

Teresa Kulik

Curt & Shirley Lance

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Kyle & Morgan Mott

Mary Murphy & Larry Hibbard

Don & Heidi Myers

Alicia Nakata & Stan Bastian

Eric & Jean Nelson

Walter & Caitilin Newman



Pybus Market Charitable Foundation

3 N. Worthen Street
Wenatchee WA 98801

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Pybus Annex Campaign Donor List

CONTINUED FROM INSIDE

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Greg & Diane Olshavsky
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Nita & Bob Paine
Paul & Sydna Pankey
Rudi Pauly
David & Virginia Philips
Dave & Tracy Piepel
Stephen & Alessandra Piro
Delcie Proffit
Debra Purcell
MaryAnn & Gerardo Recchia
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Wenatchee Education Association

Junior Supporter

Under \$100

JDarin & Julie Hepper
Daniel Langager
Jeff & Chy Mettler
Stacie Mullin
Ken Noice & Barrett Davies
Steven Spanjer
Adam Thomas
Rebekah Thomas

What others are saying:

"Pybus Public Market is a hub for people who work together to make our community a better place. By offering free or reduced rental rates for our various fundraising endeavors, it allows Wellness Place to remain committed to reducing our overhead so more funds can be allocated towards those who need cancer support services in our region."

Erin Cass, Executive Director Wellness Place

Photo credits: Annette Pitts