

SUNDAY BUSINESS

Mixed results
Deere's first-quarter profit declined and its performance topped analysts' expectations, but its 2015 guidance appeared to disappoint.



THE FRESNO BEE

SUNDAY, FEBRUARY 22, 2015

The Board Room

APPOINTMENTS PROMOTIONS
DONATIONS ACHIEVEMENTS

New Faces

■ Realty Concepts welcomed the following associates in residential sales: **Kerry Crabill**, **Chris Peters**, **Alisa Martin**, **Lynette Baker**, **DeAnn Best**, **Stephanie Jimenez** and **Tina Barco** in the Fresno Office.

■ Baker Manock & Jensen added three attorneys to its firm. **Craig Armstrong** and **J. Christopher Molina** are associate attorneys and **Judge Robert H. Oliver** (retired) is Of Counsel, an advisory post. Armstrong's background is in public agency, corporate and general business, nonprofit and water law. Molina's background is in tax law, including corporate and personal tax matters and tax controversy. Judge Oliver brings more than 40 years of legal experience to the firm, and will focus on dispute resolution.

■ The Terraces at San Joaquin Gardens has named **Julie Whiteside** as health care administrator and **Christie Yingling-Swanton** as director of nursing. Whiteside and Yingling-Swanton will be responsible for ensuring residents receive the highest quality of care at The Village skilled nursing and rehabilitation residences. Whiteside brings more than 20 years of professional experience to her role and Yingling-Swanton has nine years of nursing experience.

■ **Samuel Baumgardner** joined Cornerstone Structural Engineering Group as an engineer-in-training. He has over four years of structural design experience and holds a bachelor's degree in civil engineering with an emphasis in structural engineering from the California State University, Chico.

Promotions

■ **John Leonardo** was promoted to chief financial officer and treasurer for Lyles Diversified Inc. He has been with the company for 26 years.

■ **Diana Sherwood** was promoted to lifestyle director for The Terraces at San Joaquin Gardens. She will be responsible for planning and managing the more than 75 activities and programs offered at the community, where she has worked for more than a year.

Announcements

■ Nine California cotton industry members have been elected to leadership positions in the **National Cotton Council (NCC)** for 2015. The four local members are: **Cannon Michael**, a Los Banos producer, elected as an NCC director; **John E. Puche Jr.**, a Tranquillity producer, re-elected adviser; **Mark McKean** of Riverdale, re-elected as the NCC's American Cotton Producers California chairman; and **Joseph Cain**, a Hanford warehouseman, re-elected as NCC's California unit secretary.

■ Officials from **Manheim Central California** and the Fresno Chamber of Commerce took part in a ribbon-cutting ceremony to mark the completion of an exterior and interior renovation project that included the beautification of the auction entrance area and interior remodeling. The two-year project cost more

Awards

■ **Tenaya Lodge** at Yosemite was awarded the Excellence Award-Individual Hotel as part of the 2014 See **BOARDROOM**, Page B11



Kerry Crabill



Chris Peters



Alisa Martin



Lynette Baker



DeAnn Best



Stephanie Jimenez



Tina Barco



Craig Armstrong



J. Christopher Molina



Robert H. Oliver



Julie Whiteside



Christie Yingling-Swanton



John Leonardo



Diana Sherwood

WORD ON THE STREET

Hinds Hospice reopens after 4-month renovation

The Fresno Bee

Hinds Hospice, a longtime hospice care provider in the San Joaquin Valley, reopened Wednesday after undergoing more than \$300,000 in renovations. The upgrades took four months to complete and were done to comply with fire and safety codes, while other work was done to upgrade and beautify the north-west Fresno home that became a hospice care facility in 1981. The home at 1416 W. Twain Ave. has room for six patients.

"We wanted to maintain the feeling of being in a relaxing home setting while also being able to provide state-of-the-art clinical care," said Lauren Nickerson, fund development coordinator at Hinds Hospice.

Cheryl Inman, director of inpatient services for Hinds Hospice, said that among the upgrades was the creation of a new nursing station that more than doubled the previous area. Nurses also have laptop computer carts that can be wheeled into a patient's room, eliminating the need for paper charts.

Also added to the interior was a new utility room, wider doorways and fresh paint. On the walls, a volunteer hand-painted a design of a tree with its outstretched branches clinging with blossoms. Outside, new concrete



CRAIG KOHLRUSS THE FRESNO BEE

RN Cheryl Inman, director of inpatient services at Hinds Hospice, shows the newly remodeled nurses station at the facility that includes a movable data entry station. The hospice had been closed while it went through remodeling to meet new codes and improve care.

BUSINESS NEWS FROM AROUND THE VALLEY

Word on the Street is a compilation of news and anecdotes about doing business in the central San Joaquin Valley, written by members of The Bee's Business reporting staff. To suggest a tip about something you'd like to see in Word on the Street, email us at business@fresnobee.com. To stay current on Valley business news, visit us at www.fresnobee.com/business

pathways were added to the front entrance to make it easier for wheelchairs. A new solid wood door was installed along with new lighting and a stone facade.

Inman said donors paid for a majority of the renovation's cost and RJ Miller of Fresno was the contractor. — Robert Rodriguez

Kale chips, anyone?

Grocery Outlet stores in the Valley are bumping up their selection of "NOSH" foods, which stands for natural, organic, specialty and healthy.

The discount grocer also geared up to open its Madera store last week, but more on

that in a second.

First, all the Grocery Outlets discovered that customers really liked the NOSH items. Sales of them grew 14% last year.

The downtown Grocery Outlet, for example, has a NOSH section of foods in the back of the store that includes Annie's organic mac and cheese, sugar-free energy drinks, flax seed and several gluten-free items.

That and similar sections in each Fresno-area store will be expanded to include more of the items you would find at Whole Foods, Trader Joe's or Sprouts. Grocery Outlet See **WORD**, Page B11

CONSUMER CONCERNS

Rite Aid to manage benefits

John Standley, chief executive of the Rite Aid pharmacy chain, was effusive this month in describing how consumers will benefit from his company spending \$2 billion to buy EnvisionRx, a firm most people have likely never heard of.

The deal, he said, will allow Rite Aid to expand its "health and wellness offerings" and enhance the company's ability "to provide a higher level of care to the patients and communities we serve."

A great advance, in other words, for the U.S. health-care system.

Or, more accurately, yet another big business cutting itself in for a piece of your health-care dollar with an unnecessary service that can inflate drug prices.

Welcome to the world of pharmacy benefit man-

agers. "No other country has pharmacy benefit managers, and for good reason," said David Balto, a Washington antitrust lawyer and former policy director for the Federal Trade Commission. "They add complexity and obscurity to a highly concentrated market, which is a recipe for higher prices for consumers."

Pharmacy benefit managers are the middlemen that haggle with drug makers on behalf of insurers and large employers to lower the price of prescription meds.

If that was the extent of their role in the health-care equation, perhaps they'd be useful to consumers. But these companies also dominate drug sales by running mail-order pharmacies, placing them in a unique position to profit from picking which meds will be offered to patients at affordable prices.

"The fact that pharmacy benefit managers are mak-



DAVID LAZARUS

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SUBMISSIONS

Does your company have a new hire, promotion, personnel change or important achievement to announce?

The Bee welcomes submissions to this column. Items and submitted photos are used as space is available.

Email items to boardroom@fresnobee.com.

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