



Hiring in  
the Time  
of COVID

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Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

# Oregon's New CAT Tax

The Wrong Solution, Poorly  
Implemented at the Worst  
Possible Time

by TOM OLSEN, MBA

Oregon's new Corporate Activity Tax (CAT) was ill-conceived, has been poorly implemented and couldn't come at a worse time because of the economic crisis hitting local businesses by the COVID-19 pandemic, according to Central Oregon business leaders.



"It's a pretty bitter pill (for local businesses) to swallow," said Katy Brooks, CEO of the Bend Chamber of Commerce. "It's difficult to figure out what your taxable revenue would be in a good year, but nearly impossible this year" with COVID-19 causing so much uncertainty.

The CAT (HB 3427 — or Student Success Act) — was passed by the Oregon Legislature in May of 2019. It became effective on January 1, 2020, and its first quarterly payments from entities estimating their annual tax liability of greater than \$10,000 were due no later than April 30. Those underestimating their CAT tax and paying more than three months late could be fined up to 25 percent of the tax owed.

It is not a strictly "business" tax because the burden imposed falls not only on C and S corporations and LLCs, but also on sole proprietors, partnerships and even trusts and estates. The tax burden is expected to affect nine percent, or 40,000 of the 460,000 subject organizations in Oregon.

The CAT levies a \$250 base and .57 percent of certain business revenue on taxable entities billing more than \$1 million in annual income. Those billing more than \$750,000 a year must register with the Department of Revenue.

"Certain business revenue" is not well defined, and there are 43 identified exclusions in the law — including sales outside of the state, sales of motor fuels, motor vehicle dealer "trades," Medicare and Medicaid payments to assisted living facilities, interest income and dividends.

Entities exempted from the CAT include hospitals, nursing homes, health insurance companies, certain nonprofits and governmental agencies. But the most notable exclusion is retail and wholesale grocery sales.

To further complicate the calculation of the tax, gross revenue for the tax base is reduced by the lower of 35 percent of the cost of goods sold, or 35 percent of gross wages. Neither option is well defined in the temporary administrative rules still

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# How Has COVID-19 Affected Home Building in Central Oregon?

Local Builders Share Their Experiences

by RONNI WILDE — CBN Reporter

During this era of COVID-19 uncertainty, one of the industries that has managed to stay strong in Central Oregon is that of home building. Deemed an essential business in the state and a core industry here, our local builders have kept construction projects going, and for some, the familiar clamor of hammers hammering and the hum of heavy machinery off in the distance may be somewhat comforting, sounds offering a welcome hint of "normalcy" during a season that has been anything but that.

Central Oregon Association of REALTORS (COAR) released numbers that point to a slight decline in new residential construction over the past year, and particularly since the pandemic was announced. In the time frame between March 23 and May 13, 2020, total new listings in the region dipped 9 percent over the same time period in 2019, and total pending listings dropped by 37 percent this year as compared to last year during this time frame. The number of new homes sold during this time is down 15 percent over the same time frame last year, and the median sale



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price dropped from \$414,945 during this stretch of time in 2019 to \$393,424 now.

However, local home builders paint an optimistic picture, and say that they aren't too concerned that this dip will last very long. We at *Cascade Business News* checked in with several of the builders in our region to see how business is going, and how the pandemic has affected what they do and how they do it. Here's what they had to say:

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# Bend Company Organic Sanitizer Sales Soar

Chance Encounter Sees Product Fast Tracked to Major Grocery Chain Shelves

by SIMON MATHER — CBN Feature Writer



BRYAN AND ALEX DU TOIT



As we navigate tentatively through these turbulent times, it is something of a welcome boost to see a local Bend company raise spirits with a timely success story, with fortune playing a hand in rocketing its organic sanitizing spray to the attention of a major retail chain.

Globe-trotting couple Alexandra and Bryan Du Toit settled in Bend several years ago after Alex melded her wide-ranging knowledge and geographic experiences into creating a line of all-natural health and wellness supplements.

Combining many earth-friendly elements, products include a cleansing 'Master Tonic,' immune support tincture and non-toxic bug spray, sunscreen and hand sanitizer — marketed and previously sold primarily online under the Earthie Mama moniker.

But a recent chance encounter launched one particular item into the shelf spotlight stratosphere.

Bryan Du Toit explained, "We have been based in Bend in since 2017 and

produce very high-quality organic products including immune boosting tonics, bug away spray, sunscreen and hand sanitizer.

"Before the COVID-19 pandemic broke out, we operated our relatively small 'mom and pop' owned company out of our commercial kitchen on Second Street in Bend, and were 'financially' doing fine, selling primarily via our online store.

"Due to the high costs of our premium ingredients though, our revenues did not look great on our tax returns. Then COVID-19 hit...!"

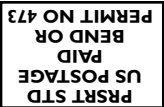
"Around March 10th this year, I walked into my local Albertsons on NE Third Street and asked the cashier where all their hand sanitizers were? She replied they did not have any and wouldn't be getting any for quite some time due to the new huge demand in the wake of the virus outbreak exhausting existing supplies.

"I happened to have my own sanitizer that we produce on me and said to her 'well, lucky for you guys, we are a company here in Bend that

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|  | #20 — Bennington Properties LLC              |

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RECENT TRANSACTIONS

Meg Watkins and Bill Pon of Coldwell Banker Bain represented the buyer, Linmark Capital, LLC in the acquisition of 625 SE 9th. St. with a sales price of \$920,000.

Brokers Terry O’Neil, CCIM and Ron Ross, CCIM of Compass Commercial Real Estate Services represented the buyer in the purchase of the Country Club Professional Center in Eugene. The office complex consists of 5 buildings and 68,733 SF of office space on 4.63 acres. At the time of the sale the complex was 96% occupied with 36 tenants. The purchase price was \$8,625,000.

Bill Pon of Coldwell Banker Bain represented The Giving Plate in a lease transaction for 3,360 SF at 61505 SE American Ln.

Compass Commercial Real Estate Services brokers Jay Lyons, SIOR, CCIM and Grant Schultz represented the seller, Brooks Resources, in the disposition of 2.91-acres of commercial land located at the Northeast corner of SW Bradbury Drive and SW Shevlin Hixon Drive in Bend.

Bill Pon of Coldwell Banker Bain represented Axia Financial in a lease transaction for 868 SF

Continued on Page 36 ►

Coworking Returns to NorthWest Crossing at The Collective NWX

The Collective NWX, a community coworking space in NorthWest Crossing, is re-opening its doors to the community. The 5,500-square-foot office space is large enough to comply with social distancing and capacity requirements, however new policies and processes based on guidelines from the Oregon Health Authority are implemented to ensure the health and safety of all its members.

“Now more than ever we are all craving community and social interaction with friends, colleagues and peers,” said Sara Odendahl, co-owner of The Collective NWX. “When Kent and I launched the business in January, we wanted to create a space that could bring the community together, as well as serve as a hub for local events and meetings. As we take steps to return to our “new normal” we want the community to

know that The Collective is here as a resource and a place to reconnect in a safe environment.”

Upon re-opening, The Collective NWX is making the community workspace available to all who need a quiet and safe space to work outside their home. All new members can access the workspace for an unlimited number of hours for only \$95 for their first month of membership.

“We are parents of two young kids and are balancing two careers and running a business, so we know how hectic life is right now,” said Kent Odendahl, co-owner of The Collective NWX. “Time away from the distractions of a home office, and the ability to concentrate on work is truly a gift. We hope that The Collective can provide that respite for our friends and community members.”

work-collective.com

Mid Oregon Begins Construction on New Sisters Location

Mid Oregon Credit Union, the only financial institution currently headquartered in Central Oregon, recently began construction of a new full-service branch location in Sisters.

The new branch will be located at 650 N. Arrowleaf Trail, between the McDonald’s and the St. Charles Family Care Clinic on Highway 20. Once the branch is completed, it will replace Mid Oregon’s current leased location on Larch Street across from the Sisters Post Office.

The new building has received the necessary approvals, with construction currently underway at the site. The 3,500-square-foot building has an expected opening date near the end of 2020. The branch will include a drive-

up lane with ATM and teller services, as well as a full array of loan and deposit services inside.

“We’re excited to continue our great relationship with the Sisters community and expand our services for local residents and visitors,” says Maureen Rogers, Mid Oregon’s chief risk officer. “We believe our new location will provide improved access for the local residents who shop, work and conduct business nearby.”

The current Sisters location opened in March of 2017 with a staff of three. Mid Oregon anticipates adding staff at the new location to accommodate additional branch capacity.

midoregon.com

Redmond to Host Annual Luncheon Virtually

Redmond Economic Development, Inc. (REDI) is pleased to announce their 2020 Annual Luncheon will be held virtually on Tuesday, May 26, featuring a keynote from New York Times Bestselling Author Zach Mercurio.

REDI holds its Annual Luncheon each spring discussing topics pertinent to the Central Oregon business community. This year’s live-streamed event will focus on the topic of harnessing the power of purpose and meaningfulness at work and why it matters when building strong core values and culture.

While this event may look different than in year’s past, Mercurio’s message is important now more than ever. Thanks to the event sponsors, REDI is offering this virtual program at a deep discount.

Join REDI and the local business community and learn what authentic purpose is and how it scientifically works to motivate people and organizations.

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# The Realities of the Core Area Plan

by **ALLAN BRUCKNER** — Former Bend Mayor, 1992

I was shocked to read last week’s article in the *Cascade Business News* outlining the Core Area Plan that the City Council is set to approve on May 20. The article, essentially a city press release, was all fluff about the wonderful dreamy results of such a plan. Almost a guarantee of utopia.

To the uninformed public, not a word about the costs. Not a word that it requires a gigantic urban renewal district (think of the Juniper Ridge debacle). Not a word that the real impact of the proposed action is a redirection of about a quarter of a billion dollars of tax payer funds. Such deception is inappropriate and is a major contributor to distrust of city government.

This proposed core area plan/urban renewal project reallocates \$50 million from the city general fund — from which police, fire and emergency medical and road maintenance are paid — and redirects it to this redevelopment effort. It is interesting that city officials constantly complain that their tax rate and therefore tax revenue is too low, but are willing to take nearly two million dollars a year from essential public safety services, and reallocate it to this redevelopment program. Apparently the city determined redevelopment is more important than funding public safety. Overall, the plan represents a transfer of a quarter of a billion dollars from the allocation made by voters, to a gigantic questionable program benefiting one district of the city. Such a massive reallocation should have voter approval.

Unstated in the City’s glossy simplified presentation of a wonderful Core Area Plan is that it will also take huge amounts of taxes from other taxing districts to fund the gigantic Urban Renewal District required. The takings over the life of the Urban Renewal District are:

- \$87 million taken from schools;
- \$11 million taken from COCC;
- \$6 million taken from 911;
- \$20 million taken from the rural sheriff’s district;
- \$10 million taken from the library district;
- \$22 million taken from the county;
- \$26 million taken from the Parks District.

Apparently to the City, what’s a couple hundred million dollars of other people’s money?

About half of the quarter billion dollars the Core Area Urban Renewal District will receive is planned to be spent on “infrastructure.” This includes primarily “streetscape improvements” such as bicycle and pedestrian improvements, transit enhancements, intersection improvements, new road extensions and even help with water, sewer and storm water masterplans.

Maintaining infrastructure is a primary city function. Just because the city apparently has not kept up with this primary responsibility, should it be allowed to arbitrarily take revenue from all the other vital governmental units? Sounds like the mafia approach — we just want a little from all these other agencies — for 30 years!

Should the City Council just be able to redistribute a couple hundred million dollars from other agencies and gift it to itself? This “Core Area Plan” will authorize it to do so.

And nearly half the remaining money, after the infrastructure allotment, is designated for subsidizing high-rise apartments. All this will remove a significant employment center from the central city area to build these high rises. Obviously the businesses will have to move. The huge cost of moving these businesses would also be financed by taxpayers. The list of projects can be changed at any time by any future City Council. So it is pretty much an open book to spend on anything. It will result in gentrifying a unique area of the city, pretty much the natural result of a huge urban renewal district. Does the fastest growing city in the state need to subsidize developers and growth?

It is also noteworthy that taking from these other agencies means residents of the rural areas of the county from La Pine to Terrebonne will help pay for Bend’s infrastructure and beautification projects for this one neighborhood. Shouldn’t they have a say as to whether their tax monies should be given to the City of Bend?

The justification for this Urban Renewal District rests on the assumption that the City Council has the ultimate wisdom so that it must overrule voter’s decisions and redirect a portion of taxes from other agencies to city redevelopment efforts, for 30 years, because they think that is more important. If such a major reallocation is to be done, it should be done by voters.

Additionally, in light of the pandemic and its known very negative effect on the State of Oregon’s budget (planning on an 18 percent reduction), it appears likely that all these local agency budgets will also be significantly negatively impacted by the pandemic. With this immense uncertainty, it seems a very inopportune time to commit funds to this massive project.

*Allan Bruckner was on Bend City Council 1989-1992, and mayor of Bend in 1992.*

*The above article was prepared by the author in his/her own personal capacity. The opinions expressed in the article are the author’s own and do not necessarily reflect the views of Cascade Business News or of Cascade Publications Inc.*

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# Hiring in the Time of COVID

## Best Practices for Employer Re-Opening Plans

by JOSH GOLDBERG — Barran Liebman LLP

The Equal Employment Opportunity Commission (EEOC) updated its guidance to allow for screening of potential job applicants for COVID-19 symptoms. As employers plan for re-opening or hiring, reviewing the EEOC's guidance will help employers identify and avoid traps for the unwary.

### Screening for COVID-19 Symptoms

Under ordinary conditions, employers may require job applicants to answer medical inquiries, participate in medical examinations or produce fitness-for-duty certificates after a conditional job offer has been tendered, provided the inquiry is job-related and consistent with business necessity. As a practical matter, employers should clearly indicate in a written conditional job offer that the offer is based on the individual's cooperation and satisfactory results of the medical inquiries and examinations.

When employers use medical inquiries or examinations as part of the hiring process, the Americans with Disabilities Act (ADA) requires them to treat all entering employees in the same job category consistently. To ensure that employers administer medical inquiries and examinations in a nondiscriminatory fashion, employers should consider distributing the same COVID-19 screening survey to applicants who receive a conditional job offer. Such a survey should ask employees to self-certify whether they have had COVID-19 symptoms (including fever, chills, cough, shortness of breath or sore throat) in the last three days without medications. The survey can also ask whether the applicant is subject to a shelter-in-place order from a physician. Employers should take care to treat the medical records as confidential and file them separately from personnel files.

Currently, requiring an employee or applicant who has received a conditional offer of employment to submit to a temperature check is an appropriate medical inquiry, but this advice will likely change over time. Employers should also avoid inquiring as to whether the employee or applicant who has received a conditional offer of employment has medical conditions that make him/her vulnerable to COVID-19. Unless the individual has COVID-19 symptoms, the EEOC advises such questions are impermissible.

### Inquiries into Family Medical Histories

The Genetic Information Nondiscrimination Act (GINA) ordinarily prevents employers from inquiring about family genetic information, except in special circumstances. While screening applicants, employers should avoid questions regarding an applicant's family medical history, including their family members' vulnerability to contracting COVID-19 and whether they have presented any symptoms. For the avoidance of doubt, GINA does not prevent an employer from lawfully collecting documentation to substantiate a request for sick time, family medical leave or an accommodation under the ADA.

A more cautious approach would be to ask whether the individual lives with or was within six feet of anyone who has COVID-19 symptoms in the last 14 days. Employers should also take advantage of GINA's safe harbor for inadvertently



receiving family medical history information and copy the specific language prescribed by those rules in any survey or authorization form. Finally, to the extent employers rely on medical examinations, they should instruct any health care provider not to collect genetic information, including family medical history, as part of a medical examination.

### Reliable and Accurate Testing

The EEOC advises employers to consult the U.S. Food and Drug Administration's (FDA) list of approved tests and select tests that are reliable and accurate. While medical inquiries and examinations are critical to reducing the incidents of COVID-19 in the workplace, employers should remain mindful that some individuals that carry COVID-19 may be asymptomatic, and tests may generate false-positives or false-negatives.

Employers should similarly be wary of serology or antibody testing that determines when an individual may be immune from COVID-19. Although the EEOC has not commented on such testing, the FDA has concluded that an antibody test is a poor diagnostic tool because it detects an immune system's response to COVID-19 but not the presence or absence of the virus itself.

### Rescinding or Modifying Employment Offer

The EEOC cautions against unilateral action if an employee has COVID-19 or correlated symptoms. The EEOC advises that employers should first discuss potential reasonable accommodations, including telecommuting, that may not cause an undue hardship.

Nonetheless, the EEOC advises that employers may delay the start of employment. In these situations, employers should not allow an individual to begin work for at least 14 days and only on the condition that the individual has been symptom-free without the need for medication for three days. Should an employer need the individual to start immediately, the EEOC also permits an employer to withdraw the job offer.

### Individuals at High Risk

The EEOC cautions employers not to exclude individuals or delay the start date of employment simply because the individual is at a higher risk for contracting COVID-19 or developing complications. When these individuals are not experiencing COVID-19 symptoms, employers will first need to establish that a direct threat exists to the employee or others that cannot be eliminated or reduced through reasonable accommodations. Such an exercise requires careful considerations of the best objective medical evidence, the job's essential functions, the severity and duration of the risks, and the likelihood of harm. Employers considering such decisions should consult with an attorney of their choice to assess the risks presented by the particular situation.

Josh Goldberg is an employment attorney with Barran Liebman LLP. He can answer questions related to COVID-19 and associated workplace policies and guidance. Contact him at 503-276-2107 or [jgoldberg@barran.com](mailto:jgoldberg@barran.com).

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# The Economics of Traffic & Shifting Business Norms

## Breaking Down the Economic Impacts of Traffic Congestion & Advantages of New Business Norms Illuminated by the COVID-19 Crisis

by NATALIA HURT

COVID-19 put society at a standstill — emptying cities and quieting freeways like never before. While this moment gives us a glimpse of a commute-free world, it does not necessarily impact our long-term traffic issues. One reality, however, remains starkly obvious: Traffic and the economy are inextricably linked.

“As populations and jobs grow, especially in key urban areas and cities, traffic increases,” explains Matthew Kitchen, senior economic advisor at ECONorthwest, an organization providing analyses on policy and investment decisions. “But it’s not necessarily a one-to-one relationship.”

Therein lies part of the problem. When volumes of vehicles go up by between one percent and two percent, traffic levels spike far beyond that as seen in cities with strong economies.

Though 5pm gridlock indicates an employed workforce, it also reveals an inefficient one. Traffic equals real economic costs on a macro, business and individual level. Some of these costs are often overlooked. They include delays in freight and service delivery, lost productivity and inefficient use of workforce, not to mention the environmental impacts that come with increased emissions.

While society collectively bears much of the brunt, businesses must compensate for operational inefficiencies related to traffic that directly impact the bottom line. Some businesses have changed freight schedules to avoid peak traffic and extra labor and fuel costs. Others keep increased inventories on hand that represent lost opportunities from other investments that otherwise could have been made.

Plus, there’s the toll traffic congestion takes on the workforce. Getting stuck in traffic reduces employee productivity and job satisfaction. Employees can get drained by their commutes before they show up to work. Commute pains are so great to have even impacted the ability of employers to attract and retain top talent.

So, is it possible to reap the benefits of a booming economy without suffering the consequences of congestion?

“Traffic congestion is a classic example of what economists call a negative externality. A growing economy leads to increased traffic, but the individual and social costs of getting out on the road are misaligned,” says Dr. Adam Domanski, senior economist at ECONorthwest. “The key would be to find a way to decouple traffic growth from economic growth.”

Faced with rising traffic across the state, the Oregon Department of Transportation (ODOT) looks at the congestion dilemma through the perspective of business and transportation choices.

“It’s hard to change cultural norms and break habits. Old ways have worked to get the job done. People just habitually get into their cars to get to work. But it doesn’t have to be like that,” explains Stephanie Millar, senior planner and transportation options program manager at ODOT. “I think we can come out of COVID-19 and get ahead of traffic congestion problems with new mindsets and habits.”

Through Get There, ODOT and its partners — including Commute Options that provides local resources and one-on-one consultation in Central and Eastern Oregon — are helping shift business practices and workplace habits. It’s not trying to encourage everyone to ride a bike or take the bus, but to consider what travel options work for different trips and different days. It’s also about remote work or telework strategies and doing more business virtually. The aim is to change mindsets and behaviors to help businesses and workers alike realize the benefits of reduced costs and increased productivity among other gains.

“None of us like the ailment, but the question is, do any of us like the remedies?”



PHOTO | COURTESY OF COMMUTE OPTIONS

Domanski notes. “We complain about traffic but tend to dismiss the options.”

To diminish that resistance, the accessible GetThere tool makes it easy (and enjoyable) to weigh options — providing carpool matching, transit connections, rides for one-time trips, calories burned, carbon emissions, cost savings, commuter challenges and event planning integration. For example, events can integrate carpooling into their planning, which is helpful for venues with limited parking.

“Many people are going to and coming home from work during peak traffic times. Thirty minutes to an hour in traffic is 30 minutes to an hour in productivity loss,” Kitchen says. “Even when traffic isn’t bad, they plan their day as if there might be, and that’s also productivity loss. We know that this all affects the labor market.”

Businesses that prioritize optimal transportation and remote work options for their employees enjoy real bottom line benefits in terms of talent recruitment and retention, productivity and reduced overhead costs. Get There aids businesses statewide by providing free resources and business consulting on how to facilitate more satisfying employee transportation experiences, which ultimately helps them cut costs.

It remains to be seen which business norms and work habits will stick and which will recede as the impacts of the COVID-19 crisis fade. Regardless, current behaviors leave room for improvement. With guidance from Get There, ODOT and Commute Options hope that remote work/telework strategies will become more the norm and, when life picks up again, businesses and individuals will emerge with a willingness to reconsider their transportation choices.

Written by Natalia Hurt, on behalf of Oregon Department of Transportation, and appearing in the April 28 publication of Oregon Business News. This story has been reposted with permission from ODOT.

To log your trips and learn about prizes and upcoming teleworking challenges, visit [GetThereOregon.org](http://GetThereOregon.org)

# AHLA Releases Industry-Wide Hotel Cleaning Standards Through “Safe Stay” Initiative

The American Hotel & Lodging Association (AHLA) today introduced Safe Stay, an industry-wide, enhanced standard of health and safety protocols designed to prepare America’s hotels to safely welcome back guests and employees as the economy reopens. Safe Stay represents the top priority for the industry, the health and safety of guests and employees.

The standards of Safe Stay were developed under the guidance of an Advisory Council, composed of industry leaders representing all segments of the hotel industry, and in conjunction with public health experts to advance best practices for protecting against the coronavirus. This initiative represents a new level of focus and transparency for an industry already built on cleanliness. Hotels have always met rigorous standards for cleaning and safety and these enhanced guidelines are rooted in recommendations from the Centers for Disease Control (CDC).

“Safe Stay was developed specifically to ensure enhanced safety for hotels guests and employees. While hotels have always employed demanding

cleaning standards, this new initiative will ensure greater transparency and confidence throughout the entire hotel experience,” said Chip Rogers, president and CEO of AHLA. “The industry’s enhanced hotel cleaning practices, social interactions and workplace protocols will continue to evolve to meet the new health and safety challenges and expectations presented by COVID-19.”

The “Safe Stay” guidelines are intended to be iterative, and will be revised as needed based on the recommendations of public health authorities, in compliance with any federal, state and local laws. They include guidance on the following:

- Employee & guest health
- Employee responsibilities
- Cleaning products and protocols
- Physical distancing

“The hotel industry maintains stringent standards for cleaning and safety, and the Safe Stay initiative helps to strengthen best practices to provide the healthy environments that travelers expect at hotels throughout the country,” said Ecolab. “Development of the Safe Stay

initiative included guidance from Ecolab, a global leader in cleaning and disinfecting solutions and services that collaborates with the U.S. EPA, FDA, CDC, WHO and other organizations to help establish and promote best practice guidance, training and solutions.” For more than 90 years, Ecolab has partnered with the hotel industry to provide cleaner, safer and healthier environments for employees and guests.

“While the hotel industry was one of the first affected by the pandemic, we have collectively stepped up to serve their communities during this public health crisis. Thousands of hotels across the country, more than half of those small businesses, are working tirelessly during this uncertain time to support their employees, healthcare workers and first responders. When the time is right, hotels will be ready to safely and eagerly welcome back America’s traveling public,” concluded Rogers.

The Safe Stay Advisory Council enhanced guidelines can be found at [ahla.com/SafeStay](http://ahla.com/SafeStay) and a list of our Safe Stay Advisory Council can be seen here. [ahla.com](http://ahla.com)



Earthie Mama

Continued from page 1

produces it!’ and showed her our bottle.

“She looked at me, wide-eyed, and picked up her register phone and said to her manager ‘you gotta come down here now’ and hung up the phone.

“Within minutes, the store director, Mike Conner, came down and asked to see my product. I showed him, and he liked the packaging and product, and said ‘usually it can take anywhere from three months to a year to get a new product on our shelves, but let me make some calls and I’ll get back to you.’

“Well, two hours later I got an email from the PNW Safeway/Albertsons corporate office! And to make a long story short, within a few days (which they termed unprecedented) they had a vendor number for us and had placed two purchase orders for 1,000 cases (24 bottles) each!

“We immediately scaled up at break-neck speed and through a friend made contact with local builder and developer Kevin Spencer, who has been amazing and gave us an incredible deal within days to occupy part of a 13,000-square-foot facility he owns.

“We also found four new employees, at a time when many people were being let go, and began mass-producing our sanitizer at a phenomenal pace, and within a week had delivered our first 312 cases to the local stores in Bend, with 750 cases up to Portland the following week.

“The two PO’s in two weeks alone amounted to more revenues for us than we had made in the combined two years prior — hand sanitizer sales have gone from about one percent to something like 95 percent of our sales! — and there’s no stopping us now.

“We are scaling up even more and are building a fully automated line, with the invaluable assistance of Eli Stabler — who runs Project Management & Implementation for Humm Kombucha — that will allow us to produce up to 14,000 cases per month, and look to have the line operational by mid/end of July.

“We didn’t expect any of this to happen. This has been quite a whirlwind and we are delighted to help in these times — as Mike said, it is like we are ‘supplying bullets to the front line!’”

Earthie Mama’s products are now being sold through the Alberston’s/Safeway network locally, and Du Toit says the company is looking to develop discussions with other potential store outlets.

He added that the Earthie Mama sanitizer has an approximate 63 percent alcohol content, which is higher than CDC recommendations, but with natural ingredients like witch hazel, the spray softened the impact on hands compared to many of the higher alcohol-weighted conventional products that can cause cracking and dryness.

He said the Certified Organic Witch Hazel base provides an excellent astringent for the skin while combining with the potent essential oils to kill germs, and many consumers given the choice would opt for their product over many others.

Bryan Du Toit hails from South Africa originally, but his family moved to southern



ALEX DU TOIT | PHOTO COURTESY OF EARTHIE MAMA

California when he was 14. He developed a career in the film industry, and after meeting Alex — who had a good friend from high school who lived in Bend — and journeying to, among other places, Costa Rica, the couple and their three daughters ended up “getting out of the rat race” and moving to Central Oregon, in part due to the area’s enviable “healthy environment and supportive community.”

Of the Earthie Mama line, he observed, “Alex really is the formulation genius behind the products. She conducts copious amounts of research and has a very well-rounded background in environmental studies and other disciplines.

“She actually started just making products for our own family as she didn’t want to put toxic chemicals on the kids which are often associated with things like bug spray and sunscreens.

“She started a recipe blog, but people were clamoring for her to start supplying the products herself. We started from there and the growth of the company has really been organic, as well as the products!”

**About Earthie Mama**

Earthie Mama was founded by Alexandra Du Toit, who is a prolific author and published journalist writing for many of the web’s largest news sources like *Natural News*, *Wake Up World*, *Yahoo*, *New Dawn Magazine*, *Sivana East* and *Vivid Life*. She has a bachelor of arts in environmental studies, master of arts in psychology and is a registered yoga instructor, environmentalist and healthy lifestyle expert. As a holistic lifestyle advocate, Alex is a “(R)evolutionary speaker,” learning and spreading her messages from Africa to North and South America. Her own Earthie Mama product line is all “made from the highest-quality ingredients from the earth” and her “ultimate mission and purpose is to educate and help others learn their own way to a healthy holistic lifestyle where they have reached balance and on a path to thrive.”

[earthiemama.com](http://earthiemama.com)

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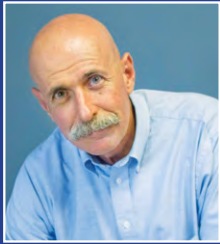
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CAT Tax  
Continued from page 1

in place governing the law’s implementation. (It is unknown when the final administrative rules will be adopted.)

“It’s super frustrating for the business community” said Roger Lee, CEO of EDCO. “What are business owners supposed to do and remain compliant? It’s unconscionable to have a huge increase in taxes, and the final rules are not written yet.”

Brooks and Lee agreed that the Department of Revenue has done the best it could with the almost impossible orders presented by the legislature.

The controversial bill was pushed through the Democrat-controlled legislature along strict party lines, triggering a four-day Republican boycott of the legislative session. A deal was struck when Democrats agreed to kill proposed gun control regulations for the year in exchange for the end of Republican resistance to the CAT, according to concurrent reports in *The Oregonian*.

The CAT was the Democrats’ signature accomplishment of the 2019 session and was designed to infuse \$1 billion a year into Oregon’s struggling K-12 education system.

According to a December 5, 2017, report in the *East Oregonian*, Oregon ranked 49th in the country for high school graduation rates, had one of the shortest school years, one of the highest ratios of students-to-teachers and one of the highest rates of chronic absenteeism — all while requiring more credits to graduate than any state except New Jersey.

Earlier in 2019, the Oregon Senate approved \$9 billion — a ten percent boost — in K-12 funding over the next two years to cover the period before schools are to receive the first CAT proceeds. Approval of this funding measure was surprisingly bi-partisan, passing 55-4 in the House and 26-2 in the Senate.

“The Chamber completely supports K-12 education. These (students) are not

only our kids, they are our future work force,” said the Bend Chamber’s Brooks.

“Oregon’s fastest-growing school districts are in Central Oregon,” EDCO’s Lee said. “While we have five percent of the state’s population, we account for 19 percent of Oregon’s student population growth.” CAT funds would help local school districts meet their K-12 funding needs, but, “There are so many better solutions to our tax structure problems,” Lee said, adding that we are too reliant on state income taxes.

The COVID-19 economic crisis is expected to result in a \$3 billion revenue shortfall for the state, according to Gov. Kate Brown. State agencies are already being asked to prepare for a 17 percent reduction in authorized expenditures.

Given the colossal and unexpected new pressure on state finances, Lee said it would come as no surprise to see the CAT taxes appropriated for other General Fund uses instead of K-12 education. Such “flexibility” is written into the statute, he said, citing the Oregon Lottery legislation as an example of how the house and senate can divert funds from intended beneficiaries.

“The (Lottery) referendum was approved for 100 percent to go to community development,” Lee said. “But over the years 70 percent was eventually used to support K-12 schools.”

“It’s similar with the CAT,” he continued. “The bill leaves the door open for other uses.

“It will be interesting to see what happens, with the precipitous decline in personal income tax (due to the economic crisis). How is the state going to get revenue? It’s going to be a rough road. The more productive interaction between the business community and lawmakers, the better the solutions will be to the state’s revenue shortfall.”

(Notes: Three requests for Bend-LaPine School District’s input to this story were not answered. Requests also were made of several local business owners to contribute their views. They declined to go on the record so as not to offend real or potential school district business clients.)

Tom Olsen of Bend is president of Olsen and Associates Business Advisors.

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# Hayden Homes Receives Prestigious Honors Second Year in a Row

by KATY WOODERSON — Hayden Homes

Hayden Homes has been honored with the 2020 Avid Benchmark Award for excellence in homebuyer satisfaction. Four of Hayden Homes’ regions, including Central Oregon, I-5 Oregon, Inland Northwest and South Idaho, were recognized for scoring among the top 25 percent of Avid’s nationwide databases on the New Home Move-in Experience survey. In addition, two team members, Community Manager Matthew Schoener and Project Manager James Russell, were recognized with Service Awards for scoring among the top ten percent of Avid’s nationwide database.

“We are deeply honored to receive these awards,” said Geoff Harris, Customer Experience director for Hayden Homes. “Our team is passionate about supporting our buyers through their home buying journey and this award is a testament to their dedication of providing the most caring and trusting experience possible.”

Homebuilders throughout the U.S. were honored with the prestigious awards for scoring highest with their customers on home-buying experience surveys. Award winners were chosen based on results received from some of the largest publicly traded NYSE/NASDAQ builders, North America’s largest private builders and hundreds of small volume and custom builders from coast to coast.

“We are very excited to announce the winners for our Avid Awards this year. The builders we are honoring have shown a dedication to service and quality that far exceeds expectations,” said Zach Buehl, vice president of client success, Avid Ratings. “The recipients should be proud of their accomplishments as all of Avid’s customers care deeply about customer experience, but these select few have risen above and beyond the crowd. Avid is proud to bestow honors on each and every winner.”



The Avid Awards are regarded as a trusted benchmark of customer service performance in the homebuilding industry. Avid Ratings has long been at the forefront of bringing transparency of builder performance to consumers by consumers since 1992. In order to determine the Avid Award winners, homebuilding companies are evaluated using Avid’s award-winning platform. Every homebuyer survey in Avid’s database is meticulously analyzed to determine each builder’s Avid Index Score, which is evaluated using scores from the total homebuying experience, the willingness to refer and the actual number of recommendations a buyer has made.

[hayden-homes.com](http://hayden-homes.com)



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# Home Building in Central Oregon

Continued from page 1

## Kate Eskew, home sales and marketing, SolAire Homebuilders

**Q:** Have state and local distancing rules hindered progress on existing projects?

**A:** SolAire Homebuilders and its contractors are successfully adapting to the new guidelines. We're finding our biggest challenge is scheduling. We used to schedule related crews at the same time so they could collaborate on the job. Now, we schedule one crew at a time. This has slowed progress and extended deadlines. That said, our contractors have been great, and we are getting our jobs done.

**Q:** Has the pandemic affected the overall cost to build a home?

**A:** The same conditions that affect building costs are present: cost of labor, cost of materials and cost of land. SolAire hasn't seen changes in these areas.

**Q:** Are materials readily available?

**A:** Materials are available. Production and shipping times are taking longer than normal. SolAire is responding by increasing our lead time for ordering supplies and materials for our jobs.

**Q:** Are you concerned about future supplies?

Right now, we're not concerned about supplying our projects. Supply chains are complicated, and we can't predict how they will be affected over time. Our approach is to stay informed and to stay nimble so that we can continue to do business and to provide the level of service that our clients know they can count on.

**Q:** Anything else to add?

**A:** Hardship is a part of life. Whether it's financial, health, loss, divorce or something else, most of us have experienced hardship in our lives. Where many of us have experienced this at different times of our lives and we live through it in our personal networks, this is the first time in our lifetime that we're experiencing hardship on such a large scale. We're experiencing how connected we are and how small the world is. Right next to hardship, there's hope, beauty, excitement, love. While we at SolAire are adapting to rapidly unfolding change, we are remembering to take in the beauty of the area and to smile at the little things every day.

At SolAire Homebuilders, we've been talking a lot about resilience. We specialize in building homes that have efficient use of energy, are built to last and easy to maintain. With low emissions, they are easy on the earth, comfortable and can generate and store their own power. We build a resilient home. It not only lasts a long time; it provides a space for its occupants to be resilient too.

[solairehomebuilders.com](http://solairehomebuilders.com)



Kate Eskew

basically stayed the same.

**Q:** Are materials readily available?

**A:** It seems to be hit or miss. We have had an issue with materials coming from Washington state where construction was not deemed an essential business. Other areas where we have seen a supply issue have been in door manufacturing and cabinets. Companies that have production facilities are having a much harder time dealing with COVID-19 social-distancing requirements. Ultimately, this affects what they can produce. They have to rework how they do business. Some have assembly lines, but they can't be bumping elbows, at least not for now.

**Q:** Are you concerned about future supplies?

**A:** If business is allowed to open up, then no.

**Q:** Anything else to add?

**A:** Realtor visits and model home visits have been very slow, but our internet traffic is the highest it's ever been; we've seen a ten-fold increase. It appears that people are still looking to buy homes, but they are doing the research from their computers or other devices. Much of our traffic is from outside cities. Trends point to people wanting to leave cities; we are seeing that. We've had lots of drive-by traffic at our sites too. We assume these are buyers. I believe there will be pent-up demand. I think the next four to six weeks will indicate how things will go. There were people ready to buy, and I believe they'll move forward with buying their home. Now more than ever, it's important to have your space.

[woodhillhomes.net](http://woodhillhomes.net)

## David Rink, president, D.E. Rink Construction, and past president Central Oregon Builders Association

**Q:** Have state and local distancing rules hindered progress on existing projects?

**A:** Our process has slowed down. Some of our employees have to work from home to also homeschool their kids. National Association of Homebuilders (NAHB) sent suggestions on how to work with social distancing and sanitizing the workspace. We have to schedule subcontractors so that they have social distance and are not working too closely to other subcontractors.

**Q:** Are future projects being affected? How?

**A:** Some projects are postponed until COVID is gone. Some are cancelled.

**Q:** Has the pandemic affected the overall cost to build a home?

**A:** We are not sure yet on material costs and availability. Some subcontractors are lowering prices to get jobs. Some are raising prices.

**Q:** Are materials readily available?

**A:** So far, yes.

**Q:** Are you concerned about future supplies?

**A:** Eventually the costs and supplies will be affected.

**Q:** Anything else to add?

**A:** We plan to continue building and taking care of our clients and employees. It is too early to tell what will happen with the building industry. We have heard from realtors that they are busy with calls and buyers. I think Central Oregon will weather this storm well. We can take this pause as a time to re-evaluate our future and goals. Let's all appreciate and take care of what is here so that when the economy opens, we are ready.

[derink.com](http://derink.com)



David Rink

## Jay Campbell, owner, Woodhill Homes



A WOODHILL HOME | PHOTO COURTESY OF WOODHILL HOMES

**Q:** Have state and local distancing rules hindered progress on existing projects?

**A:** We are grateful that construction is an essential business. We have been able to keep our projects moving forward with little impact. We only schedule one trade (subcontractor) in a home per day. In the past, we sometimes have more than one contractor in a house at a time, but now we are very strict about only allowing one in at a time. The subcontractors are appreciative, and it allows everyone to follow COVID social-distancing guidelines. Your business becomes your family; co-workers become your bubble, but we don't want to cross businesses.

**Q:** Are future projects being affected? How?

**A:** Future projects are affected because of sales. We have been able to keep our existing sales in place through COVID-19 and are waiting to see what happens with new sales in the next four to eight weeks. We have orders to fill and homes to build, and it takes about three months to complete the process. Our inventory of spec homes is low due to how busy we were before COVID, so we are able to react quickly as demand dictates.

**Q:** Has the pandemic affected the overall cost to build a home?

**A:** There are some small concessions from suppliers, but overall costs have



Jay Campbell

## Matt White, general manager of Bend Operations, Neil Kelly Company



BACHELOR VIEW ROAD HOME | PHOTO COURTESY OF NEIL KELLY COMPANY

**Q:** Have state and local distancing rules hindered progress on existing projects?

**A:** It did slow us down initially, but now it is just part of our standard routine. We immediately implemented the COVID-19 Safe Job Site Practices endorsed by the AGC ([agc-oregon.org](http://agc-oregon.org)) and COBA. Our Bend team was quick to react and takes these measures seriously. Our clients are very appreciative of the efforts that we have been making on the job sites to keep everyone safe and healthy.

**Q:** Are future projects being affected? How?

**A:** Yes, some of the projects that were in our design pipeline initially went on hold until everyone could re-group. We adapted to virtual meetings very quickly and our clients were quick to adapt as well. We now have a mix of in-person and virtual design and pre-construction meetings. Business has picked up significantly in the last two to three weeks.



Matt White



# Bend-Redmond Habitat for Humanity Carries on Mission Despite COVID-19 Challenges

CBN Staff Report

At a time like this, the mission of Bend-Redmond Habitat for Humanity becomes even clearer: The very people who are crucial to our community — grocery store employees, sanitation company employees, construction workers and front-line staff in the COVID-response — these are the hard-working people who deserve the dignity of a home of their own.

NEW HOMES FOR FAMILIES

To carry on its vital mission, Bend-Redmond Habitat has made significant progress on completing three homes, two in Redmond and one in Bend, for hardworking families in our community. These homes will be move-in ready in the next few weeks.

One of the families that will move into a new home is the Blasch-Ramirez family of Redmond. The family members have been faithfully working throughout this challenging time and are eagerly anticipating move-in day. Donald Blasch-Ramirez works at CertainTeed, a drywall manufacturing plant, and Stephanie Blasch-Ramirez is employed at Sportsman’s Warehouse. Due to COVID-19 and the stay-at-home orders, both have had extra-long days.

When asked what a home of their own will mean to them, Stephanie says, “We will finally be able to have our little family in our own place where my young son can run and play freely. We are looking forward to being safe, cooking, hanging out and just having space to ourselves. A place to build memories in. We also have goals of being able to go back to school. We believe that a home of our own will help us accomplish these dreams.”

The Bend family that is moving into a new home is equally as excited. “It still seems



THE NEW HABITAT FOR HUMANITY HOME IN BEND | PHOTO BY FOX HOLLOW CREATIVE

surreal. I have never been a homeowner, nor have I had a family member show me how to be a homeowner,” said the Bend recipient, who prefers to remain anonymous. “That is so tremendously exciting to me, to be able to break the unhealthy and unsafe cycle of dependency for my daughter and me! I feel empowered and very capable. My daughter is very excited about our new home and that a landlord can’t sell it out from under us. I would not have been as successful without Habitat for Humanity, my faith group and this supportive community.”

ADJUSTING ALONG WITH YOU

Like so many other businesses, Bend-Redmond Habitat has been closed for more than six weeks to safeguard the health of staff, volunteers and vulnerable community members.

While this unprecedented time has been challenging on many levels, Robin Cooper Engle, director of development, says the stay-at-home order has provided staff with time to “reconnect with our families, help our kids adjust to online learning (or try!), find new ways to stay healthy and to offer support to our neighbors.” She adds, “We have also spent this time as a staff, virtually, realigning our plans and next steps in light of the current situation. Looking ahead, we know it will be amazing to get back to working together in service to our community. Your ongoing support as volunteers, donors and customers helps us achieve remarkable things. Thank you!”

NEW ONLINE SALES SYSTEM IN PLACE

Despite the mandatory closure, Bend-Redmond Habitat has been working to put new procedures into place and evolve along with the changing business scene.

Continued on Page 17 ►



A NEW REDMOND HOME | PHOTO COURTESY OF BEND-REDMOND HABITAT FOR HUMANITY

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Arrowood Development LLC 250 NW Franklin Ave., Ste. 203 Bend, OR 97701	541-322-9064	541-383-3727	jlietz@arrowooddev.com	John Lietz	7	2001	Luxurious townhomes & residential	Bridge Creek Village, Arrowood Trail I & II, Whisper Ridge, Arrowood Summit, Tynion Sky, Tetherow, Pointswest.
Babcock Bros. Inc. 20260 Moonlight Ct. PO Box 6703 Bend, OR 97702	541-382-6884	N/A	bbinc1975@gmail.com	Ken Babcock	4	1975	Development, residential & commercial construction & excavation.	High end homes, Lost Tracks & Sunriver.
Bend Trend Homes 900 NW Mt. Washington Dr., Ste. 225 Bend, OR 97703	541-728-0603	541-389-0306	www.bendtrendhomes.com shayne@saceinc.com	Shayne Olsen	4	2000	New home construction: spec & custom homes.	Tetherow, Black Butte, Broken Top, Caldera Springs, Sunriver & Brasada Ranch, Bend Area.
Box Car Productions 1650 NW Fresno Ave. Bend, OR 97701	541-420-6636	N/A	www.boxcarhomes.com boxcarwood@gmail.com	Paul Schmitz	3	1993	We build houses utilizing sustainable building concepts as well as dismantle & sell reclaimed building materials.	Private homes throughout Central Oregon & the Northwest. 1600 block on Fresno Ave.
Cascade Custom Homes LLC PO Box 2174 Sisters, OR 97759	541-390-8258	541-549-1791	www.CPDBEND.com cpdbuilder@gmail.com	Tom Pryor	1	2000	Custom homes, additions, remodels.	Sunriver, Awbrey Butte, Awbrey Glen & Tri-County area.
Copperline Homes 84 NW Drake Rd. PO Box 9 Bend, OR 97703	541-330-8700	N/A	www.copperlinehomes.com hello@copperlinehomes.com	Mark Wilhite	2	2003	Custom homes, sustainable building & unique projects.	Tetherow, North Rim, Shevlin Commons, Awbrey Butte, Historic District.
D.E. Rink Construction Inc. PO Box 5962 Bend, OR 97708	541-388-0719	N/A	www.derink.com liz@derink.com	Liz Rink, David Rink	5	1979	Custom homes & remodels, commercial, tenant improvements, medical buildings.	Central Oregon.
Dunlap Fine Homes, Inc. 875 SW Rimrock Way, Ste. 102 Redmond, OR 97756	541-699-4224	N/A	www.dunlapfinehomes.com bruce@dunlapfinehomes.com	Bruce Dunlap	5	2008	Home builder.	New construction, fix & sell, all in Central Oregon.
Dyer Construction & Renovation, Inc. PO Box 1147 Sisters, OR 97759	541-420-8448	N/A	www.dyerconstructionrenovation.com mike@dyerconstructionrenovation.com	Michael Dyer	8	2001	Custom home design, build & renovation.	All of Central Oregon.
Earthwood Timber Frame Homes of Oregon 148 W Sisters Park Dr. PO Box 807 Sisters, OR 97759	541-549-0924	N/A	www.earthwoodhomes.com	Kris Calvin	2	1990	Custom timber framing	Ridge Indian Ford, Black Butte Ranch, homes throughout Oregon, Washington & Northern California.



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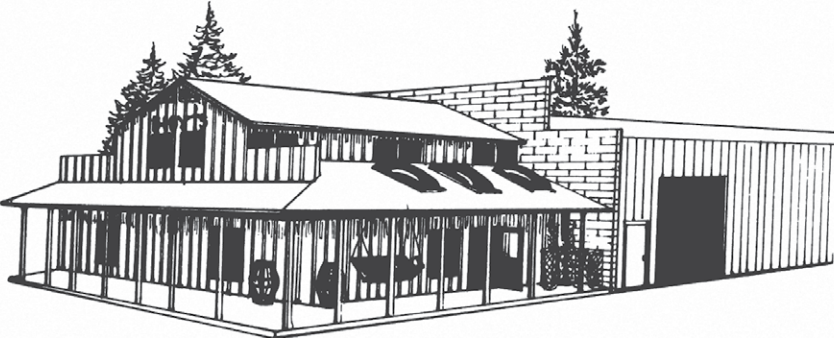
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Custom & Residential Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
Empire Construction & Development, LLC 63026 Lower Meadow Dr., Ste. 200 Bend, OR 97701	541-389-0070	541-383-2477	www.empirecon-dev.com sspencer@kssstone.com	S. Spencer	3	2004	Commercial builder, industrial builder, multi-family residential construction, custom-home building, commercial land developer, residential land developer.	Throughout Central Oregon including Aloha Product, E2 Solar, Cement Elegance, 18th Street SportsPlex, Westgate- Residential Development, Ridgeview Heights Apartments, Auto Chlor Industrial Building, Deschutes Pediatric Dentistry, Warehouse at Tom McCall Business Park, Cow-boy Apartments, Custom-Homes at Woodland Park, Commercially Developing of Forest Service Property
FR Custom Builders Inc. 593 NW York Dr. Bend, OR 97703	541-647-1148	N/A	www.frcdesignbuilders.com frcustom@hotmail.com	Frank Ring	9	1984	Custom residential.	Eagle Crest & Brasada, Tetherow.
Gary Laursen Construction 125 SE Taft Ave., Ste. 2 Bend, OR 97702	541-410-4800	N/A	www.bendcustomhomes.com GaryLaursen123@gmail.com	Gary Laursen	3	1965	Custom homes, remodeling, additions, small commercial, tenant improvements, home repair.	Central Oregon.
GJ Miller Construction PO Box 789 Sisters, OR 97759	541-549-6691	541-549-1142	www.gjmilller.com glenn@gjmilller.com	Glenn Miller	3	1979	High end residential & commercial.	Throughout Central Oregon, Broken Top & Black Butte Ranch.
Greg Welch Construction 2701 NW Crossing Dr., #2 Bend, OR 97703	541-420-1497	541-383-7161	www.gregwelchconstruction.com greg@gwcbend.com	Greg Welch	2	1998	Residential new homes.	West side of Bend, mainly NorthWest Crossing
Hayden Homes Inc. 2464 SW Glacier Pl., Ste. 110 Redmond, OR 97756	541-923-6607	541-548-0761	www.hayden-homes.com kmcgowan@hayden-homes.com	Katie McGowan	161	1989	Residential & neighborhood development.	Bend, Redmond & Sisters.
HiLine Homes 2420 NW Seventh St. Redmond, OR 97756	541-647-1600	541-526-1839	www.hilinehomes.com judson@hilinehomes.com	Jordan Judson	13	1996	Residential construction.	All of Oregon.
Howcroft Construction 19419 Kemple Dr. Bend, OR 97702	541-480-1888	N/A	howcroft@bendbroadband.com	John Howcroft	1	1975	Custom residential, commercial.	Morelock Court & NorthWest Crossing
Johannesen Builders, Inc. 115 NW Oregon Ave., Ste. 8 PO Box 1070 Bend, OR 97703	541-410-1791	N/A	www.johannesenbuilders.com craig@bendbuilder.com	Craig Johannesen	1	1997	Residential.	Central Oregon, Eagle Crest, Sisters Golf Course, Awbrey Butte & acreage.
K&P Remodeling Inc. 501 NE Greenwood Ave., Ste. 500 Bend, OR 97701	541-317-5555	541-317-5585	www.kp-remodeling.com ken@kp-remodeling.com	Ken Seiber	14	2009	Remodeling of residential homes, specializing in kitchens & baths.	Central Oregon & Willamette Valley.
Kallberg Construction, LLC PO Box 3500 Sisters, OR 97759	541-549-0549	N/A	www.kallbergconstructionllc.com	Curt Kallberg	1	1989	Commercial, residential & remodel.	Central Oregon.

Continued on Page 14 ▶



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▶ CONTINUED FROM PAGE 13

Custom & Residential Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
Klein Architecture 70 SW Century Dr., Ste. 100-186 Bend, OR 97702	541-419-3561	N/A	www.kleinarchitecture.com jeff@kleinarchitecture.com	Jeff Klein	1	2005	Residential custom homes & remodels.	Tetherow, Sisters (Holmes Rd.), The Parks, Vandever Ranch, Awbrey Butte
Larraneta & Company/Genesis Custom Homes 62576 Eagle Rd. Bend, OR 97701	541-389-7321	541-389-7321	www.larranetaandco.com mike@larranetaandco.com	Michael Larraneta	3	1991	Residential, light commercial, remodeling & design/build capabilities.	Custom home projects throughout Central Oregon, including nearly every high end neighborhood in the area.
Leader Builders 117 NE Greenwood Bend, OR 97701	541-480-3547	N/A	www.leaderbuildersllc.com leaderbuilders@bendbroadband.com	Dennis Szigeti	2	1997	Custom residential.	Bend, Redmond & beyond.
Mahler Homes, LLC 65180 Smokey Butte Dr. Bend, OR 97703	541-350-3090	541-317-5786	www.mahlerhomes.com mahlerhomes@msn.com	Jim Mahler	1	2002	Custom homes, custom remodeling.	Homes in Aspen Lakes, Sisters; Canyon Rim Village & Cascade Views in Redmond; Powell Butte acreages; Awbrey Butte, Bend
Malace Homes PO Box 2332 Bend, OR 97709	541-408-2178	N/A	www.malacehomes.com tomm@malacehomes.com	Tom Malace	0	2015	Residential.	Central Oregon.
Mt. Bachelor Homes, LLC 61396 S Hwy. 97 PO Box 7095 Bend, OR 97702	541-389-5061	N/A	N/A	Mike Balloun	1	1985	Custom homes.	Bend, Sunriver & Redmond.
New Era Homes 1352 NE Second St., Ste. B Bend, OR 97701	800-970-8461	541-382-1968	newerahomes.com todd@newerahomes.com	Todd McKinney	7	2007	Custom & semi-custom home building Member of COBA.	Central Oregon
Nordic Construction LLC, CCB #189824 345 NW 16th St. Bend, OR 97703	541-383-2459	541-383-4131	www.nordicbend.com kurt@nordicbend.com	Kurt Reynolds	1	1991	Residential.	West Bend Village, Miller Heights, Shevlin Crest, North West Crossing, Broken Top, North Point, Oak Tree, Shevlin Commons, Awbrey Butte, Shevlin Ridge, IronHorse & throughout Central Oregon
Norman Building & Design LLC 1016 SW Emkay Dr. Bend, OR 97702	541-389-4245	541-389-0779	www.normanbuilding.com greg@normanbuilding.com	Greg Garrick	30	1977	Custom residential & remodels, home design, custom cabinetry design & construction.	Ranch at Canyons, Widgi Creek, Broken Top, Awbrey Glenn, Awbrey Butte, North Rim, Pronghorn, Crosswater, The Highlands at Broken Top, Tetherow, Sisters, Black Butte, Powell Butte, Sunriver & all of Central Oregon.
Pacwest Builders LLC CCB# 211007 170 SW Scalehouse Lp. Bend, OR 97702	541-389-2089	541-389-4591	www.pacwesthomes.com jim@pacwesthomes.com	Jim Yozamp, Spencer Williams, Steven VanSant	15	1999	New custom build & design services.	Projects completed from Black Butte to Sunriver & Caldera Springs.
Pahlisch Homes, Inc. 210 SW Wilson Ave., Ste. 100 Bend, OR 97702	541-385-6762	541-385-6742	www.pahlischhomes.com jessicas@pahlischhomes.com	Jessica Seidel	130	1983	Residential & luxury single family homes, townhomes & commercial.	The Bridges, McCall Landing, Stonegate, Lava Ridges, Deer Crossing, Ochoco Pointe, River's Edge, North Riverfront, The Pointe, Triple Ridge, Crescent Creek, River Vale, Purcell Landing.
Panterra Homes PO Box 700 Bend, OR 97709	541-385-7700	N/A	www.panterrahomes.com jeff@panterrahomes.com	Jeff Payne	1	2000	Custom Homes, select remodels, aging in place conversions, wine cellars, green houses, light commercial	Bend & Sunriver.
PGC Building + Design 62980 Boyd Acres Rd., Ste. F-3 Bend, OR 97701	541-312-4201	541-312-3785	www.pgcbuilding.com info@pgcbuilding.com	Ed Busch	8	2006	Residential - custom homes, remodels, additions, handyman, restorations. Also, home/remodel design & interior design.	Bend, Sunriver, Eagle Crest, Redmond, Tumalo, Sisters, Black Butte, Powell Butte.
Phil Henderson Homes 61517 Orion Dr. Bend, OR 97702	541-390-8188	N/A	philhenderson@bendbroadband.com	Phil Henderson	2	2011	New custom homes & remodeling.	Caldera Springs, Madras Yarrow, Bend, Tetherow
Powell Builders, Inc. PO Box 1569 Redmond, OR 97756	541-815-3066	N/A	www.powellbuildersinc.com powellbuildersinc@gmail.com	Nate Powell, Janey Powell	2	1998	Custom residential & remodel.	Homes in Sunriver, Eagle Crest, Eagle Crest Ridge, Crooked River Ranch, Broken Top, Tumalo & Central Oregon.
R&H Construction 61426 American Lane, Ste. 100 Bend, OR 97702	541-312-2961	541-312-2962	www.rhconst.com centraloregon@rhconst.com	Gary North	40	1979	General commercial, remodel, tenant improvement, custom residential.	River West Residence, Hawks View Estates, Ponderosa Heights Apartments, Fjällräven TI, Sunriver Brewing Eugene, Pilot Butte Middle School Remodel, Red Lion Bend Remodel, Crosswater Clubhouse Remodel, Redmond Treatment Center, Sunriver Village Guest Suites TI, Sunriver Great Hall Banquet Office TI.
RC Construction Services LLC 70450 NW Lower Valley Dr. Terrebonne, OR 97760	541-350-5384	541-550-2249	www.rcenterprises.net rconst464@aol.com	Cindy Grossmann	4	2001	Custom homes from design, through construction & move-in.	Vineyard estate lots at FHC, Lake Front lots at BLE.
Rea Company Homes 3003 NE Red Oak Dr. Bend, OR 97701	541-390-9848	N/A	www.reacohomes.com kevin@reacohomes.com	Kevin Rea	2	1977	Custom residential, real estate development & light commercial.	Broken Top, Awbrey Butte, Sisters, Crosswater, Black Butte Ranch & Widgi Creek, Sunriver, Village Wiestoria, Tetherow, NW Crossings, Brasada & Shevlin Commons.



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Custom & Residential Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
Reinhardt Homes PO Box 2057 Redmond, OR 97756	541-593-8574	541-593-7722	www.reinhardt-homes.com bryan@reinhardt-homes.com	Bryan Reinhardt	5	1992	Residential & light commercial.	Homes contracted to be built on property owned by client.
Ridgeline Custom Homes, LLC 2693 NW Nordeen Way Bend, OR 97703	541-815-3813	N/A	www.rchbend.com nate@rchbend.com	Nate Connolly	3	2002	Residential.	Custom built site specific residential homes throughout Central Oregon.
Sage Builders PO Box 458 Redmond, OR 97756	541-312-8892	541-312-8893	www.sagebuildersllc.com markhuffman@bendbroadband.com	Mark Huffman & Paul Whitaker	1	1996	Custom homes & multi-unit housing.	Awbrey Butte, Northwest Crossing, Eagle Crest.
Salvesen Homes 2693 NW Crossing Dr. Bend, OR 97703	541-788-4572	N/A	www.salvesenhomes.com aaron@salvesenhomes.com	Aaron Salvesen	3	2010	Custom residential.	NorthWest Crossing, Central Oregon.
Schumacher Construction, Inc. 61396 S Hwy. 97, Ste. 226 Bend, OR 97702	541-382-1071	541-382-1051	www.schumacherconstructioninc.com jacobgschumacher@gmail.com	Jacob Schumacher	2	1990	Custom homes, additions & remodels.	Sunriver, Caldera, River Rim, Three Pines, Awbrey Glen, Broken Top, Highlands, Tetherow & throughout Central Oregon.
Simplicity by Hayden Homes 2363 SW Glacier Pl. Redmond, OR 97756	877-417-4675	N/A	www.simplicity-homes.com sales@simplicity-homes.com	Anthony Cruz	57	2009	Residential, Multi-family & Investor Housing On-Your-Land .	Bend, Redmond, Prineville & Sunriver.
SolAire Homebuilders 549 SW Mill View Way, Ste. 103 Bend, OR 97702	541-383-2140	541-330-6949	www.solairehomebuilders.com concil@solairehomebuilders.com	Cindi O'Neil	3	1995	Specializing in high performance homes & sustainable building practices. Net Zero Energy Homes, LEED for Homes, Earth Advantage & Energy Star are our routine certifications.	Bend, Redmond, Tumalo, Sisters, Prineville, Madras, La Pine, Sunriver & Alfalfa.
Staines, Dennis Construction PO Box 8422 Bend, OR 97708	541-480-8456	N/A	www.DennisStainesConstruction.com Dennis@DennisStainesConstruction.com	Dennis Staines	1	1977	Custom residential & small commercial.	Central Oregon.
Stanley Custom Homes 60526 Chicksaw Way Bend, OR 97702	541-419-5875	541-312-8326	stanleycustomlogs@hotmail.com	Jamie Stanley	1	1985	Custom log homes, handcrafted & milled, restorations & framed homes, additions & remodels.	Sisters to Fall River.
Steve Bennett Builders 611 SE Business Way Bend, OR 97702	541-383-5833	N/A	www.stevebennettbuilders.com	Steve Bennett	1	1995	Custom residential & commercial.	Tetherow, Caldera Springs, The Tree Farm, Sunriver,Ranch at the Canyons, Vandevent Ranch, Crosswater, Aspen Lakes, Pronghorn.
Steve Keeton Construction Inc. 68590 Cloverdale Rd. PO Box 1120 Sisters, OR 97759	541-549-6571	N/A	www.stevekeetonconstruction.com Keetonskc@gmail.com	Steve Keeton	12	1990	Residential, commercial, remodel & excavating.	Central Oregon
Stillwater Construction 70 SW Century Dr., Ste. 100-481 Bend, OR 97701	541-678-2994	N/A	www.stillwaterconstructionbend.com bart@stillwaterconstructionbend.com	Bart Mitchell	1	2008	Residential & light commercial new construction.	Bend, Tumalo, Tetherow, Shevlin, Deschutes County

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Custom & Residential Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Type of Construction	Area Projects
Structure Development NW 120 SW Crowell, Ste. 210 Bend, OR 97702	541-948-0056	N/A	www.structuredevelopmentnw.com dan@structuredevelopmentnw.com	Dan Goodrich, Scott Houck	6	2009	Residential, new construction.	Central Oregon & Willamette Valley.
Sun Forest Construction 803 SW Industrial Way, Ste. 204 Bend, OR 97702	541-385-8522	541-385-8557	www.sforest.com sales@sforest.com	Bob Williams, Sam Houston	30	1977	Design, build, remodel.	Caldera Springs, Bend, Sunriver, Broken Top, Brasada Ranch, Eagle Crest, Pronghorn, Thethero, Highland, Miller Tree Farm, Awbrey Butte, North Rim, Shevlin Commons, Vandever Ranch, River Rim, local acreage.
Sunterra Homes PO Box 5278 Bend, OR 97708	541-389-4733	N/A	www.sunterrahomes.com sunterra@bendcable.com	Jim Chauncey	2	1975	Residential design & energy-efficient construction.	Tri-county area of Central Oregon.
SunWest Builders 2642 SW Fourth St. PO Box 489 Redmond, OR 97756	541-548-7341	541-548-2855	www.sunwestbuilders.com swb-info@sunwestbuilders.com	Steve Buettner	55	1989	Commercial, custom residential.	Custom Residential include: Broken Top, Sunriver, Caldera, Eagle Crest, Crosswater, Black Butte, Northwest Crossing. Commercial & resort projects include: Tetherow Hotel, Tetherow Event Pavilion & Cabins, Iron Horse Lodge, Mt. Bachelor Assisted Living & Memory Care, Azimuth Affordable Housing, Freemont NWX (Mixed-Use), Young Life Camp Expansion, Bethlehem Inn, St. Charles South Clinic, St. Charles La Pine Clinic, Volkswagen, Audi, Porsche, Toyota, Immersion Brewery, Crux Production Brewery, Hydro Flask, Medline ReNewal & Ruff Wear Headquarters.
Timberline Construction of Bend LLC 1655 NE Lytle St. (Physical) PO Box 94 (Mailing) Bend, OR 97709	541-388-3979	N/A	www.timberlinebend.com info@timberlinebend.com	James Fagan, Kristian Willman	4	1999	Custom homes & green building.	Projects in Tetherow, Awbrey Butte, The Highlands, Shevlin Commons & Old Bend.
TMT Construction, Inc. dba TMT Home Remodelers PO Box 802 Redmond, OR 97756	541-548-1871	541-548-1495	www.CentralOregonRemodeling.com mike@tmtconst.com	Mike Davis	4	1993	Residential specializing in remodels, siding & decks, & insurance restoration.	Central Oregon.
Western Design International 317 NW Locust Ave., Ste. 100 Prineville, OR 97754	541-447-3341	877-442-8369	www.building-design.com info@building-design.com	Elvin Spurling	6	1990	Custom homes, small commercial, green & off-grid	Western United States, Brasada Ranch, Caldera Springs etc.
Winsome Construction 2755 NW Crossing Dr., Ste. 233 Bend, OR 97703	503-472-7402	N/A	www.winsomeconstruction.com wendy.stassens@cascadesir.com	Wendy Stassens	8	2019	N/A	N/A
WoodHill Homes 70 SW Century Dr., Ste. 100 -240 Bend, OR 97702	541-330-5559	541-330-5739	www.woodhillhomes.net info@woodhillhomes.net	Jay Campbell	7	2002	Residential & tenant improvements.	Bend & Redmond neighborhoods: Tuscany Pines, Saddlestone, Sunrise Meadows, Westside infill & Sisters.
Yelas Custom Homes 21292 Beall Dr. Bend, OR 97701	541-948-3074	N/A	www.yelascustomhomes.com yelascustomhomes@gmail.com	Sean Barton, Robert Yelas, Terry Denoux	3	2005	Custom & spec home builder.	Tetherow, NorthWest Crossing, Awbrey Butte, Three Pines, Bend proper, Sisters.

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com).



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Habitat for Humanity  
*Continued from page 11*

Once such new development is the creation of an online sales platform. Prior to the COVID-19 closure, the Bend-Redmond Habitat staff was working on an online sales feature that will be a part of a new system taking affect when the ReStore reopens. "We were working on launching this prior to closure, using software called 'ThriftCart,'" says Sophie Paez, director of Retail Operations for Bend-Redmond Habitat for Humanity. The software was originally designed for a group of North Carolina ReStores, Paez explained. "We've been using their donation pick-up scheduling system, and now will be using their point-of-sale system. We will definitely have a learning curve with this and will be tackling that curve in the middle of this other curve, so we can't exactly say how many items we will manage to post daily," she said with a laugh. "We have a target of 40-50, but we'll see. Items posted will have descriptions and photos and can be reserved and then scheduled for in-person inspection — it's used inventory after all — then the purchase can be finalized and picked up at the store."

**VOLUNTEER PROGRAM ON HOLD**

Bend-Redmond Habitat for Humanity is currently operating without volunteers, but when it can reopen, Cooper Engle said they hope to be able to offer limited volunteer opportunities. "We will share more of these details as we can in the coming weeks. For those of you eager to help, advocating for our organization and mission to serve those in need of affordable housing is as important as ever."

**PAYROLL PROTECTION PROGRAM (PPP) FUNDING**

To support staff during this period, Cooper Engle says Bend-Redmond Habitat was able to successfully secure a PPP loan. "It is a relief to know we have continuity to work on our important mission. We are grateful to work for an organization that values its people so highly."

**REOPENING RESTORE**

"Many have been asking us when we will reopen our doors," says Cooper Engle. "We know ReStore will be even more vital in the coming weeks, months and years as people look for cost-effective materials and supplies for their homes as well as the opportunity to donate furniture, building materials, appliances and more. ReStore also provides critical funding for Habitat as an organization, allowing us to serve people in need of affordable housing in our community."

Although the date for reopening is still to be determined, Cooper Engle says they have been working on plans for being back open for business. Those plans include:

- New Store Hours in Bend — When ReStore reopens, the new hours will be Monday-Saturday 10am-6pm.
- Shop Online, Pick Up at ReStore — The implementation of the new online system for buying items online and picking up your purchases at ReStore.
- Staffing Bend ReStore — To keep everyone safe and healthy, Bend-Redmond Habitat will limit volunteer opportunities. "We will do our best to offer the same amazing inventory and customer service," says Cooper Engle.
- Commitment to Safety — Shopping guidelines including mask requirements and one-directional routes, donation drop-off and pick-up processes, hourly cleaning procedures and more, which have been created to help ensure the safety of workers and shoppers.

[bendredmondhabitat.org](http://bendredmondhabitat.org)



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# Duke Warner Trend Report for April 2020

With Summer right around the corner, now is the perfect time to review the latest data on home purchasing trends in Central Oregon. The weekend family drive often takes potential homebuyers into neighborhoods in the surrounding areas. As we continue to monitor the COVID-related changes to our community, we want to put everyone's mind at ease and realize the housing market is still doing exceptionally well and you can depend on Duke Warner Realty to deliver the most recent data as it pertains to real estate in Central Oregon. Our monthly Trend Reports offer valuable insights by reviewing last month's market activity and delivering the most accurate statistics we can, based on our research. The information we provide is intended be an informative resource for any future trends in real estate. As we anticipate a strong May and move into the summer month of June here are our latest findings.

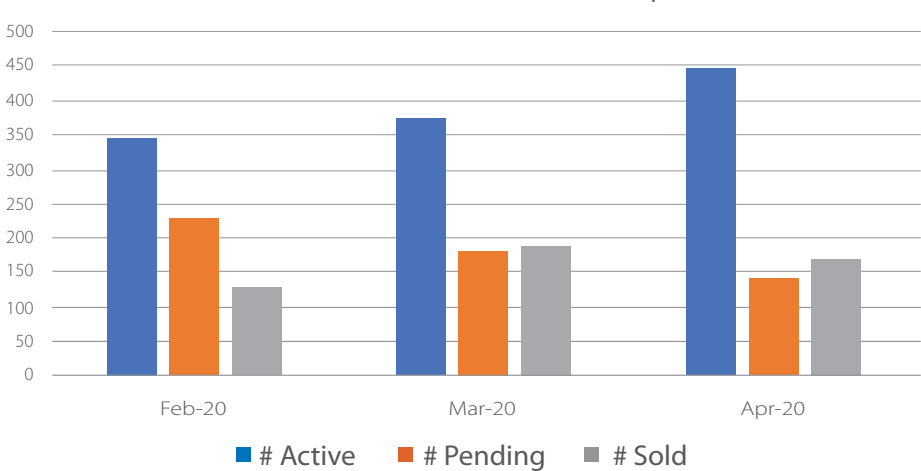
**May 1 Inventory and Looking Ahead**

More active listings were implemented in April vs. March with 446 active and 193 new listings in the Bend market with a wide range of pricing provides a pleasant variety of homes for those looking to purchase a new home this summer. Closing out the month of April proved the number of active listings for Bend increased from month-end in March which was listed at 375. March had a slight increase over April for new listings coming in at 244 vs. 193. Based on past trend data we are right on par for this time of year. Redmond's active listings, as of May 1 showed an increase from 178 homes overall in March to 215 active listings. As well as the Bend market the number of new listings in Redmond as of May 1 declined slightly to 83 vs. March's 134. The count for both Bend and Redmond remained consistent in April and as we move through May we are seeing the combined active listings for Central Oregon increased to 661 homes.

Month-end April statistics for the Redmond market show us 79 homes sold, 83 new homes on the market and 73 homes pending. The bulk of active homes on the market in Redmond were in the \$325,100-\$425,000 price range, showing an increase from last month to 90 homes. The \$225,000-\$325,000 also had a jump to 41 active listings, the \$425,000-\$525,000 range also continued to increase to 42 active listings and the \$525,000 and up price range climbed up to 39 active listings.

For Bend, the numbers in April had a noticeable increase in active listings for the entire first quarter of 2020. There was a marginal decrease in new listings for February and March but increased from January new listings. There was a jump to 12 active listings in the \$225,000-\$325,000 range, a sizeable jump to 101 in the \$325,100-\$425,000 range, another large increase of 76 in the \$425,100-\$525,000 range and an increase to 51 in the \$525,100-\$625,000 price range. The \$625,000-\$725,000 had 43 active listings, the \$725,000-\$825,000 had 45 actives and the \$825,000-\$925,000 showed 31 active homes listed. As you can see from our Market Trend Report, there were homes available in the higher price ranges as well, showing more homes listed in the \$925,100 and up price range jumping to 87.

Bend Real Estate Market Trend Report



In our Central Oregon real estate market, buyers often look for competitive pricing as they consider properties. With interest rates the lowest we have seen in decades, now is the perfect time to buy or sell your home. Whether you are buying or selling your home, we encourage you to consult with your trusted Duke Warner Broker for seasoned, expert advice. Our brokers will share their variety of experience, excitement, and deep market knowledge while they work for you.

**Sold and Pending Listings**

In April, Bend had 141 pending homes and Redmond had 73. These numbers remain consistent and tell us both buyers AND sellers are competing for available properties. For sold listings in Redmond, there were 93 in March and 79 in April. In Bend, there were 189 sold listings in March and 171 in April.

**Looking Ahead**

As we look ahead to the summer real estate market, we want to remind you that our team of real estate experts are always available and happy to help guide you in the home buying and selling journey. With record low interest rates and a variety of homes from which to choose, Central Oregon is a beautiful place to call home and establish roots. Whether you are buying for the first time, upgrading or downsizing, the Central Oregon real estate market has the perfect home for everyone. As you consider your housing needs, start to plan and look ahead, whether you want to buy or sell a home, keep us in mind for your real estate ventures. Our wonderful team knows how to price properties according to the market trends, and our love of the industry is reflected in our willingness to work hard for our clients.

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# 25 Years of Building Custom Homes in Central Oregon

## Here are the Eight Most Frequently Asked Questions

Q&A with Steve Bennett, Owner of Steve Bennett Builders

by MAX BENNETT

Steve Bennett is a native Oregonian and third generation Bend resident. He has been building high-end custom homes in Central Oregon since 1995 and previously in Palm Springs, California since 1981. With nearly 40 years of experience, Bennett has a wealth of knowledge to share.

**Question (Q):** What does it cost to build a custom home in Central Oregon?  
**Answer (A):** This is almost always the first question and it is also the most difficult to answer. Depending on finishes, complexity and lot preparation, it can cost anywhere from \$260 to \$550 per square foot for a high quality custom home in Central Oregon. This is independent of the cost of the property.

**Q:** What is your fee structure? When do I make payments?  
**A:** The two most common fee structures are a Fixed-Fee basis and a Cost-Plus basis. I use Cost-Plus. I'm a firm believer, because the homeowner gets to see all of the actual costs, plus my percentage fee. Cost-Plus is the most transparent

fee structure. It's a win-win approach for the client and the builder.

With the Fixed-Fee basis, the builder is incentivized to overestimate or inflate costs to increase profits. A Fixed-Fee builder takes risks in estimating unknown costs and they know how to avoid coming out on the losing end. It is a win-lose approach and the builder almost always wins.

In terms of making payments, every month I generate line item documentation that shows the work done to date, and I bill the homeowner for that work. From that, I pay my subcontractors.

**Q:** What do you do to ensure the project doesn't exceed my budget?

**A:** With monthly work-in-progress accounting we see regularly exactly where we stand in relationship to the budget. Unless there is a change to the Plans, the budget shouldn't change.

If construction starts on a home and not every component of every category in the home (such as light, plumbing or kitchen fixtures) has been selected, I include an allowance for those components. The fact is every project has unknowns and certain decisions may change throughout the building process. After 25 years of building custom homes in Central Oregon, my budget estimates are more than educated guesses. With a transparent, Cost-Plus fee structure, my focus is to set realistic expectations rather than "cover my butt."

**Q:** How long does it take to build a high quality custom home?

**A:** I don't promise clients I can get their house down in X number of months. There are too many variables. My rule of thumb is a 14-month process. I can usually beat that unless we run into extraordinarily bad weather. Also, client indecision and change orders can also cause unforeseen delays. Staying on schedule is a team effort.



STEVE BENNETT



TETHEROW HOME | PHOTOS COURTESY OF STEVE BENNETT BUILDERS

Continued on Page 36 ►



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Building Designers *(Listed Alphabetically)*

See custom home builders and architects for additional building designers.

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Clough Design Studio 952 NE Francis Ct. Bend, OR 97701	541-389-7999	N/A	www.cloughdesignstudio.com cdesigns@bendcable.com	Levi Howe	1	1955	Custom home designs & remodels.
Cornerstone Drafting & Design PO Box 1421 Prineville, OR 97754	458-231-3160	N/A	www.cornerstonedd.com sales@cornerstonedd.com	Scott Kuyper	2	2008	Architectural design for residential, commercial, remodels & additions.
Datco Design 21046 Denning Dr. Bend, OR 97702	541-388-1437	541-389-3283	datco@bendbroadband.com	Brent Dattke	2	1995	All kinds of building design with a specialty of insulated concrete forms.
Deschutes Drafting & Design / Eagle Nest Home Designs 1800 NE Pheasant Ln. Bend, OR 97701	541-389-2556	N/A	idraw1975@gmail.com	Martin Sylwester	1	1975	Custom & residential remodels.
Evolution Home Design Inc. 20566 Goldenrod Ln. Bend, OR 97702	541-480-3725	N/A	www.evolutionhomedesign.com evolution@bendbroadband.com	John Jordan	1	1998	Custom homes, remodels, additions, passive & active solar homes, solar tempered additions & remodels, historic preservation, tenant improvement spaces & restaurants, timber frame design & furniture design.
Homeland Design, llc 2337 NE Eighth St. Bend, OR 97701	541-312-2141	541-312-2141	www.homelanddesignllc.com becky@homelanddesignllc.com	Joey & Becky Shaw	3	2009	Full service custom & residential home & landscape design, remodel design irrigation design, builder/permit set drawings, onsite DIY consultations, computer renderings, study scale models, construction administration & bid review.
Jason Todd Home Design 593 York Dr., Ste. 200 Bend, OR 97703	541-317-1289	N/A	www.jasontodd designs.com jason@jasontodd designs.com	Jason Todd	2	1998	Custom home design.
Mackprang Design Inc. 1069 NE Kayak Lp., Unit 1 Bend, OR 97701	541-389-5421	541-633-7459	www.mackprangdesign.com mackprangdesign@bendbroadband.com	Don Mackprang	2	1978	Custom homes & remodels.
Middleton Design & Drafting 1627 NE Third St., Ste. 4 Bend, OR 97701	541-383-0633	N/A	eagle88@bendbroadband.com	Michael Middleton	4	1996	Custom homes & add-ons.
Muddy River Design 328 NW Bond St., Ste. 101A Bend, OR 97702	541-350-2319	N/A	www.muddyriverdesign.com apeterson@muddynrverdesign.com	Adam Peterson	1	2001	Award winning home designs. Custom & stock plans.
Outwest Plans by Lawren Duncan Bend, OR 97702	541-388-1895	N/A	www.outwestplans.com Lawren@outwestplans.com	Lawren Duncan	2	1997	Smart design for home building. Planning, design & building plans for spec homes, custom homes, on your lot programs & subdivision product lines. Areas served - Oregon, Washington, Idaho. Builder success consulting for builders throughout the Western U.S.
Pacwest Homes & Remodeling 170 SW Scalehouse Lp. Bend, OR 97702	541-389-2089	541-389-4591	www.pacwesthomes.com jim@pacwesthomes.com	Jim Yozamp, Spencer Williams, Steven VanSant	10	1999	Custom home & remodeling design, interior design, commercial construction.
Rosenquist Custom Design 354 NE Greenwood, Ste. 203 Bend, OR 97701	541-389-3241	Same as phone	rosenquistdesign@gmail.com	Bruce Rosenquist	2	1989	Residential timber frame homes.



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*See custom home builders and architects for additional building designers.*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Rozewski & Co Designers LLC 15017 Hat Rock Lp. Powell Butte, OR 97753	541-385-3296	N/A	www.rcodesigners.com jim@rcodesigners.com	James Rozewski	2	1983	Residential & small commercial building design.
Saarin Design, Inc. Bend, OR 97701	541-390-5068	N/A	www.saarinhomedesign.com dano@saarinhomedesign.com	Dano Saarinen	2	1993	New residential, new commercial, space planning, tenant improvement, replacement, remodels & additions, green design.
Sun Forest Construction 803 SW Industrial Way, Ste. 204 Bend, OR 97702	541-385-8522	541-385-8557	www.sforest.com sales@sforest.com	Bob Williams, Sam Houston, Glen Dietrich	30	1977	Custom home building, design & remodels, painting.
Tebbs Design Group 390 SW Columbia St., Ste. 220 Bend, OR 97702	541-389-0375	N/A	www.tebbsdesign.com info@tebbsdesign.com	Jim Tebbs	4	1992	High-end residential custom homes, green homes specialist, LEED certified homes, remodels, interior design.
The Shelter Studio, Inc. 62968 OB Riley Rd., Ste. E2-2 Bend, OR 97703	541-306-4270	N/A	www.theshelterstudio.com construct@theshelterstudio.com	Jason Offutt	4	2007	Custom homes, ADU designs, speculative homes, remodels, additions, renderings, vacation homes, retirement homes, in town lots, view lots. Projects in Brasada, Tetherow, Caldera, NorthWest Crossing, Highlands at Broken Top, throughout Central Oregon & the U.S.
Western Design International 317 NW Locust Ave., Ste.100 Prineville, OR 97754	877-419-4434	877-442-8369	www.westerndesignintl.com info@building-design.com	Elvin Spurling	6	1990	Residential & commercial design.
Wooster Design Inspirations 2965 NE Alpine Peaks Pl. Bend, OR 97701	541-420-1230	N/A	www.woosterdesignonline.com info@woosterdesignonline.com	Viki Wooster	1	1989	New residential & remodel.
Wright Design Studio 915 NW Gasoline Alley Bend, OR 97703	541-389-9178	N/A	www.wrightdesignstudio.com rick@wrightdesignstudio.com	Rick Wright	1	1980	Custom home design.

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Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Bend Design Center 63052 Layton Ave., Ste. 102 Bend, Or 97701	541-330-0146	N/A	www.benddesigncenter.com info@benddesigncenter.com	Jennifer Mitchell	1	2015	Kitchen cabinets & design, bathroom cabinets & design. Entertainment and other cabinet spaces. Flooring, tile & countertops.
Bend Furniture & Design 1346 NW Galveston Ave. Bend, OR 97703	541-633-7250	N/A	www.bendfurnitureanddesign.com heather@bendfurnitureanddesign.com	Heather & John Cashman	10	2007	Specializing in North American-made transitional & contemporary furniture & accessories with quality & real value as top priorities as well an extensive collection of home office furniture. Expert design services available.
Bend Furniture & Design - Comfort 1320 NW Galveston Bend, OR 97703	541-633-7250	541-633-7282	www.bendfurnitureanddesign.com heather@bendfurnitureanddesign.com	Heather Cashman	12	2018	North American crafted furniture and interior design services.
Brass Tacks 50 SE Scott St. Bend, OR 97701	541-610-8238	N/A	www.brasstacksDesigns.com lisa@brasstacksdesigns.com	Lisa Rokosh	1	1991	Interior design, furniture concepts, color schemes, hard & soft surface selections & exclusive fabrics.
Brilliant Environmental Building Products 327 NW Greenwood Ave., Ste. 100 Bend, OR 97703	541-317-0202	541-550-2230	www.brilliantmaterials.com info@brilliantmaterials.com	Jorden Swart	2	2008	Specializing in sustainable building materials for the interior of a home such as wool carpet, cork flooring, bamboo, counter tops, paints, stains & more.
Cascade Design Center, Inc. 1805 NE Hwy. 20 Bend, OR 97701	541-385-0808	541-617-8763	www.cascadedesigncenter.com sales@cascadedesigncenter.com	Ronda Fitton	15	1998	Offering interior design, retail flooring and tile including hardwood, stone, tile, carpet, vinyl floorings, wall coverings & accessories, window coverings, draperies, custom furniture, framed art & professional design services.
Circa Interiors 154 NE Underwood Ave., Ste. 100 Bend, OR 97701	541-383-1440	N/A	www.circainterior.com tiffany@circainterior.com	Sandy Palmer, Tiffany Keale, Traci Porterfield	4	1991	Custom residential interior design.
Complements Home Interiors 70 SW Century Dr., Ste. 145 Bend, OR 97702	541-322-7337	541-322-7338	www.complementshome.com pjulber@complementshome.com	Patricia Julber	4	2003	Surfaces, countertops, wood flooring, furniture, fabrics, carpet, window coverings, blinds. Hunter Douglas Centurion Showcase priority dealer.
Design Works Northwest/Window Works 55118 Lazy River Dr. Sunriver, OR 97707	541-383-2455	N/A	www.bendwindowworks.com heather@bendwindowworks.com	Heather Scott	2	1994	Window coverings, interior design, custom Northwest/Western style furniture, general contracting. CCB# 205259.
Diana Cutler Designs PO Box 336 Bend, OR 97709	541-213-3100	N/A	www.dianacutler.com designer@dianacutler.com	Diana Cutler	2	2017	Remodels, kitchen & bathroom design, full furnishings, new construction, aging-in-place, downsizing. Meet at client's residence.

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Interior Designers *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Floor Coverings International of Bend Bend, OR 97701	541-241-9693	N/A	bend.floorcoveringsinternational.com ron.benton@fcifloors.com	Ron Benton	2	2018	Visits customers' homes in a Mobile Flooring Showroom stocked with over 3,000 samples from top manufacturers offering flooring products including carpet, hardwood, ceramic, tile, vinyl planks, vinyl tiles, and sheet vinyl, bamboo & slate. Serving customers in Bend, Redmond, Sunniver, and Sisters. Mobile showroom only - no brick and mortar space.
Floor Decor LLC 184 NE Franklin Ave. Bend, OR 97701	541-383-2286	541-383-2189	wally970@hotmail.com	Marvin Wodtli	7	1992	All floor coverings, tile work, natural stone, custom showers & baths, interior design services.
Haven Home Style 856 NW Bond St., Ste. 1 Bend, OR 97703	541-330-5999	541-330-5993	www.havenhomestyle.com jackie@havenhomestyle.com	Jackie Anderson	5	2006	Commercial & residential interior design, fine furnishings, unique decor, home staging & extraordinary lighting.
Henderson Construction & Interior Design - CCB# 207765 61475 Tam McArthur Lp. Bend, OR 97702	541-419-3780	N/A	shdesignsinc@yahoo.com	Sharon Henderson	2	1985	Residential & commercial interior design & construction. Specializes in kitchen, bath & custom furniture design. A.S.I.D. member.
Hyphn 150 SW Scalehouse Lp., Ste. 103 Bend, OR 97702	541-113-9330	N/A	www.hyphn.com ShastanJee@hyphn.com	Shastan Jee	60	2004	Supplier of Steelcase office furniture, professional workplace consulting, design services, furniture installation & delivery.
Jacobson Design PO Box 5938 Bend, OR 97708	541-610-8925	541-317-0896	www.jacobsondesign.com lorrie@jacobsondesign.com	Lorrie Jacobson	1	2004	Residential & light office interior design. Allied member ASID.
Kirsti Wolfe Designs 2787 NW Clearwater Dr., Ste. 300 70 SW Century Dr., #100-170 Bend, OR 97703	541-389-1429	N/A	www.kirstiwolfedesigns.com kirsti@kirstiwolfedesigns.com	Kirsti Wolfe	1	2004	Interior architecture & design specializing in kitchens & baths; contract & hospitality design.
La-Z-Boy Furniture Galleries 455 NE Windy Knolls Dr. Bend, OR 97701	541-617-1717	541-617-9475	La-Z-Boy.com/Bend lazboy@bendcable.com	Allen Pfeifer	14	1999	Residential living & family rooms, custom accessorizing.
M Jacobs Fine Furniture & America's Mattress Store 2994 NE OB Riley Rd. Bend, OR 97703	541-382-5900	541-382-5902	www.mjacobsfamilyofstores.com Andy.Peck@Mjacobsfurniture.com	Andy Peck	15	1938	Staff interior design consultant, home furniture & accessories.

Continued on Page 24

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► CONTINUED FROM PAGE 23

Interior Designers *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
Norman Building & Design LLC 1016 SW Emkay Dr. Bend, OR 97702	541-389-4245	541-389-0779	www.normanbuilding.com greg@normanbuilding.com	Greg Garrick	30	1977	Custom residential & remodels.
NW Home Interiors 1036 NW Wall St. Bend, OR 97701	541-323-3232	N/A	www.nwhomeinteriors.com Chris@NWHomeinteriors.com	Chris Smith	18	1999	Interior design services from planning to install. 20,000 sq ft retail showroom of furniture & home furnishings in downtown Bend.
Pacwest Builders LLC CCB# 211007 170 SW Scalehouse Lp. Bend, OR 97702	541-389-2089	541-389-4591	www.Pacwesthomes.com jimy@pacwesthomes.com	Jim Yozamp, Spencer Williams, Steven VanSant	15	1999	Custom home & remodeling design, interior design, commercial construction.
Patty Jones Design, LLC 2754 Northwest Crossing Dr., Ste. 203 Bend, OR 97703	541-633-7620	541-633-7621	www.pattyjonesdesign.com patty@pattyjonesdesign.com	Patty Jones	1	2005	Interior design services to residential and commercial clients specializing in new construction and remodeling
Redmond Window Treats 721 SW Tenth St. Redmond, OR 97756	541-548-8616	541-548-4716	www.redmondwindowtreats.com redmondwindowtreats@gmail.com	Donora Winters	3	1989	Window coverings, custom bedding, draperies, shutters, blinds, shades, interior design consultation & repair services.
Riverwalk Interior Design 1581 NW John Fremont St. Bend, OR 97701	541-390-6627	N/A	dcaskey@bendbroadband.com	Dee Caskey	1	2005	Room planning, furniture arrangement, accessorizing, Devine Color consultations, shopping, staging.
Steele Associates Architects LLC 686 NW York Dr., Ste. 150 Bend, OR 97703	541-382-9867	541-385-8816	www.steele-arch.com ssteele@steele-arch.com	Shirley Bircher, Scott Steele	18	1996	Interior design, art & furniture selection for all Residential Public and Commercial project types.
Stemach Design & Architecture 550 SW Industrial Way, Ste. 135 Bend, OR 97702	541-647-5661	N/A	www.stemachdesign.com stacey@stemachdesign.com	Stacey Stemach, Rachel Stemach	10	2013	Commerical, mixed-use, industrial, multi-family residential, restaurant, historic preservation, interior design sustainable/NetZero/LEED projects.
Studio Vero Design 1465 S W Knoll Ave., Ste. 101 Bend, OR 97701	541-610-2371	N/A	www.studioverodesign.com verow.waldron1@gmail.com	Veronique Waldron	1	2019	Textile design, organic linen, design service.
Summers Flooring & Design 1841 NE Division St., Ste. 110 Bend, OR 97701	541-389-9246	541-389-7850	www.summerswoodfloors.com sales@summerswoodfloors.com	Michael Summers	14	1954	Wood flooring, carpet, window coverings, lighting. Services: wood flooring (new, refinish, DIY program), carpet, window coverings, lighting, wallpaper, wood wall coverings, area rugs, upholstery fabrics, LVT flooring, laminate flooring.
SwiDrak Painting 22916 McGrath Rd. Bend, OR 97701	541-771-9549	N/A	www.swidrak.com SwiDrakPainting@gmail.com	David SwiDrak	1	1999	Complete paint interior & exterior, Venetian plaster, custom stone & tile, hand texture & murals & faux finishes.
Tebbs Design Group 390 SW Columbia St., Ste. 220 Bend, OR 97702	541-389-0375	N/A	www.tebbsdesign.com info@tebbsdesign.com	Jim Tebbs	4	1992	High-end residential custom homes, green homes specialist, LEED certified homes, remodels, interior design.
Veronique Waldron 1465 S W Knoll Ave., Ste. 102 Bend, OR 97701	541-610-2371	N/A	www.veroniquewaldron-interiordesign.gallery verow.waldron1@gmail.com	Veronique Waldron	1	2000	Sewing studio. Linen, drapery, upholstery service & wallpaper.
Village Interiors 750 NW Lava Rd., Ste. 120 Bend, OR 97703	541-389-6515	541-389-6516	www.villageinteriorsdesign.com amber@villageinteriorsdesign.com	Amber Kerbow	3	2018	Interiors showroom featuring furniture, lighting, artwork & accessories. Professional interior design assistance always available.
Village Interiors Design Center 111 W Barclay Dr., Ste. 1-A PO Box 967 Sisters, OR 97759	541-549-6406	541-549-6405	www.villageinteriorsdesign.com patricia@villageinteriorsdesign.com	Patricia Molesworth	3	1981	Carpet, tile, natural stone, hardwood, wallpaper, fabric, bedding, blinds & custom furniture packages. Fully sampled design center showroom.

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com).

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Jim Landin, *principal*, 541.771.6286

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# Now is the Perfect Time to Remodel Your Office, Restaurant or Commercial Space



PHOTO | COURTESY OF DE RINK CONSTRUCTION

by DAVE RINK — DE Rink Construction

Your commercial space is far more than just four functional walls. The appearance of your commercial space plays a huge role in both your branding and your productivity. Retail Customer Experience reports that “95 percent of consumers consider a store’s exterior appearance an important factor when deciding upon a place to shop.” It’s also fairly safe to assume that an unattractive office space won’t impress clients. No matter which type of commercial space you own, now is the perfect time to remodel. But why exactly is that?



## 1. Take advantage of the downtime

Due to these uncertain times, business is slow across the globe. Many organizations have had to close and make arrangements to work from home. When business is slow, it’s a good opportunity to take advantage of the downtime and do something productive. Let’s face it; as an entrepreneur, it’s not often you get a little downtime!

## 2. No disruption to profits

When your stores are open and busy, carrying out a remodel means disrupting your day-to-day, and consequently your profits. That’s why it’s essential to seize this opportunity and remodel while things are quiet. It’s best to carry out your commercial remodel during a time when it will cause minimal interference. Commercial remodeling is an excellent investment, but of course, it does (normally) cause some upheaval to your daily business activities.

## 3. The repairs you’ve put off

We are all guilty of putting off those small repairs around the office, store or restaurant. It’s all too easy to put it on the to-do-list and forget about it! The fact is though, avoiding repairs means the small issues could get worse. Whether it’s holes in your plaster, a roof leak or the paint job your space is crying out for, now’s the perfect time to finally get around to it. (If you don’t fancy doing it yourself, you can always call in commercial contractors!)

## 4. Return in style

If you complete your commercial remodeling now, when you return to business, you’ll return in style! According to The World Green Building Council, “69 percent of businesses that implemented healthy building features reported improvements in employee satisfaction and engagement.” The study linked the right work space with increased productivity, more collaboration and lower absenteeism. These “healthy features” included an attractive interior layout, good lighting and ventilation, alternative workspaces and even the use of plants.

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# Two Local Central Oregon Families Receive Warm Welcome Home

by KATY WOODERSON — Hayden Homes

In response to Central Oregon’s growing need for housing affordability, Hayden Homes, Simplicity by Hayden Homes and other partners have joined forces to provide affordable homeownership opportunities for two local Central Oregon families. In the wake of the coronavirus, the critical role that a home plays in the safety, health and happiness of families in our community is even more evident. Two special, social distancing home dedications and key ceremonies were attended by homeowners and their families.



COURTNEY, PAUL, TORSTEN, FRANKIE AND IVER GILMAN | PHOTOS COURTESY OF HAYDEN HOMES



RHEANNA MAGEE, DAUGHTER ISABELLA, AND THEIR NEW HOME | PHOTOS COURTESY OF HAYDEN HOMES

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**Meet the Gilmans:**  
The Gilman’s have experienced challenges and hardships most of us cannot begin to understand. It has involved the very real struggles of a rare but serious genetic disorder that will require a lifetime of support and supervision for their daughter Frankie. Through it all, their positivity and love continues to shine on. Frankie has given their family and all whose hearts she touches the amazing gift to practice patience, tolerance, courage, compassion, strength, perseverance, intention, beauty and most importantly, unconditional love, every day.  
The Gilman’s goal has always been to provide their family with a home of their own, but the road to homeownership has been long, rocky and full of uncertainty with traditional routes to qualify for a home loan, not possible.  
“Paul, myself and the kids are blown away! What an incredible gift our family has been given,” said homeowner Courtney. “The opportunity to provide our children, especially Frankie, a home that we can call our own is a dream that seemed unattainable until now. First Story has given us the most amazing opportunity. Thank you from the bottom of our hearts!”

**Meet the Magees:**  
Rheanna Magee, a single mother, was born and raised in Bend and is a very active participant in the community while raising her daughter Isabella. In addition to working a full-time job, Rheanna is also attending Oregon State University majoring in Human Development and Family Science, with a minor in Women, Gender and Sexuality Studies. Her goal is to continue to graduate school where she will specialize in counseling adolescents, as she feels that it is such an important, unique time in their life.  
Growing up, Rheanna’s family moved frequently and never really had a home that was theirs. “Owning a home means everything to me,” said homeowner, Rheanna. “Renting feels very unstable and insecure. I have worked very hard over the past few years to rebuild my credit and to get to a point where we could purchase a home of our own. This is a dream come true and has brought a sense of stability and safety to my daughter and I.  
Inspired by Hayden Homes’ belief in building a strong community, First Story was founded to help deserving individuals and families in need achieve the dream of home ownership. Since 1998, First Story has provided 84 families across the Northwest with a hand-up to homeownership. This is the nonprofit’s 22nd home in Deschutes County that will be sold through a 30-year, zero-interest, no-down loan to a deserving family. First Story works hand-in-hand with Hayden Homes, their trade partners and generous donors who contribute the materials, labor and cash needed to get a First Story home built.  
“First Story offers a unique approach and a step in the right direction to addressing critical housing affordability challenges,” said Steve Klingman, president of Hayden Homes. “The effort is a testament to the giving spirit of our team members, our community and the positive results that come when we work together on creative solutions. We are excited and proud to help welcome both the Gilman’s and Magee’s home.”  
FirstStory.org • hayden-homes.com



# How Custom Home Builders Can Set Their Brand Apart

by ROB BROWN — Agency Director, Savy Agency

Branding is an art form. It is fluid, multi-faceted and sometimes fickle. And while some foundational principles remain true across all brands, you should always do research and adapt for your particular brand's market. Marketers for custom home builders are one sub-category that can utilize specific tools to set the brand apart from the competition.

**The custom home builders trend**

Turn on the DIY Network or HGTV or search your area for custom home builders and you'll have your pick of options. As the U.S. housing market and demand have risen, so has interest in custom homes. In the last decade, the custom home market has continued to grow, despite rising costs for labor and materials. Census data showed "that 171,000 custom homes started construction during the one-year interval spanning the third quarter of 2016 through the end of the second quarter of 2017."

Overall what this means is that if you market for a custom home builder, you can use this growth to increase brand awareness. But taking advantage of this trend requires that you fully understand the custom home builder market. Does your client build small family homes or sprawling multi-million dollar estates? What specific services do they offer and what area(s) do they serve? Understanding why these homes are popular now — from self-expression to low cost maintenance — is the first step in getting a grasp on your market.

**Building a standout custom home brand**

Whatever the brand's size, the product or service or market, there are some solid marketing strategies that you should first put in place before focusing on the specifics. When marketing for custom home builders, the devil is in these details.

**Tell your story**

We can't say this enough: storytelling is the heart of any marketing strategy. For a custom home building brand, your marketing strategy should include your story at every touchpoint. The idea here is to make it compelling because, "people need to know how your brand got to where it is today, what is at the core of your business and what it is you stand for." For example, you should detail why and how the company started on your About page, but go further. Talk about what types of custom homes the brand offers and why, what the motivation was for creating the brand and the process the company takes for each crafted home.

**Understand your audience**

Knowing your target audience means you are specific about consumer behavior, have done your research to narrow down your ideal customer (age, location, occupation) and have a focus with your messaging. Marketers for custom home builders need to fully understand the scope of their brand's reach. Which markets do they build in? Who is the ideal client? Study analytics from the brand's site and social to understand further who your audience is. Knowing your audience helps you to establish an effective brand persona.



RENDERING | COURTESY OF SAVY AGENCY

**Make it consistent and recognizable**

Consistency helps to set your custom home brand apart from competitors. Once you establish a brand persona that includes a recognizable logo, typography, tone and imagery, you want to keep it consistent and complementary across all platforms. Creating an evergreen image, helps brands to "cement themselves in the minds, and often hearts, of their biggest fans." Pay attention to what other custom home brands are doing and why. Are there certain themes in their imagery? Is there something you could be doing to market your brand differently?

**Marketing strategies for custom home builders**

If you're marketing for a custom home builder, you hopefully have a good idea of your audience and your particular niche (i.e., the things that set you apart). But are you optimizing your marketing? And are you doing your best to stand out? Some ways to do so as a custom home builder are to:

**Optimize your website**

SEO is important for every brand, but for custom home builders, local SEO is even more important. Your SEO strategy begins with your website. Start with a list of keywords (found on sites like SEMrush) that pertain to your brand and

Continued on Page 35 ►

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333 SW Upper Terrace Dr  
Bend, Oregon 97702

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330 W Hood Ave  
Sisters, Oregon 97759



Custom & Residential Home Builders

Fine Furniture *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services
9 TO 5 Office Furniture 61 NW Oregon Ave., Ste. 103 #2061 Bend, OR 97709	N/A	N/A	www.9to5officefurniture.com cl@9to5officefurniture.com	Christine Limburg	1	2019	N/A
Akamai Woodworks 1052 SE Paiute Way Bend, OR 97702	541-389-1802	541-389-4385	www.akamaiwoodworks.com info@akamaiwoodworks.com	Sue Spring	2	1993	Custom cabinetry, furniture & design.
Bend Furniture & Design 1346 NW Galveston Ave. Bend, OR 97703	541-633-7250	N/A	www.bendfurnitureanddesign.com heather@bendfurnitureanddesign.com	Heather & John Cashman	12	2007	Specializing in North American-made transitional & contemporary furniture & accessories with quality & real value as top priorities as well an extensive collection of home office furniture. Expert design services available.
Bend Furniture & Design - Comfort 1320 NW Galveston Ave. Bend, OR 97703	541-633-7250	541-633-7282	www.bendfurnitureanddesign.com heather@bendfurnitureanddesign.com	Heather Cashman	12	2018	North American crafted furniture & interior design services.
Casa Real 747 SE Business Way, Ste. 1 Bend, OR 97702	541-788-0483	N/A	casareal@bendcable.com	Matthew Fidler, Al Coke	1	2003	Solid wood, quality furnishings.
Cascade Mattress & Bedroom Furniture 61334 S Hwy. 97, Ste. 340 Bend, OR 97702	541-678-7378	N/A	www.cascademattress.com michael@cascademattress.com	Michael Del Nero	4	2011	Bend's only locally owned Tempur-Pedic, Sealy Posturepedic & Stearns & Foster mattress showroom
Central Oregon Woodworking 19745 Poplar St. Bend, OR 97702	541-389-8159	N/A	www.centraloregonwoodworking.com jeffpechan@yahoo.com	Jeff Pechan	1	1987	Custom cabinets & furniture. Bedroom & office sets.
Charles E. Devine Woodworking PO Box 4018 Sunriver, OR 97707	541 647-7509	N/A	cedevine@chamberscable.com	Charles Devine	1	2006	Furniture making, general woodworking, carving & woodworking instruction.
Complements Home Interiors 70 SW Century Dr., Ste. 145 Bend, OR 97702	541-322-7337	541-322-7338	www.complementshome.com pjulber@complementshome.com	Patricia Julber	4	2003	Furniture, fabrics, carpet, drapes, blinds, home decor, wood floors. Hunter Douglas Centurion Showcase priority dealer.
Dovetails Furniture 20525 Cooley Rd. Bend, OR 97701	541-382-3006	541-385-3015	www.dovetailsfurniture.com dovetailsfurniture@yahoo.com	Ronald Hostetler, Daniel Hostetler	2	2010	Hand crafted solid wood furniture.
Furnish 761 NW Arizona Ave. Bend, OR 97703	541-617-8911	N/A	www.furnishdesign.com noelle@furnishdesign.com	Noelle & Jed Teuber	5	2002	Modern furniture sales, design advice & gifts.
Furniture Outlet 1735 NE Hwy. 20 Bend, OR 97701	541-385-0373	541-385-0512	www.furnitureoutletbend.com furnitureoutlet@bendcable.com	David Guzman	9	1992	Complete home & office furniture.
Great American Furniture Warehouse 2145 S Hwy. 97 Redmond, OR 97756	541-923-4155	541-923-6774	www.greatamericanhomefurnishings.com sandi@greatamericanhomefurnishings.com	Sandi Cowell	5	1985	All home furnishings, office desks, chairs, filing cabinets, bookcases & children's furniture.
Haven Home Style 856 NW Bond St., Ste. 1 Bend, OR 97703	541-330-5999	541-330-5993	www.havenhomestyle.com jackie@havenhomestyle.com	Jackie Anderson	5	2006	Commercial & residential fine furnishings, unique decor & extraordinary lighting.
Homegrown Barnwood Furnishings 3498 SW Helmholtz Way Redmond, OR 97756	541-693-4429	N/A	www.facebook.com/HomegrownBarnwoodFurnishings homegrownbarnwoodfurnishings@hotmail.com	Brent Gourley	1	2006	Fine furnishings made of barnwood & reclaimed lumber.
La-Z-Boy Furniture Galleries 455 NE Windy Knolls Dr. Bend, OR 97701	541-617-1717	541-617-9475	La-Z-Boy.com/Bend lazboy@bendcable.com	Allen Pfeifer	14	1999	Residential living & family rooms, custom accessorizing.
M. Jacobs Fine Furniture 2994 NE OB Riley Rd. Bend, OR 97701	800-275-7214	541-382-5902	www.mjacobsfurniture.com andy.peck@mjacobsfurniture.com	Andy Peck	20	1985	Home decor & furniture.
NW Home Interiors 1036 NW Wall St. Bend, OR 97701	541-323-3232	N/A	www.nwhomeinteriors.com Chris@NWHomeinteriors.com	Chris Smith	18	1999	Design services, fine furniture, accessories & decor.
Robert Seliger Custom Furniture 66281 White Rock Lp. Bend, OR 97703	541-389-7068	N/A	www.robertseliger.com info@robertseliger.com	Robert Seliger	3	1990	Design & build fine custom furniture.
Sisters Log Furniture & Home Decor 121 W Cascade Ave. PO Box 833 Sisters, OR 97759	541-549-8191	541-549-6965	www.sisterslogfurniture.com info@sisterslogfurniture.com	Chris Wilder	3	2006	Specializing in lodgepole pine furniture. Locally handcrafted western gifts & decor.
Summers Flooring & Design 1841 NE Division St., Ste. 110 Bend, OR 97701	541-389-9246	541-389-7850	www.summersflooringanddesign.com sales@summersflooringanddesign.com	Michael Summers	14	1954	Wood flooring, carpet, window coverings, lighting. Services: wood flooring (new, refinish, DIY program), carpet, window coverings, wallpaper, wood wall coverings, area rugs, LVT flooring, laminate flooring.
Village Interiors 750 NW Lava Rd., Ste. 120 Bend, OR 97703	541-389-6515	541-389-6516	www.villageinteriorsdesign.com amber@villageinteriorsdesign.com	Amber Kerbow	3	2018	Interiors showroom featuring furniture, lighting, artwork & accessories. Professional interior design assistance always available.
Wall Bed Factory 20515 Murray Rd. Bend, OR 97701	800-975-8451	N/A	www.wallbedfactory.com contact@wallbedfactory.com	Matthew Jenkins, Jenifer Jenkins	14	2009	Manufacturer wall beds & sent throughout North America.
Wilson's of Redmond 2071 S Hwy. 97 Redmond, OR 97756	541-548-2066	541-548-0551	www.wilsonsofredmond.net wilsons@bendcable.com	Brad Rassmussen	17	1962	Office furniture, desks, chairs, bookshelves, mattresses & home furnishings.

Log Home Builders *(Listed Alphabetically)*

Company / Address	Phone	Fax	WebSite/Email	Contact	Staff	CO Year Est.	Services	Projects
Log & Lumber Concepts, Inc. 3690 N Hwy. 97 Redmond, OR 97756	541-504-8632	N/A	llconcepts@hotmail.com	Scott Stewart	1	1999	Log accents, log siding, post & rail, log columns, mantels & paneling, custom milling, driveway archways & furniture.	McMenamins, Brasada Ranch, Eagle Crest, Awbrey Butte, Pronghorn.
Log Rhythms Inc. 61283 Ring Bearer Ct. Bend, OR 97702	541-389-4887	N/A	www.logrhythms.com lee@logrhythms.com	Greg Steckler, Lee Marie Steckler	2	1984	Custom home design, specializing in log home design. Animation & rendering.	CNW Log Homes of America, The Shire, NW Custom Log Homes, Storm Carpenter Log Homes, One World Trading Company, Sisters Log Homes.
Northwest Custom Log Homes, Inc. PO Box 4927 Sunriver, OR 97707	541-593-5610	541-593-9741	www.nwcustomloghomes.com northwestcustomloghomes@gmail.com	Dennis King	5	1981	Design services. Log homes, log accents, restoration. General contracting. Custom conventional homes.	Sunriver Resort, Caldera Springs, Crater Lake National Park & throughout the Northwest.
Oregon Log Home Co. 1399 Hwy. 197, PO Box 310 Maupin, OR 97037	541-395-2533	541-395-2469	www.oregonloghomes.com dreams@oregonloghomes.com	Matt Kemper	8	1970	Log & timber home manufacturers.	Private homes around Central Oregon & commercial & residential projects out of the area.
Sisters Log Home Company 68175 Hwy. 20 W Bend, OR 97701	541-549-5647	541-549-5646	www.sistersloghomes.com info@sistersloghomes.com	David Wooderson	7	1985	Log homes, handcrafted, commercial & residential. Restorations, entries & specialty milling.	Residential - Hudspeth Ranch, Coffee Home, Brown Cabin.
Stanley Custom Homes 60526 Chicksaw Way Bend, OR 97702	541-419-5875	541-312-8326	stanleycustomlogs@hotmail.com	Jamie Stanley	1	1985	Custom log homes, handcrafted & milled, restorations & framed homes, additions & remodels.	Sisters to Fall River.
Sun Forest Construction 803 SW Industrial Way, Ste. 204 Bend, OR 97702	541-385-8522	541-385-8557	www.sforest.com sales@sforest.com	Mike Brown	30	1977	Custom homes, remodel & paint.	Caldera Springs, Bend, Sunriver, Broken Top, Brasada Ranch, Eagle Crest, Pronghorn, Thethero, Highland, Miller Tree Farm, Awbrey Butte, North Rim, Shevlin Commons, Vandever Ranch, River Rim, local acreage.
Swiss Mountain Log Homes, Inc. 152 W Barclay Dr. (Sisters Industrial Park) PO Box 2012 Sisters, OR 97759	541-385-6006	N/A	www.swissmtloghomes.com info@swissmtloghomes.com	Phil & Kris Rerat	5	1999	Hand-crafted log homes & design services, log accents & fireplace mantels, remodel & log restoration, railing & staircases, roof systems & porches, saw mill & boomtruck services, driveway entry gate & more.	Sisters, Black Butte Ranch, Camp Sherman, Aspen Lakes, Crosswater, Tumalo, Vandever Ranch, Bend, Prineville.
Western Design International - Prineville 317 NW Locust Ave. Prineville, OR 97754	877-419-4434	877-442-8369	www.building-design.com Elvin@Building-Design.com	Elvin Spurling	6	1990	Custom log home design & drafting.	Throughout Central Oregon, Brasada Ranch, Diamond Peaks, Caldera Springs.

CBN has made every effort to ensure that all information is accurate and up-to-date. We cannot, however, guarantee it. Please contact us immediately if you know that certain information is not correct or you would like to be added to a list, 541-388-5665 or email [cbn@cascadebusnews.com](mailto:cbn@cascadebusnews.com).



# How the CARES Act Impacts Your Retirement Plans

by ED WETTIG, CFP — Wettig Capital Management

As you're aware, Congress recently passed the largest stimulus package in United States history, the Coronavirus Aid, Relief, and Economic Security (CARES) Act. To say the first quarter has been a roller coaster ride is an understatement. While these decisions reflect an effort to strengthen retirement security and combat some of the pandemic's harmful economic effects, it's understandable that you might feel overwhelmed trying to make sense of how these most recent changes will affect your decisions as they pertain to your retirement accounts. I've compiled a list of implications that impact both IRA and workplace retirement plan rules and offer unique financial decisions this year:



**Coronavirus-related\* distributions (CRD)** — Prior to the passing of the CARES Act, IRA distributions taken before the age of 59½ were subject to early distribution tax and withdrawal penalties. Under the new bill, the following changes have been made:

- Qualifying individuals are eligible to withdrawal up to \$100,000 from IRAs at any time in 2020, without having to pay a 10 percent penalty or the 20 percent federal tax withholding fee, if repaid within three years.
- While some withdrawals are subject to taxation, you now have the option to spread that expense out evenly over three years or pay it in full in the year of the distribution; whichever suits your financial situation best.

\*You qualify and can self-certify for coronavirus-related distributions if either you or your spouse or a dependent has been diagnosed with the coronavirus or has been financially impacted in any number of ways, including furloughed, laid off or experienced a financial hardship due to quarantine.

**Required minimum distribution (RMD) suspension** — Congress agreed to allow retirees to skip their RMDs from retirement accounts in 2020, across the board.

- This includes retirees who turned 70½ in 2019, and delayed taking their first RMD until April 1, 2020, allowing them to skip both the April 1, and the December 31, 2020, RMDs.
- Beneficiaries of the same types of inherited retirement accounts can also skip the RMD in 2020.
- While the SECURE Act now mandates that non-spousal beneficiaries distribute the entire account balance within ten years, the CARES Act states that if 2020 is one of the ten years, then the beneficiary gets an extra year to take distributions.

**Extension of IRA and HSA contribution deadlines** — Along with the IRS's 2019 tax filing extension of July 15, 2020, came an extended deadline for your 2019 traditional IRA, Roth IRA and Health Spending Account (HSA) contributions. You now have until July 15, 2020, to make 2019 contributions.

**Expanded qualifying HSA reimbursements** — In addition to the new July 15,

2020, HSA contribution deadline, the following changes to HSAs also apply:

- The definition of qualified medical expenses for HSA and Flexible Spending Accounts (FSAs) has been expanded to include over-the-counter items and feminine care products. These reimbursements are retroactive to January 1, 2020.
- High deductible health plans (HDHPs) with HSAs have also been granted permission to cover telehealth and remote care expenses, regardless of whether or not the participant has reached his/her deductible.

**Coronavirus-related 401(k) loans** — From now until September 23, 2020, the CARES Act allows qualifying 401(k) plan participants impacted negatively by the coronavirus\* to benefit from these changes:

- Take a loan amount of up to \$100,000 (or up to 100 percent of your vested account balance, whichever is less). This is up from the previous \$50,000 (or up to 50 percent of your vested account balance, whichever is less).
- Repay loans without income tax on the amount borrowed if the loan is paid off within five years.
- Any qualifying individuals who already have a 401(k) loan with payments due between March 27, 2020, and December 31, 2020, can delay repayments for one year. Interest will continue to accrue, and subsequent loan payments will be adjusted to reflect this.

Check with your plan provider to confirm they offer this provision, as it's optional under the CARES Act.

**Hardship distributions and unforeseen emergency withdrawals** — Some 401(k) plans offer hardship distributions and some 457(b) plans offer unforeseen emergency withdrawals. Both are different from the coronavirus-related distributions (CRDs) offered under the CARES Act as described above. And both of these types of funds, if permitted under your provider's plan, carry different rules for activation and repayment guidelines, some of which are unique by state. If you have questions about whether or not you may qualify for one of these, let's set up some time to discuss it in more detail.

While these changes reflect some new financial options to get investors through these uncertain times, the repercussions of borrowing money from your retirement accounts can be long-term, and choices should always be examined first. If you're feeling as though you need to take advantage of any of these options, let's discuss how each can impact your retirement goals before making any decisions.

Provided by Ed Wettig, CFP, Wettig Capital Management which offers investment management, financial planning and retirement income strategies. Securities, insurance and investment advisory services offered through Royal Alliance Associates, Inc. Member FINRA/SIPC. Wettig Capital Management is a marketing designation. [wettigcapital.com](http://wettigcapital.com)

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who's who who's who who's who who's who who's who who's who



**Central Oregon LandWatch's** Board of Directors announces the selection of **Ben Gordon** as the nonprofit's new executive director.

Gordon joins LandWatch after eight years with the Bend-based Oregon Natural Desert Association (ONDA) where he led ONDA's stewardship and restoration efforts and spearheaded campaigns to permanently protect vital wildlife habitat in the John Day River Basin. He will officially begin his new role with LandWatch on June 1.

Gordon has dedicated his career to conservation, and his variety of experiences deepen his love of Central Oregon's landscape and his commitment to advocating for a sustainable future. His belief in thoughtful planning to benefit us all led him to focus on working lands conservation as Outreach Coordinator for 1000 Friends of Oregon and to co-found the High Desert Food and Farm Alliance to make local food accessible to everyone. He completed the Mid-Career Institute for Environmental Leadership at Seattle University, attended the TREC Senior Leadership Program and received training from the Center for Diversity and Inclusion.

As Program Director for ONDA, he created the Tribal Stewards Program to help Oregon's Native American young adults deepen their connection to their ancestral homeland, explore career pathways in the field of natural resources, and build marketable skills. This program received generous support from the Meyer Memorial Trust and has led numerous participants to pursue advanced degrees toward careers in natural resources.

**Coldwell Banker BAIN** would like to acknowledge that real estate professional **David Gilmore** is now a member of the Institute for Luxury Home Marketing and has become a Certified Luxury Home Marketing Specialist. As an Institute member, Gilmore belongs to an elite group of international real estate professionals specializing in the luxury market. With over 22 years of real estate experience, Gilmore has marketed and sold exceptional properties throughout Central Oregon.



**BBT Architects** announces **Ryan Conner** has joined the firm as design staff. Conner received his master of architecture degree from the NewSchool of Architecture & Design and excels at translating a client's vision with both conceptual and physical models. His project experience includes educational environments where interaction and discovery take center stage. Conner brings an adaptable and practical approach to interpreting complex design challenges in any team setting.



**Summit Medical Group Oregon** (SMGOR) announced the expansion of its Total Care model with the addition of neurosurgery. Neurosurgery specialist, **Mark Belza**, MD, will begin practicing at SMGOR's Eastside Clinic on June 1.

Belza is a Stanford University trained neurosurgeon who has practiced neurosurgery in Bend since 1991. Most recently, he practiced at Bend Spine and Neurosurgery. His expertise includes evaluation and treatment of the brain and spine; including but not limited to cervical, thoracic, lumbar and sacral spinal degenerative disease, tumors of the brain and spine, brain and spine injuries, peripheral nerve disease such as carpal tunnel syndrome and other conditions.

Belza has been at the forefront of research on spinal procedures involving minimally invasive approaches to the treatment of neck and low back pain. He is a strong advocate of total disc replacement in the cervical and lumbar spine when

indicated. He has also served as president of the Oregon Neurosurgical Society in 1999 and 2000 and pioneered the development of the sports head injury program (ImPACT) for high school athletes in Central Oregon.

**Economic Development for Central Oregon** (EDCO) welcomes the addition of **Don Myll** as Bend area director, effective immediately.

In his role, Myll is responsible for supporting EDCO's mission of creating a diversified local economy and a strong base of middle-class jobs in Central Oregon. His focus will be on guiding employers outside the region through the relocation process of moving to Bend and working closely with existing local traded sector companies to help them grow and expand while supporting the broad range of industries that comprise the backbone of the Central Oregon economy.

Throughout Myll's career he's helped lead successful venture capital, private equity and public healthcare companies as both CFO and CEO including Correctional Medical Group Companies, Vericare, ImplediMed, Ambit Biosciences, AMN Healthcare Services and Daou Systems. He's worked in companies ranging from startups with virtually no initial revenue to those with nationwide operations and hundreds of millions of dollars in revenue, guiding both finance and corporate support.

EDCO would like to thank BBSI, spearheaded by Area Manager Eric Strobel and Recruiter Kat Gardner, who conducted the professional search for the Bend Area Director position. A hiring committee representing different community partners and business perspectives participated on the hiring panel.

Bend-based **Ripclear**, makers of advanced protective film for outdoor sports eyewear, has announced it is donating 300 V1 face shields to Portland Fire & Rescue (PF&R). The donation is being made to support the department by providing certified PPE equipment to frontline responders.

The Ripclear V1 Face Shield is designed to protect personnel battling the COVID-19 outbreak including fire fighters, emergency/EMS workers, nurses, police and other frontline staff. The V1 shield allows personnel to safely and effectively do their work while staying protected via a certified medical face shield. It is designed to be used in conjunction with a mask that covers the nose and mouth.

Each shield is 32x22 cm and is 0.3 mm in thickness. The face shields are conveniently stackable and travel easily. The Ripclear V1 Face Shields are FDA, CE and ISO 9001 certified and includes anti-glare, anti-fingerprint and scratch-resistant features. It is meant to be worn for temporary use, much like a pair of disposable gloves. The clear face shield covers the entire face, from above the hairline to below the chin.

**Melissa Santala, Brian Fronk, John Labram** and **Amir Nayyeri**, professors in the **Oregon State University** College of Engineering, have received the prestigious Faculty Early Career Development, or CAREER, award from the National Science Foundation.

Santala, assistant professor of materials science, was selected for her proposal to study phase change materials, usually abbreviated as PCMs, which have potential for low-power, non-volatile computer memory. PCMs generally consist of antimony and tellurium alloyed with other elements. Her research will seek to address the need for more data on the physical mechanisms of the rapid crystallization that occurs within PCMs and on the heat flow during the process. Her award is \$755,610.

Fronk, assistant professor of mechanical engineering, was chosen for his proposal to study supercritical fluids. At certain temperatures and pressures above a critical point, fluids transition between liquid and gas properties without undergoing a phase change such as boiling or condensation.

Supercritical fluids have recently generated interest as working fluids in highly efficient engines, advanced aerospace applications and electronics cooling. Supercritical fluids near the critical point have unique thermophysical properties that often provide enhanced heat transfer, but the same properties can lead to damaging flow instabilities and degraded heat transfer.

The cause and control of those degradations and oscillations are not well understood, and Fronk's project will probe the physical phenomena that govern the heat transfer properties of near-critical fluids. His award is for \$527,992.

Labram, assistant professor of electrical and computer engineering, was awarded \$500,000 for his proposal to study opto-electronic circuits based on a new class of materials, metal halide perovskites. These materials are semiconductors like silicon but can be solution-processed at low temperatures, and their electronic and optical properties can be chemically tuned.

There has been interest in these materials for devices such as solar cells and light-emitting diodes, but they have not been closely examined for use in electronics. Labram plans to make proof-of-principle devices such as phototransistors that can be incorporated into next-generation electronic circuits for applications like differential amplifiers and optical sensors.

Nayyeri, assistant professor of computer science, was chosen for his proposal to research mapping problems in computational geometry and topology — the challenges involved in measuring similarity between objects.

Nayyeri, who was awarded \$600,000, will examine different similarity measures, looking at them as maps between objects and considering different geometric and topological representations of the objects. The project aims to produce new algorithms with new performance guarantees in technologies such as medical imaging.





## Locavore Seeking Help with Equipment Upgrade

Nonprofit Central Oregon Locavore is launching a spring membership drive and fundraiser to upgrade basic freezer equipment at their seven-day-a-week indoor farmer's marketplace on NE Third Street in Bend.

Central Oregon Locavore is a 501c3 organization that supports local food and local farmers. Since the COVID-19 stay at home mandate, Locavore has maintained full operations as an essential grocery service, and has proved to be a leader in early implementation of sanitization measures.

Since Stay Home, Save Lives was announced on March 23 by Governor Kate Brown, the Locavore Indoor Farmers Market has nearly doubled their business, and the domestic stand-up freezers that house the locally raised meats from over 18 local ranchers are not capable of withstanding the busy retail setting. In the last two months, three of their domestic freezers have stopped working and they have had to scramble to find alternatives. Currently there are no freezers available in Central Oregon; the soonest any freezers are expected to arrive is July.

"We are so incredibly lucky to live in an area where there is access to locally raised meats and produce," says Nicolle Timm-Branch, founder and president of Central Oregon Locavore. "Our local farmers and ranchers are not subject to the fragility associated with the large-scale meat production market, they will continue to supply for us, despite what is happening at the huge facilities. But we need to be sure to support them too, and help them increase their sales and ensure that their product is well marketed and cared for at our marketplace."

Commercial glass-front freezer cases cost between \$4,500 and \$5,900 per two-door unit. "Locavore is a small nonprofit, and we just lost all of our fundraising revenue from having to cancel our farm-to-table gala and dinner events," continues Timm-Branch. "Increased sales in the marketplace have helped a little, but our marketplace is not designed to turn profit, it is designed to support local producers by allowing them to price their products at a living wage, and keeping prices low to increase access to all members of our community."

Therefore, Locavore has decided to ask for help from the community to help them obtain the equipment they need to move forward. All donations and memberships through the end of June will be applied to new freezers for the marketplace. There is an option to donate in memory of or in honor of individuals, businesses or groups and obtain an honorary sign on the freezer when it is installed.

Timm-Branch states that Locavore is motivated to upgrade their freezer equipment to commercial grade for three reasons, "One is the environment. We have taken over half a dozen defunct freezers to the landfill in the last year and we feel really bad about it! It does not jive at all with our commitment to sustainable business operations. Two, with the current 'breaks' in the meat processing and production chain, we anticipate increased local meat sales from our local ranchers, and will need equipment that is up to the challenge. And three, we are very concerned about protecting the product in our freezers — our ranchers work incredibly hard to create a healthy, quality product from start to finish, and it is our responsibility to care for this product with the same care that they do. Our worst fear is one of our freezers malfunctioning or dying and compromising our ranchers' products. We would feel absolutely terrible."

Contact Nicolle Timm-Branch at [info@centraloregonlocavore.org](mailto:info@centraloregonlocavore.org) or 541-633-0674 for more information.

[centraloregonlocavore.org](http://centraloregonlocavore.org)

## Sisters High School Students Win Safety Video Contest

Students at Sisters High School won \$500 for their first-place video, titled *Canteen Catastrophe*, in an annual safety video contest that promotes young worker safety and the importance of speaking up.

The winning video, which is in a one-shot-style format, follows a worker — played by Shelby Larson — as she walks through a workplace kitchen noticing hazards, but not speaking up. The video rewinds to the beginning and the worker informs someone about each of the hazards so they can be fixed.

The members of the winning Sisters High School team are Jackson Griffin, Shelby Larson, Colton Seymour, Skylar Wilkins and Sydney Wilkins.

"We chose this part of workplace safety because most of us have jobs in the food industry and so these are real problems that we encounter every day," said Sydney Wilkins.

Sisters High School also won a matching amount of prize money.

"We think this message is good for teen workers because if they find themselves in an unsafe work environment and don't speak up, they can possibly get injured," said Jackson Griffin.

Second- and third-place prizes also were awarded to Parkrose High School, Portland: second place (\$400) for *Undercover Ross*, created by Kayla Sanders, Ryan Matthews, Tim Vu, Phong Ta, Jacob Dryer, Ryan Vacano, Aida Najaf Abadi Nejad, Brad Frasier, Chance Henry, Sean Binder, Kaley Easton, Ben Muro and Benny Osborn; and third place (\$300) to South Salem High School for *Iceolated*, created by Dean Holman, Ambrose Walker and Rees Jones.

The creators of the top videos were announced during a live streaming event on May 14. Sponsored by the Oregon Young Employee Safety Coalition (O[yes]), the annual video contest focuses on teen workers, who are twice as likely to be injured on the job, according to federal studies.

The contest is designed to increase awareness about safety for young workers, with the theme of "Speak up. Work safe." Students were asked to create a video of no more than 90 seconds with a teen job safety and health message. The videos were judged on creativity, production value, youth appeal and the overall safety and health message.

All of the winning videos, as well as the other finalists, are available for viewing at [youngemployeesafety.org/contest](http://youngemployeesafety.org/contest).

[osha.osregon.gov](http://osha.osregon.gov) • [youngemployeesafety.org](http://youngemployeesafety.org)

## United Way Hiring New Role — Traces Movement Director

Recruitment has opened for the position of TRACES Director. TRACES is a region-wide partnership in Central Oregon tackling the root causes of major social concerns such as suicide, depression, chronic diseases, incarceration, lost productivity, low performance in schools and more.

Our local United Way in Central Oregon serves as the collective action backbone for TRACES, a movement representing 100+ nonprofits, agencies and individuals in Jefferson, Crook and Deschutes Counties, and on the lands of the Confederated Tribes of Warm Springs. Together their collective impact aims to break the cycle of generational poverty and historical oppression.

TRACES partners share a devotion to nurturing resilience and to reducing the effects of trauma, a root cause of challenges faced by many in our community.

This position presents a unique opportunity for a passionate and dedicated person to make a lasting mark on the future of the TRACES movement and the health and welfare of our region. The TRACES Director will lead the TRACES movement, with a mission to create conditions that nurture resilience in Central Oregon.

The TRACES Director will guide and facilitate the implementation of TRACES strategies, while coordinating with community partners. This position will amplify and prioritize marginalized voices and community-led priorities, connect stakeholders across sectors and communities, all the while aligning efforts to nurture resilience. Facilitation of the Children & Youth in Foster Care Workgroup, developing and sustaining Learning Communities to advance the work, and providing evaluation measures for resilience building are also in this position's purview. Trauma-informed policies and practices, as well as diversity, equity and inclusion are foundational components of the operational scope of the position.

Those interested in applying can find more information at [deschutesunitedway.org/about/team-board/jobs](http://deschutesunitedway.org/about/team-board/jobs).

[deschutesunitedway.org](http://deschutesunitedway.org)



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# Online Exercise Advice Rarely Aligns with National Physical Activity Guidelines, Study Finds

by MOLLY ROSBACH — Oregon State University

Whether for convenience, cost or comfort, many people look to online resources for fitness and exercise information — especially when faced with fitness center and gym closures during the COVID-19 pandemic.

Unfortunately, most internet-based recommendations for physical activity don't match up with the guidelines supported by national health organizations, a recent study from Oregon State University found.

"Online exercise advice is incomprehensible for many and incomplete for everybody," said researcher Brad Cardinal, a kinesiology professor in OSU's College of Public Health and Human Sciences. "There wasn't anything we came across that was a complete message, and for many people, they would be left out of it altogether."

The dearth of reliable physical activity information online exacerbates existing health inequities, Cardinal said, because the information often is tailored for people who are already active and comfortable in the exercise world. For those who are trying to initiate physical activity for the first time, such incomplete information could lead to accidents or injuries, as well as feelings of stigmatization and exclusion.

The study, published earlier this month in the Translational Journal of the American College of Sports Medicine, analyzed fitness recommendations in 72 web articles from four types of organizations: government, commercial sites, professional associations and voluntary health agencies. Researchers compared the information with the national Physical Activity Guidelines set by the U.S.

Department of Health and Human Services.

The national guidelines advise adults to “move more and sit less” throughout the day. For “substantial health benefits,” they say adults should complete 150 to 300 minutes (2.5 to five hours) of moderate aerobic activity, or 75 minutes of vigorous aerobic activity, each week, spread across several days. Additional health benefits can be gained by exercising more than 300 minutes. The guidelines also recommend adults do some moderate- or greater-intensity strength-training activity that involves all muscle groups at least two days a week.

“Moderate” aerobic activity means something like a brisk walk, Cardinal said — about a pace of three or four miles per hour, when you can still comfortably hold a conversation.

The guidelines are mostly the same for adults ages 65 and older and for adults with disabilities or chronic conditions, but include the caveat that if people in these groups are unable to complete the full recommendations, they should be as “physically active as their abilities and conditions allow.”

In their analysis, the researchers found that professional associations such as nationally accredited groups of health care providers were the best at sharing accurate information, including total recommended minutes, spreading exercise throughout the week, and explaining how the time recommendation shifts based on the intensity of the activity.

Across all four types of sites the researchers studied, recommendations were more likely to be correct on aerobic exercise; very few included correct or complete

information on muscle-strengthening activity.

While the national guidelines focus on “hearts and lungs,” most online advice focuses on “abs and buns,” Cardinal said — meaning the intent is more about improving appearance than about health.

His previous research has shown that online exercise messages also include a lot of hidden advertising, often for costly workout gear or “health food” products, which can add another perceived barrier to low-income folks trying to start exercising.

“For people who are inactive, and even people whose jobs include active labor but are hoping to develop an exercise routine, the online information was generally unhelpful,” Cardinal said. “The majority of articles focused on those who were already involved in an exercise program.” This finding was affirmed in another study that examined the same web articles’ production quality.

"It's good to reinforce the message for people who are active; it's good to give them encouragement. But if someone is new to this or has been away from physical activity for a while, the materials aren't really comprehensive for people," he said. "They're going to feel overwhelmed by them, and they're going to get an incomplete and inaccurate picture of what to do, and they could end up doing things wrong and potentially getting themselves hurt. The online resources might be doing more harm than good."

*Lead author on the study was Jafrā D. Thomas, a 2019 Ph.D. graduate in kinesiology at OSU who is now an assistant professor at the California Polytechnic State University, San Luis Obispo.*

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**RUSH LIMBAUGH**  
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**SUNDAY 10-1**

**BEN SHAPIRO**  
**MONDAY-FRIDAY 6-8PM**  
**SUNDAY 3-5PM**

**LARS LARSON**  
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**MONDAY-FRIDAY 8-10PM**

**MARK LEVIN**  
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# Think Wild & Cascades Academy Form Community Partnership

Cascades Academy and Think Wild are excited to bring together their organizations in an official community partnership. As stated in its mission, Think Wild serves to inspire the High Desert community to care for and protect native wildlife through rescue and rehabilitation, outreach/education and conservation. In this partnership, both organizations aim to mutually promote significant opportunities for service and experiential learning for all grade levels on campus, at Think Wild’s Wildlife Hospital and Conservation Center, and in the community.

This partnership and the educational goals set out within it directly align with Cascades Academy’s priority to weave together academics with experiential education and service learning to inspire socially responsible individuals ready for a diverse and changing world. “This exciting partnership is a wonderful example of how our rich, experiential program utilizes our community and community partners as a classroom and helps our students make a positive impact on their world,” said Julie Amberg, head of school at Cascades Academy. “We have loved working with Think Wild over the last couple of years, and we are excited to deepen this partnership moving forward,” stated Amberg.

In order to be stewards for wildlife protection and preserve the natural heritage of our communities, both organizations believe that students should gain knowledge and appreciation for nature and wildlife. Through educational programs focusing on awareness, conservation and prevention, Think Wild promotes conservation strategy and stewardship among local students, provides practical hands-on information and inspires simple behavior changes that help students help wildlife in their day-to-day lives. The educational programs and service-learning experiences provided by Think Wild directly align with the mission and educational goals of Cascades Academy and can, in turn, support the goals and mission of Think Wild in educating students and the larger community to care for and protect native wildlife.

“Think Wild is excited to officially partner with Cascades Academy,” said Sally Compton, executive director of Think Wild. “Over the past year, we have gotten to know their dedicated teachers and passionate, motivated students both through wildlife education programming in the classroom and youth volunteer projects at the Think Wild Hospital and Conservation Center. I am confident that this partnership will inspire a future generation of wildlife advocates that



PHOTO | COURTESY OF CASCADES ACADEMY

will make an impact here in Central Oregon and far beyond,” stated Compton.

This partnership aims to not only support students in pre-kindergarten through 12th grade at Cascades Academy, but also their families and the larger community. The various experiential education and service-learning opportunities that Think Wild provides will inspire students and families to become more socially responsible and community-focused individuals. By educating this population, Think Wild will also benefit in working towards achieving the goals of their mission.

[cascadesacademy.org](http://cascadesacademy.org)



In April, friends of FAN from Central Oregon and beyond gathered online for the first Virtual FAN Luncheon. Together we raised over \$90,000. We humbly say, thank you.

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# CENTRAL OREGON BUSINESS CALENDAR

## BUSINESS EVENTS



In support of state and federal guidelines for social distancing,  
most events have been canceled or postponed.  
Please visit each event website for updated information.

**May 21**  
1-3pm City of Bend Transportation Plan Steering Committee Virtual Meeting. Information via the committee webpage. [www.bendoregon.gov](http://www.bendoregon.gov).

**May 22**  
8:30am Redmond Chamber Virtual Coffee Clatter via Facebook Live.

**May 26**  
5:30pm City of Bend Virtual Planning Commission Meeting, [www.bendoregon.gov/government/citizen-committees/planning-commission](http://www.bendoregon.gov/government/citizen-committees/planning-commission).

**May 27**  
Noon Junior Achievement's Lunch with Leaders Virtual Career Speaker Series with Tyler Lussi, Portland Thorns FC Forward. Sign up at [jaorswwa.org/event/lunch-with-leaders](http://jaorswwa.org/event/lunch-with-leaders).

**May 28**  
5pm EDCO Virtual PubTalk. Livestream at [edcoinfo.com/edcoevents](http://edcoinfo.com/edcoevents).

**May 29**  
8:30am Redmond Chamber Virtual Coffee Clatter via Facebook Live.

**June 5**  
8:30am Redmond Chamber Virtual Coffee Clatter via Facebook Live.

**June 12**  
8:30am Redmond Chamber Virtual Coffee Clatter via Facebook Live.

**June 19**  
8:30am Redmond Chamber Virtual Coffee Clatter via Facebook Live.

**June 25**  
5pm EDCO Virtual PubTalk. Livestream at [edcoinfo.com/edcoevents](http://edcoinfo.com/edcoevents).

**June 26**  
8:30am Redmond Chamber Virtual Coffee Clatter via Facebook Live.

**July 23**  
5pm EDCO Virtual PubTalk. Livestream at [edcoinfo.com/edcoevents](http://edcoinfo.com/edcoevents).

**September 12**  
Deschutes County Sheriff's Office Public Shredding, *Prescription Drug Disposal On-Site Event* and *Canned Food Drive*, in Terrebonne. Information at [sheriff.deschutes.org/community/community-programs/events](http://sheriff.deschutes.org/community/community-programs/events).

**September 19**  
Deschutes Children's Foundation Ripples at Riverhouse on the Deschutes, Bend. Register at [www.deschuteschildrensfoundation.org](http://www.deschuteschildrensfoundation.org).

**September 24**  
5pm EDCO Virtual PubTalk. Livestream at [edcoinfo.com/edcoevents](http://edcoinfo.com/edcoevents).

**September 30**  
1-5pm Redmond Chamber Business Expo and Job Fair at Deschutes Fair and Expo Center Middle Sister. [www.visitredmondoregon.com/events/business-expo](http://www.visitredmondoregon.com/events/business-expo).

**November 19**  
5pm EDCO Virtual PubTalk. Livestream at [edcoinfo.com/edcoevents](http://edcoinfo.com/edcoevents).

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COMMERCIAL PERMITS WEEK ENDING 5-1-2020

<b>City of Bend</b>	
\$7,500,000.00	- Commercial Alteration (WinCo Foods) 101,477 sf. at 60 NE Bend River Mall Ave. Bend 97703 OR Owner: Atlas Shopko Owner, LLC 808 SW Alder St. #200 Portland, OR 97205 Builder: Engineered Structures, Inc. 208-362-3040 Permit # 19-5524
\$2,500,000.00	- Commercial Alteration (Amity Creek School) 16,454 sf. at 437 NW Wall St. Bend 97703 OR Owner: School District #1 520 NW Wall St. Bend, OR 97703 Builder: R & H Construction Co. 503-228-7177 Permit # 19-5870
\$279,737.00	- Multi-FD 2,242 sf. at 1075 SE 5th St. Bend 97702 OR Owner: Caven West, LLC PO Box 8166 Bend, OR 97708 Builder: Equity Homebuilders 541-382-0803 Permit # 19-2421
\$101,835.00	- Commercial Alteration at 1133 NW Wall St. Bend 97703 OR Owner: I S Investments, LLC PO Box 87908 Vancouver, WA 98687 Builder: Mission Building and Renovation 541-550-2747 Permit # 20-0957
\$35,000.00	- Commercial Alteration (Bedmart) 16,864 sf. at 2220 NE Hwy 20 Bend 97701 OR Owner: Williamson Properties, LLC 2200 NE Hwy 20 #80 Bend, OR 97701 Builder: D E Rink Construction, Inc. 541-388-0719 Permit # 19-5350
\$27,000.00	- Commercial Alteration (BMC) 53,754 sf. at 815 SW Bond St. Bend 97702 OR Owner: River Bend Investors I, LLC 15 SW Colorado Ave. Ste #1 Bend, OR 97702 Builder: R & H Construction Co. 503-228-7177 Permit # 20-1270

<b>Deschutes County</b>	
\$1,600,000.00	- Commercial Alteration (MidOregon Credit Union) 3,500 sf. at 650 N Arrowleaf Trl. Sisters 97759 OR Owner: Sisters Corporation 18500 Bull Springs Rd. Bend, OR 97703 Builder: Sunwest One, Inc. 541-548-7341 Permit # 247-20-001188-STR
\$24,833.00	- Commercial Alteration at 201 E Sun Ranch Dr. Ste. 102 Sisters 97759 OR Owner: Blumratt Properties, LLC 4703 SW Campbell Ct. Portland, OR 97239 Builder: Larry Wright 541-788-2006 Permit # 247-20-001957-STR

<b>Lake County</b>	
\$30,000.00	- Commercial Alteration (Warner Creek Correctional Facility) 32,079 sf. at 20654 Rabbit Hill Rd. Lakeview 97630 OR Owner: Oregon Department of Corrections 417 Transportation Bldg. Salem, OR 97310 541-947-8243 Permit # 497-20-000142-STR

COMMERCIAL PERMITS WEEK ENDING 5-8-2020

<b>City of Bend</b>	
\$810,000.00	- Commercial Alteration (St. Charles Hospital) 618,407 sf. at 2500 NE Neff Rd. Bend 97701 OR Owner: St. Charles Medical Center PO Box 5789 Bend, OR 97708 Builder: Skanska USA Building 973-753-3579 Permit # 19-6244
\$580,814.00	- Commercial Alteration (Bend High School) 82,998 sf. at 230 NE 6th St. Bend 97701 OR Owner: School District #1 520 NW Wall St. Bend, OR 97703 Builder: CS Construction 541-617-9190 Permit # 20-0934
\$423,765.00	- Multi-FD 3,393 sf. at 20142 Flowing Water Wy. Bend 97702 OR Owner: Oregon Builders Developers, LLC 3321 NW Panorama Dr. Bend, OR 97703 541-480-9985 Permit # 20-0827
\$17,000.00	- Multi-FD Alteration at 330 SE Wildcat Dr. Bend 97702 OR Owner: Wildcat 4, LLC 2150 NE Studio Rd. #8 Bend, OR 97701 Builder: Trade Works Construction, LLC 541-640-0066 Permit # 20-1531

<b>City of Redmond</b>	
\$50,000.00	- Commercial Detached Accessory Structure at 3570 SW Metolius Ave. Redmond 97756 OR Owner: Apartment Options, LLC 14020 SE Johnson Rd. #102 Milwaukie, OR 97267 Builder: Creations Northwest, LLC 503-908-0563 Permit # 711-18-000008-STR-01

<b>Deschutes County</b>	
\$35,000.00	- Commercial Alteration (Thomas Rheuben, DMD, FAGD) at 304 W Adams Ave. Sisters 97759 OR Owner: Rheuben Properties, LLC PO Box 2211 Sisters, OR 97759 Builder: Studio 69217, LLC 541-588-6092 Permit # 247-20-001740-STR

Savy Agency

Continued from page 27

your custom home building location. For example, if you serve the Arizona area, that might be “custom homes in Arizona,” “custom home builders AZ” and so on. From there, “make sure that phrase appears in the title of one or more of your website pages. Also include the phrase in the content on your homepage.” Best practices for local SEO include creating local content, adding location pages to your site and optimizing for Google My Business.

**Set up eNews and a blog**  
Custom homes are highly personal projects for clients. This means that a personalized newsletter that speaks to their interests is crucial. It’s true also that “sometimes potential customers are interested in your company or what you have to say, but aren’t quite ready to make a purchase.” Newsletters are a great way to show off your portfolio, and blogs are a great way to show behind the scenes/behind the build stuff, giving potential clients insight into your expertise and process. These tools can establish your custom home brand further with your audience.

**Include case studies and project galleries**  
Case studies and a robust photo gallery are the most crucial element to include for a custom home builder. Clients and potential clients want to see past work. They want to be wowed by imagery, and they also want to read about the details of the project (where storytelling can come back in). Case studies

also allow for testimonials from past customers, which can make or break a new deal. The more shareable these case studies and galleries are, the more marketable the custom home brand becomes.

**Take advantage of social media**  
Lastly, custom home builders have image-forward brands. So social sites like Instagram provide a platform to show off current and past projects. Remember to use each site to its advantage. Facebook can be useful in answering customer questions. Twitter is great for reaching new audiences. LinkedIn can help with networking and B2B connections. And YouTube can help you show off a more dynamic side to your brand (i.e., a video timelapse of a project).

**Examples we love**  
As custom home builders have such highly visual brands, it wouldn’t be fair not to showcase some of our favorites. These local companies set themselves apart through imagery, storytelling and compelling brands.

**Argue Custom Homes**  
Argue Custom Homes is a luxury custom home builder in Arizona. Their brand has a specific market with the sprawling estates they create for clients. As such, their website is image-forward and focused on the details of the homes they build. Their About and Process pages highlight the brand’s story, and the imagery throughout stays consistent. Argue is an excellent example of a brand that understands its target market and caters to them throughout their site.

**CNC Homes**  
CNC Homes is a local custom home builder with a 50-year history. Their brand stays consistent with

colors and imagery throughout their site and social media, and they also focus heavily on their portfolio and customer case studies. Further understanding their market, they keep a regularly updated blog that speaks to current and future clients alike.

**New Energy Works**  
New Energy Works’ Timber Frame Homes is a bi-coastal operation that creates custom homes in a niche market. Their timber-framing and woodworking approach is apparent throughout their site and social channels. Like the other examples, they weave storytelling throughout their brand touchpoints and have a focus on imagery with their gallery and case studies. By understanding their unique approach, they set their brand apart.

**Building momentum**  
Marketing for a standout brand takes time and a deep understanding of both the market and what the brand offers. For brands like custom home builders, there are specific approaches like image-forward sites and case studies that set them apart from the (growing) competition. The takeaway here is to build momentum in your marketing—with values and content that carry you forward and ahead of the pack.

*Rob Brown is a founder and the agency director at Savy Agency, headquartered in Bend. Savy has brought brands to life since 2007 and is a top-performing Google Partner delivering comprehensive marketing services to brands in a variety of industries. Savy’s in-house team of designers, developers and content creators work together under one roof to enhance the competitiveness of every brand they serve.*  
savyagency.com



RECENT TRANSACTIONS

Continued from Page 3

at 400 SW Bluff Dr. Suite 107.  
**Compass Commercial Real Estate Services** broker **Ron Ross, CCIM** represented the tenant, **Grace Delight of Oregon, LLC**, in the lease of 4.27-acres located at 3000 S Highway 97 in Redmond.  
**Bill Pon** of **Coldwell Banker Bain** represented **Parkway Properties, LLC** as well as the tenant **Ferm and Fare** in the lease transaction for 455 SF at 924 NW Brooks St. Suite 102.  
Brokers **Pat Kesgard, CCIM** and **Kristie Schmitt** of **Compass Commercial Real Estate Services** represented both the landlord and the tenant, **National Guard of Oregon**, in the lease of a 1,446 SF retail suite located 20205 Powers Road in Bend.  
**Compass Commercial Real Estate Services** broker **Joel Thomas, CCIM** represented the buyers, **Darren Hansen and Chris Ruder**, in the acquisition of a 5,662 SF retail building on 0.13-acre located at 64689 Cook Avenue in Bend.

Home Building in Central Oregon

Continued from page 10

**Q:** Has the pandemic affected the overall cost to build a home?  
**A:** Yet to be determined. Supplies and trade contractors became harder to secure initially. At the same time, we have been able to re-secure pricing on other elements. I believe there will be a slight downward price adjustment over the next couple of months, but then prices will steadily increase as the demand continues to increase.  
**Q:** Are materials readily available?  
**A:** If it was warehoused locally, then we have a better chance of securing the material. Items that are made across the country and shipped are taking a bit longer. Some factories were closed. We are still wrapping our arms around this issue. Fortunately for projects in production, we had secured most of that material well ahead of time. Of course, there is a fair amount of material that comes from overseas as well, but we try really hard to source product from within a 500-mile radius.  
**Q:** Are you concerned about future supplies?  
**A:** Only in the short term.  
**Q:** Anything else to add?  
**A:** Go support your favorite local small businesses!  
*neilkelly.com*

**Steve Bennett, owner and general contractor, Steve Bennett Builders**

**Question (Q):** Have state and local distancing rules hindered progress on existing projects?  
**Answer (A):** No. Fortunately, our business is strictly high-end custom home building where social distancing is inherent on the job site. Many of our subcontractors wear masks and gloves on the job by default, regardless of the new rules. We rarely have more than two or three subs on the job at one time and they are often separated by hundreds of feet.

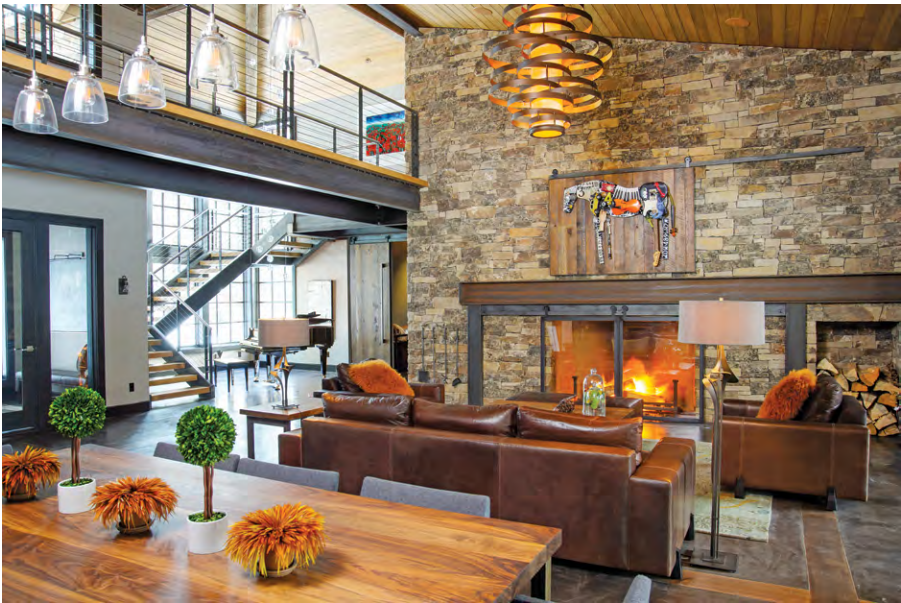
As a result of COVID, some of our subs are taking extra precautions by working atypical hours in order to avoid any contact with other subs, which we fully respect and support. COVID has prompted us to focus more than ever on the health and safety of our job sites and project teams. COBA and the Bend Chamber of Commerce have been supportive in providing us with current information and helpful resources, which we have disseminated to our project teams.

As always, we communicate openly with all subs and vendors on our job sites. Our commitment to promoting an atmosphere of mutual respect and loyalty on our jobs for the past 25 years is paying dividends right now in these difficult and uncertain times.

**Q:** Are future projects being affected? How?  
**A:** Yes. Fears of an economic downturn have prompted some new home starts to move more slowly. We have one project on pause until further notice. The uncertainty has given us all pause.



Steve Bennett



CALDERA-LIVING | PHOTO COURTESY OF STEVE BENNETT BUILDERS

**Q:** Has the pandemic affected the overall cost to build a home?  
**A:** No.  
**Q:** Are materials readily available?  
**A:** Yes. Other than N95 masks; those are extremely difficult to source right now, if not impossible. Our painters, framers, masons and finish carpenters are all running short on N95 masks. Luckily, most had enough inventory to get by. Everyone is certainly being more mindful to conserve when and where possible.  
Since 1995, we have always worked almost exclusively with local, family owned suppliers and vendors like Johnson Brothers, Stereo Planet, Baptista Tile, Parr Lumber, Building Solutions, etc. We don't deal with big-box or national outfits that may be struggling more with international supply chain issues.  
**Q:** Are you concerned about future supplies?  
**A:** No. We have worked with the same suppliers here in Central Oregon for 25 years. We work very closely together and communicate almost daily. We have received no indication from our suppliers to validate any doubts or concerns of supply issues. Additionally, we have always had a process for backup sources of materials to avoid any risk of project delays. COVID has only validated our standard operational preparedness.  
**Q:** Anything else to add?  
The population in Central Oregon has grown exponentially over the past few years, and at times it's difficult to recognize our small towns. But we are still a tight-knit community. COVID has only highlighted that fact.  
At Bennett Builders, building *relationships* has and always will be at the core of what we do. We have worked with many of the same trade partners, suppliers and vendors for 25 years. We are literally like family, now more than ever.  
In life and especially during these times, it is my firm belief that we can choose to either let fear or love determine our attitude and actions. "Love casts out fear."  
*stevebennettbuilders.com*

Steve Bennett Builders

Continued from page 19

**Q:** Who will manage the day-to-day construction of my custom home?  
**A:** Me. I am a low-volume, "boutique" builder. I commit to only one or two custom homes per year. You deal directly with me and you get a very personalized experience. I will be on your job site every single day. I also have a site superintendent, as I can't be in two places at one time.  
**Q:** How can I be sure that your crew embodies the same standards as you do?  
**A:** I have worked with many of the same subcontractors and vendors for over 20 years. We are literally like family. While I take the physical

aspect of building your home very seriously, building relationships has and always will be at the core of what I do. I remain loyal to my subs because they are the best and I trust them completely. Loyalty with and from subs is paramount in this industry.  
I am a "hands-on" leader and I promote an atmosphere of mutual respect and teamwork on my job sites. We all take pride in doing things the right way. I would not work with anyone who does not share my standards of excellence.  
**Q:** Do you guarantee the quality of your materials and construction?  
**A:** If a product fails while under warranty, I will get a replacement product from the manufacturer and replace it at no cost. If a product fails while outside warranty, I will get a replacement from the manufacturer and replace it for a fee.  
If it's something that I have built that I have put in

the home, I will warrant it for as long as the owner owns the home. As long as they own the house, I consider it my duty to take care of it for them.  
**Q:** What separates Steve Bennett Builders from other custom home builders?  
**A:** I don't just build houses. I build trust. I build relationships. It's an everlasting relationship with a homeowner. I love coming alongside of them, getting to know them and helping them make decisions. It's that relationship that I really cherish.  
Some of the bigger companies have more people involved on the builder's side, and you can get shuffled around among employees. At Steve Bennett Builders, I'm with you from the beginning to the very end.  
I promise all of my clients that as long as they own the home, I will treat it as my home and take care of it for them. That relationship, I think, is unique.  
*stevebennettbuilders.com*



# Town & Country

## Saluting our Healthcare Workers!

To thank our healthcare workers on the front lines, and in conjunction with "Healthcare Worker Appreciation Week," The Principal Financial Foundation hosted events at both St. Charles Medical Center and La Pine Healthcare.

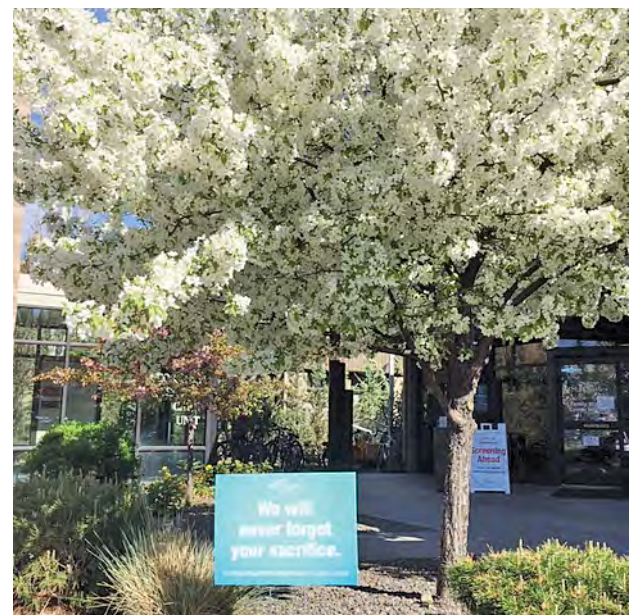
Both celebrations were coordinated by Don Paumier, an active community volunteer and business consultant for Principal Financial.

Don worked with Rebecca Berry at St. Charles and Brad Guthrie at La Pine Healthcare and their teams to coordinate the logistics of the events. Social distancing rules added an interesting twist to the planning.

Pacific Perks LLC made free lattes, mochas and smoothies to the staff at St. Charles and La Pine Healthcare on May 4 and 5.

Mary Dill and Budd Collins, local financial planners with Principal Financial, pitched in at the events.

It was fun and rewarding for all who participated!





# Town & Country

## Checking In with Central Oregon Nonprofits

### Check Out Their Selfies & Help if You Can!



Andi Buerger of Beulah's Place putting community donations to work with volunteer "muscle" from Lora and Jeff! Donate directly via [beulahsplace.org](http://beulahsplace.org). Food donations please call 541-526-0445 to arrange a pick up/drop off, cans/bottles for recycle also needed.



Amy Ward and Jess Willard of Deschutes Children's Foundation. You can donate to Deschutes Children's Foundation at our website! [deschuteschildrensfoundation.org](http://deschuteschildrensfoundation.org).



Heart of Oregon YouthBuild staff Rachel Larson and Katie Mahaffie demonstrate social distancing during the first week of online programming in early April — in the innocent days before we instituted a mask policy. Our young people have taken the challenge and are continuing to work toward their GED/HS diploma goals! Donations can be made at [heartoforegon.org/donate](http://heartoforegon.org/donate).



Masks were donated not only to staff and moms living at Grandma's House, but also to our littlest residents. The community is helping to keep us all safe. Grandma's House is accepting gift cards for the babies, diapers and other baby items and personal items, clothing and shoes for mothers. Call Woody at 541-410-6220.



We miss seeing everyone at Club! Keep believing in a bright future! Boys and Girls Clubs of Bend is providing daily meals, food bags and critical supplies to youth and their families during the COVID-19 health crisis. In-kind donations can be mailed or delivered to our downtown location (500 NW Wall St. Bend) and monetary donations can be made on our website: [bgcbend.org/get-involved/donate-now](http://bgcbend.org/get-involved/donate-now).



Staff at Cascade Youth & Family Center are helping the kids living in the LOFT relieve stress through creativity. They're accepting gift Cards to grocery stores, \$5-10 gift cards from Dutch Brothers and McDonald's for the kids and dinner on a Wednesday evening for ten kids would be greatly appreciated. Call Maggie at 541-706-1923 if you can help.

Staff at J Bar J Boys Ranch are not just teaching the boys how to restructure thinking, but also about creating structure in wood. Vocational Program at J Bar J Boys Ranch is accepting gift cards to hardware and lumber stores. Call Peggy at 541-389-1409.



Your friends at the Education Foundation; Michelle Johnson, executive director, and pup Maggie; encourage K-12 students to enter our Art & Writing Contest (you may win a gift card!) and for teachers to enter our \$100 drawing for classroom credit! WE MISS YOU ALL! [engagedminds.org](http://engagedminds.org).

Donna Burklo, program director for Family Kitchen, putting together a starter food box in partnership with NeighborImpact, St. Vincent de Paul, THRIVE Central Oregon and the City of Bend, to nourish shelter-in-place chronically homeless, COVID-symptomatic community members. Go to [familykitchen.org/donate-now](http://familykitchen.org/donate-now) to help!





# Town & Country



Elvis, the therapy horse, and Jess Lydon, community relations manager at Healing Reins Therapeutic Riding Center. "We're giving extra love and hugs to our therapy horses. They're missing our participants as much as we are!" We are graciously accepting monetary donations, which can be gifted through our website via credit card. Checks or cash can be mailed to us at PO Box 5993, Bend, Oregon 97708. [healingreins.org/donate](http://healingreins.org/donate).

Stay healthy and safe while staying active! Be part of the outdoor business community through Oregon Outdoor Alliance today! [oregonoutdooralliance.org](http://oregonoutdooralliance.org).



These hard times can really reveal the best in humanity... like our faithful volunteers who show up, excited and passionate about innovating ways that we can continue to serve the kids and families in our community! Wow... feeling inspired and blessed! [myhb.org](http://myhb.org).



Socially distant high-fives are the new thing at Central Oregon Locavore.



PHOTO BY AMANDA [PHOTOGRAPHIC] LONG



Think Wild Director of Wildlife Rehabilitation, Pauline, cleaning an enclosure after a successful raccoon release! People can donate money, construction supplies or time to help us build outdoor wildlife enclosures at [thinkwildco.org/donate](http://thinkwildco.org/donate).



Even as we keep our safe distance... KPOV is here for you! Help KPOV connect our community by supporting our spring membership drive at [kpov.org/donate](http://kpov.org/donate).

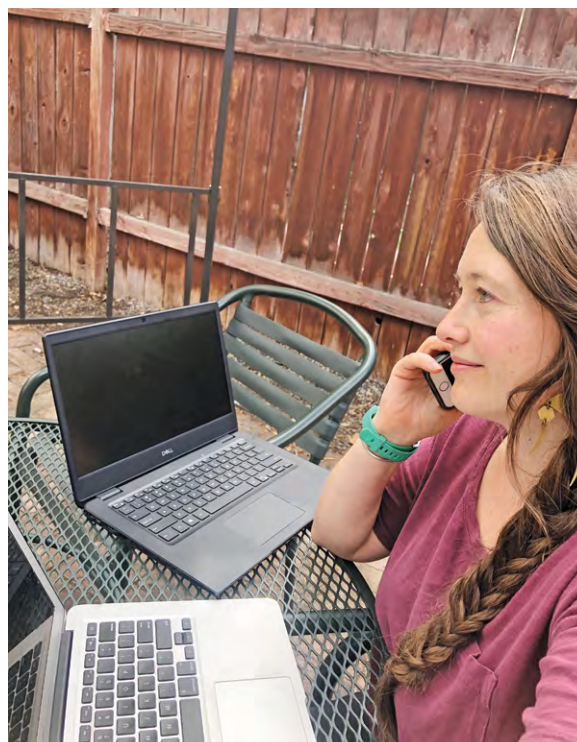
Rescue doesn't rest for Coronavirus. Pet Evacuation Team volunteers are still working. See our Facebook page and donate at [petevacuationteam.com](http://petevacuationteam.com). Thank you!

**THE PEOPLE, WHO DEDICATE THEIR TIME TO RESCUE, ARE OUR HEROES.**

THANK YOU.



Kids doing an online art activity with Camp Fire Central Oregon... quarantine can't stop us from inspiring and uplifting youth! Help us keep the spark alive at [campfireco.org/donate](http://campfireco.org/donate).



During the 'Dog Days' of COVID-19, Younity continues 'Working Like a Dog' on Central Oregon youth empowerment programs... please donate at [younityus.org](http://younityus.org).

Committed to helping, Bre Barrett from at: project keeps in touch with victims of human trafficking however she can. at: project is accepting gift cards for groceries, fast food and other necessities, full-size toiletries, basic clothing items and pregnancy tests. Call Amy at 541-410-3311.



Big Brothers Big Sisters staff and Bridget Albert, community outreach coordinator, have been delivering food and supplies to families of Littles, but delivering these Legos donated by Avion Water were extra fun. Big Brothers Big Sisters is accepting food boxes for families running out of food before the end of the month when they qualify for Oregon Food Bank again, gift cards to local grocery stores and new or used laptops or tablets to help with school work. Call Elysia at 541-312-6047.

It's that time of year! High Desert Food and Farm Alliance (Hdffa) is masked up and back in action, recovering excess produce for food pantry distribution to low-income families in Central Oregon with our Grow & Give program. You can donate to our Food Access and Farm Support programs at [hdffa.org/donate](http://hdffa.org/donate) today!





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\*Kristen Bell  
not included

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