



**Getting the
Guidelines Right**
Architecturally Exposed
Structural Steel
Page 13

Enhancing & Promoting the Economic Vitality of Central Oregon Since 1994

An Owner's Passion for Community & All Things Art



LACEY CHAMPAGNE, OWNER OF LAYOR | PHOTO
COURTESY OF LAYOR

by **RONNI WILDE** — CBN Reporter

When Lacey and Paul Champagne moved to Bend in 2016, there were two things they felt highly passionate about: art, and the sense of community. Lacey had owned an art store outside of New Orleans, and when they traveled to Bend on a road trip and fell in love with the area, she noticed that there wasn't an art store here. As a result, LAYOR — an appealing space that offers premium art materials and serves as a rotating art gallery — was born.

"We felt Bend needed a dedicated art store, and I'm super passionate about art supplies and the community, so it's a perfect pairing," said Lacey Champagne. Born and raised in Baton Rouge, Louisiana, Champagne is fiercely dedicated to keeping things local, and said she picked LAYOR's downtown location because it had the same feeling as her previous studio outside of New Orleans. Even the store's name is reflective of community spirit: "LAYOR" is derived from the two states that Lacey and Paul call home, Louisiana and Oregon. "This location is really special to me. We love being downtown; it's a huge part of the art scene here, especially First Friday. The ceiling is original to the building." She added, "We love the character traits. We are in the heart of Bend in terms of business."

LAYOR, located at 1000 NW Wall Street, Suite 110, will celebrate its fourth anniversary this October. "It's really a unique business model of having art supplies and a gallery," said Lori Stites, manager of LAYOR. "It really fulfills Lacey's desire to build community. We have artists on the walls who are also buying and networking here. This is really a community-based business model; that's what drew me here."

Stites has a background in small-business management, and had worked in and managed a furniture store in a small town prior to coming on board at LAYOR. "I am an amateur artist, so this fits so well. To be a

PAGE 4

Bend Campus-Style Development Sees Brisk Activity

NorthWest Crossing's Emerging District 2 East Attracts Diverse Mix of Tenants

by **SIMON MATHER** — CBN Feature Writer

The latest campus-style office development seen emerging off Mt. Washington Drive in Bend is reporting brisk activity and has already attracted a diverse mix of tenants, including tech and financial services specialists.

Dubbed "District 2 East," the five-building development on Potts Court in NorthWest Crossing, offers approximately 52,000 square feet of flexible office/production space and is a joint venture between Brooks Resources and Taylor Development LLC. The project was designed by Steele-Associates Architects and is being constructed by general contractor SunWest Builders.

All the buildings are single-level with vaulted ceilings and garage-style bay doors in an "industrial chic" manner, with the underlying Mixed Employment (ME) zone allowing a wide array of uses.

As the third phase of the District 2 developments in the area, the campus is designed to provide a collegial setting



FIVE TALENT HEAD QUARTERS | PHOTO BY CASCADE BUSINESS NEWS

for entrepreneurial companies and present a variety of opportunities for their employees to interact and learn from each other.

Brooks Resources Vice President of Sales and Marketing Romy Mortensen said interest in the project had resurfaced after a brief lull due to the Covid pandemic onset, and the Bend office market in this segment area remained relatively strong.

The development also builds off the success enjoyed

PAGE 10

Business Owners Look to Touchless POS Systems to Help Limit Hand-to-Hand Contact

by **RONNI WILDE** — CBN Reporter

In a world where the fewer surfaces we touch the better, it's not surprising that many businesses are turning to touchless payment methods for their customers. With a pandemic that has a highly contagious virus at its core, companies are finding a variety of ways to help keep their employees and clients safe.

According to data published by Square, a payments processing company, Bend small businesses are leading the way in offering these new, safer payment methods for consumers. Based on Square's internal data of hardware device sales between May 8 and June 8, Bend ranked in the top ten for touchless system sales per capita. Square reports that it has seen the number of businesses moving to cashless payments skyrocket nationwide in the wake of the coronavirus pandemic, from 8 percent at the beginning of March to 31 percent by the end of April.

As defined by Investopedia.com, touchless, or "contactless" payments are a secure method for customers to purchase products or services using a debit, credit or smartcard — also known as a chip card — by using Radio Frequency Identification (RFID) technology or near-field communication (NFC). They are also referred to as tap-and-go by some banks and retailers. Examples of non-credit or debit card contactless payments include transit cards, Apple Pay, Android Pay and Google Wallet. To use the system, a consumer taps the payment card near a point-of-sale terminal equipped with the technology. These types of payments are considered a safe and quick way to purchase an item or service since they don't require consumers to input their PINs.

Square reports that more Bend businesses per capita than nearly anywhere else in the U.S. have been revamping their checkout stations to provide low- and no-contact payments for consumers, from enabling mobile and watch payments to making dipping a card even safer. "As businesses reopen, we have seen rising demand for Square payments



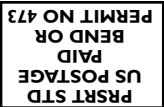
INCRD-A-BOWL IN BEND IS ONE OF MANY LOCAL BUSINESSES
UTILIZING TOUCHLESS PAYMENT SYSTEMS | PHOTO COURTESY
OF INCRD-A-BOWL

hardware, especially as businesses that may have paused operations due to shelter-in-place orders look for ways to ensure they can minimize contact between their employees and customers to keep

PAGE 6

Bend, Oregon

www.cascadebusnews.com



Cascade Business News
404 NE Norton Avenue
Bend, Oregon 97701
541/388-5665

Financial advice from a Barron's Top 100 advisor



AGP Wealth Advisors
Ameriprise Private Wealth Advisory Practice

**Barron's Top 100
Independent Financial
Advisors**
2011-2020

Randall S. Linde, CFP®, CRPC®, AAMS®,
Private Wealth Advisor

AGP Wealth Advisors, A private wealth advisory practice of
Ameriprise Financial Services, LLC

Call us today! (800) 563-1636
agpwealthadvisors.com

For details on Barron's Top 100 Independent Financial Advisors, please visit our website at: agpwealthadvisors.com
The Compass is a trademark of Ameriprise Financial.
Ameriprise Financial Services, LLC.
Member FINRA and SIPC.
© 2020 Ameriprise Financial, Inc. All rights reserved.



INSIDE THIS ISSUE

| | |
|----------------------------------|----|
| Business & Industry | 2 |
| Hot News | 3 |
| Central Oregon Engineering... 13 | |
| Engineering Firms | 14 |
| Central Oregon Insurance..... | 21 |
| Insurance-Largest Carriers.... | 21 |
| Health Plan Companies | 24 |
| Money & Investment..... | 25 |
| Who's Who | 26 |
| Businesses Serving Community ... | 27 |
| Healthy Communities..... | 28 |
| Business Calendar | 30 |
| Permits | 31 |



A Division of Cascade Publications Inc.

Opinions expressed by contributing writers and guest columnists do not necessarily reflect the opinions of the publisher and/or editorial board. Questions and comments about a particular article should be addressed to the individual contributor. Letters to the Editor will be accepted and possibly printed if signed by the writer. Reproduction in whole or in part is strictly prohibited without written permission.

CBN is published the first and third Wednesdays of each month.

Subscriptions are \$35 for one year (\$40 for out of tri-county).

CBN is a division of Cascade Publications Inc. which also publishes the monthly Cascade Arts & Entertainment magazine, Book of Lists, Sunriver Magazine, Premiere Builders Exchange Directory, Bend-La Pine High Schools Fall & Winter Sports Programs and the Art & Wine Auction Program. Locally owned and operated since 1994.

404 NE Norton, Bend, Oregon 97701
541-388-5665

www.cascadebusnews.com
Send press releases/photos to cbn@cascadebusnews.com

CONTRIBUTORS

| | |
|-------------------------|----|
| TREVOR R. CALDWELL..... | 5 |
| PRESTON CALLICOTT | 7 |
| DAVID HOPPER | 8 |
| NATE MENEZ | 13 |
| TOM HEADLEY | 17 |
| STEVE LUNDEBERG..... | 19 |
| ED WETTIG | 25 |

The Producers

| | |
|--|----------------------------|
| Founder..... | Pamela Hulse Andrews |
| President/CEO..... | Jeff Martin |
| Editor/Production Director/ Feature Writer | Marcie Hillman Moeggenberg |
| Production Artist/Design/ Online Communications | Natalie Nieman |
| Assistant Editor/Reporter..... | Ronni Wilde |
| Advertising Executive..... | David Phillips |
| Feature Writer..... | Julie E. Furnas |
| Feature Writer..... | Kenneth Marunowski, Ph.D. |
| Feature Writer..... | Simon Mather |
| Feature Writer..... | Kari Mauser |
| Intern/Feature Writer | Alec Martin |
| Distribution | David Hill |

The Editorial Board

| | |
|------------------------|------------------------------|
| Steve Buettner..... | SunWest Builders |
| Preston Callicott..... | Five Talent |
| Theresa Freihofer..... | C.O. Community College |
| Katie Hartz..... | Hyphn |
| Neal Huston..... | Neal Huston Architects |
| Jim Lee..... | InvitExcellence |
| Ron Miller..... | The Miller Company |
| David Rosell..... | Rosell Wealth Management |
| Eric Sande..... | Redmond Chamber |
| Howard Schor..... | Business Consultant |
| Chris Schroeder..... | Morgan Stanley |
| Brian Shawver..... | Security Pros |
| Scott Steele | Steele Associates Architects |
| Susie Stevens..... | Consultant |
| Chris Telfer..... | Spectrum CPA Group LLP |

Griffin Construction / Steele Associates Win Emigrant Creek Interagency Fire Facility & Condon School District



The Design-Build Team of Griffin Construction and Steele Associates Architects have been awarded the Emigrant Creek Interagency Fire Facility. After a competitive public solicitation process, Griffin Construction is the project leader and Steele Associates is their architect. The Emigrant Creek Ranger District compound is located on seven acres in Hines, Oregon. The intent of this project is to replace the existing converted residences with a new 14,800-square-

foot facility that may consist of one or more buildings for the Burns Interagency Fire Zone. "We're honored to be selected for the Emigrant Creek Interagency Fire Facility because it plays such a critical role in the fire safety of our region. We really enjoy working with first responders and designing and constructing facilities that help them do their jobs. Our team

Continued on Page 30 ►

COIC & Partners Launch Central Oregon COVID-19 Small Business Grant Fund

The Central Oregon Intergovernmental Council (COIC) and a host of regional partners have come together to create an emergency grant fund for small businesses and nonprofits impacted by the economic downturn caused by the spread of the novel coronavirus COVID-19.

COIC was able to combine contributions from Deschutes County (\$100,000), Crook County (\$10,000), the City of Madras (\$25,000), Jefferson

Continued on Page 30 ►

Morrison-Maierle Opens New Office in Redmond

Morrison-Maierle announced the opening of a new, permanent office located in Redmond. Serving the Central Oregon region with professional engineering services, the office is located adjacent to Redmond Municipal Airport. Morrison-Maierle has been working off and on in the Bend-Redmond area since 1996, focused primarily on supporting

the needs of the Redmond Municipal Airport. Central Oregon is a fast-growing region with increasing demands for housing, education and transportation services. Morrison-Maierle's new office will solidify their commitment to building

Continued on Page 31 ►

Leading Edge Aviation of Bend Adds Second Bell 407gx to Fleet

Serving Central Oregon for 25 years, Leading Edge Aviation is happy to announce its continued growth and success in the aviation industry with the



LEADING EDGE AVIATION HAS ADDED A SECOND BELL 407GX HELICOPTER TO ITS FLEET | PHOTO COURTESY OF LEADING EDGE AVIATION

Continued on Page 30 ►

Level 2 Chargers Available for Workplace Charging

The Energy Challenge is partnering with Forth to expand workplace charging in Central Oregon. We are looking for workplaces that are interested in installing FREE Level 2 electric vehicle chargers! Contact Neil at neil@envirocenter.org or call 541-385-6908 x12 for more information. envirocenter.org

RECENT TRANSACTIONS

Jodi Peterson has signed a 12 month lease for 370 square feet at 2622 SW Glacier Pl. Unit 150 in Redmond. **Bill Pon** of **Coldwell Banker Bain- Commercial Division** represented the tenant in this transaction. **Fratzke Commercial Real Estate Advisors, Inc.** represented the Seller in the sale 7.25 acres of land at 800 NE Kingwood Avenue in Redmond for \$985,000. Broker **Joel Thomas, CCIM** of **Compass Commercial Real Estate Services** represented the buyer, **Brian Stallcorp**, in the acquisition of 444 NE Norton Avenue in Bend. The 2,500 SF office suite was purchased for \$730,000. **Karissa Viebeck, Sally Lemos and Erika Meyers** have signed a 60 month lease for 1,410 square feet at 1005 SW Disk Dr. Suite 104. **Bill Pon** of

Continued on Page 30 ►



• FOR SALE •



\$745,000
63155 Powell Butte Hwy, Bend
17.79 acre parcel with 16 acres COI irrigation, MUA 10 zoning, two small residential properties, a 1440 SF barn with room for indoor RV parking and Avion domestic water. Next to the Bend Airport.

Contact Al Eastwood
541.350.0987

• FOR SALE •



\$740,520
1545 SW Nancy Way, Bend
Develop one of the few remaining commercial parcels on Bend's Westside! 1.36 acres close to the OSU Cascade Campus. Mixed Use Urban zoning allows for multifamily, retail and office use.

Contact Bill Pon
541.815.4140

• BUSINESS OPPORTUNITY •

Established Full Service Salon/Spa



\$55,000
Well established full service salon/spa in A1 location. Priced to sell immediately. New price includes equipment, inventory and training for new owner. Incredible opportunity to be a business owner in Bend, OR.

Contact Meg Watkins
541.530.1620

• FOR LEASE •



\$2.25/SF/Month +NNN
1013 NE 10th Street, Bend
Two spaces available for retail or office use. First floor is 1479 SF and second floor is 1554 SF. Building being completely remodeled to like-new. 24 on site parking spaces.

Contact Paula Van Vleck
541.280.7774



Al Eastwood
541.350.0987
eastwood@bendnet.com



Paula Van Vleck
541.280.7774
paulavanvleck@cbbain.com



Bill Pon
541.815.4140
billpon@cbbain.com



Meg Watkins
541.530.1620
meg@megwatkinsre.com

COLDWELL BANKER BAIN COMMERCIAL

541.382.4123

BROKERS LICENSED IN THE STATE OF OREGON

L
ayor
Continued from page 1

retail store that focuses on network and building community is perfect for me,” she said. “This is a great space for this business.”

Stites says she is proud of LAYOR, and of Lacey’s efforts to source everything locally. “We really try hard to have specific Pacific Northwest brands, including Gamblin Artists’ Oil Colors and M. Graham & Co., both of which are Oregon paint manufacturers. Lacey got as many Oregon, Pacific Northwest and U.S.-based items as possible. Even our face masks are local, from Black Strap.” She added, “Every card, every sticker, every painting is supporting a local. The money from purchases goes right to the makers. We even have a jewelry stand with pieces from a local who has a disability. It’s not just lip service here; we cut checks to locals every month. It’s great.”

As with every business, LAYOR has ridden the COVID rollercoaster over the past few months. In order to keep the business going, Champagne and Stites quickly revised their business model during the closures. Stites was laid off for the first few weeks, but during that time, Champagne was able to create a website. “We were not web-based before, so we had to quickly get a website together,” said Stites. “Thank goodness Lacey is very technological, so we were able to get one up and running quickly.” The duo also started offering curbside pickup and free local delivery, and are now slowly expanding store hours again, with sanitation protocols in place. “Our community is amazing,” said Stites. “We’ve had professional artists who have gone out of their way to stock up here specifically. Our numbers are growing to almost normal; we are doing quite well all things considered.” Having to postpone class offerings and not having First Friday events have caused LAYOR to take a hit, Stites said, but she and Champagne are erring on the side caution. “We were up to three classes per week before COVID, and on First Friday, we had people waiting in line at the door. But now we are relying on art sales and people walking in. Sales and business were definitely affected during the heat of quarantine, but now we are getting back up there.”

Despite the uncertainty that the pandemic has brought to the business world, Champagne said they are cautiously moving forward and re-establishing long-term goals. “We want to keep building classes, teacher relationships and coordinating with the schools,” she said. “We love to do that. We do a First Friday with Summit High School. To see kids sell their first painting is amazing, it’s really unbelievable.” She said they also want to continue to grow the website. “We don’t want to be a website business, but we do want to have a current site where people can browse.



LAYOR IS AN ART STORE, BUT IS ALSO A GALLERY FEATURING THE WORK OF LOCAL ARTISTS | PHOTO COURTESY OF LAYOR

We are always growing our merchandise to meet the needs of the community in terms of supplies; we constantly have an ear out for that.” She continued, “Even with COVID, we are starting to talk about these things again.” Stites added, “We are hoping we don’t go backwards on this pandemic.”

Virus aside, Champagne said their biggest challenge — as well as their biggest triumph — has been in accomplishing her goal to build community through LAYOR. “Outside of COVID, our biggest challenge has been finding our place in our community. We’ve done really well, but it’s a process to find the right teachers and artists.”

LAYOR’s current hours are 10am-5pm Monday through Friday and 11am-4pm Saturdays and Sundays.

layorart.com • 541-322-0421

Distinctive Dentistry • Bend



Call Us to Arrange A Complimentary COVID-19 Safe Re-Opening Consultation for Your Business or Workplace!

Design for Living

Commercial | Housing | Hospitality | Healthcare | Retail

BLRB architects | 541.330.6506 BEND

HYPHN
BETTER SPACES BY DESIGN



Thoughtful design and craftsmanship doesn’t simply survive a 9-5, it absorbs creative energy and amplifies it.

We create solutions for your workspace that foster human-to-human interaction while reconnecting your company with its goals, culture, and community.



Call for a Consult

Katie Hartz
Workplace Consultant
503.226.4151
katie.hartz@hyphn.com

www.hyphn.com

We Protect, You Prosper!™

Our Security Services:

- ✓ Nightly Mobile Business Patrols
- ✓ Burglary Alarm First Response
- ✓ Posted Officers at your Location
- ✓ Construction Watch Team



OREGON DPSST # 858

Your Total Assurances:

- ✓ Protecting \$1 Billion Locally
- ✓ Proof-of-Work Accountability
- ✓ The Most Local References
- ✓ Huge Patrol Coverage 6PM-6AM
- ✓ All-Wheel Drive Vehicles
- ✓ **26 Years of Business Excellence**



Security PROS
INCORPORATED
★Certified Security Professionals★
1994 Celebrating 26 Years 2020

541-330-0404
541-548-1992

securityprosbend.com

What Businesses Need to Know about the Duty to Bargain with Unions During COVID-19

by **TREVOR R. CALDWELL** — Barran Liebman LLP

Since early March, businesses in Oregon and across the country have dealt with an unprecedented series of challenges due to COVID-19. These challenges have arisen from a variety of sources: health concerns for employees and customers, government mandates and business necessity, to name only a few. Businesses of all sizes and across all industries have been forced to make a number of complex and consequential decisions within a short timeframe. And with the course of the pandemic remaining uncertain, businesses will likely be required to make consequential decisions quickly and amidst uncertainty for the foreseeable future.

For businesses with unionized employees, these difficult decisions come with an added level of complexity — whether there is a duty to bargain with the union during an unprecedented public health emergency. Fortunately, the General Counsel of the National Labor Relations Board (NLRB), Peter B. Robb, has provided some helpful guidance in an advice memorandum. The memorandum outlines the relevant NLRB decisions about unionized employers’ duty to bargain in emergency situations. While it does not include guidance specific to COVID-19, the memorandum’s case summaries provide insight into how the NLRB may address unilateral decisions by employers during the current public health emergency to comply with government orders, protect employees or ensure the survival of a business.

The Duty to Bargain Under the NLRA

Under the National Labor Relations Act (NLRA), an employer is obligated to bargain with a union representing its employees over changes in mandatory subjects of bargaining. Mandatory subjects include wages, hours and working conditions. These broad categories include issues such as layoffs, reductions in hours, sick leave, furloughs, safety rules and health screenings, to name only a few. This means that under normal circumstances, employers may not take unilateral action regarding mandatory subjects without first bargaining with the union.



The NLRB has treated the duty to bargain differently during certain emergency situations. The General Counsel’s memorandum summarizes significant emergency cases in two distinct contexts: the duty to bargain during public emergency situations, and the duty to bargain during emergency situations particular to an individual employer. Both categories of cases may be relevant to employers as they respond to COVID-19, and provide useful insight into how the NLRB may treat the duty to bargain during the current public health emergency.

The Duty to Bargain During Public Emergency Situations

The memorandum summarizes five cases dealing with the duty to bargain during public emergencies such as hurricanes, an ice storm and the terrorist attacks of September 11, 2001. In order to avoid the general duty to bargain over a unilateral change to a mandatory subject during an emergency, an employer must show that “economic exigencies compelled prompt action.” This exception is limited to “extraordinary events which are an unforeseen occurrence, having a major economic effect requiring the company to take immediate action.” While this emergency standard may alleviate an employer’s duty to bargain during “extraordinary events,” the Board has held that an employer may still be required to bargain over the effects of the decision after the emergency has subsided. For example, in a 2007 case, the Board held that an evacuation order due to an incoming hurricane constituted an extraordinary event allowing the employer to lay off employees without bargaining with the union, but the employer was still obligated to bargain with the union over the effects of the layoffs after the hurricane.

The General Counsel’s memorandum also summarizes cases dealing with employer-specific emergencies such as a loss of financial credit or raw materials. In the cases where the loss of credit or raw materials was unexpected, the Board found an emergency situation

that excused the duty to bargain over layoffs, but found there was a duty to bargain with the union over the effects. In the current pandemic, a loss of business due to a steep decline in tourism or a government mandated closure would likely be deemed an employer-specific emergency that alleviates the duty to bargain, but there may be a subsequent duty to bargain over the effects of an emergency decision.

Business Takeaways

As the public health situation and government mandates change rapidly, employers will be required to make difficult and complicated decisions quickly to protect employees, customers and their businesses. While the General Counsel’s memorandum highlights cases in which emergencies excused employers’ duty to bargain over mandatory subjects, unionized employers should still consider the following when making any change to a mandatory subject:

- Determine whether a decision implicates a mandatory subject of bargaining.
- Determine whether the collective bargaining agreement allows for the employer to take unilateral action.
- If the current public health emergency or a mandate from the local, state or federal government requires immediate action without bargaining, provide notification to the union of the change as soon as possible. Early communication often alleviates a later dispute (this applies to non-unionized employers as well).
- Remember that even when the duty to bargain is excused by an emergency, there may still be a duty to bargain with the union over the effects of the unilateral change after the fact.
- When in doubt, discuss these issues with your labor and employment attorney before taking action.

Trevor Caldwell is an attorney at Barran Liebman LLP, where he represents employers in traditional labor and employment law. For questions, contact him at 503-276-2117 or tcaldwell@barran.com.

RE/MAX KEY PROPERTIES

RE/MAX

**2019 HALL OF FAME
AWARD WINNERS**

*A special recognition of top
producers among RE/MAX
brokers globally*



**BRIAN
MEECE**



**CINDY
KING**



**DAREN
CULLEN**



**MATT
JOHNSON**



**RYAN
BUCCOLA**



**CASCADIA
GROUP**

**2019 REALTOR OF THE
YEAR AWARD**
*Central Oregon Builder’s
Association*

*Presented annually by COBA
to acknowledge exceptional
representation of new home builders.*



**JOAN
STEELHAMMER**

**REALTOR EMERITUS
STATUS**
*National Association of
Realtors*

*A rare honor granted to members
of the NAR who have held
membership for at least 40 years.*

BEND

431 NW Franklin Avenue

☎ **541.728.0033**

🌐 **keypropertiesbend.com**

SISTERS

330 W Hood Avenue

✉ **info@keypropertiesbend.com**



All brokers licensed in the state of Oregon. Each office is independently owned and operated.

Touchless POS

Continued from page 1

everyone safer,” said a Square spokesperson.

Gary “Chip” Rothenberger, owner of Incred-A-Bowl food truck restaurant in the Old Mill District (See accompanying sidebar), is one such business owner who utilizes the touchless system offered by Square. “We were using the Square handheld device originally, but with our new trailer, and the concerns about the virus, we decided to upgrade to their full touchless POS,” he said. “We love it.” Rothenberger said that although the system is a bit expensive, it has worked well for him. “Square offers a great payment plan option, which we took advantage of.” He said the touchless POS was simple to install, and that his customers appreciate it as a payment option, though he also accepts cash.

Square and other providers offer several payment devices that enable sellers to make touch-free sales in whatever way works best for them and their customers, whether that involves having buyers self-swipe a credit card, dip a chip into the reader or go fully contactless with tap-to-pay credit cards or Apple Pay and Google Pay. Square also handles the backend payments infrastructure, and offers point-of-sale software that equips businesses with an efficient checkout system and add-on services that can track inventory, book appointments or handle other business tasks depending on needs.

PayPal is another of the leading online payment systems that offers POS services. Its Commerce Platform allows businesses to accept payments in-store or on-the-go with a card reader and a smartphone or tablet. Customers can pay however they wish — by credit card, debit card or via contactless payments such as Apple Pay. Card and contactless payments can be accepted in person with a selection of chip, tap and swipe readers and accessories that are compatible with most smartphones and tablets. QR codes are used to receive touch-free payments; businesses need only to download and display a QR code to start accepting payments, with no hardware, software or card reader required.

In addition to the safety measures that touchless systems offer, Rothenberger said he also appreciates the cost savings these payment methods can provide. “For years, the banks would lie to their customers about discount rates and hidden charges, to the point that it was almost impossible to get a straight answer as to what you were actually paying.” He added, “With a published discount rate of 1.5 percent, I would reconcile my payments at the end of the year and I was paying \$35,000-\$40,000 per year in processing fees on \$1,100,000 in sales, or roughly 3.5 to 4 percent, which is a huge hit for a small business.” He added, “After many years in the restaurant industry, I am happy to see platforms like Square being offered to small businesses.”

For business owners looking to streamline POS purchasing and create a touchless payment process for customers, here is a listing of companies to check out:

- Square — Variety of POS, ecommerce, recurring billing payment methods (squareup.com)
- PayPal — Payment processing services integration, POS integration, recurring billing (paypal.com)
- Forte — Multiple payment gateways, payment processing services

- integration, POS integration, recurring billing (go.forte.net)
- EzPay America — Payment fraud prevention, payment processing services integration, POS integration, recurring billing (ezpayamerica.com)
- Merchant One — POS systems, mobile payments, wireless programs, ecommerce (merchantoneprocessing.com)
- Flagship — In-store, mobile, online or mail order/telephone orders (MOTO) (flagshipcreditcardprocessing.com)
- Helcim — Card reader/POS, ecommerce, payments app, recurring, invoicing (helcim.com)
- Clover — POS systems for both sides of the counter (clover.com)

Incred-A-Bowl Offering Incredible Bowls & Better Burgers

by RONNI WILDE — CBN Reporter

Incred-A-Bowl joins the ranks of the growing food truck movement in Bend, offering signature bowls with Asian, Mexican, Seafood and curry blends, as well as burgers, chicken wings and fries.

“I was one of the original food truck operators in Portland, as well as having two brick-and-mortar restaurants there from 2003-2017,” said Owner Gary “Chip” Rothenberger. “After moving to Bend, I spent two years trying to secure a brick-and-mortar location to open a burger concept that I operated in Portland before becoming an investor in Little Big Burger.”

After being turned down on more than five letters of intent for building locations and seeing how high the rent rates were, Rothenberger said he decided to launch his new concept in the form of a food truck. “I will develop the concept, and then build or buy my own building and be both the landlord and the tenant, just as I did in Portland,” he said. “We launched our concept in early January just before the shut down, and then moved to the new location in mid-May and opened May 22.”

Rothenberger said the idea for Incred-A-Bowl was birthed when his wife began urging him to eat better. “My wife was attempting to get me to eat more healthily, so she started creating bowls for me, all of which were amazing,” he said. “It was then that I decided to combine my burger concept along with healthy bowls, and Incred-A-Bowl was born. The response has been better than we ever expected, and we couldn’t be more thrilled with our decision.”

Incred-A-Bowl is located at the Crosscut Warming Hut #5 at 566 SW Mill View Way in the Old Mill District across from the Box Factory, and is open from 11am-7pm Sundays through Wednesdays, and from 11am-9pm Thursdays through Saturdays.

incredabowlbend.com • 541-610-6594



INCRED-A-BOWL IS A NEW FOOD TRUCK IN THE OLD MILL DISTRICT | PHOTO COURTESY OF INCRED-A-BOWL



Raising the Bar
on Real Estate
in Central Oregon
Since 1967



dukewarner.com | 541.382.8262

Robots May Have Their Moment of Acceptance

TECH TRENDS

by PRESTON CALLICOTT, CEO — Five Talent Software, Inc.

Fifteen years back, the idea of robots in the workplace outside of manufacturing was seen as far-fetched or an anomaly. Then Amazon bought Kiva Systems, a robotic company, and started massive deployments in their warehouses. Fast-forward to January 2020 and Amazon's deployed 200,000 robots. There are autonomous robotic drones monitoring herds, crops and borders. Robots are delivering packages and groceries, restocking supplies in hospitals. Restaurants are using them to make hamburgers and other meals without human intervention. Security companies use them to monitor parking lots and large venues.



doing. Instead of staff walking aisles to locate and pick products off the racks, powerful robots move the racks to the humans. Besides speeding up warehouse processes, it reduces worker injuries and fatigue. Additionally, it reduces the area and objects humans infect with their breath and touch. With closely monitored fixed worker station areas, COVID-19 cleansing and disinfecting are done more efficiently and thoroughly.

Now move the clock to today amidst the raging pandemic, a moment when humans are concerned about exposure and think twice about close interaction with humans (at least the sane ones do). Robots are a sterile workforce, work 24/7 and can be sterilized as frequently as needed.

A robotics company, Diligent Robots, created a mobile robot called Moxi that is autonomous and socially intelligent. Its initial market entry was as a healthcare support robot. Moxi's role is not to replace healthcare workers such as nurses, rather to support them by doing mundane, repetitive work such as restocking supplies, removing soiled linen bags and delivering lab samples. There is a systemic shortage of nurses in our country, which existed way before the pandemic struck. Moxi is one solution to free up nurses to perform more important patient-focused services.

Another robotics company, UVD Robots, autonomously rolls through rooms and hallways disinfecting areas using ultraviolet lights. Its targets are infectious diseases, vira (ex. COVID-19), bacteria and other types of harmful organic microorganisms, killing them by breaking down their DNA-structure. Its use to disinfect COVID-19 patient rooms is a huge relief to overstressed hospital staff.

A Chinese AI/robotics company, Shenzhen MicroMultiCopter, recently announced it has deployed more than 100 autonomous robotic drones in several Chinese cities outfitted with thermal sensors that can read people's temperatures identifying possible COVID-19 infections and can also spray disinfectant in open spaces.

Amazon's investment in robots has not slowed its hiring frenzy for warehouse workers. The robotic strategy is to free up human workers to focus on tasks that require human-level judgement which robots currently have difficulty

Now back to our pandemic. Will people normalize the experience of coexisting with robotic assistants in the workplace and retail establishments? Studies monitoring autonomous robots roaming in close proximity with humans in retail outlets, warehouses and outdoor venues indicate humans quickly adapt to their presence. There are robots counting inventory and sharing aisles with people in grocery stores. One such robot is Walmart's fleet of Bossa Nova robots in 350 stores (as of January 2020) and rolling out to at least 1,000. At first, people were startled and confused and might reroute to avoid one. After months of encounters, shoppers just ignored them and were not concerned as a robot maneuvered around them and their shopping carts. Large retailers are starting to deploy robots such as Moxi to help disinfect the air, shelves and products.

A relevant field of study in robotics is known as Human-robot Interaction ("HRI"), which owes its existence to Isaac Asimov's novel, *I Robot*, published in 1950. Asimov famously crafted the Three Laws of Robotics:

1. A robot may not injure a human being or, through inaction, allow a human being to come to harm.
2. A robot must obey the orders given it by human beings, except where such orders would conflict with the First Law.
3. A robot must protect its own existence, as long as such protection does not conflict with the First or Second Law.

These original laws (there are a few new ones) are considered the foundation for crafting the AI engines that animate the robots of today. Tesla's Autopilot

Continued on Page 8 ►

FOR SALE OUTLAW STATION CAR WASH

Offered at \$823,820: 1045 W RAIL WAY, SISTERS

Located in the Sisters Outlaw Station Retail Center on the west side of US Highway 20, Outlaw Car wash utilizes an Autec Soft Cloth car wash system. Anchor tenants include McDonalds, Subway, and Ray's Market providing a steady stream of year-round vehicle traffic.

- Business and Real Estate
- 7.25% Cap Rate
- Constructed in 2014



BRIAN FRATZKE, CCIM
PRINCIPAL
BRIAN@FRATZKECOMMERCIAL.COM
[c] 541.480.2526 [o] 541.306.4948



541-306-4948
FRATZKECOMMERCIAL.COM



Rethinking the Right of Way

Necessity is the Mother of Invention, & The Downtown Bend Business Association is Helping Bend Small Businesses Chart a New Way Forward During the Coronavirus Pandemic

by DAVID HOPPER, Walking School Bus Coordinator — Commute Options

Central Oregon faces a dilemma over the Coronavirus pandemic. Reopening our businesses seems to many the most direct way to protect commercial interests and maintain the levels of employment that keep the economy turning. However, because many basic economic interactions take place indoors, reopening businesses poses an inherent risk for further transmission. The question for many business owners, then, is how to walk that line in the safest way possible.

The Bend City Council resolved on May 20 to allow the expansion of business tables and displays onto the public right of way, including sidewalks, as well as to allow the use of private parking lots for additional seating. This resolution also included an avenue for businesses to work together to request temporary street closures for seating and retail activities. These resolutions went into effect on June 3.

What might seem like a relatively simple task is in fact a complex, multi-level affair, says Mindy Aisling, executive director of the Downtown Bend Business Association (DBBA). A nonprofit that serves the 325 businesses and 85 property owners in the Bend Downtown district, the DBBA does not encourage or discourage this initiative one way or the other. However, they seek to facilitate the numerous conversations that must be had among various stakeholders before any changes can be made to the way we use our streets and sidewalks.

On a high level, these conversations are about balancing the needs of the people who live, work, dine and shop downtown, as well as the needs of building owners. A restaurant that may desperately want to procure more outdoor seating space may run into difficulties when negotiating with a neighboring business that depends on vehicular access for curbside pickups. Under normal circumstances, there are clear expectations around the use of public space. But now, with so many small business owners already struggling to stay open by patching together new policies and adaptations, resistance to further change is understandable.

This is not an insurmountable task: businesses along Tin Pan Alley and on Minnesota Avenue have reached agreements already, and in McMinnville the Downtown Association has implemented a similar plan already. In Downtown



PHOTO | COURTESY OF COMMUTE OPTIONS

Bend, the process benefits from other community facilitators working closely with business and building owners to reach agreements. Ms. Aisling wishes to highlight Ben Hempson with the City, as well as Anthony Broadman representing 900 Wall for their work around these issues.

While consensus and agreement are the ideal methods, under the current City initiative there are structures in place to move forward if consensus can't be reached. In those cases, every building owner along a street or alley in question casts a vote weighted by their building's square footage touching the space in question. There is disagreement and conflict in this space, but also the opportunity for downtown Bend to step outside business as usual and adapt to the needs of a new economic environment. In so doing the community can set the stage for what cooperation looks like in the future.

Interested parties may submit a proposal for business use of the public right of way. City staff will be available to meet with business owners to review proposals and clarify requirements prior to submission.
commuteoptions.org

Tech Trends

Continued from page 7

and Full Self-Driving capability is based on algorithms with these principles at their core, and, just like in *I Robot*, it grapples with the dilemmas such as those featured in the book. One example is the "least worst" problem. If a Tesla car tries to avoid a collision with one vehicle, say with a busload of children, but results in plowing through a group of pedestrians as the only alternative, which one does it choose? If a third alternative is to go over a cliff and kill the car's passengers, will it consider killing the occupants as the least worst? Just to be clear, if a human were driving, the choices would be the same, however self-preservation would no doubt eliminate the third option.

If robots are given a level of autonomy to combat the spiraling COVID-19 spread, will it be given the power to disburse crowds, issue citations for violating distancing laws, scan people's faces and temperatures and notify authorities? How will we feel about a robot interjecting itself so intrusively in our daily lives?

As more robots hit the aisles and streets to combat the pandemic and become part of the background noise in our lives, the more we will accept them as we did with cell phones in the late 90s and earbuds in recent years. However, I can see the headlines screaming about the "injustice" of having robots taking steps to protect the majority by hassling those who may be, or at risk of being, infected. I, for one, am ready to have benevolent robots help us keep everyone healthy and safe.

Find Out More
digitalrobots.com; uvd-robots.com; mmcuav.com; bit.ly/Amazon-Robots; bit.ly/TechCrunch-Walmart-Robots

Preston Callicott is CEO of Five Talent Software, Inc. based in Bend. His hope is writing articles such as this one will allow his mind to stop waking him up at 4am with "aha's" and "oh-my's" about the massive impact tech has on our collective future.

fivetalent.com

NOT ON THE LIST?

Central Oregon's Most Effective B2B Marketing Tool

GET ON IT!

ads@cascadebusnews.com | 541-388-5665



Duke Warner Trend Report for June 2020

Living in Central Oregon certainly has its advantages. Beautiful lakes, crystal clear rivers, abundance of sunshine, great craft breweries, sunshine (did we mention this previously?) and a bustling real estate market. If you have ever considered leaping into homeownership in Bend, there is no better time than the present. Our monthly report provides our compiled “boots on the ground” data regarding the real estate market in stunning Central Oregon. The one fact that jumps out at us — the housing market is still the most reliable investment you can make for the future. Our June predictions were defined as strong, as we stated. We foresee finishing strong in July, as well. Here are our latest findings from the previous month.

June 1 Inventory and Looking Ahead

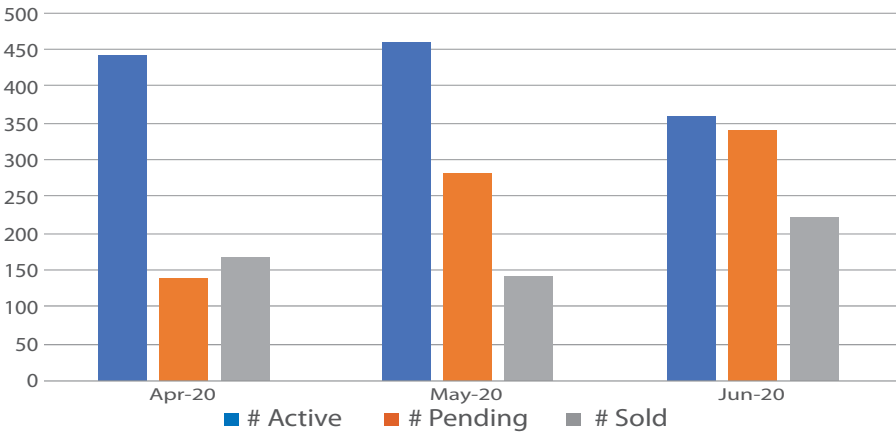
There were fewer active listings in June vs. May as well as fewer new listings over the previous month. We discovered 363 active listings and 250 new listings in the Bend market within a diverse pricing range. There are still various homes currently on the market for the homebuying shopper in Bend or Redmond. Even though June indicated fewer active listings, the pending home count in June vs. May was increased by the approximate amount reduced in the active listing category. June’s pending listings were 343 vs. 285 from May. Central Oregon Real Estate market sees record-breaking sales this year, which should provide homebuying confidence. The number of sales increased substantially from May. June landed on 225 properties sold vs. May closing 145 homes in Bend. Redmond was on fire and up all across the board. As of July 1, active listings showed an increase from 202 homes overall in May to 211 currently active listings in June. Unlike the Bend market, the number of new listings in Redmond as of July 1 increased to 126 vs. May’s 115. The count for both Bend and Redmond continued strongly in June. As we move through July, we see the combined active listings for residential homes with less than one acre in Central Oregon land with 664 homes available to potential homeowners.

Month-end June statistics for the Redmond market show us 96 homes sold, 126 new homes on the market and 153 homes pending. The majority of Redmond’s market active homes were in the \$325,100-\$425,000 price range, showing a decent increase from last month to 96 homes. The \$225,000-\$325,000 also had a mild decrease to 23 active listings, the \$425,000-\$525,000 range decreased by one listing to 42 and the \$525,000 and up price range climbed up one to 49 active listings.

For Bend, the number continued to indicate less inventory on the market in June but far more pending transitions from the previous month. Promising news for home sellers. There was a decrease from ten active listings to five in the \$225,000-\$325,000 range, a decrease from 104 in the \$325,100-\$425,000 range in May to 70 in June. Slightly decreasing with 62 active listings in the \$425,100-\$525,000 range and also down to 32 in the \$525,100-\$625,000 price range. The \$625,000-\$725,000 had 39 active listings, the \$725,000-\$825,000 had 42 actives and the \$825,000-\$925,000 lowered to 37 active homes listed. The \$925,100 + range has 76 active listings in June vs. 81 in May. Now is a great time to sell your home.

In our Central Oregon real estate market, buyers often look for competitive pricing as they consider properties. With low-interest rates and a wide variety of inventory in multiple price ranges, 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

Bend Real Estate Market Trend Report



Duke Warner Broker for seasoned, expert advice. Our brokers will share their variety of experience, excitement and in-depth market knowledge while they work for you.

Sold and Pending Listings

In June, Bend had a massive leap in pending homes as previously mentioned from 285 in May to 343 in June, and Redmond had an equally impressive jump to 153 pending vs. 97 the previous month. These numbers remain consistent and tell us both buyers AND sellers are competing for available properties. For sold listings in Redmond, there was an increase from 67 in May to 96 in June. Bend was similar with a substantial increase from 145 sold in May to 225 sold in June. Based on the increased number of pending homes underway currently, we anticipate the sold numbers for both cities to continue on the upward swing for 2020.

Looking Ahead

There is no more valid statement than “there is no place like home.” Our research has concluded that now is an excellent time to move into homeownership or sell your home in Central Oregon: an investment of a lifetime that continues to give back to you, your family, your future and your wealth portfolio. Our team of real estate experts are always available and happy to help guide you in the home buying and selling journey. With 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 experienced team knows how to price properties according to the market trends, and our expertise in the industry is reflected in our willingness to work hard for our clients. You can’t fake experience.

Give us a call today and let us help you get started! We can be reached at 541-382-8262 or send us an email at info@dukewarner.com.
dukewarner.com

BUSINESS FOR SALE

Martolli's Hand Tossed Pizza of Sisters 220 W. Cascade Street, Sisters

\$320,000

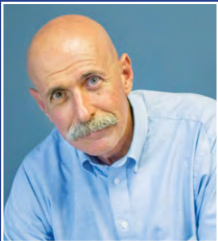


Fresh ingredients, dough and sauces made daily from scratch
Baked in old fashioned slate ovens

Established in Sisters in 2002
Trained employees
Solid revenue through COVID
Sale includes equipment, recipes, all marketing,
online ordering system

Contact Bruce Barrett, Broker
541-410-3484

“Home of the Finest Real Estate Professionals in Central Oregon”



Pete Rencher

541-420-3423

Pete@windermere.com



Bruce Barrett

541-410-3484

Barrett@windermere.com



Tony Levison

541-977-1852

Alevison@windermere.com



Christin Hunter

541-306-0479

Christinhunter@windermere.com



Tom Lasswell

541-706-1820

Tomw@windermere.com



Gary Diefenderfer

541-480-2620

Garydief@windermere.com



CentralOregonCommercial.com

Windermere Central Oregon Real Estate
695 SW Mill View Way Bend, OR 97702 • 821 SW 6th Street Redmond, OR 97756

District 2 East

Continued from page 1

Continued from page 1

by its sister campus, known as District 2 West, located across York Drive, which provides a home to an eclectic range of users including Hydro Flask, Kollektive, Thump and other tenants.

Construction on the first building of District 2 East started last fall and initially accommodated the growth of local software firm Five Talent, which occupied over 10,000 square feet.

The second building completed houses Plateau Forest Products, with other space in the overall campus being occupied by tenants including Dutchie (an online cannabis marketplace), Fatbeam (an industry leader in the Pacific Northwest delivering fiber infrastructure connectivity to customers including schools, businesses and governments looking to accelerate their growth in the Western US) and a flagship location for Stifel (a diversified global wealth management and investment banking company “focused on building relationships that help individuals, families and organizations pursue their financial goals”).



CANTILEVERED DECK SPACE



RIDE SHARE COVERED WAITING AREA



PHOTOS | BY CASCADE BUSINESS NEWS

KBND

NEWSTALK

**FM 100.1
AM 1110**

DEPEND ON US

CENTRAL OREGON'S HERITAGE STATION



FRANK BONACQUISTI, PAUL HANSON,
FARRAH BAHM
KBND LOCAL NEWS TEAM





RUSH LIMBAUGH
MONDAY-FRIDAY 9-NOON
SUNDAY 10-1



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



LARS LARSON
MONDAY-FRIDAY NOON-3
MONDAY-FRIDAY 8-10PM



MARK LEVIN
MONDAY-FRIDAY 3-6PM

A woman in a blue floral dress is holding several pink cherry blossoms in her hands. The image is split diagonally from the top left to the bottom right. The upper left portion is green and contains the text "Got Green? We Do!" in white. The lower right portion is also green and contains the GreenEarth Cleaning logo, which consists of a stylized leaf icon above the text "GREENEARTH®" and "CLEANING" in a smaller font. Below the logo, the text "MIRROR POND CLEANERS" is written in large, bold letters, with "CLEANERS" in red. Below that is the phone number "(541) 389-1411". At the bottom, the address "615 NW Franklin Ave. • Bend, Oregon 97701" is listed. In the bottom left corner, there is a logo for "GREENEARTH® CLEANING" featuring a stylized leaf icon. In the bottom right corner, there is a red logo for "SUDDEN SERVICE".

The project has received overwhelmingly positive feedback, with Fatbeam PR and Marketing Manager Kennidy Nimri commenting, “We at Fatbeam are extremely proud to be a part of this incredible project. The City of Bend has so many innovative and growing businesses, and the fact that we get to be a part of their growth by supporting them with dedicated fiber infrastructure is such a great opportunity.”

Given the slope on the site and amount of fill material needed to accommodate the campus, three distinctive expansive tiered retaining walls were built along Mt. Washington Drive, with signage and landscaping following, before tenants started moving into the vibrant working space close to favored restaurants, businesses and coffee shops, as well as minutes away from trails for lunchtime rides.

The space has been marketed by local commercial real estate firm Compass Commercial, with around 17,000 square feet remaining available to lease.

Compass Principal Broker Bruce Churchill described the vision of the original District 2 projects as Bend’s “small-scale version of Silicon Valley” featuring software, biotech and robotics companies as part of a high concentration of tech ventures in Bend.

He said the continuing campus feel and modern building architecture with open spaces, roll-up garage doors and abundant natural light were designed by TaylorNW to successfully attract tech and other symbiotic companies.

Steele Associates principal Scott Steele said, “We worked hard to make the building shells as flexible as possible, with high volume open structures and no



FINISHING TOUCHES ON DISTRICT 2




PHOTOS | BY CASCADE BUSINESS NEWS

columns. We don’t even have the slab poured until the wire and data is installed, and tenants appreciate the high degree of customization made possible to best tailor improvements to their specific needs.”

He added that the campus represented best practices in sustainability, including deep natural light penetration, passive solar and optimal energy efficiency, while design features including corrugated steel, wood accents, roll-up doors and exposed structural elements gave a relatively modern look.

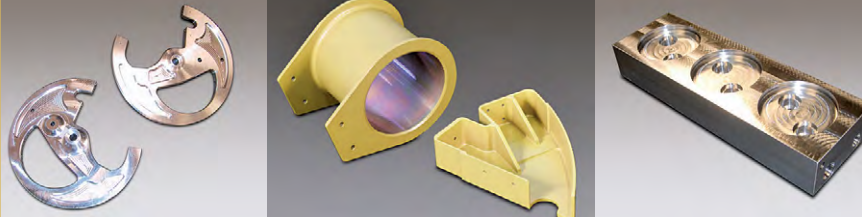
The project will also have nine electric vehicle charging stations, as part of a Pacificorp-sponsored program, and has a rideshare station sheltered waiting area.

For leasing information, contact Compass Commercial, 541-388-2444

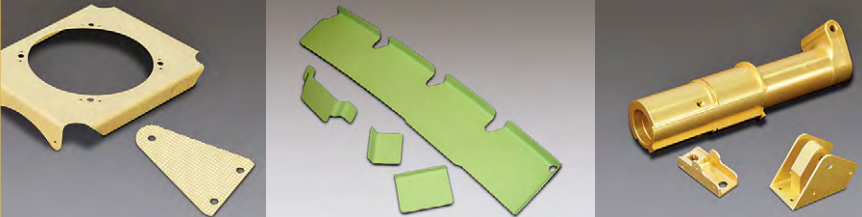


EST. 1973
BEND, OR


PRECISION MANUFACTURING



- Specializes in CNC Machining, Fabrication and Assembly for Aerospace Electronics, Medical Equipment, Industrial Manufacturing and Construction
- Highly trained to work very close tolerances specified by today’s customers



- We strive to be competitive in all of our capabilities and services
- Projects range from one-off R&D, to long term Production Contracts
- Committed to exceeding your expectations for quality and delivery



ISCO Manufacturing Solutions
63055 NE Corporate Pl #1, Bend, OR 97701
Iscomach.com | (541) 382-1573

Serving all of Central Oregon since 1995

Your Security is Our Priority

SecureTrust

SecureShred is a professional member of the National Association for Information Destruction as well as HIPAA and Gramm-Leach-Bliley compliant.



COMPLETE, ON-SITE
DOCUMENT DESTRUCTION

541 382-2263



SecureShred® is a division of Bend Garbage & Recycling

NAID Member, HIPAA and Gramm-Leach-Bliley compliant.

COVID-19 & the Central Oregon Multifamily Market

The world has changed dramatically in the last four months. No one anticipated or planned for the COVID-19 pandemic.

We at Compass Commercial Real Estate are asked on a regular basis how this has impacted the local real estate market and, more specifically, the local multifamily real estate market. There are no shortages of opinions on the subject. Our inboxes fill with webinars, newsletters, news flashes and other thoughts of how this crisis is impacting various markets. The opinions are diverse and changing as the situation continues to develop.

So far, measurable impacts are minimal, but we are early in the game. So here is some perspective.

Leading up to March of 2020, the local multifamily market was vigorous and healthy. Vacancy rates for the last few years were running between two and four percent. Rents had steadily increased, but the rates of increase had leveled off more recently. New construction was robust, but not seeming to cause oversupply, as new deliveries were readily absorbed. Buyer demand was extremely high, with very few owners willing to sell. Property valuations had risen steadily and consistently. The dark clouds were rent control and other government interventions.

From a real estate perspective, we are very early in assessing the impacts of COVID-19. With real

estate trends being more long-term, markets could be impacted for months or even years to come. But what has changed so far?

- There is uncertainty about the tenant’s ability to pay rent. It appears the nonpayment of rent is only elevated slightly from pre-COVID-19. When government stimulus programs run out, this may become more of an issue.
- Tours and inspections of occupied units pose a challenge during transactions. Buyers’ ability to inspect may be somewhat compromised.
- There is great concern about increased government intervention.

What has not changed?

- Vacancy rates are holding steady.
- New construction is continuing, at least as it applies to those projects already in the pipeline.
- Investor demand continues to be strong.
- Sellers are still in short supply.

The longer-term impacts are still very uncertain. It would seem there may be some softening in both valuations and rental rates. Thus far, there is



IMAGE | COURTESY OF COMPASS COMMERCIAL

no evidence of that.

Will the COVID-19 recession result in increasing vacancy and delinquency rates and a corresponding softening of rental rates? Will we see a market pricing correction? There is still strong investor demand. Multifamily continues to be a favored asset class. If for sale inventory continues to be scarce, then this correction may not happen. Please let us know what you are experiencing and or expecting.

To find out about new multifamily listings, sign up for new listing alerts by going to: compasscommercial.com/mfnews.

compasscommercial.com

CascadeBusNews.com

Voted
“FAVORITE GOLF COURSE”
in Central Oregon



Purchase a River’s Edge Golf Pass for just \$59 and receive up to 38% off regular green fees!

Golf Pass also includes participation in River’s Edge Club events, as well as pro shop and golf lesson discounts.

Annual unlimited play memberships starting at \$1350

Golf Digest “Best Places to Play” rated ★★★★★

RiversEdgeGolfBend.com
400 Pro Shop Drive, Bend, OR 97703 | 541-389-2828



Five Talent 

We help companies build scalable, affordable solutions using today's most advanced cloud technologies.

CUSTOM SOFTWARE FOR THE DIGITAL AGE

- ❖ Ideation
- ❖ Proofs of Concept
- ❖ SaaS based applications
- ❖ Custom Mobile, IOT, and Enterprise apps
- ❖ Go to market strategies
- ❖ AWS Well-Architected best practices

CALL US TODAY
WE CAN HELP YOU GROW YOUR BUSINESS!

info@FiveTalent.com | 1.800.770.1868

Getting the Guidelines Right for Architecturally Exposed Structural Steel

by NATE MENUEZ, PE, LEED AP — Morrison-Maierle

There's no doubt about it: architecturally exposed structural steel (AESS) is a popular design choice not only because it can improve aesthetics but also add significant value to a building. Until a few years ago, the specifications were vague and too much was left up to design teams' interpretation.

In 2016, the American Institute of Steel Construction (AISC) introduced a revised approach to the design and specification of AESS. In my opinion, previously the code did not clearly define the terms of AESS, leading to subjective opinions, incorrect interpretation and disagreements amongst team members in the field. The intent of the updated version is to provide clearly defined best practices, leading to the same level of expectations between the designers, fabricators and erectors.

The 2016 AISC implements a new, clearer approach to specifying AESS, organized using five categories. Each of the five categories (1, 2, 3, 4 and C) provides architects with a method of articulating AESS in their projects with a clear understanding of the final product.

- The five categories defined in Section 10 of AISC are:
- AESS 1: Basic Elements — Minimum treatment beyond standard fabrication
 - AESS 2: Feature Elements not in close view (greater than 20 feet)

- AESS 3: Feature Elements in close view (closer than 20 feet)
- AESS 4: Showcase Elements — Special surface and edge treatments
- AESS C: Custom Elements

Continued on Page 15 ►



THE BERT MOONEY AIRPORT TERMINAL IN BUTTE, MONTANA INCORPORATED ARCHITECTURALLY EXPOSED STRUCTURAL STEEL THROUGHOUT THE PROJECT | PHOTO COURTESY OF MORRISON-MAIERLE

Hey, There!

Go West, they said. So we did.

For nearly 25 years we've had the honor of working for clients like the Redmond Airport. As your "new" neighbor, we're anxious to become a permanent part of your community, and we've set up shop near the airport.

Let's talk engineering, survey, planning, and science.



www.m-m.net/gowest

Headquartered in Montana with offices in Wyoming, Washington, and Oregon

(541) 699-5432 ■ 2659 SW 4th St., Suite #102, Redmond



Engineering Firms (Listed Alphabetically)

| Company / Address | Phone | Fax | WebSite/Email | Contact | Staff | CO Year Est. | Licensed Engineers | Services |
|---|--------------|--------------|--|------------------------------------|-------|--------------|-------------------------|--|
| AKS Engineering & Forestry 2777 NW Lolo Dr., Ste. 150 Bend, OR 97703 | 541-317-8429 | N/A | www.aks-eng.com chambersc@aks-eng.com | Chris Chambers, Brian Wilkinson | 13 | 2008 | Licensed PEs & 1 PLS | Civil engineering, land surveying, site planning, natural resources, water resources, forestry, arborist services, construction support, GIS, landscape architecture. |
| Armstrong Surveying & Engineering Inc. 267 NE Second St., Ste. 100 Prineville, OR 97754 | 541-447-7791 | 541-416-1602 | www.armstrongsurveying.net admin@armstrongsurveying.net | David B. Armstrong | 5 | 1977 | 1 | Land & construction surveying/civil engineering relating to subdivision & water rights. |
| Ashley & Vance Engineering 33 NW Franklin Ave. Ste. 110 Bend, OR 97703 | 541-647-1445 | N/A | www.ashleyvance.com info@ashleyvance.com | John Fischer, PE, Jim Lord, PE | 16 | 2005 | 7 | Committed to offering our clients creative, collaborative, & cost-conscious civil & structural engineering solutions that range from residential to large-scale community infrastructure projects. |
| BECON 549 SW Mill View Way, Ste. 100 Bend, OR 97702 | 541-633-3140 | N/A | www.beconeng.com info@beconeng.com | Erik Huffman | 14 | 2012 | 4 | Civil engineering, environmental engineering, land surveying & construction services. |
| Bend Structural Engineering, PC 61535 S Hwy. 97, Ste. 9-247 Bend, OR 97702 | 541-977-3738 | N/A | www.bendstructuralengineering.com sandy.c@bendbroadband.com | Sandy Crenshaw, Sandy Crenshaw | 2 | 2005 | 1, 1 | Structural engineering services for architects, designers, homeowners & contractors on residential, commercial & industrial projects. Licenses in Oregon, Washington, Idaho, California & Montana. |
| CA Rowles Engineering, PC 1345 NW Wall St., Ste. 200 Bend, OR 97703 | 541-585-2207 | N/A | carowlesengineering.com info@carowles.com | Charlie Rowles, PE | 5 | 2004 | 1 | Civil engineering, building design & planning. |
| Cascade Crest Consulting Engineers PO Box 2242 Sisters, OR 97759 | 541-419-5139 | N/A | www.cccengr.com cccengr@msn.com | Eugene L. Trahern | 2 | 2002 | 1 | Structural, seismic evaluations & renovation design. Insurance & litigation claim support. |
| CEA Consulting Engineers 1345 NW Wall, Ste. 101 Bend, OR 97701 | 541-318-0404 | 541-322-5731 | www.cca-engineering.com larrys@cca-engineering.com | Larry Scharf | 5 | 2000 | 1 | Mechanical engineering, HVAC consulting, plumbing & electrical. |
| Century West Engineering Corporation 1020 SW Emkay Dr., Ste. 100 Bend, OR 97702 | 541-322-8962 | 541-382-2423 | www.centurywest.com jroshak@centurywest.com | Joe Roshak | 14 | 1969 | 8 | General, civil & aviation. |
| ColeBreit Engineering 721 SW Industrial Way, Ste. 110 Bend, OR 97702 | 541-728-3293 | N/A | www.colebreit.com Laurabreit@colebreit.com | Laura Breit, PE | 14 | 2013 | 7 | Mechanical, electrical, plumbing engineering & design services. |
| David Evans & Associates, Inc. 320 SW Upper Terrace Dr., Ste 102 Bend, OR 97702 | 541-389-7614 | 541-389-7623 | www.deainc.com kws@deainc.com | Ken Schalk | 2 | 1986 | 1 | Civil engineering, water resource engineering, geographic information system (GIS), traffic engineering, surveying, landscape architecture, planning. |
| DENT Instruments Inc. 925 SW Emkay Dr. Bend, OR 97702 | 800-388-0770 | 541-385-9333 | www.dentinstruments.com sales@dentinstruments.com | Christopher L. Dent | 22 | 1988 | 2 | Design & manufacture of portable energy & power measurement instruments. |
| DOWL 963 SW Simpson Ave., Ste. 200 Bend, OR 97702 | 541-385-4772 | N/A | www.dowl.com jamason@dowl.com | Justin Mason, PE, CWRE | 15 | 2013 | 7 | Engineering, surveying, construction management & inspection. |

Continued on Page 16▶



Thoughtful Process, Creative Solutions

Thank You to Our Clients for Over 15 Years of Collaboration

We're Moving!
The Bend office will be moving to
365 NE Quimby on August 1st



Proud to be ranked the #5
Best Structural Firm
To Work For in 2020

Missoula • Bend • Spokane
Whitefish • Portland

365 NE Quimby Avenue, Bend, OR, 97701 | 541-389-9659
www.eclipse-engineering.com

Terry Sprecher RG, CWRE
Registered/Licensed Geologist in OR, WA, ID, AK
Environmental Consultant
CWRE in OR



Sprecher group



c 541.419.0883
p 541.306.3709
WBE/ESB #5687
2445 NE Division Street, Ste. 300
Bend, Oregon 97703
terry.sprecher@sprechergroup.com
www.sprechergroup.com



STRUCTURAL ENGINEERING

Phone: 541.977.3738

Over 20 year of commercial, residential
and industrial structural engineering
projects in Oregon
www.bendstructuralengineering.com

Morrison-Maierle

Continued from page 13

Selecting the Correct Category

Several factors will influence the AESS Category that is right for your project. Primarily, it is important to understand the context surrounding the steel member/system before choosing the correct category. Some of the more common elements that can impact the category selection might include:

- Member visibility
- Viewing distance
- Location
- Lighting
- Coatings
- Building style
- Adjacent structures

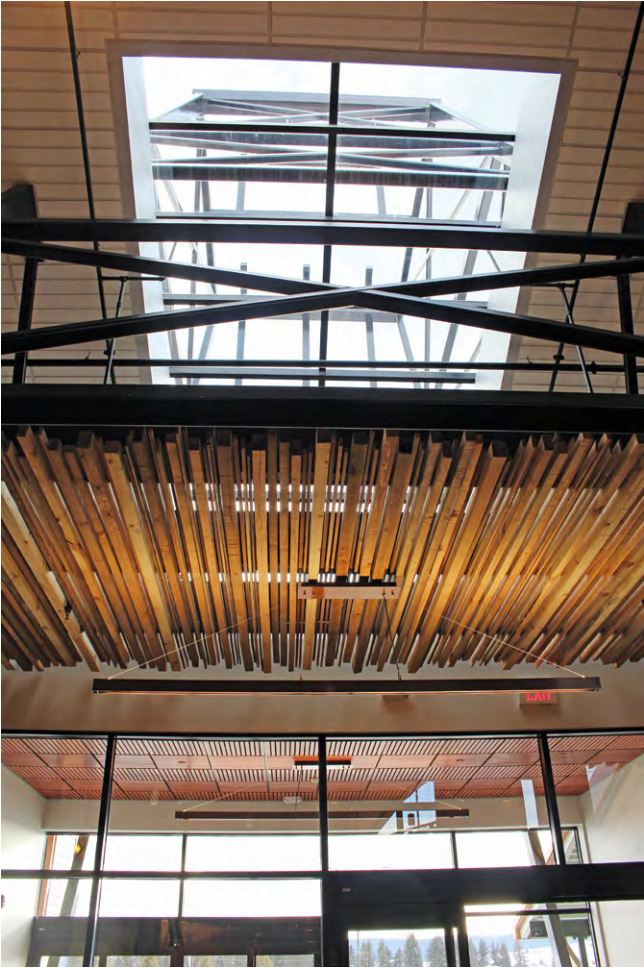
Keep in mind too, that project costs are likely to increase as you move from AESS 1 to AESS C. Most likely, cost will be a big driver in the selection of the AESS Category. The best approach is to get the Category selected early in the project, maybe even shoot a little high in case Value Engineering (VE) plays a role in reducing the initial selection.

Getting the Timing Right

We all realize architecturally exposed steel can add significant value to a building. By selecting the appropriate AESS Category, design teams can help solidify this value. It is important to coordinate with your structural engineer since fabricators, erectors and contractors will refer to the structural drawings for fabrication, erection, field revisions, etc.

Like many aspects of the design process, AESS decision making is much easier when we plan ahead. Involving the entire design team as early as possible in the process to make these types of decisions is the best approach for all.

Making the right choice when it comes to exposed structural steel is something that takes time and research. We would be happy to answer any



THE BERT MOONEY AIRPORT TERMINAL IN BUTTE, MONTANA INCORPORATED ARCHITECTURALLY EXPOSED STRUCTURAL STEEL THROUGHOUT THE PROJECT | PHOTO COURTESY OF MORRISON-MAIERLE

questions you might have as you plan and design your next project.

Nate J. Menez, PE., LEED AP is a senior structural engineer in Morrison-Maierle's Bozeman office. He is experienced in overall project management, design, construction management and special inspection high-end residential, educational campuses, commercial buildings, water/wastewater facilities, water holding structures and bridges. Nate has over 30 years of experience in the construction industry. He enjoys all things about the Montana lifestyle with his wife, Tracy, his son, Joey, his daughter, Mae and a truck full of English Setters.

m-m.net

COLEBREIT

ENGINEERING

QUALITY. INTEGRITY. EXPERTISE

Offices in Bend and Corvallis
colebreit.com

Mechanical | Electrical | Plumbing | Fire Protection | Energy Modeling
Woman Owned Small Business: MWBE | ESB | WOSB

Professional Engineering Registrations
OR | CA | WA | AK | AZ | CO | ID | IL | FL | GA | LA | MA | MI | MT | NH | NJ | NV | TX

ColeBreit Engineering offers a full range of Mechanical, Electrical and Plumbing design and engineering services in Central Oregon and beyond.

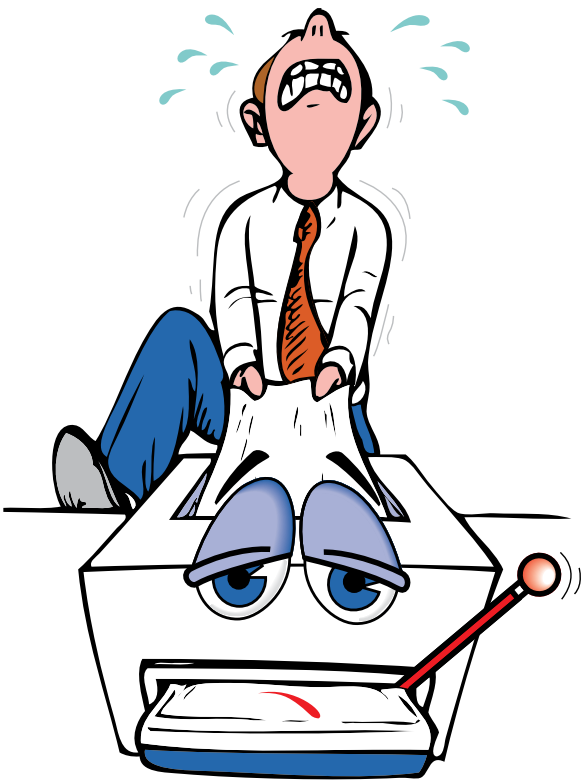
▶ CONTINUED FROM PAGE 14

Engineering Firms *(Listed Alphabetically)*

| Company / Address | Phone | Fax | WebSite/Email | Contact | Staff | CO Year Est. | Licensed Engineers | Services |
|--|--------------|--------------|--|-------------------------------|-------|--------------|--|---|
| Eclipse Engineering Inc. 376 SW Bluff Dr., Ste. 8 Bend, OR 97702 | 541-389-9659 | N/A | www.eclipse-engineering.com jarmstrong@ecimt.com | Julie Armstrong | 11 | 1998 | 6 | Structural engineering services, with five offices located in the northwest. License to provide structural engineering services on projects throughout the United States & Canada. |
| ENERGYneering Solutions Inc. (ESI) 15820 Barclay Dr. Sisters, OR 97759 | 541-549-8766 | N/A | www.energynearingsolutions.com corporate@energynearingsolutions.com | Julie Benson, Benny Benson | 45 | 2007 | 13 | An innovative engineering, construction & operations consulting firm committed to delivering quality renewable energy solutions in today's rapidly changing energy markets to provide clients with unmatched experience, flexibility & follow-through within the renewable energy industry. |
| Ferguson & Associates, Inc. PO Box 1994 Redmond, OR 97756 | 541-788-6282 | N/A | www.traffic-team.com gscott@traffic-team.us | Scott Ferguson | 2 | 1999 | 1 | Regional transportation planning, traffic engineering, parking studies, traffic impact studies, trip generation studies. |
| Froelich Engineers, Inc. 745 NW Mt. Washington Dr., Ste. 204 Bend, OR 97703 | 541-383-1828 | N/A | www.froelich-engineers.com kclifford@froelich-engineers.com | Tim Froelich, Kim Clifford | 34 | 1991 | 5 in the Bend office, 31 overall | Structural & civil. |
| Garland Engineering, LLC 61360 King Solomon Ct. Bend, OR 97702 | 541-948-1539 | 541-508-0766 | www.garlandengineering.com ggbend@gmail.com | Glenn D. Garland, P.E. | 1 | 2008 | 1 | Residential & light commercial structural design, building design, heavy timber design, site plans, grading & drainage plans, drafting & plan production. Licensed in OR, WA, ID & CO. |
| H.A. McCoy Engineering & Surveying, LLC 1180 SE Lake Rd., Ste. 201 Redmond, OR 97756 | 541-923-7554 | N/A | www.ham-engr.com office@ham-engr.com | Hayes McCoy | 12 | 2013 | 1 licensed engineer, 2 licensed land surveyors. | Civil engineering, land surveying & land use planning. |
| Harper Houf Peterson Righellis Inc 250 NW Franklin Ave., Ste. 404 Bend, OR 97703 | 541-318-1161 | 541-318-1141 | www.hhpr.com nicolass@hhpr.com | JT Haglund, Nicolas Speros | 5 | 2005 | 2 | Civil engineering, land surveying, structural engineering, water resources, land use & planning, landscape architecture, construction management, natural resources & environmental permitting, visual communications & software sales (Civil Tools Pro). Licensed surveyors: 1 |
| HDR Engineering, Inc. 404 SW Columbia St., Ste. 240 Bend, OR 97702 | 541-693-9020 | 541-693-9021 | www.hdrinc.com/home sandra.siemens@hdrinc.com | Sandy Siemens | 10 | 2010 | 5 | Architecture, asset management, commissioning & operations, economics, engineering, environmental sciences, finance, planning & consulting, project delivery, real estate, research, sustainability & resiliency. |
| HWA 62930 OB Riley Rd., Ste. 100 Bend, OR 97703 | 541-389-9351 | 541-388-5416 | www.hwa-inc.org granth@hwa-inc.org | Grant Hardgrave | 13 | 1987 | 5 licensed engineers & 2 licensed surveyors. | Civil engineering, surveying & land use planning. |
| JJC Engineering 70 SW Century Dr., Ste. 100-156 Bend, OR 97702 | 541-728-3624 | N/A | www.jjceng.com jjc@jjceng.com | Jay Castino | 1 | 2005 | 1 | Mechanical engineering. |
| Kittelson & Associates, Inc. 1001 Emkay Dr., Ste. 140 Bend, OR 97702 | 541-312-8300 | N/A | www.kittelson.com sbeard@kittelson.com | Scott Beaird, PE | 9 | 2008 | 4 | International transportation planning, engineering & research firm. |

Continued on Page 18 ▶

PAYING **TOO MUCH** FOR YOUR
PRINTER'S MAINTENANCE?



- ✓ Onsite Cleaning/Repair Labor in Bend
- ✓ 10% OFF "New Customer" Toner Order
- ✓ No contract necessary
- ✓ Follow-up call in a week
- ✓ Small enough to care; Big enough to take care of you!
- ✓ Free recycling of printers, toners & ink cartridges
- ✓ New tree planted with every service & cartridge bought

\$49⁰⁰
July Only

If we cannot fix it, No charge to you!
2669 NE Twin Knolls Dr., Suite 205, Bend
(541) 318-5211



PRINTER RESOURCES AND RECYCLING

20 Years proudly serving Central & Eastern Oregon

www.MyPrinterResources.com

Professional Engineers Pivot State Conference to Live Webinar in Early Days of Pandemic

by TOM HEADLEY, PE, CWRE — Century West Engineering

Since 2017's record-setting conference attendance in Sunriver, the Professional Engineers of Oregon (PEO) had been looking forward to the 2020 annual event's return to the picturesque community nestled among Central Oregon's Ponderosa pines. As with all conferences, the planning of the April 30-May 1, 2020, event began immediately on the heels of the 2019 annual meeting. Thoughts of brewery tours, golf and stargazing had engineers across the state excitedly planning throughout a year of board meetings. By now we're all familiar with the narrative, so suffice it to say that two months prior to the conference, the global coronavirus pandemic shuttered the much-anticipated gathering.

In the days following the cancellation of 2020's event, the statewide PEO leadership considered options. The most straightforward decision was to simply cancel the conference for the year, returning on the scheduled rotation in 2022. Fortunately, once a group of engineers gets together in a video-conferenced "room," solutions begin to outweigh problems. The statewide organization, founded on the premise that licensed Professional Engineers are ethically bound to the protection of the public's health, safety and welfare, decided to shift its conference to a live webinar format.

PEO's Executive Director, Belinda Rasmussen of Association Business Management, and Ralph Cohen, PE, PEO, vice president from the Columbia Chapter in Portland, shared their collective knowledge of the Zoom Videoconferencing platform to lead the technical aspects of hosting



the webinar. The conference committee quickly contacted a select group of presenters who had previously agreed to participate in the in-person conference; the group enthusiastically accepted the webinar invitation. Promotion pivoted to encourage engineers across the state to strengthen their connection to their peers during challenging times, all while earning the Professional Development Hours (PDHs) required to maintain Professional Engineering licensure in the State of Oregon. Registration numbers began to climb.

The annual conference has long been the largest fundraiser for the state MATHCOUNTS Foundation, PEO's Education Foundation and Central Oregon's Engineering Scholarship Fund, all of which encourage students toward STEM education and engineering careers. Conference Co-Chair, Lisa Splitter, PE, of The Wallace Group suggested that \$10 of every registration fee go to the attendee's choice of the foundations associated with PEO. Immediately, this was promoted as a means of helping the organization further its educational aims during uncertain financial times. The modest goal of 40 attendees was quickly surpassed, as the group proved to itself once again that creativity is the key to adapting.

Under the banner of the original conference theme, Engineering 2020: People, Progress, Planet, the morning of May 1 saw the participant count including presenters approach 90. As attendees settled in from their devices across the state,

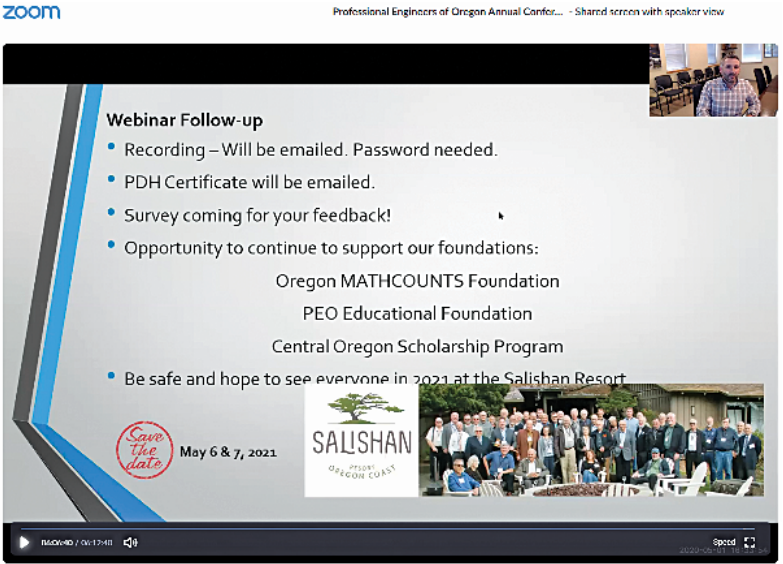


PHOTO | COURTESY OF CENTURY WEST ENGINEERING

PEO State President, David Etchart, PE, made his welcoming remarks. Much like PEO's in-person conferences, the presentations offered broad appeal to engineers from multiple disciplines. As a timely opener, the first presentation by Mark Buckley, PhD with ECONorthwest was "Planning for Continuity of Operations — Economic implications of disasters and disruptions, and resiliency planning for continuity of operations." Presentations followed by Assistant Director of ODOT, Travis Brouwer, who provided an update on the I-5/Columbia River Replacement Bridge project, as well as talks focusing on post-earthquake reconnaissance and Oregon's growing electric vehicle infrastructure. The conference capstone remarks, Engineering a

Continued on Page 20 ►



CENTURY
WEST

ENGINEERING

www.centurywest.com



Founded in Bend in 1969, Century West offers full service support expertise in both **aviation** and **municipal engineering**.



▶ CONTINUED FROM PAGE 16

Engineering Firms *(Listed Alphabetically)*

| Company / Address | Phone | Fax | WebSite/Email | Contact | Staff | CO Year Est. | Licensed Engineers | Services |
|--|--------------|--------------|---|--|-------|--------------|--------------------|--|
| LB Engineering, Inc. 1902 NE Fourth St. Bend, OR 97701 | 541-317-2939 | 541-317-2940 | lennie@lbeng.com | Lennie Brant | 7 | 1995 | 2 | Structural engineering & planning, civil engineering. |
| Morrison-Maierle, Inc. 2659 SW Fourth St., Ste. 102 Redmond, OR 97756 | 541-699-5432 | N/A | www.m-m.net ewebber@m-m.net | Eric J. Webber, PE, LEED AP BD+C | 2 | 2020 | 2 | Mechanical, electrical, plumbing, structural, civil engineering. |
| Munson & Associates 233 SW Wilson Ave., Ste. 5 Bend, OR 97702 | 541-550-7396 | N/A | www.munson-assoc.com chris@munson-assoc.com | Chris Munson | 1 | 2015 | 1 | Civil engineering, land surveying & land use planning services. |
| Parametrix 150 NW Pacific Park Lane, Ste. 110 Bend, OR 97701 | 541-508-7710 | 855-542-6353 | www.parametrix.com bjohnson@parametrix.com | Barry Johnson | 29 | 2015 | 9 | Civil engineering, environmental planning & documentation, surveying |
| PBS Engineering & Environmental Inc. 390 NE Emerson Ave., Ste. 201 Bend, OR 97701 | 541-388-9290 | 866-727-0140 | www.pbsusa.com alex.fischer@pbsusa.com | Alex Fischer | 10 | 1998 | 0 | Phase One site assessments, environmental remediation & monitoring, regulatory compliance; stormwater permitting, asbestos, lead, fungal & indoor air quality services, geotechnical engineering, natural resources. |
| Reynolds Technical Services 22350 E Hwy. 20 Bend, OR 97701 | 541-389-9190 | N/A | N/A | Mark Reynolds | 1 | 1993 | 1 | Electrical, high-voltage power systems, wire systems control design, telecommunications & repair. |
| Siemens & Associates 19134 River Woods Dr. Bend, OR 97702 | 541-385-6500 | 503-296-2271 | siemens@bendcable.com | Andy Siemens | 3 | 1992 | 1 | Geophysical exploration for geotechnical & environmental projects, worldwide. |
| Structural Integrity Associates 233 SW Wilson Ave., Ste. 101 Bend, OR 97702 | 541-693-1133 | N/A | www.structint.com acoughlin@structint.com | Andy Coughlin | 6 | 2017 | 2 | Condition assessment, component integrity, metallurgical & failure analysis & non-destructive evaluation focused on power plants & pipelines. Product testing & certification to seismic, wind & blast loading for essential facilities. |
| Sun Country Engineering & Surveying, Inc. 920 SE Armour Rd. Bend, OR 97702 | 541-382-8882 | 541-385-5832 | www.suncountryengineering.com info@suncountryengineering | Jeff Clay, PE, Tim Weishaupt, PE, Adam Kershaw, EIT | 7 | 1976 | 3 | Civil/surveying & planning. |
| The Wallace Group, Inc. 62915 NE 18th St., Ste. 1 Bend, OR 97701 | 541-382-4707 | 541-383-8118 | www.wallacegroup-inc.com info@wallacegroup-inc.com | Scott Wallace, Lisa Splitter, PE, Adam Larson, Shane Cochran, | 17 | 2010 | 2 | Environmental, geotechnical, water resources, construction special inspection & materials testing. |
| Tye Engineering & Surveying, Inc. 725 NW Hill St. Bend, OR 97703 | 541-389-6959 | 541-385-1341 | www.tyeengineering.com office@tyeengineering.com | Dirk Duryee | 8 | 1990 | 2 | Civil engineering, land surveying & water rights. |
| Walker Structural Engineering 2863 Northwest Crossing Dr., Ste. 201 Bend, OR 97703 | 541-330-6869 | N/A | www.walkerse.com info@walkerse.com | Craig Davis, Joe Speck, Jon Walker | 12 | 2004 | 7 | Structural engineering for commercial, medical, industrial & residential projects. |

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.



GOT TOP PROJECTS?

Along with providing a comprehensive list of Central Oregon Commercial Contractors, Cascade Business News will feature **TOP PROJECTS COMPLETED in 2020** in our December 16 issue!

DEADLINE TO SUBMIT TOP PROJECTS IS NOVEMBER 25

Contact Jeff Martin at 541-388-5665 or jeff@cascadebusnews.com



Crystal Structure Discovered Almost 200 Years Ago Could Hold Key to Solar Cell Revolution

by STEVE LUNDEBERG — Oregon State University

Solar energy researchers at Oregon State University are shining their scientific spotlight on materials with a crystal structure discovered nearly two centuries ago. Not all materials with the structure, known as perovskites, are semiconductors. But perovskites based on a metal and a halogen are, and they hold tremendous potential as photovoltaic cells that could be much less expensive to make than the silicon-based cells that have owned the market since its inception in the 1950s.

Enough potential, researchers say, to perhaps someday carve significantly into fossil fuels' share of the energy sector.

John Labram of the OSU College of Engineering is the corresponding author on two recent papers on perovskite stability, in *Communications Physics* and the *Journal of Physical Chemistry Letters*, and also contributed to a paper published in *Science*.

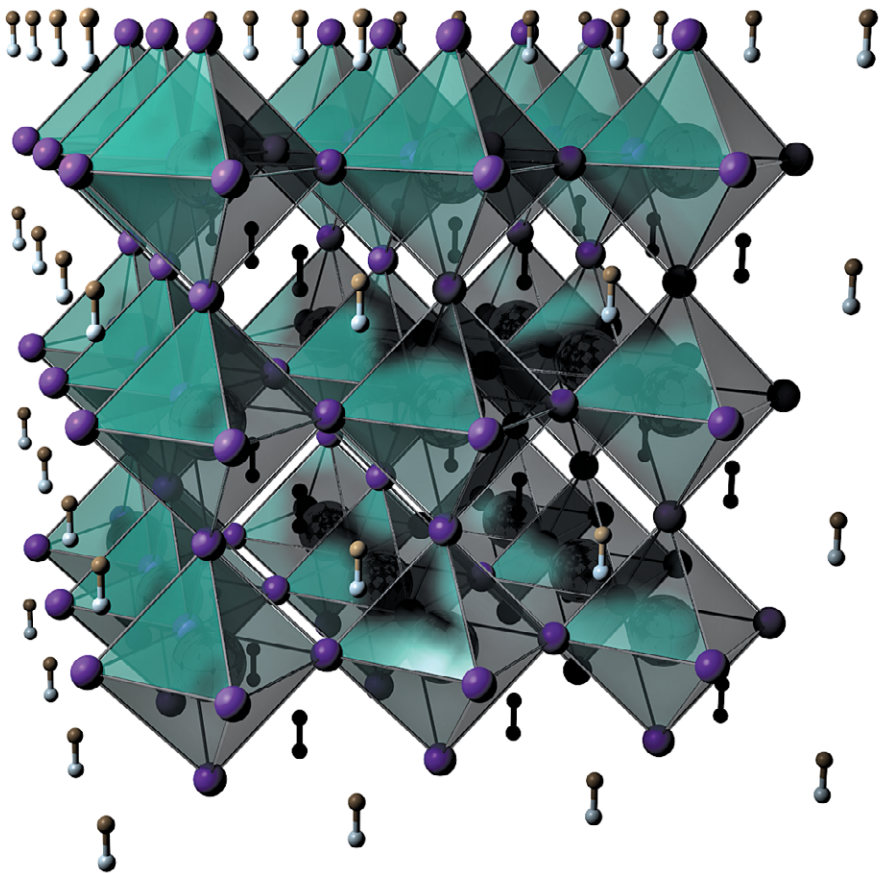
The study in *Science*, led by researchers at the University of Oxford, revealed that a molecular additive — a salt based on the organic compound piperidine — greatly improves the longevity of perovskite solar cells.

The findings outlined in all three papers deepen the understanding of a promising semiconductor that stems from a long-ago discovery by a Russian mineralogist. In the Ural Mountains in 1839, Gustav Rose came upon an oxide of calcium and titanium with an intriguing crystal structure and named it in honor of Russian nobleman Lev Perovski.

Perovskite now refers to a range of materials that share the crystal lattice of the original. Interest in them began to accelerate in 2009 after a Japanese scientist, Tsutomu Miyasaka, discovered that some perovskites are effective absorbers of light.

"Because of their low cost, perovskite solar cells hold the potential to undercut fossil fuels and revolutionize the energy market," Labram said. "One poorly understood aspect of this new class of materials, however, is their stability under constant illumination, an issue which represents a barrier to commercialization."


Over the past two years, Labram's research group in the School of Electrical Engineering and Computer Science has built unique experimental apparatus to study changes in conductance of solar materials over time.



METAL HALIDES WITH THIS STRUCTURE HOLD TREMENDOUS POTENTIAL FOR THE MANUFACTURE OF INEXPENSIVE SOLAR CELLS | IMAGE COURTESY OF JOHN LABRAM, OSU COLLEGE OF ENGINEERING

"Teaming up with the University of Oxford, we demonstrated that light-induced instability occurs over many hours, even in the absence of electrical contact," he said. "The findings help clarify similar results observed in solar cells and hold the

Continued on Page 20 ►




Harper Houf Peterson Righellis Inc.


ENGINEERS ♦ PLANNERS
LANDSCAPE ARCHITECTS ♦ SURVEYORS

PORTLAND SALEM BEND VANCOUVER


1990-2020
30
YEARS OF
EXCELLENCE



NE Butler Market Road and NE Wells Acres Road
Bend, Oregon



Tom McCall Roundabout
Prineville, Oregon



Butler Crossing
Bend, Oregon

CIVIL ENGINEERING
STRUCTURAL ENGINEERING
LAND SURVEY
LANDSCAPE ARCHITECTURE
PLANNING & DEVELOPMENT
NATURAL RESOURCES

WATER RESOURCE DESIGN
CONSTRUCTION SERVICES
PUBLIC INVOLVEMENT
VISUAL COMMUNICATIONS
INFORMATION MODELING

100 Best Companies 2020

2020 HOT FIRM ZWEIG GROUP

2018 Best Firms To Work For

HHPR.COM

Building Central Oregon
for over 30 years.

CIVIL ENGINEERING
SURVEYING
LAND USE PLANNING
CONSTRUCTION MANAGEMENT
WATER RIGHTS

HWA

CIVIL ENGINEERING | SURVEYING | PLANNING

541-389-9351 | hwa-inc.org

Century West Engineering

Continued from page 17

Bright Future, were provided by OSU-Cascades' Associate Dean of Academics, Dr. Andrew Ketsdever as encouragement for all attendees to remember that we're all still collectively working toward a brighter future.

Midway through webinar, David Martini, the president of the National Society of Professional Engineers, conducted the ceremony for the installation of new state officers. As conference co-chair, I was handed the virtual gavel of State President by David Etchart. I gave a brief talk connecting the conference theme with each of the presentations, and highlighting the fact that the group's adaptability through challenging times proved the strength of the engineering community.

Attendees and organizers alike realized that, by successfully conducting the webinar conference event, PEO directly improved its ability to provide value to its membership. The organization strives to support all licensed Professional Engineers across the state through opportunities for learning, licensure and leadership, yet travel requirements have long discouraged members from attending events. In the face of the COVID-19 challenges, the Professional Engineers of Oregon made a collective decision to not only maintain the conference planning momentum already in place, but also to strengthen the connection with members from across the state through a live videoconference platform. Engineers are duty-bound to protect the public's health, safety and welfare. Strong community connection, through good times and bad, is a foundation of that effort.

Tom Headley, PE, CWRE is the Bend Office Supervisor for Century West Engineering and President of the Professional Engineers of Oregon.

oregonengineers.org

Crystal Structure

Continued from page 19

key to improving the stability and commercial viability of perovskite solar cells." Solar cell efficiency is defined by the percentage of power from sunlight hitting a cell that is converted to usable electrical power.

Seven decades ago, Bell Labs developed the first practical solar cell. It had a modest, by today's standards, efficiency of six percent and was costly to make, but it found a niche in powering the satellites launched during the nascent days of the space race.

Over time, manufacturing costs decreased and efficiencies climbed, even though most cells have not changed very much — they still consist of two layers of nearly pure silicon doped with an additive. Absorbing light, they use the energy from it to create an electric current across the junction between them.

In 2012, one of Labram's collaborators, Henry Snaith of Oxford, made the breakthrough discovery that perovskites could be used as the main component in solar cells, rather than just as a sensitizer. This led to a storm of research

activity and thousands of scientific papers being published each year on the subject. Eight years of research later, perovskite cells can now operate at 25 percent efficiency — making them, at least in the lab, on par with commercial silicon cells.

Perovskite cells can be inexpensively manufactured from commonly available industrial chemicals and metals and can be printed onto flexible films of plastic and mass produced. Silicon cells, conversely, are rigid and made from thinly sliced wafers of almost pure silicon in an expensive, high-temperature process.

One issue with perovskites is their tendency to be somewhat unstable when temperatures rise, and another is a vulnerability to moisture — a combination that can make the cells decompose. That's a problem for a product that needs to last two or three decades in open air.

"In general, to be able to sell a solar panel in the U.S. and Europe requires a 25-year warranty," Labram said. "What that means in reality is the solar cell should show no less than 80 percent of its original performance after 25 years. The current technology, silicon, is pretty good for that. But silicon has to be expensively produced in temperatures of greater than 2,000 degrees Celsius under controlled conditions, to form perfect, defect-free crystals, so they function properly."

Perovskites, on the other hand, are highly defect tolerant, Labram said.

"They can be dissolved in a solvent, then printed at close to room temperature," he said. "This means they could eventually be produced at a fraction of the cost of silicon, and hence undercut fossil fuels. However, for this to happen, they need to be certifiable with a 25-year warranty. This requires us to understand and improve the stability of these materials."

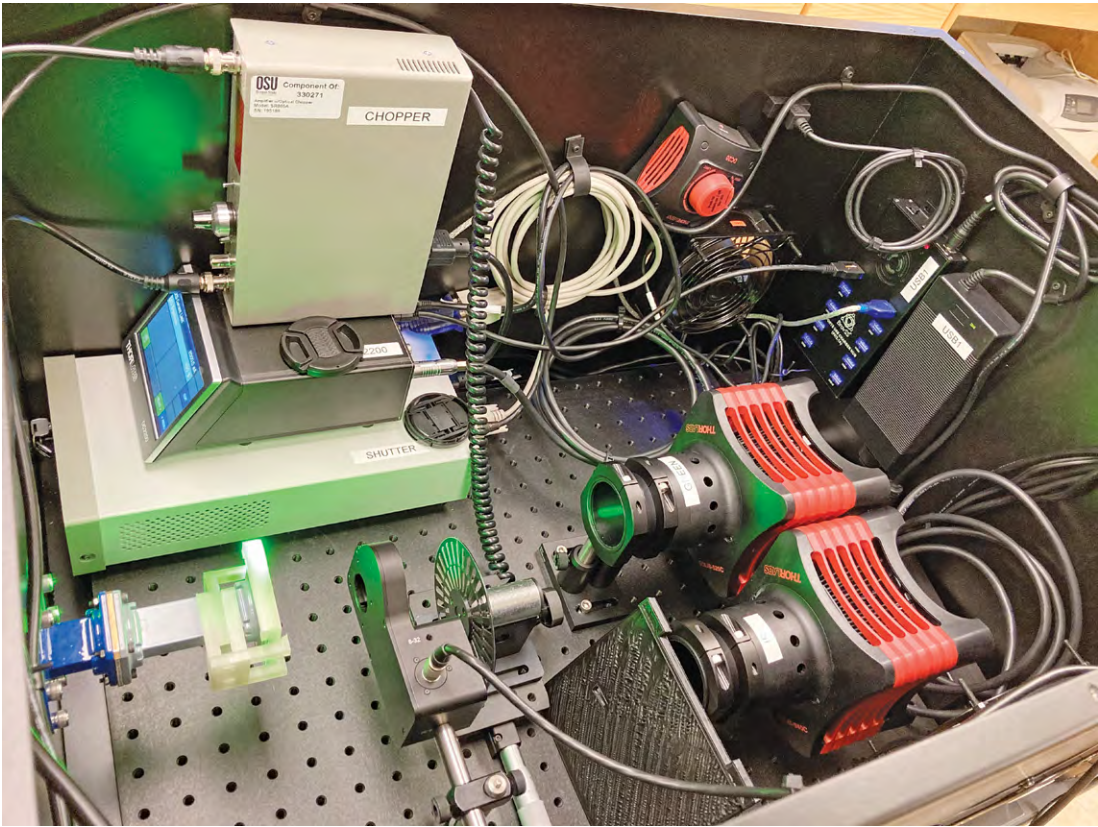
One path to the marketplace is a tandem cell made of both silicon and perovskites that could turn more of sunlight's spectrum into energy. Lab tests on tandem cells have produced efficiencies of 28 percent, and efficiencies in the mid-30s seem realistic, Labram said.

"Tandem cells might allow solar panel producers to offer a performance beyond anything silicon alone might achieve," he said. "The dual approach could help remove the barrier to perovskites entering the market, on the way to perovskites eventually acting as stand-alone cells."

Semi-transparent, perovskite films may also one day be used on windows, or in greenhouses, converting part of the incoming sunlight to electricity while letting the rest pass through.

"When it comes to energy generation, cost is the most important factor," Labram said. "Silicon and perovskites now show roughly the same efficiency. In the long term, however, perovskite solar cells have the potential to be made at a fraction of the cost of silicon solar cells. And while history has shown us that political action on climate change is largely ineffective, if you can generate electricity from renewable sources at a lower cost than fossil fuels, all you have to do is to make the product, then the market will take care of the rest."

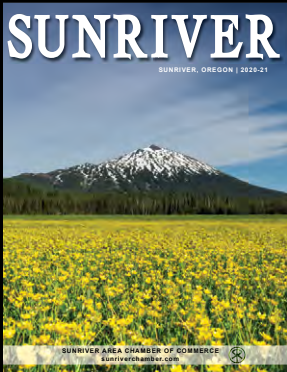
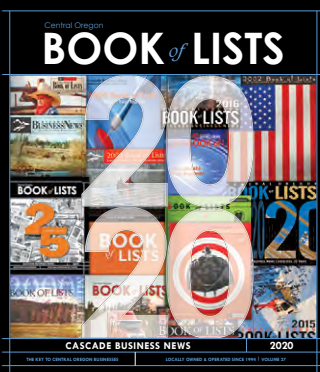
oregonstate.edu



OVER THE PAST TWO YEARS, JOHN LABRAM'S RESEARCH GROUP IN THE SCHOOL OF ELECTRICAL ENGINEERING AND COMPUTER SCIENCE HAS BUILT UNIQUE EXPERIMENTAL APPARATUS TO STUDY CHANGES IN CONDUCTANCE OF SOLAR MATERIALS OVER TIME | PHOTO COURTESY OF OREGON STATE UNIVERSITY

Cascade Publications Inc.

Cascade Business News • Cascade A&E • Book of Lists • Sunriver Magazine



- Cascade Publications providing Business News Since 1994
- Cascade A&E Oregon's Only Arts Magazine
- Book of Lists Marketing Tool for Central Oregon
- Sunriver Magazine Visitor's Guide and More

Insurance Companies - Largest Carriers *(Listed Alphabetically)*

| Company / Address | Phone | Fax | WebSite/Email | Contact | Staff | CO Year Est. | Agents | Services | Parent Company |
|--|--------------|--------------|--|----------------------------------|-------|--------------|--------|---|---|
| Allstate Insurance 141 NW Sixth St., Ste. A Redmond, OR 97756 | 541-548-1416 | 541-647-6317 | www.allstate.com/cheritowery cheritowery@allstate.com | Cheri Towery | 6 | 1986 | 6 | All lines except health/also do life insurance & financials. | Allstate Insurance, Chicago, IL |
| Bancorp Insurance 51477 Hwy. 97 PO Box 327 La Pine, OR 97739 | 800-452-6826 | 541-536-1568 | www.bancorpinsurance.com bancorp@bancorpinsurance.com | Cheri Martinen, Rex Lesueur | 12 | 1978 | 10 | Specializing in contractors, RV parks & resorts, adult foster care homes, wildland firefighters, suppliers & caterers, private water districts, fishing guides & outfitters, small business insurance. Three agents on staff specializing in personal home & auto insurance, Medicare, supplemental insurance, etc. | Little River Investments Inc. DBA Bancorp Insurance |
| Brown & Brown NW Insurance 1160 SW Simpson Ave., Ste. 100 Bend, OR 97702 | 541-749-4978 | N/A | www.bbnw.com mmastroni@bbnw.com | Mike Mastroni | 20 | 1980 | 20 | All lines of insurance. | Brown & Brown |
| Cascade Insurance Center 1201 NW Wall St., Ste. 100 Bend, OR 97702 | 541-382-7772 | 541-388-5403 | www.cascadeinsure.com service@cascadeinsure.com | Patrick O'Keefe | 13 | 1985 | 10 | All lines of insurance. | Cascade Insurance Center, LLC, Bend, OR |
| Century Insurance Group LLC 572 SW Bluff Dr., Ste. 100 Bend, OR 97702 | 541-382-4211 | 541-382-7468 | www.centuryins.com jepple@centuryins.com | Jason Epple, Jeff Weichman | 30 | 1996 | 12 | All lines. | Century Insurance Group LLC, Bend, OR |
| Farmers Insurance, Scott Robson 644 NE Greenwood Ave., Ste. 1 Bend, OR 97701 | 541-382-9111 | 541-383-8949 | farmersagent.com/srobson sarah.srobson@farmersagency.com | Darrin Prickett, Scott Robson | 5 | 1989 | 5 | All lines. Licensed in Oregon, Washington, Idaho & California. | Farmer's Insurance, Hillsboro, OR |
| Focus1 Insurance - Bend 15 NW Park Place, Ste. 120 Mailing: 70 SW Century Dr., Ste. 100 Pmb 307 Bend, OR 97702 | 541-312-1939 | 541-312-1938 | www.insurebendor.com servicebend@focus1ins.com | Justin Woodside | 1 | 2014 | 3 | Property & casualty insurance. Home, auto, business, farm & ranch. | Focus1 Insurance Group |
| Fullhart Insurance (A Bisnett Insurance Company) Bisnett Insurance of Sisters 704 W Hood Ave., Ste. A, PO Box 1890 Sisters, OR 97759 | 541-549-3172 | 541-549-9374 | www.fullhartinsurance.com ttaylor@fullhartinsurance.com | Craig Stahl, Tammy Taylor | 53 | 1990 | 6 | All lines of insurance. | Bisnett Insurance, Lake Oswego, OR |
| High Desert Insurance & Financial Services 1543 NE Third St., Ste. 100 Bend, OR 97701 | 541-388-4242 | 541-388-4250 | www.highdesertinsurance.com patsy@highdesertinsurance.com | Jeffrey W. Melville | 4 | 2008 | 2 | Ind. & group health, life, home, auto, RV, boat, business. | N/A |
| Juniper Insurance 19855 Fourth St., Ste. 106 PO Box 2367 Bend, OR 97703 | 541-226-3590 | 888-744-8933 | www.juniper-insurance.com service@juniper-insurance.com | Deana Fowler | 2 | 2011 | 1 | All line of property & casualty, specializing in farms & commercial policies, as well as life & group health. | Juniper Insurance |

Continued on Page 22▶

Only you can prevent getting burned by a bad insurance policy.

There are any number of ways a destructive housefire can get started. But finding an insurance company that isn't just smoke and mirrors always begins with you.



When things are at their worst, we're at our best



BUSINESS
HOME
AUTO
HEALTH
LIFE

541-382-4211 | 1-800-599-2387
572 SW Bluff Dr. Ste 100 Bend, Oregon
www.CenturyIns.com



▶ CONTINUED FROM PAGE 21

Insurance Companies - Largest Carriers *(Listed Alphabetically)*

| Company / Address | Phone | Fax | WebSite/Email | Contact | Staff | CO Year Est. | Agents | Services | Parent Company |
|---|--------------|--------------|---|--|-------|--------------|--------|--|---|
| MASA Medical Transport Solutions 70 SW Century Dr. Bend, OR 97702 | 541-848-8124 | N/A | masamts.com/biz-solutions turioste@masamts.com | Tony Urioste | 140 | 1974 | N/A | Emergency Medical Transport coverage. | N/A |
| PayneWest Insurance 606 NW Arizona Ave., Ste. 200 Bend, OR 97703 | 541-306-2080 | N/A | www.paynewest.com vmartinez@paynewest.com | Matt McGowan, Travis Davis, Vic Martinez | 12 | 2012 | 12 | Commercial / personal / employee benefits (all lines). | PayneWest Insurance, Billings, Montana |
| Phil & Doreen Hetz Independent Agents Representing PO Box 9694 Bend, OR 97708 | 541-318-7581 | 541-318-5453 | www.aflac.com philip_hetz@us.aflac.com | Dory Hetz, Phil Hetz | 2 | 1992 | 2 | Voluntary employee benefits, section 125-cafeteria plans | Independent Representative of AFLAC, Columbus, GA |
| Preferred Choice Insurance 370 SE Third St., Ste. B Bend, OR 97702 | 541-330-5882 | 541-330-5695 | woolhiserr@yahoo.com | Robin Woolhiser | 3 | 1996 | 3 | Contractor, general liability, bond, auto, property, homes, life, disability, health, annuities. | Preferred Choice Insurance, Bend, OR |
| Prineville Insurance Agency 297 NW Third St. Prineville, OR 97754 | 541-447-6372 | 541-447-5742 | www.prinevilleins.com Monica@prinevilleins.com | Monica Elsom | 8 | 1935 | 5 | All personal & commercial lines of insurance. | Insure Pacific Inc., Prineville, OR |
| Ray Austin Insurance Agency, Inc. - COUNTRY Financial 8283 11th St., Ste. 4 Terrebonne, OR 97760 | 541-923-7105 | 541-548-1466 | www.countryfinancial.com/rayaustin ray.austin@countryfinancial.com | Ray Austin | 2 | 1925 | 1 | All lines. | Country Financial, Bloomington, IL |
| SAIF Corporation 999 SW Disk Dr., Ste. 103 Bend, OR 97702 | 541-382-0322 | 541-383-2400 | www.saif.com saifinfo@saif.com | Mike Elliott | 18 | 1914 | 2 | Workers' compensation insurance. | SAIF Corporation Salem, OR |
| SELCO Insurance Services 501 NE Bellevue Dr. Bend, OR 97701 | 541-312-1809 | 541-312-1809 | www.selco.org dchaney@selco.org | David Chaney | 1 | 2008 | 1 | Wide range of insurance policies & other services. | SELCO Credit Union Eugene, OR |
| State Farm Insurance - Agent Joe A. Lochner 123 SW Fifth St. Redmond, OR 97756 | 541-548-6023 | 541-548-6024 | www.joelochner.com joe.lochner.h5mi@statefarm.com | Joe A. Lochner | 2 | 1998 | 3 | Auto, fire, life, health, business, farm/ranch, financial services. | State Farm Insurance Bloomington, IL |
| State Farm Insurance - Agent James Chrisman 1288 SW Simpson, Ste. B1 Bend, OR 97702 | 541-388-9204 | 541-388-9804 | www.jameschrisman.net james.chrisman.ne9j@statefarm.com | James Chrisman | 2 | 2002 | 3 | All lines & financial services. | State Farm Insurance |
| Tanner Eastlick Insurance Agency 61396 S Hwy. 97, Ste. 229 Bend, OR 97701 | 541-382-6700 | 541-388-5417 | www.farmersagent.com/teastlick teastlick@farmersagent.com | Tanner Eastlick | 2 | 1983 | 1 | All lines. | Farmer's Insurance, Tigard |
| United Risk & Insurance Services 56825 Venture Lane, Ste. 109, PO Box 3798 Sunriver, OR 97707 | 541-728-2040 | N/A | www.unitedriskinsurance.com donna@unitedriskinsurance.com | Donna Jolly | N/A | N/A | N/A | Security bonds, real estate, personal insurance, employee benefits, construction, captives, business insurance, aviation, agriculture. | N/A |

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.



(541) 447-6372

Serving Prineville Since 1937

Independent Agency Representing
Multiple Insurance Companies

Home - Auto - Farm - Business
Contractors - Bonds - Non Profit



297 NW 3rd St. Prineville, OR 97754
Prinevilleins.com



**HIGH DESERT
INSURANCE
&
FINANCIAL SERVICES**

Local Insurance You Can Count On
Serving Central Oregon Since 2002

(541) 388-4242
hdi@highdesertinsurance.com
1543 NE 3rd Street, #100
Bend, OR 97701



**CASCADE
INSURANCE CENTER**

AUTO • HOME • BUSINESS • HEALTH

1201 NW Wall St., Ste 100
Bend, OR 97703

www.cascadeinsure.com

**P: 541-382-7772
F: 541-388-5403**

High Desert Insurance Partners With Nonprofit

High Desert Insurance, a local insurance agency in Central Oregon since 2002, is partnering with Furnish Hope. They launched a TV ad campaign sharing the importance of working with local nonprofits to assist in supporting our community.

Furnish Hope is the agency that provides essential home furnishings to the most needy in our community, reaching throughout Deschutes, Jefferson and Crook Counties with operations running out of Bend, Oregon.

Furnish Hope collects and warehouses donated home furnishings. As individuals and families transition out of shelters and into low income and affordable housing, they have little to nothing. Many can barely afford housing and food, let alone a bed to sleep on or a table to sit at and have meals. Furnish Hope transforms bare dwellings into warm and inviting homes. Furniture is a basic need that is determining factor in how people feel about themselves and also how well they will perform in the workplace or at school.

High Desert Insurance initiated the ad campaign hoping to encourage other local businesses to partner with nonprofits to support our community. At this time, many nonprofits are suffering greatly due to the COVID-19 Pandemic, and can use assistance like never before. Owners Jeff and Patsy Melville worked closely with their television ad team, led by Andrew Untermeyer of *Central Oregon Daily*, to create the platform with the intent to move forward with showcasing other nonprofits in the area.

The ad campaign can be viewed at highdesertinsurance.com under "feature videos," and if you would like to assist with Furnish Hope, please contact them at furnishhope.com.

highdesertinsurance.com • furnishhope.com



JEFF MELVILLE AND PATSY MELVILLE



(L-R) JEFF MELVILLE AND PATSY MELVILLE OF HIGH DESERT INSURANCE & FINANCIAL SERVICES AND MEGAN MARTIN, DEBORAH ASATO AND MARY BARLOW OF FURNISH HOPE



JEFF MELVILLE AND PATSY MELVILLE | PHOTOS COURTESY OF HIGH DESERT INSURANCE & FINANCIAL SERVICES



State Farm is Big on Business Insurance.

The company more people trust to insure their cars and homes can also help protect your business. State Farm insures more than 250 types of businesses. How about yours?




See me:
Joe Lochner, Agent
123 SW 5th
Redmond, OR
541-548-6023



Like a good neighbor, State Farm is there.®


State Farm Fire and Casualty Company • Home Office: Bloomington, Illinois

statefarm.com™



UNITED RISK & INSURANCE SERVICES

LOCALLY OWNED & OPERATED



WWW.UNITEDRISKINSURANCE.COM

541.728.2040

Health Plan Companies *(Listed Alphabetically)*

| Company / Address | Phone | Fax | WebSite/Email | Contact | Staff | CO Year Est. | Number of Members | Parent Company/ Headquarters |
|--|--------------|--------------|---|-------------|-------|--------------|-------------------|---|
| PacificSource Health Plans 2965 NE Conners Ave. Bend, OR 97701 | 541-330-8896 | 541-330-8948 | www.pacificsource.com info@pacificsource.com | Dan Stevens | 243 | 1933 | 290,000 | PacificSource Health Plans Springfield, OR |

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.

NOT ON THE LIST?

Central Oregon’s Most Effective B2B Marketing Tool

GET ON IT!

ads@cascadebusnews.com | 541-388-5665



2020
CASCADE
BUSINESS
NEWS
FASTEST
20



Are You One of the Fastest Growing Companies in Central Oregon?

Become a part of this impressive group of companies by filling out the simple form at www.cascadebusnews.com or call 541-388-5665.

- Established and operating on or before January 1, 2017.
- Gross revenues in 2019 greater than 2017 with consistent year-over-year growth.
- Gross annual revenues \$100,000 or greater in fiscal year 2019.

Recognizing fastest growing independently operated privately owned for-profit entities located and based in Central Oregon

Reported revenues should be taken from externally prepared financial statements or tax returns filed with the IRS. **Deadline September 30, 2020.** Only percentage of growth will be published.

2019 Winners:

| | |
|---------------------------------------|---|
| #1 — Eyce LLC | #10 — Velox Systems |
| #2 — Broken Top Candle Company | #11 — Everist Irrigation |
| #3 — Southside Physical Therapy Inc. | #12 — Budget Blinds of Central Oregon |
| #4 — Steele Associates Architects LLC | #13 — ATL Communications |
| #5 — Broad Sky Networks | #14 — DiversiPied Heating & Cooling, Inc. |
| #6 — CiES Inc. | #15 — N the Zone Ink |
| #7 — Preston Thompson Guitars, LLC | #16 — Step & Spine |
| #8 — Minuteman Press | #17 — TechLink |
| #9 — Composite Approach | #18 — Specialty Auto Electric, Inc. |
| | #19 — Central Oregon Eyecare, PC |
| | #20 — Bennington Properties LLC |

Four Really Good Reasons to Invest

by ED WETTIG, CFP — Wettig Capital Management

Forty-six percent of Americans do not own any stocks or stock-related investments, such as mutual funds, according to a recent Gallup poll.¹

Individuals may cite different reasons for not investing, but with important long-term financial goals—such as retirement—in the balance, the reasons may not be good enough.

Why Invest?

- *Make Money on Your Money*

You might not have a hundred million dollars to invest, but that doesn't mean your money can't share in the same opportunities available to others. You work hard for your money; make sure your money works hard for you.

- *Achieve Self-Determination and Independence*

When you build wealth, you may be in a better position to pursue the lifestyle you want. Your life can become one of possibilities rather than one of limitations.

- *Leave a Legacy to Your Heirs*

The wealth you pass to the next generation can have a profound impact on your heirs, providing educational opportunities, the capital to start a business or financial support to your grandchildren.

- *Support Causes Important to You*

Wealth can be an important tool for impacting the world in a meaningful way. So whether your passion is the environment, the arts or human welfare, you can use your wealth to affect positive changes in your community or around the world.

A Framework for Investing

The decision to invest is an acknowledgement that it comes with certain risks. Not all investments will do well and some may lose money. However, without risk, there would be no opportunity to potentially earn the higher returns that can help you grow your wealth.

To manage investment risk, consider maintaining a broad diversification of your



PHOTO | PxHERE

investments that reflects your personal risk tolerance, time horizon and the nature of your financial goal.²

Because investing can be complicated, consider working with a financial professional to help guide you on your wealth-building journey.

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

¹Gallup.com, May 24, 2017

²Diversification is an approach to help manage investment risk. It does not eliminate the risk of loss if security prices decline.

HOW MUCH ARE INTERNET OUTAGES COSTING YOUR BUSINESS?

GET REAL

RELIABLE INTERNET

FIBER OPTIC INTERNET

10Gig

VoIP PHONE SERVICES

LOCAL TECH SUPPORT

BENDTEL.COM

(541) 389 - 4020

@BENDTEL

We Protect, You Prosper!TM

Our Security Services:

- ✓ Nightly Mobile Business Patrols
- ✓ Burglary Alarm First Response
- ✓ Posted Officers at your Location
- ✓ Construction Watch Team

OREGON DPSST # 858

Your Total Assurances:

- ✓ Protecting \$1 Billion Locally
- ✓ Proof-of-Work Accountability
- ✓ The Most Local References
- ✓ Huge Patrol Coverage 6PM-6AM
- ✓ All-Wheel Drive Vehicles
- ✓ 26 Years of Business Excellence

Security PROSTM INCORPORATED
★Certified Security Professionals★
1994 Celebrating 26 Years 2020

541-330-0404
541-548-1992

securityprosbend.com

RECESSION-PROOF YOUR RETIREMENT

David ROSELL

CHECK OUT DAVID ROSELL'S NEW PODCAST ON INVESTING IN THESE UNCERTAIN TIMES

...and live the life you have always imagined

DavidRosell.com

Securities offered through ValMark Securities, Inc. Member FINRA, SIPC. 130 Springside Drive, Suite 300, Akron, OH 44333. 800.765.5201 Investment Advisory Services offered through ValMark Advisers, Inc., a SEC-registered investment advisor. Rosell Wealth Management is a separate entity from ValMark Securities, Inc. and ValMark Advisers, Inc.

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



The City of Bend has selected Portland Police Bureau Assistant Chief **Michael Krantz** as Bend's next Police Chief. Krantz will serve the 115-year-old **Bend Police Department** in the position previously held by Chief Jim Porter, who recently retired. He will begin his service in Bend on August 10.

Krantz is a 27-year veteran of the Portland Police Bureau. He currently serves as the bureau's assistant chief of the Services Branch and is responsible for the business operations of the largest police department in the State of Oregon. As a captain in Portland, he built the bureau's Office of Community Engagement to support the development of ongoing relationships and trust with the greater Portland community. Krantz also managed the development and implementation of the bureau's Racial Equity Plan, focused on addressing the root causes of inequities within the bureau and with community access to the bureau. Additionally, he has served in strategic services, criminal intelligence, rapid response and training capacities, exhibiting a well-rounded set of skills and experience.

Krantz holds a bachelor's degree in public policy and administration from Western Oregon University, is a graduate from the Police Executive Research Forum Senior Management Institute for Police, and holds an executive certificate from the Oregon Department of Public Safety Standards and Training.

Chief Porter retires from his role as Police Chief after more than 29 years of service to the Bend community.

Summit Medical Group Oregon welcomes new members **Mark Belza**, MD, FACS and **Claire Petzinger**, PA-C.

Belza is a member of Summit Medical Group Oregon's Neurosurgery team. He completed his undergraduate degree at the University of California, Berkeley and completed his medical education at University of Nevada, Reno. His internship and residency training in general surgery and neurosurgery were completed at Stanford University School of Medicine in Palo Alto, CA.

Belza has a wide range of neurosurgical expertise. He treats disorders of the brain and spine, cervical, thoracic and lumbar degenerative disease, spinal stenosis and compression, herniated discs and various conditions relating to the brain, spine and peripheral nerves.

Petzinger is a member of Summit Medical Group Oregon's Neurosurgery team. Petzinger completed her undergraduate degree at Colby College in Waterville, Maine. She earned a master's degree in physician assistant studies at the University of Colorado in Denver. Petzinger is a member of the American Academy of Physician Assistants.

Petzinger is committed to providing compassionate patient-centered care through initial assessment and diagnosis in the clinical setting, assisting in surgical procedures and following patients through their postoperative period.



Beth Alvarado, a faculty author in the **Oregon State University - Cascades** Low-Residency Master of Fine Arts in Creative Writing program, has received the 2020 Oregon Book Award for Creative Nonfiction for her book of essays, *Anxious Attachments*.

The award was announced during a special episode of *The Archive Project*, hosted by Literary Arts and Oregon Public Broadcasting, during which Alvarado reads from her work.

Anxious Attachments is Alvarado's first-person exploration of her life over five decades. Told through 14 essays, the story takes readers on a personal journey into life in the southwestern U.S. Southwest and evokes themes of class, family, grief and gender. The book was longlisted for a PEN America Literary Award for the Art of the Essay as well.

Alvarado is also the author of *Anthropologies: A Family Memoir* and *Not a Matter of Love*, a collection of short stories. Her new story collection, *Jillian in the Borderlands* will be published in October, and in 2020, Alvarado won an Oregon Literary Career Fellowship.

Aprch Wellness Beverages, a wellness beverage company inspired by adventure,



TRAVIS YAMADA | PHOTO COURTESY OF APRCH WELLNESS BEVERAGES

integrity, health and the environment, introduces their newest brand ambassador, board shaper **Travis Yamada**.

Yamada grew up skateboarding in Northern California and went on to spend his winters touring the world as a pro snowboarder. In the early 1990s, Yamada moved to Bend. During his summers at home, Yamada worked construction jobs by day and discovered it was possible to surf the nearby irrigation canals. That's where magic and innovation combined, blending his love of skate, snow and surf culture. In 2015, his lifelong passion for getting outside coupled with an entrepreneurial spirit led Yamada to launch his board design company, Cubicle. Yamada now spends his days creating unique small conventional river wave surfboards built to explore life outside of an office cubicle.



Technology Association of Oregon welcomes **Sally Bell** as their new vice president and executive director of Southern Willamette Valley. Bell has spent her career in Oregon scaling impact with mission-driven organizations in media, startups, consulting and higher education.

F. King Alexander, a prominent national advocate for public higher education, becomes Oregon State University's 15th president.

Alexander, past president and chancellor of Louisiana State University (KSU), was selected by the OSU Board of Trustees in December to succeed Edward J. Ray. Ray, who stepped down June 30, is now president emeritus at Oregon State.

Alexander assumes the helm at a time of extraordinary momentum within Oregon State and yet uncertainty nationally for colleges and universities.

Oregon State — like other universities and colleges nationally — is grappling with educational, financial, public health and research challenges brought on by the COVID-19 pandemic and addressing renewed calls for equity, inclusion and social justice following the May 25 killing of George Floyd in Minneapolis, Minnesota.

The best approach to all of the challenges facing higher education is to put students first in decision-making, Alexander said.

Alexander's priorities at Oregon State include:

- Navigating the university through the COVID-19 pandemic.
- Prioritizing student success.
- Advancing equity, inclusivity and social justice.
- Supporting faculty scholarship and excellence in teaching, research and public service.
- Supporting the university's land grant mission to the serve the people of Oregon and beyond.

Alexander was appointed president and chancellor of LSU, a land grant institution like Oregon State, in July 2013. Prior to arriving at LSU, he served as president of California State University, Long Beach from January 2006 to June 2013 and president of Murray State University in Kentucky from September 2001 to December 2005.

He received the Stephen J. Trachtenberg Award for Leadership in Higher Education in 2017 from the American Association of University Administrators; was selected as the California State University President of the Year in 2009-10 and 2011-12 by the California State University Students Association; received the Humanitarian Award from the California Conference for Equity and Justice in 2013; and was named to the Boys and Girls Clubs of America Alumni Hall of Fame in 2016.

Alexander is noted nationally for his strong advocacy of public higher education. He has provided Congressional testimony on multiple occasions regarding ways to overcome barriers to equal opportunity for college students, college affordability and the use of federal incentives to help reverse the decline in state support for public higher education.

Alexander is the author of *The American Higher Education Dilemma: State Disinvestment, Student Indebtedness, and the Decline of Human Capital Development*, which is scheduled for publication in spring 2021. He has also co-authored the 2015 book *Financing Public Schools: Theory, Policy and Practice* and coedited *Maximizing Revenue in Higher Education* in 2003 with Ronald Ehrenberg.

In addition to serving as LSU's chancellor and president of the state's flagship campus in Baton Rouge, Louisiana, Alexander oversaw the LSU Ag Center; Pennington Biomedical Research Center; LSU Health Sciences Center Shreveport; LSU Health Sciences Center New Orleans and regional campuses LSU Alexandria, LSU Shreveport and LSU Eunice.

Under Alexander's leadership, LSU's 2018-19 graduating class set records for the number of in-state and out-of-state graduates, as well as females, Black students, Hispanic students, first-generation students and Pell Grant recipients, along with graduates who previously served in the U.S. military. Levels of student loan indebtedness for these LSU graduates are among the nation's lowest, with more than half graduating with no student loan debt.

At California State University, Long Beach, Alexander led the third largest public university in California. The university grew to 36,000 students during his tenure, and from 2009-12 achieved its highest graduation rates and largest graduation classes.

At Murray State University, Alexander led a university that grew student



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

enrollment to record numbers and was noted nationally for significant increases in graduation rates.

Alexander has a Ph.D. in higher education administration from the University of Wisconsin-Madison; a master's degree in educational studies and comparative education policy from the University of Oxford; and a bachelor's degree in political science from St. Lawrence University in Canton, New York, where he was a member of the men's basketball team.

Alexander and his wife, Shenette, have three adult daughters, Kylie, Savannah and Madison. The Alexanders are residing in Corvallis.

GlasWeld of Bend has joined the National Windshield Repair Division (NWRD) of the Auto Glass Safety Council (AGSC) as an associate member. NWRD members are committed to quality and safety and have agreed to follow the highest industry standards.

GlasWeld offers tools for rock chip, stone and crack repair. GlasWeld's professional tools help repairs look amazing, impress customers and restore the safety functionality of the windshield.

Companies such as GlasWeld demonstrate their ability and willingness to complete repairs in accordance with the industry standards such as the ROLAGS Standard.

The National Windshield Repair Division (NWRD) of the Auto Glass Safety Council is recognized nationally and worldwide as a professional source of reliable information on the windshield repair industry.



Diane Allen, previously an accomplished First Chair Central Oregon Symphony violinist and revered violin teacher, has taken her experience and passion to the stage and TED Ideas Worth Spreading has noticed. The timing could not be better for her message about how to access the Flow State, a powerful thought process that increases productivity, creativity and performance. Allen was chosen to speak at TEDxNaperville, where the most innovative and creative speakers impart their vision and thoughts. Her mode of communicating, in such a way that is both creative and beautifully melodious, may very well be why TED took notice. On April 16, 2020, Allen's TEDxNaperville talk How to Find "Flow" (And Lose Yourself In It), was elevated to the main TED website, and on May 4, 2020, TED

featured Allen's talk with an article on IDEAS.TED.COM, The Key to Productivity is Tapping Into Your Flow State. Here's How.

Allen is on a mission to help people deeply engage with their lives and free their potential. Through her keynote performances, she has already helped thousands shift into an optimal state of mind where people feel their best and perform their best.

AKS Engineering & Forestry, LLC (AKS) welcomes two new associate members to the ownership group, **Zach Pelz, AICP** and **Joey Shearer, AICP**.

A certified planner through the American Institute of Certified Planners, Pelz works out of AKS' Keizer office bringing 14 years of experience in public- and private-sector planning. Prior to joining AKS, Pelz served as associate planner for the Oregon Cities of West Linn and Molalla. His experience ranges from long-range planning project management including transportation systems, parks and recreation master planning, to complex land use entitlement. Pelz's understanding of private development, Oregon land use laws and local codes, plans and regulations, makes him an effective facilitator in project development and execution. His most notable projects to date are Salem's Union Gospel Mission men's shelter and South Hillsboro Master Planned residential communities. Pelz has a bachelor's degree in geography from Minnesota State University and a master's in community planning from University of Cincinnati.

Shearer, a certified planner through the American Institute of Certified Planners, joined AKS in 2016 and today works out of the Bend office, where he leads the location's planning team. Shearer has 15 years of experience working in land use, real estate and development, including the last nine years as a city, county and private sector planner. His diverse experience and strong understanding of Oregon land use laws are often critical to the success of his projects. Shearer's most notable project was the 177-acre, Petrosa master-planned community in Bend. He holds a bachelor's degree from Santa Clara University and a master's degree in urban and regional planning from Portland State University.



Zach Pelz



Joey Shearer



Tommy Berg

Awbrey Glen Golf Club announced the appointment of **Tommy Berg** as general manager. Berg, a 12-year member of the PGA of America and a PGA Certified Professional, has been a long-time golf professional at Awbrey Glen, serving as head professional at the club since 2017. Having worked as a golf professional at well-known properties, including Seattle Golf Club in Seattle, Washington and Ironwood Country Club in Palm Desert, California, Berg brings well-rounded expertise to Awbrey Glen Golf Club.

Scholarships Awarded to Local Latino High School Graduates

Seventeen graduating Latino students from Bend-La Pine schools received scholarships through a collaboration with the Education Foundation for Bend-La Pine Schools, the Central Oregon Latino Partnership Program (COLPP) and the Oregon Community Foundation in June. Since 2018, the first year of the program, a total of 36 scholarships have been awarded. Students receive scholarship funds that can be applied to higher education or trade school plans. "The Central Oregon Latino Partnership Program of the Oregon Community Foundation is happy to once again partner with the Education Foundation to award the Central Oregon Latino Scholarships. This collaboration has allowed us to award more students over the last few years," said Evelia Sandoval, COLPP coordinator. Priority is given to students who have participated in the Avanza or Ganas programs through COCC or the Juntos program

through OSU during their high school year.

Most often, Latino students are the first in their family to attend higher education, with many of them working while attending high school. "I cannot envision my future without higher education, yet my family and I don't have the means for me to attend college without scholarships. I want to work in organizations that make a difference. I hope to use my education and opportunities to help those less fortunate in order to make it easier for them to get the success I hope to achieve," stated one Mountain View High School Latino Scholarship recipient. Executive Director for the Education Foundation Michelle Johnson states, "Supporting the educational or career dreams and inspirations of our students is important to the future growth and success of our community and its members. We appreciate our donors and

contributors who help make this a reality."

The Education Foundation has invested over \$1.6 million in financial support to the Bend-La Pine and Sunriver K-12 educational community. Founded in 1988, the Foundation prepares District students for success and future through exceptional educational and extracurricular activities. The priorities of COLPP are to support Latino communities in Central Oregon through community-based projects that strengthen students, families and Latino leadership networks; build community among Latino and non-Latino leaders and community members; and support mentoring programs for Latino youth and Latino professionals. For more details about this scholarship program, visit the Education Foundation website at engagedminds.org or visit the COLPP website.

engagedminds.org

Businesses Serving Community

VOLUNTEERS IN MEDICINE CLINIC

Volunteers in Medicine Clinic of the Cascades (VIM) is pleased to announce it has received a \$7,500 grant from the Cow Creek Umpqua Indian Foundation to support the care of 12 uninsured VIM patients.

VIM has over 1,200 patients in Deschutes, Crook and Jefferson Counties eligible for primary care, specialty care and prescription medications at our clinic. All care is provided by volunteer doctors, nurses and other medical professionals who donate their time. Volunteers in Medicine serves community members who are low-income and not covered by The Affordable Care Act.

Through the current pandemic, it has become even more clear that individual health affects us all. We acknowledge that Central Oregon faces inequities in healthcare. It is estimated that over 15,000 working adults remain uninsured throughout Central Oregon. It is the responsibility of a caring community to reach out to those in need. At VIM we are committed to being a place for equity, health improvement, health education and transformational healing that has a direct and positive influence on our patients and the larger community. We honor the inherent dignity of each person and believe everyone has the right to basic healthcare services.

vim-cascades.org



VIM PATIENT | PHOTO COURTESY OF VIM

Crook County Health Department Honored for Excellence in Public Health

Crook County Health Department was honored with the 2020 Model Practice Award by the National Association of County and City Health Officials (NACCHO). The award celebrates local health departments for developing programs that demonstrate exemplary and replicable best practices in response to a critical local public health need. Students for Public Health Policy and Systems Change was one of 21 local health department programs to receive NACCHO's prestigious Model Practice Award.

The program is an initiative to effectively engage young people in public health efforts and includes a variety of

opportunities for student involvement. Examples include middle and high school-aged students leading projects through Students Against Destructive Decisions (SADD) chapters at their schools to promote health, safety and well-being among their peers. Also, high school students engage in paid and unpaid internships and staff positions with the health department. Supporting civic engagement and health advocacy are core goals of the project.

"We are proud to receive NACCHO's Model Practice Award. The award is evidence of our commitment to developing responsive and innovative public health programs that improve

the health of local residents," said Katie Plumb, deputy director at Crook County Health Department.

Since 2003, NACCHO's Model Practice Awards have honored programs, resources and tools that demonstrate how local health departments and their community partners can effectively collaborate to address local public health challenges. Each innovative project receiving the Model Practice Award was peer-reviewed and selected from a competitive group of over 100 applicants.

Students for Public Health Policy and Systems Change is now part of an online, searchable database of successful public health practices in areas that range

from immunization and maternal and child health, to infectious diseases and emergency preparedness. The NACCHO Model Practice database allows local health departments, public health partners and other important stakeholders to learn about the good work being done by local health departments across the country. The database also provides users an opportunity to learn from best practices and what resources are needed to implement comparable programs in other jurisdictions that produce results.

Read more about these award-winning programs at: application.naccho.org/Public/Applications/Search.
co.crook.or.us

Will Running Damage Your Knees?

According to Bend physical therapist Rob Hollander, this is a common question among both avid runners and those who may start running for exercise or to participate in that first 5K.

For most people, though, the answer is a resounding no.

"This question really highlights a common misconception about running — that it's an activity that's good for the heart but bad for the knees," said Hollander, co-owner of Alpine Physical Therapy in Bend. "But, the truth is there's really little evidence that running, when done properly, actually does damage or increases a person's risk of developing arthritis in their knees."

In fact, research has shown the very opposite, Hollander says.

According to an analysis of multiple studies, for example — findings that were published in the Journal of Orthopaedic & Sports Physical Therapy in 2017 — 10.2 percent of non-runners develop osteoarthritis in knees or hips, while these ailments develop in just 3.5 percent of recreational runners.

Further research has revealed that when it comes to the risk of developing osteoarthritis, running takes a back seat to other, more worrisome factors like knee injury history, genetics, occupational exposure to risky movements, age and obesity.

This and other research, says Hollander, simply support the much broader viewpoint that living a more sedentary lifestyle puts one at a much higher risk of chronic pain and conditions, like osteoarthritis, than living a more active life.

"In physical therapy, we often use the phrase, 'movement is medicine,'" Hollander said. "Well, in this case, it's mostly true. Unless someone has other underlying conditions that make running difficult or which cause more wear and tear on the muscles and joints — such as bad form or overtraining — you can rest assured that recreational running is safe on the knees and joints."

That's certainly not to say, Hollander says, that runners are immune to pain and injury. Issues like runner's knee, shin splints, Achilles and foot pain, and so on are experienced by thousands of runners every year.

These conditions, however, are often due to issues such like bad running mechanics, muscle imbalances, improper footwear, overexertion or not enough rest and recovery between workouts.

As a physical therapist, Hollander regularly works with runners of all ages and levels to identify these underlying causes of pain and injury. Through professional running and movement assessments, as well as a physical examination of affected areas, Hollander and his team can pinpoint, then address, the true sources of the pain.

The Alpine Physical Therapy team can then ensure the safety and longevity of runners through one or a combination of strategies, like strength and flexibility exercises, the establishment of better running mechanics, new running shoes/insoles or the development of a more individualized exercise regimen.

alpinephysicaltherapy.com



Along with providing a comprehensive list of Central Oregon Commercial Contractors, Cascade Business News will feature **TOP PROJECTS COMPLETED in 2020** in our December 16 issue!

DEADLINE TO SUBMIT TOP PROJECTS IS NOVEMBER 25

Contact Jeff Martin at 541-388-5665 or jeff@cascadebusnews.com



COCC’s Fall Reopening Plans Approved by Board of Directors

At its recent regular monthly meeting, the Central Oregon Community College (COCC) board of directors approved the college’s Reopening Operational Plan for the Conduct of In-Person Instructional, Residential and Research Activities. The college had been closed to nearly all in-person activities as a result of the COVID-19 pandemic since Oregon Governor Kate Brown’s executive order on March 23, 2020.

In mid-June, the Oregon Health Authority (OHA) released guidance for the reopening of Oregon’s colleges and universities. Among the higher education requirements was a mandate for every institution to secure board approval of a reopening operational plan prior to September 1, 2020. With yesterday’s board approval, COCC will prepare to resume in-person learning across its four campuses for the 2020 fall term

beginning September 21, 2020.

COCC plans to offer in-person instruction at all campuses this fall, along with online, remote and hybrid options for students. To help students find the courses where they will feel most comfortable, the college has updated its credit class schedule so that students can search for classes filtered by campus or by modality (online or hybrid). COCC is also prepared to move to fully remote or online instruction if directed to do so by the state.

One of COCC’s principles of community is “To Promote a Healthy and Safe Learning Environment.” In the spirit of this principle, the college requires the use of face coverings across all campuses when in an indoor setting, or in outdoor areas where physical distancing is not easily maintained, unless an exception per OHA guidelines is met. To support this face coverings policy,

COCC will provide free and widely available reusable and disposable face coverings to faculty, staff, students and visitors to campus.

COCC’s reopening plans are available via its website, cocc.edu. These plans will be updated regularly and consistently, according to current OHA guidance and to remain consistent with local, state and national requirements. The college will also launch a reopening website the week of July 20, 2020, which will further explain and make accessible the plan’s details and protocols, as well as provide FAQs for students, employees, and the community at large.

For all questions, or to receive a copy of the college’s reopening plans, contact Director of Communications Jenn Kovitz at jkovitz@cocc.edu or 206-227-9991. cocc.edu

Deschutes County to Distribute 130,000 Masks to Community Partners

Starting July 10, Deschutes County began distributing close to 130,000 masks to community partners including local cities, chambers and nonprofits.

The distribution effort follows the announcement of a state-wide mandate requiring face coverings to be worn in indoor public spaces. Children under 12 years of age are not required to wear one. Individuals who have a medical condition that makes it hard to breathe or a disability that prevents the individual from wearing a mask, face shield or face covering can request an accommodation to enable full and equal access to services, transportation and facilities open to the public.

“Face coverings are one of our most

effective tools to mitigate the spread of COVID-19,” said Deschutes County Commissioner Phil Henderson. “Working with our local cities, chambers and community organizations, we hope to ensure that free masks are available for those who need them.”

“It may feel strange to wear a mask, especially when we’re not used to it,” said Deschutes County Commissioner Tony DeBone. “But we wear them... and we’re asking for your help in wearing one also.”

The masks being distributed were provided by the State and Business Oregon. They are intended for the general public and not for use in medical facilities.

“Wearing face coverings is one of the easiest ways we can support local

business and keep Central Oregon open. If we don’t stabilize COVID-19 cases in Deschutes County, we may have to take steps backward in our reopening process,” said Deschutes County Commissioner Patti Adair. “That’s the last thing any of us wants to see. Our local businesses want to stay open. Our kids want to go back to school in the fall. Let’s work together to make that happen.”

Deschutes County Health Services reminds residents that wearing a face covering does not replace the need for physical distancing, avoiding large gatherings and frequent hand washing. Masks are also encouraged outdoors if you will be in places where it is difficult to maintain six feet of physical distance, e.g., sidewalks in busy areas, parks, crowded

trails and gatherings.

“Wearing face coverings is one of the best tools to protect ourselves and each other. By wearing a face covering, we protect others, especially the vulnerable, in case we have COVID-19 but are not symptomatic yet,” said Deschutes County Public Health Director Nahad Sadr-Azodi. “If we continue to wear face coverings in public, watch our distance [and] wash our hands frequently, we can help keep each other safe and our communities open.”

Face coverings being provided to community partners are disposable and reusable if clean. They are not recommended for washing. We encourage community members to obtain cloth face coverings that can be laundered.

deschutes.org



CITY CLUB
OF CENTRAL OREGON

Conversation
Creates
Community

JOIN THE CONVERSATION

Discover City Club of Central Oregon

A non-partisan community group City Club discusses local issues and connects people to create a stronger community.



WWW.CITYCLUBCO.ORG
ATTEND A FORM
follow us on FACEBOOK + TWITTER

Can You Resist This Face?

**HUMANE SOCIETY
OF CENTRAL OREGON**



TO VOLUNTEER OR DONATE
CALL 541.382.3537 | WWW.HSCO.ORG



**Heart 'n Home
HOSPICE**

Bringing personalized services to YOU!

Our compassionate hospice team provides:

- Symptom & Pain Management
- Education for Caregivers
- Emotional & Spiritual Support
- Grief & Loss Services



GoHOSPICE.com

Bend- (541) 536-7399
La Pine- (541) 536-7399

Central Oregon Business Calendar

| | | | |
|---|---|--|---|
| July 15 3pm City of Bend City Council On-line Meeting. www.bendoregon.gov/councilagenda . | to receive the Zoom meeting ID. | lection Event at La Pine High School Front Parking Lot, La Pine. www.deschutes.org . | July 23 5pm EDCO Virtual PubTalk. Livestreaming at edcoinfo.com/edcoevents . |
| July 15 5:30-6:30pm COCC Health Degrees, Certificates Virtual Info Session via Zoom. Email full name and phone number to alliedhealthinfo@cocc.edu | July 16 10am-Noon Synergy Health & Wellness Virtual Open House. https://lnkd.in/gXhpszCe . | July 20 4-6pm City of Bend DEI Short-Term Task Force Virtual Meeting. Watch online at https://youtu.be/aH-RI_C7uPg , listen-only phone number: 1-855-282-6330, access code: 146 019 3644##. | August 1 9am-1pm Deschutes County Household Hazardous Waste Collection Event at Sisters Recycling Center, Sisters. www.deschutes.org . |
| July 18 9am-1pm Deschutes County Household Hazardous Waste Col- | | | |

Griffin Construction / Steele Associates

Continued from page 3

is excited and ready to begin work on this important facility,” stated Samuel Griffin (team leader) and Scott Steele, president of Steele Associates Architects.

In another transaction, Steele Associates has been selected to design a new grade school for Condon School District, in Condon, Oregon. The solicitation brought competing firms throughout Oregon and Washington, and Steele was selected by a unanimous vote.

Steele Associates will be providing architectural design and construction project management services in accordance with the Request For Proposal. The new grade

school will replace the venerable old grade school that served the community of Condon well, but was past the point of cost-effective repair.

The new school will be located adjacent to the existing high school for efficiency of transportation and also to prepare meals for the high school from the new full service kitchen in the grade school.

“We’re thrilled to be selected for the new school and we intend to help the Condon School Board deliver a great new school that will provide a wonderful place of learning for generations in their community. We felt an instant connection when we interviewed and we have found their stakeholder group to be outstanding and passionate people who care deeply about their students and community,” said Steele.

The Steele Associates design team includes Darek Olson, Tom Bardwell, Steve Olson, Wayne Harney, Shirley Bircher and Scott Steele.

Steele-arch.com

Leading Edge

Continued from page 3

newest addition to its fleet of over 20 aircraft: the Bell 407 GX helicopter.

“The 407GX is equipped with various advanced safety features, with the well-being of our staff and contract crewmembers in mind,” stated Andrew Lawrence, Leading Edge Aviation’s 135 chief pilot.

Leading Edge Aviation, determined to purchase a safe, reliable and skill-

enhancing aircraft for its charter operations, chose the Bell 407 GX due to its outstanding safety record and performance abilities.

High visibility windows wrap the helicopter, providing increased ability for the flight crew to spot potential hazards. The Bell 407GX is equipped with a Garmin G1000H GPS system that enhances safety in all flight operations. Two large LCD screens, with a primary flight display (PFD) and multi-function display (MFD) make it easy to enter victor radio frequencies and navigate to waypoints in complex

traffic environments.

Helicopter Terrain Avoidance Warning System (HTAWS) and Synthetic Vision gives the pilot and flight crew an increased situational awareness.

The 407 is equipped with the Fuel on Board (FOB) synchronizing system, which automatically calculates the remaining usable fuel, flight time and maximum distance the helicopter can travel at the current power setting, wind, altitude and ground speed.

Another safety feature of the aircraft is the tail rotor camera, which gives the crew a view of the rear of the helicopter

prior to startup, and while landing in confined areas.

With access to two 407 GX helicopters, Leading Edge anticipates an increase in contract and charter operations throughout the United States.

Leading Edge Aviation is a Bend-based, full-service aviation company, with experience providing fire suppression services since 2008. Leading Edge is a Part 133, 135 and 137 Certificated Operator and also maintains a Part 145 Repair Station. Leading Edge has a staff of over 80 people to help support field operations.

FlyBend.Com • flyleadingedge.com

COIC

Continued from page 3

County (\$18,250) and the Warm Springs Community Action Team (\$15,000) to leverage an additional \$517,500 from the State of Oregon, for a total program of \$685,750, available to sole proprietors, small businesses and nonprofits across the Central Oregon region (Crook, Deschutes and Jefferson counties and the Confederated Tribes of Warm Springs). Some of the local matching funds were originally provided by grants from the Oregon Community Foundation.

Eligible businesses and nonprofits can receive from \$2,500-\$25,000 in

grant funds, depending on number of employees and other factors. A complete list of program guidelines and a link to the grant application can be found here: coic.org/grant.

The grant program opened Friday, July 10 and closes Monday, July 20. In order to be eligible, businesses and nonprofits must have 25 or fewer employees as of February 29, 2020. Eligible applicants must have been either categorically closed by the Governor of Oregon’s Executive Order No. 20-12 (oregon.gov/gov/Documents/executive_orders/eo_20-12.pdf) or able to demonstrate a loss of at least 50 percent of revenue in either March or April 2020. Further, eligible applicants may not have received

any federal CARES Act funding, must be headquartered in the region and cannot owe any local, state or federal taxes. Nonprofit applicants must be organized as a 501(c)3 and in good standing at the time of their application.

The program has a special emphasis on sole proprietorship businesses, with a commitment to award 50 percent of total funding to these businesses, which have often received less emergency funding support than other businesses to date.

COIC is coordinating delivery of this program, which would be impossible without the following regional partners: Crook, Deschutes and Jefferson counties; the cities of Bend, Madras and Redmond; the Warm Springs Community Action Team; Economic Development for Central

Oregon (EDCO); the Latino Community Association; NeighborImpact; and the La Pine, Sunriver, Bend, Sisters, Redmond, Prineville-Crook County and Madras-Jefferson County Chambers of Commerce.

According to Tammy Baney, COIC Executive Director, “Our region’s economy relies heavily on the hard work of small business owners, and our communities rely on our nonprofits. This grant fund is meant to fill an immediate need for these critical institutions. We are grateful for the partnership with our regional partners and the State of Oregon.”

This program is funded in part by the State of Oregon General Funds and Lottery Funds administered by the Oregon Business Development Department.

coic.org

RECENT TRANSACTIONS

Continued from Page 3

Coldwell Banker Bain- Commercial Division represented the tenant in this transaction.

Dan Steelhammer, Broker of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Seller and **Brian Fratzke**, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Buyer in the sale of 63020 Layton Avenue in Bend for \$360,000.

Compass Commercial Real Estate Services brokers **Terry O’Neil**, CCIM, **Ron Ross**, CCIM and **Adam Bledsoe** represented the buyer, **B & S Assets, LLC**, in the purchase of a 4-unit multi-family building located at 404 SE Railroad Street in Bend. The building was purchased for \$417,500.

Ncore HPC, LLC has signed a 12 month lease for 1,385 square feet at 840 SE Woodland Blvd. Suite 140. **Bill Pon of Coldwell Banker Bain- Commercial Division** represented the tenant in this transaction.

Dan Steelhammer, Broker of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Buyer in the sale of 650 NW Jackpine Avenue in Redmond for \$550,000. The property at 250 W. Cascade in Sisters has sold for \$530,000 to **Ralph J. Affatati Trust**. **Bill Pon of Coldwell Banker Bain- Commercial Division** represented the buyer in this transaction. **Meg Watkins of Coldwell Banker Bain- Commercial Division** represented the Seller’s, **Chris and Pam Wavrin**.

Brian Fratzke, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Seller in the sale of Sno Cap Mini Storage in Sisters for \$3,050,000.

Tom Tapia, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Buyer in the sale of 2724 SW Timber Avenue in Redmond for \$370,000.

The Even Out Project LLC signed a 62 month lease of 1,000 +/- SF of space at 244 NE Franklin Avenue in Bend. **Fratzke Commercial Real Estate Advisors, Inc.** represented the Tenant and **Tom Tapia**, CCIM, Principal and **Brian Fratzke**, CCIM, Principal, both of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord.

Forever Family Therapy LLC has signed a 60 month lease of 655 +/- SF of office space at 446 NW 3rd Street in Prineville. **Dan Steelhammer**, Broker of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord.

Wildbloomery LLC has signed a 24 month lease of 1,800 +/- SF of office space at 272 & 282 South Cedar Street in Sisters. **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord.

Tuner Automotive LLC signed a 60 month lease of 1,800 +/- SF of industrial space at 20712 Carmen Loop in Bend. **Fratzke Commercial Real Estate Advisors, Inc.** represented the Tenant and **Dan Steelhammer**, Broker of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord.

Pure Light Power LLC signed a 2 year lease of 2,648 +/- SF of industrial space at 2121 SW Deerhound in Redmond. **Tom Tapia**, CCIM, Principal and **Brian Fratzke**, CCIM, Principal, both of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord.

Handy Dan’s ReSpa signed a 5 year lease of 3,132 +/- SF of industrial space at 62999 NE Layton Avenue in Bend.

Brian Fratzke, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Tenant.

Summit Health Management signed a 1 year lease of 9,334 +/- SF of medical office space at 2698 NE Courtney Drive in Bend. **Brian Fratzke**, CCIM, Principal of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Tenant.

Lava Ridge Property Management signed a 36 month lease of 1,020 +/- SF of office space at 1661 NE 6th Street in Bend. **Nick Vaughn**, Broker and **Brian Fratzke**, CCIM, Principal, both of **Fratzke Commercial Real Estate Advisors, Inc.** represented the Landlord.



Online access that helps you do your job.

When you become a member of PBX it connects you to the community.
Stay current on the industry and the jobs that you aspire to. Look to the future. Contact us today for membership information.

| | | | |
|---|---------------------------------------|--|----------------------|
|  541 389 0123 | PO Box 6731 Bend, OR 97708 | Plan Pick Up 63052 Layton Ave. #100 Bend, OR 97701 | premierbx.com |
|---|---------------------------------------|--|----------------------|

COMMERCIAL PERMITS WEEK ENDING 6-26-2020

Deschutes County

| | | |
|----------------|---|--|
| \$2,000,000.00 | - | Commercial (Aquatics Center at The Cove) 10,000 sf. at 17601 Center Dr. Sunriver 97707 OR Owner: Sunriver Resort Limited Partnership PO Box 3609 Sunriver, OR 97707 Builder: R & H Construction Co. 503-228-7177 Permit # 247-20-001962-STR |
| \$753,124.00 | - | Multi-FD (Village at Cold Springs) 5,961 sf. at 1100 W Williamson Ave. Bldg B Sisters 97759 OR Owner: Hayden Homes, LLC 2464 SW Glacier Pl. Ste 110 Redmond, OR 97756 541-923-6607 Permit # 247-19-007835-STR |
| \$753,124.00 | - | Multi-FD (Village at Cold Springs) 5,961 sf. at 1100 W Williamson Ave. Bldg C Sisters 97759 OR Owner: Hayden Homes, LLC 2464 SW Glacier Pl. Ste 110 Redmond, OR 97756 541-923-6607 Permit # 247-19-007837-STR |
| \$506,292.00 | - | Multi-FD (Village at Cold Springs) 4,068 sf. at 1100 W Williamson Ave. Bldg A Sisters 97759 OR Owner: Hayden Homes, LLC 2464 SW Glacier Pl. Ste 110 Redmond, OR 97756 541-923-6607 Permit # 247-19-007833-STR |
| \$326,241.00 | - | Commercial (AT&T Cell Tower) at 13001 Century Dr. Bend 97702 OR Owner: Mt. Bachelor, Inc. PO Box 1000 Bend, OR 97709 Builder: Glotel, Inc. for AT&T 425-326-6050 Permit # 247-20-003052-STR |
| \$185,000.00 | - | Multi-FD Alteration at 17685 Bittern Ln. Sunriver 97707 OR Owner: F Joyce Juza Revocable Living Trust 18160 Cottonwood Rd. #811 Sunriver, OR 97707 Builder: Sierra James Construction, LLC 541-306-3775 Permit # 247-20-003553-STR |
| \$16,000.00 | - | Commercial Alteration (Subway) 1,500 sf. at 16509 Reed Rd. La Pine 97739 OR Owner: Richard W & Sandra D Priday 8611 NE Ochoco Hwy. Prineville, OR 97754 Builder: Garner Electric Co. 503-648-4552 Permit # 247-20-003540-STR |
| \$15,000.00 | - | Commercial Alteration (Cell Tower) at 60316 Arnold Market Rd. Bend 97702 OR Owner: John D Blizzard Trust 60316 Arnold Market Rd. Bend, OR 97702 Builder: Mastec Network Soutions, LLC 866-545-1782 Permit # 247-20-002411-STR |

City of Bend

| | | |
|--------------|---|--|
| \$702,866.00 | - | Commercial Alteration (Cascade Tech) 90,535 sf. at 1777 SW Chandler Ave. Bend 97702 OR Owner: Chandler Center, LLC 70 SW Century Dr. #100-367 Bend, OR 97702 Builder: Pacific Construction and Development 541-678-5751 Permit # 20-0432 |
| \$372,824.00 | - | Multi-FD 3,024 sf. at 20137 Flowing Water Wy. Bend 97702 OR Owner: Oregon Builders Developers, LLC 3321 NW Panorama Dr. Bend, OR 97703 541-480-9985 Permit # 20-1273 |
| \$256,105.00 | - | Commercial Alteration (Hasson Co. Realtors) at 721 SW Industrial Wy. Bend 97702 OR Owner: Crane Shed, LLC 11245 SE 6th St. #240 Bellevue, WA 98004 Builder: R & H Construction Co. 503-228-7177 Permit # 20-1204 |
| \$183,073.00 | - | Commercial Alteration (Mavericks) 6,869 sf. at 20565 Brinson Blvd. Bend 97701 OR Owner: Kutella Properties, LLC, Et Al 20585 NE Brinson Blvd. #8 Bend, OR 97701 Builder: Alex Hodge Construction, Inc. 541-419-3239 Permit # 20-1308 |
| \$57,704.00 | - | Commercial Alteration (Bend South Liquor) 36,000 sf. at 61149 S Hwy 97 Bend 97702 OR Owner: BDC A Street LP, Et Al 1558 Parkside Dr. Walnut Creek, CA 94596 Builder: Compass Commercial Construction Services 541-330-2449 Permit # 20-0278 |
| \$24,634.00 | - | 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 # 19-5856 |
| \$20,000.00 | - | Commercial Alteration (Voltaire Cycles) 12,962 sf. at 2755 NW Crossing Dr. Ste 113 Bend 97703 OR Owner: NWX Buildings, LLC 532 SW 13th St. #200 Bend, OR 97702 Builder: Stilson Builders, Inc. 541-419-2556 Permit # 20-1932 |

City of Redmond

| | | |
|--------------|---|---|
| \$600,000.00 | - | Commercial Alteration (i3D Mfg.) at 1263 SW Lake Rd. #1 Redmond 97756 OR Owner: Paul C Cahill & Kenneth Roy Faulkner Jr. 63765 Deschutes Market Rd. Bend, OR 97701 Builder: Kirby Nagelhout Construction Co. 541-389-7119 Permit # 711-20-000954-STR |
| \$150,000.00 | - | Commercial Alteration (i3D Mfg.) at 1263 SW Lake Rd. #201 Redmond 97756 OR Owner: Paul C Cahill & Kenneth Roy Faulkner Jr. 63765 Deschutes Market Rd. Bend, OR 97701 Builder: Kirby Nagelhout Construction Co. 541-389-7119 Permit # 711-20-000955-STR |

Lake County

| | | |
|--------------|---|---|
| \$294,400.00 | - | Commercial (Red Rock BioFuels) at 18281 Kadrmass Rd. Lakeview 97630 OR Owner: Red Rock BioFuels, LLC 4745 Boardwalk Dr. Ste D 101 Fort Collins, CO 80525 Builder: Summit Fire Protection Co. 651-251-1880 Permit # 497-20-000222-STR |
| \$20,000.00 | - | Commercial Solar (Ace Hardware) at 318 N F Lakeview 97630 OR Owner: DC Real, LLC 318 N F Lakeview, OR 97630 Builder: Pacific Unlimited Inc. 541-603-4805 Permit # 497-20-000220-STR |

COMMERCIAL PERMITS WEEK ENDING 7-3-2020

Deschutes County

| | | |
|----------------|---|--|
| \$1,849,926.00 | - | Commercial (Sun Ranch Business Park) 17,096 sf. at 260 E Sun Ranch Dr. Sisters 97759 OR Owner: Blumpaulmark, LLC PO Box 699 Sisters, OR 97759 Builder: Larry Wright 541-788-2006 Permit # 247-19-007278-STR |
| \$120,000.00 | - | Commercial Alteration 7,500 sf. at 260 E Sun Ranch Dr. Sisters 97759 OR Owner: Blumpaulmark, LLC PO Box 699 Sisters, OR 97759 Builder: Engineered Products, A Pape Company 206-394-3300 Permit # 247-19-006998-STR |
| \$20,000.00 | - | Commercial Alteration (Juniper Ridge) 240 sf. at 64280 N Hwy 97 Bend 97701 OR Owner: Robbins Robbins Rev Liv Trust 64280 N Hwy 97 Bend, OR 97701 Builder: Mastec Network Solutions, LLC 866-545-1782 Permit # 247-20-002822-STR |

City of Bend

| | | |
|----------------|---|---|
| \$8,222,890.00 | - | Multi-FD 61,260 sf. at 2065 NE Tucson Wy. Bend 97701 OR Owner: Central OR Regional Housing Authority 405 SW Sixth St. Redmond, OR 97756 Builder: R & H Construction Co. 503-228-7177 Permit # 20-0292 |
| \$2,947,020.00 | - | Commercial 18,598 sf. at 1475 NE Forbes Rd. Bend 97701 OR Owner: Central OR Regional Housing Authority 405 SW Sixth St. Redmond, OR 97756 Builder: R & H Construction Co. 503-228-7177 Permit # 20-0307 |
| \$120,000.00 | - | Commercial Alteration (CO Vet Center) 32,720 sf. at 1645 NE Forbes Rd. Bend 97701 OR Owner: BBD Properties, LLC 13096 Caminito Del Rocio Del Mar, CA 92014 Builder: Baxter Builders 541-410-2201 Permit # 20-0766 |
| \$81,151.00 | - | Commercial Alteration (Turning Point Recovery) 25,440 sf. at 389 SW Scalehouse Ct. Bend 97702 OR Owner: Carlson Sign Company 1605 NE Forbes Rd. Bend, OR 97701 Builder: Winstead Construction, LLC 541-410-8517 Permit # 20-1434 |
| \$70,000.00 | - | Commercial Alteration (CV International) 14,200 sf. at 20676 Carmen Lp. Bend 97702 OR Owner: Ameracle Development, LLC 20676 Carmen Lp. Bend, OR 97702 Builder: Interior Design Concepts, LLC 541-447-5298 Permit # 20-1534 |
| \$22,315.00 | - | Commercial Alteration (El Sancho) 900 sf. at 1254 NW Galveston Ave. Bend 97703 OR Owner: BB & H Construction Co. 2836 NW Fairway Hts. Bend, OR 97703 Builder: LCS Carpentry & Construction 541-480-3713 Permit # 20-1428 |
| \$10,000.00 | - | Commercial Alteration (Bunk+Brew Historic Lucas House) at 42 NW Hawthorne Ave. Bend 97703 OR Owner: Brent E Griggs 29 Luciana Dr. Newport Coast, CA 92657 Builder: Branch Brothers Construction 541-948-0801 Permit # 19-6123 |

Morrison-Maierle

Continued from page 3

and growing their relationships with clients in Central Oregon.

Morrison-Maierle's engineering services include aviation engineering, structural, mechanical, electrical, transportation, municipal engineering, land development, survey, environmental sciences and more. They

will continue to serve their partners at the Redmond Municipal Airport and will begin to offer new engineering services as they staff the office. Morrison-Maierle has immediate plans to expand their engineering services in the buildings and structures market by working with architects, facilities owners, healthcare, education providers and many more. Specific services they offer include structural, HVAC, plumbing, fire protection, information communications technology and

electrical engineering, and will be offering additional services as conditions warrant.

With this expansion, Morrison-Maierle now has 12 offices throughout Montana, Wyoming, Oregon and Washington, including Bozeman, Kalispell, Missoula, Helena, Great Falls and Billings, Montana; Casper, Cody, Gillette and Sheridan, Wyoming and Spokane, Washington. The company is headquartered in Helena.

Founded in 1945 on the principles

of integrity, commitment, respect and excellence, Morrison-Maierle is a multi-disciplinary engineering firm providing services in engineering, surveying, planning and natural sciences. It is consistently ranked among the Engineering New Record's Top 500 Design Firms in the United States and Canada. Morrison-Maierle is celebrating its 75th year in business in 2020.

2659 SW Fourth St., Ste. 102, Redmond
Eric Webber • ewebber@m-m.net
m-m.net • 541-699-5432

Accomplished under 40

Sponsored by

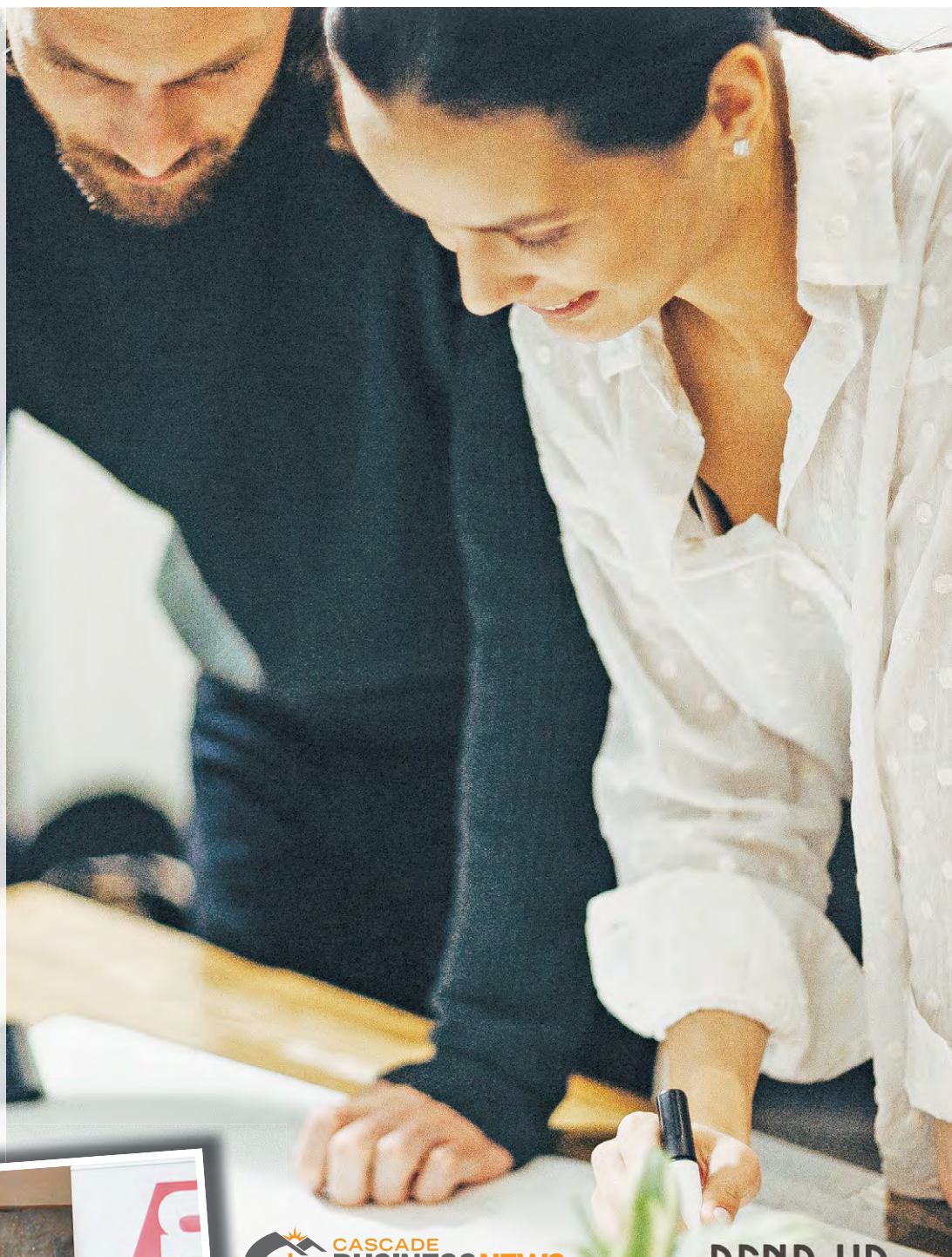


- Impressive Careers?
- Successful Entrepreneur?
- Social & Philanthropic Commitment to your Community?
- Under 40?

**Nominate your
Accomplished Leader
@ www.CascadeBusNews.com**

**Nomination Deadline
August 14, 2020**

**Join us at a celebration to toast
the winners October 7, 2020 at
the OXFORD hotel**



**CASCADE
BUSINESS NEWS**

541-388-5665

www.cascadebusnews.com

BEND UP

BEND YOUNG PROFESSIONALS
a program of the Bend Chamber

